

# BILLBOARD MUSIC WEEK

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

## Sales Meets at ARMADA Set

NEW YORK — Manufacturer-distributor meetings will be held by Atlantic, Cameo, Vee Jay, Time, United Artists, Jubilee and Stereodiddies in conjunction with ARMADA's annual convention at the Diplomat Hotel, Miami Beach, Fla., in June.

Atlantic will hold its meet Saturday, June 24; Cameo, Sunday, June 25 at 9 a.m.; Vee Jay, Time, June 25 at 5 p.m.; Time Records, Wednesday, June 28 at 9 a.m.; UA, June 28, at 5 p.m.; Jubilee, Thursday, June 27, at 5 p.m. The convention itself will take place June 26 and 27.

Meanwhile, ARMADA President Art Talmadge notes that the new affiliate membership classification has been verified and applications are now being accepted from allied crafts and professions in the music business. First member accepted under the new groupings are Ivy Hill Lithograph Corporation and Robert Kerr's Tele-Theater Corporation.

## Cap's Subsidiaries In Executive Shifts

HOLLYWOOD—Changes made last week at the executive echelon of Capitol's subsidiary firms include the naming of Geoffrey Racine as Capitol Records of Canada, Ltd., vice-president and acting general manager, and the appointment of Donal Beryl as administrator of Capitol Record Club, Inc. In their respective duties, both will report directly to Glenn Wallichs, president of Capitol and the above subsidiaries.

Racine will resign as Capitol Record Club vice-president June 30, but in addition to heading the Canadian firm, he will continue as subsidiaries' operations administrator under Capitol's Administration and Finance Vice-President Dan Bonbright. Beryl, now serving as Capitol's management review and development director, becomes the record club's fulfillment department chief, heading its record selection committee, and handling its merchandising in conjunction with club Vice-President John Stevenson.

## Everlys & Garrett May Set Up Label

HOLLYWOOD — The Everly Brothers and Liberty's Snuffy Garrett have been talking about teaming up on the formation of a record label. The deal would be a side venture and wouldn't conflict with the Everlys recording for the Warner Bros. label, or with Garrett's remaining with Liberty artist and repertoire department. The Everlys would record for the label but would add their artist and repertoire talents to those of Garrett in producing records.

Distribution probably would go through either Warners or Liberty.

## 1.6 MILLION IN COLUMBIA CLUB

NEW YORK—The Columbia Record Club now has a roll of 1,600,000 members, according to the report to stockholders from the president of CBS issued April 19. Tradesters estimate that gross sales of the Columbia Record Club are now close to \$40 million.

The CBS report also noted that over 1 million Mitch Miller "Sing Along" albums were sold in the first quarter of 1961, a remarkable record for any one artist at any company.

## Trade Gives Sharp Eye to Rack Jobber As Area of Growing Dollar Importance

### Racks Still Bone of Contention to Some Dealers, But Most Feel They're Here to Stay as Solid Segment of Industry

By BOB ROLONTZ

NEW YORK—With the annual Conclave of the National Association of Record Merchandisers (NARM) ready to tee off in Miami Beach Tuesday (25), many tradesters on both the manufacturing and the distributing level are seri-

ously analyzing the changing function and changing status of the rack jobber. In paying this attention to rack men these tradesters point up the growing importance of record sales through racks throughout the country.

There is no question any longer that the racks are here to stay; they have been accepted as a permanent part of the record business by many segments of the trade that were most wary of them. At the same time there is little doubt that record racks remain a bone in the craw of many old-line record dealers, who still feel that racks siphon off some of the business that might go to the retail record shop. The rack jobbers' answer to this gripe is that the more places records are sold the more it aids the entire record business.

#### Rack's Share

Racks are usually credited with achieving from 15 to 20 per cent of all record sales. However, many feel that this view is an oversimplification. For on some LP's, racks may move as much as 30 per cent of a given album. Most informed observers also claim that an even higher percentage of low price albums and kiddie records are moved through racks.

While the racks have grown, through their positions in supermarkets, drugstores and chain stores, as merchandisers of records, their function has also undergone a gradual change, in a twofold operation, all adding up to an intensification of sales. These jobbers are reducing the number of outlets or racks that they have, eliminating those in unprofitable or marginal locations. And at the same time they are expanding their profitable locations into what could be considered a full-line record concession. Instead of only stocking the hit albums, EP's and singles, these concessions operate almost like rec-

ord stores, stocking catalog as well as hit items.

#### Functional Discount

Rack jobbers usually receive a functional discount of from 5 to 10 per cent from the distributor. According to record executives this functional discount is given because rack jobbers fulfill a sub-distributor's function, reselling the records at wholesale to the stores and markets where the racks are located. Most of the large diskeries do not sell to rack jobbers directly, so it is the distributor who feels the squeeze when the rack jobber obtains his functional discount.

It is felt by record men that rack jobbers—many of whom entered the disk business from the toiletries and drug trade—have become much more oriented toward the disk business and its peculiarities over the past year. Bill Gallaher, Columbia sales chief, has pointed out that NARM members have already asked him what they could do to help push the compact 33 on their racks. Some rackers invite record names to appear in supermarkets. Yet at the same time, by the very nature of

(Continued on page 3)

## Clyde Otis Joins Liberty As Eastern A.&R. Chief

By LEE ZHITO

HOLLYWOOD — Clyde Otis, Mercury hitmaker for the past two and half years, joined Liberty Records last week to head the label's New York office and to become its first East Coast Artist and repertoire director. Otis will operate autonomously, scouting and signing record talent in the East. On a.&r. matters, he will report directly to Liberty Board Chairman Si Waronker, who is the label's a.&r. chief. On all other functions, Otis will report to Liberty President Al Bennett.

Acquisition of Otis marks a major move in Liberty's development. It brings into the Coast-based firm an a.&r. executive with an impressive track record, thereby adding considerably to the label's over-all production strength. Also of primary importance is the fact that Liberty now will be able to enjoy full-time a.&r. coverage on the East Coast for the first time in its history, thereby eliminating the label's weakest spot in its production structure.

Liberty signed Otis following a series of hush-hush conferences on the Coast. Trade speculation ran high that Otis was on the verge of departing from Mercury where he

had racked up outstanding a.&r. success. Otis is credited with producing 33 singles of its 51 top-sellers.

Otis produced Brook Benton's first hit, "It's Just a Matter of Time," and was also responsible for such other Benton sellers as "Endlessly," "So Close," "Thank You Pretty Baby," "So Many Ways," "Hither, Thither, and Yon," "The

(Continued on page 10)

## 'SUNDAY' TAKES TOP SONG OSCAR

HOLLYWOOD — This year's Motion Picture Academy Music Oscars went to "Never on Sunday" (Manos Hadjidakis' music and lyrics) for Best Original Song; "Exodus" (Ernest Gold) for Best Drama Score, and "Song Without End" (Morris Stoloff and Harry Sukman) for Best Scoring of Music. "Never on Sunday" is a BMI tune, marking one of the rare times in the predominantly ASCAP motion picture industry that the coveted Oscar has gone to a BMI song.

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## Levy to Promote King-Lois Firm

NEW YORK—George Levy has joined Syd Nathan's King and Lois publishing enterprises in a general executive capacity that will see him active in the promotion, expansion and exploitation of various Lois and affiliated properties. The 22-year veteran of the music industry will also continue to operate his own Pandora Music.

The growing importance of r.&r. oldies, any number of which are in the King-Lois catalog, adds weight to Levy's work which will include the acquisition of music catalogs, currently hot copyrights, standard song renewals and the acquiring of new talents and masters for the King Record label and its affiliates.

## New Victor Series Debts With 'Dolce'

NEW YORK—RCA Victor will debut its new International Series under the wing of International Liason Department Vice-President Dario Soria with the sound track from the hot Italian movie, "La Dolce Vita." The set was recorded in Italy by RCA Italiana, and will be issued the first week of May. Music for the score was penned by Nino Rota, and Franco Ferrara conducts the music. The flick opened in New York last week to impressive reviews.



## London Gets States' Distribution Of Durium Disks, Lands Brit. Hit

NEW YORK—London Records set two important new deals last week, highlighting its vastly stepped-up foreign operations. On the one hand, Lee Hartstone, the firm's flying vice-president and general manager, signed a six-year exclusive American distribution deal for Durium Records of Italy, a label with which London formerly had an arrangement. On another front, Hartstone has obtained Stateside rights to the current British hit, "Warpaint," by the Brooks Brothers on Pye.

London is establishing a separate sales division to exploit the Durium catalog here, to be headed by a Durium division manager. Both singles and albums will be released and albums will come out either on the London Durium or Richmond label, depending on the nature of the material.

Hartstone remarked that the Durium line acquisition marks an important facet of London's expanding international catalog. The artist roster includes the Marino Marini Quartet, Aurelio Fierro, Flo

## Reprise Signs UST Contract

HOLLYWOOD—United Stereo Tapes, the Ampex subsidiary, last week added Reprise Records to its label roster, gaining exclusive four-track stereo tape rights to the Frank Sinatra firm's LP wares. The contract was negotiated and signed by Ampex Vice-President Herb Brown, head of UST, and Mo Ostin, Reprise's administrative chief.

UST went into immediate production to rush tape versions of Reprise product into release as soon as possible. The tape firm plans to time future four-track stereo releases to coincide with the release of their LP counterparts, according to UST marketing head

Sandons, Roberto Murolo, Rino Salviati, Little Tony, Eduardo Lucchina, and Sergio Centi.

Initial album release is expected within 60 days, while the singles program begins at once with the release of the Italian hit, "24 Mila Baci," by Little Tony, specially recorded with English lyrics.

Again in the singles field, the Pye British hit, "Warpaint," is set for release this week. London is also currently pushing the Fontana British hit of "Are You Sure," by the Allison's, which has been number one in England. "Warpaint" is currently in the top 10 there.

## UST Engages Indie Distributors & Reps To Cover Tape Expansion

HOLLYWOOD—United Stereo Tapes is beefing up its distribution set-up, expanding its use of independent distributors and manufacturers' representatives. According to UST Marketing Director Bill Muster, need for this expansion exists now that the number of dealers handling tape has mushroomed.

Initially, when four-track product, was introduced, only several hundred dealers sold tape, and these could be serviced directly by factory representatives and through UST depots on both coasts. Today, Muster said, there are several thou-

Bill Muster. This parallel tape-LP releasing policy will be followed whenever possible with all labels, Muster said. The reason for this is to allow tape speakers to cash in on the promotion and general market interest generated during the kick-off of an album.

UST's initial Reprise release will consist of the Sinatra label's current albums, including the singer-owner's "Ring-A-Ding," Sammy Davis Jr.'s "The Whammf Sam," and Mavis Rivers' "Mavis."

## GENE PITNEY TO MORRIS AGENCY

NEW YORK—The William Morris Agency has signed Musicor record star Gene Pitney to a three-year contract, guaranteeing the 20-year-old singer \$250,000 over that period. The guarantee excludes all moneys Pitney receives from his record sales and as a songwriter.

An interesting aspect of the deal is that WM is protecting its investment in Pitney's future by arranging for him to take voice and dramatic lessons. WM has also hired veteran nitery act producer Les Kolodny to build a night club routine for the lad.

stand dealers stocking tape, hence, UST is expanding its distribution and product availability.

UST follows two co-existing forms of distribution, each consistent with the sales patterns of the market served. It is increasing its use of record distributors to cover disk dealers who handle tape, and is using manufacturers' reps to channel its wares to hi fi component dealers and camera stores.

Muster has appointed several new distributors and reps, and will leave this week on a swing through key markets to conclude additional distribution arrangements. Within the next few months, Muster expects to have completed UST's revamped distribution set-up.

The tape firm is selecting record distributors in the top markets to take on all its tape lines, thus it will work through a distributor who will be able to offer the record dealer a complete multi-label tape inventory.

UST named the Burt Porter Co., as its rep in the Seattle-Portland area; the Bellew indie rep

(Continued on page 42)

## Cellar Legislation Seeks Stiff Counterfeit Penalties

By MILDRED HALL

WASHINGTON—Rep. Emanuel Celler (D., N. Y.) has introduced legislation to provide criminal penalties for the counterfeiting of phonograph records, and civil remedies for infringement of mechanical rights in copyrighted music. Said Celler of the disk piracy: "The counterfeiting of and illicit trafficking in phonograph record is seriously undermining the structure of the phonograph record art form. The practice drained over \$20 million from the music industry in 1960.

"The victims of record counterfeiting are the songwriters, record manufacturers, distributors and dealers, recording artists and musicians, publishers and the United States government. The manufacturers, distributors and dealers are denied their legitimate profits; the songwriters, artists, musicians and publishers are deprived of their royalties, and the federal government robbed of its federal excise and other taxes."

Celler pointed out that the disk counterfeiters have no studio costs, advertising or promotional expenses, nor do they pay royalties to the songwriters, artists, musicians and publishers. Also, they do not pay federal excise and other taxes to the government—all of these things being normal expenses incurred by the legitimate record manufacturer.

"Present federal and State laws are grossly inadequate to meet this problem," said Celler, who is chairman of the House Judiciary Committee, which will consider the bill if response is sufficiently strong to give this matter weight among the hundreds of other bills which must pass through the Judiciary Committee and its Copyrights Subcommittee.

"Federal law provides only civil remedies," Celler notes, "which places an almost impossible burden on the songwriters and publishers in seeking to prove their damages. The few State laws which do impose restrictions provide for only modest fines, which do not act as deterrents, but are considered by the illicit operators as the equivalent of payment of a 'license fee' to continue their illicit operations."

The Celler Legislation (H.R. 6354) imposes for the first time criminal penalties on record counterfeiting, and also permits owners of musical copyrights to win substantial money damages when their works have been infringed. The record counterfeiter simply uses, or copies, a legitimate disk as a master record, counterfeits disks and labels and sells them to jobbers and dealers at cut prices.

The Celler bill amends the U. S. Code to permit fines up to \$10,000, jail terms up to 10 years, or both. It amends the Copyright Act to permit not only recovery of mechanical royalties, but allows statutory damages of up to \$5,000.

Exact wording of the bill amends Section 2314, title 18 of the Code, as follows: "Whoever knowingly

and with fraudulent intent transports, causes to be transported, or receives in interstate or foreign commerce any phonograph record, disc, wire, tape, film or other article on which sounds are recorded, to which or upon which is stamped, pasted or affixed any forged or counterfeit label, knowing the label to have been falsely made, forged or counterfeited; or—

"Whoever knowingly and with fraudulent intent transports, causes to be transported, or receives in interstate or foreign commerce any phonograph, disc, wire, tape, film or other article on which a sound recording is reproduced without the permission or authorization of the owner of the master recording, shall be fined not more than \$10,000 or imprisoned not more than 10 years, or both."

Sec. 101 (e) of title 17, U. S. Code (the Copyright Law), is amended to add to the mechanical rights recovery, which is treble the statutory 2 cents per side lost on each record proved to be counterfeit, a further choice: "In lieu of the remedies provided for in this subsection, the owner of the musical copyright may, at his election, have the remedies provided for in subsection (b) of this section."

Subsection (b), which would be available in civil infringement suits, permits recovery of damages suffered by the copyright owner because of the infringement, ranging from \$250 to \$5,000 in each case.

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## Everest Ups Stereo Prices

NEW YORK—Everest Records has upped the price of its stereo records \$1. Pop stereo records will now list for \$4.98, and classical records will rise to \$5.98.

## ARMADA, RIAA Back Counterfeit Bill

NEW YORK—The Association of Record Manufacturers and Distributors of America (ARMADA) and the Record Industry Association of America, Inc. (RIAA), last week both came out in support of Congressman Celler's bill to im-

pose criminal penalties for the counterfeiting of records.

ARMADA President Art Talmadge, vice-president - general manager of UA Records, said he was pleased to note that ARMADA's battle against counterfeiting was beginning to bear fruit, not only in prosecutions of counterfeiters, but in the area of federal legislation.

"Our legal counsel, Blanc, Steinberg, Balder & Steinbrook," said Talmadge, "has been working with members of Congress who serve on a special committee for this type of legislation and has submitted a draft of a bill along similar lines, but also tying it in with the Federal Trade Mark Statute which would make it a criminal offense not only to transport interstate phonograph records bearing a counterfeit label with a registered trademark, but also those who manufacture the counterfeit labels would be subject to the penalties. The need for federal legislation along these lines is most acute and we are most encouraged to see the balance of our industry join ARMADA in the fight to obtain it."

### Press Story

In a story which appeared in The Wall Street Journal last week Talmadge estimated that record counterfeiters "siphoned off at least \$20 million worth of legitimate record sales" in the U. S. last year. If this estimate is accurate, the story said, "the cost to Uncle Sam in lost excise taxes could amount to \$2 million."

The RIAA said provisions of the Celler Bill "closely parallels the recommendation for federal legislation by its own Legal Committee under the chairmanship of its chief counsel, Ernest S. Meyers, Esq. The RIAA, reported RIAA Executive Secretary Henry Brief last week, "hails, endorses and fully supports" the Celler bill.

"We of the RIAA," said Brief, "have spent thousands of dollars in an attempt to track down and expose those who are involved in the counterfeiting of records. The absence of effective federal legislation has permitted these counterfeiters to operate and prosper without fear of meaningful legal reprisal. We think this proposed law will go a long way toward remedying this situation."

## Cap's Lloyd Dunn Begins European, Far Eastern Trip

HOLLYWOOD—Capitol Records Marketing Vice-President Lloyd Dunn departs Wednesday (26) for London on the first leg of a three-week business trip that will take him to Europe and the Far East. This marks Dunn's first overseas tour of duty since global sales and the activities of the international department were added to his marketing responsibilities.

Dunn will attend conferences at EMI's headquarters at Hayes, England, which will include the Cap-

itol parent firm's annual classical album meetings. He is also scheduled to confer with Capitol's Paris affiliate, Pathe-Marconi. His trip will be concluded with a visit to Tokyo where he will be met by the international department's executive, Bud Fraser, and the return to Hollywood. Fraser will remain in the Far East for an extended business tour of key markets.

Dunn's Tokyo visit will be his first in 30 years. The last time he arrived there was as the member of a shipboard orchestra for the Dollar Lines. (He doubled in banjo and cello.)

## Artia Executive Levels Blast at NARAS Awards

NEW YORK—Peter Sutro, vice-president of the indie classical label, Artia, issued a withering blast against the awards handed out at the NARAS Awards dinner last week. Calling the awards an "... exercise in stupidity, naivete and frustration," Sutro claimed that the record industry kowtowed to the major manufacturers.

He compiled a list of nominations and pointed out that RCA Victor had 33 of them, and then went on to say, "Since RCA has the most employees eligible to vote, it receives the most nominations."

Sutro alleged that many of the classical recordings handed NARAS awards were "inferior," and he also asked how come many indie labels did not even receive one nomination. He ended his diatribe by asking NARAS to indulge in a thorough soul-searching, and said that Artia was withdrawing from NARAS "until such time as its abuses are corrected."

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# Foresee Thriving Disk Mkt. in South Africa

LONDON—A limited but thriving record industry with great progress following an urgently needed change-over to micro-groove disks is the picture in South Africa painted by EMI executive Harry Walters after a month-long visit. Much depends on the outcome of the changes bound to follow with the Union of South Africa becoming a Republic and leaving the British Commonwealth. Surprising, though, is the need for a reliable nationwide chart of best selling disks.

Walters, who is based at the firm's Hayes headquarters, went to review the operation of EMISA, the South African subsidiary. He had a series of conferences with leading executives including Andy Bailes, managing director, recording manager Joe Nosal and Evett Wyngaard, who combines the functions of a.&r. manager and general sales manager. He also met a wide-range of publishing, distributing, theatrical and radio personalities. In addition to visiting Johannesburg, he also called in at Salisbury and Bulawayo, in the Rhodesia, and Cape Town.

Walters reports that the local industry regards an LP sale of 5-600 as good. As far as the singles market is concerned, a big seller can be as few as 10-12,000 copies. The disks are shipped direct to retailers but in the case of sales to the colored population, EMISA have successfully pioneered a system of direct sales from company-owned trucks which tour the colored population areas. He feels to counteract the huge cost of shipping 78 r.p.m. records, an urgent transformation to 45 or 33 singles is neces-

sary before there will be marked economy in operation. This will also counteract the huge drawback of breakages which arise in 78 distribution.

### Too Many Charts

A great aid to the general exploitation of records on the market would be to have one nationally accepted chart, Walters found. At present there are many lists of best selling disks nearly all based on requests to various programs run by the three main radio outlets. Walters pointed out that the American and British systems of compilation based on actual dealer sales would lead to standardization with hot sides being further boosted by the concentration of interest which would follow.

He called the existing radio exposure "wonderful." There are three outlets, the Springbok (government) two services, commercial and non-commercial, and the privately owned Loureco Marues station transmitting sponsored programs from Portuguese East Africa, but covering the Union also. Time is generally sold in quarter-hour segments with all disk manufacturers purchasers. The principal disk jockeys are David Davis, John Walker and Bill Prince.

### Market Split

The disk market is split several ways. The European population consists of English and Afrikaans having different tastes: the completely separate colored market are grouped together as "Bantu." Conversion from 78 would be most difficult to achieve in this later field. However, EMISA's Wyn-gaard is a leader in recording for the market and the label is particularly strong because of it. Another great strength is accordionist Nico Carstens, who is also a composer having achieved international success with "Zambesi." EMI plans to promote his disks on a world-wide basis.

During his visit, Walters was actively concerned with promotion work in connection with the tour of two of Britain's leading disk names, singer Cliff Richard and the Shadows instrumental group. As a result of his trip, EMISA's exploitation has been strengthened by the transfer from the sales staff of Peter Davies, who is concentrating on jockey and other public relations areas.

# MATHIS CLAIMS FOURTH GOLDIE

NEW YORK — Johnny Mathis picked up his fourth gold album award last week. This latest award is for his album of "Merry Christmas" which has passed the 500,000 mark for Columbia. The three other Mathis albums that have passed the 500,000 figure are "Warm," "Heavenly," and "Johnny's Greatest Hits." Mathis opens at the Copa in New York this week (27).

# Trade Gives Sharp Eye to Rack Jobber As Area of Growing Dollar Importance

## Rack Association To Present 1961 Awards at Show

NEW YORK—The National Association of Rack Merchandisers will present its annual awards to record artists and labels at the rack association's banquet in Miami April 28. The NARM convention opens at the Eden Roc Hotel in Miami April 25 and continues through Friday.

Elvis Presley will receive three awards, one for the best-selling hit single of "Are You Lonesome Tonight," another for the Best-Selling EP, "Touch of Gold, Volume III," and one more for the Best-Selling Male Artist on the racks. Other awards include Best-Selling Long-Play Record: "Sixty Years of Music, Volume II on RCA Victor; Best-Selling Economy-Priced LP: "Mantovani Showcase" on London; Best-Selling Vocal Group: the Kingston Trio on Capitol; Best-Selling Female Artist: Connie Francis on MGM; Technical Achievement Award: Command Records for its Percussion Series; Consistency of Sales for Low-Priced LP's: "101 Strings" on Somerset Records; Best LP Promotion for Low-Priced Records: Bravo Records; Best Low-Priced Christmas Promotion: Spinarama Records; Most Promising Female Artist: Brenda Lee of Decca Records; Most Promising Male Vocalist: Bobby Rydell of Cameo Records; Con-

## Merc Renews Overseas Ties

CHICAGO — Mercury Record Corporation has renewed agreements with its licensees in Belgium and Denmark for the issuance and distribution of Mercury Records, according to Irwin H. Steinberg, executive vice-president.

Brice Somers, Mercury's international chief, handled negotiations with the two licensees—Skandinavisk Grammophon AS, Copenhagen, and Discopress S.A., Brussels, Belgium. Skandinavisk has previously held agreement with Mercury since 1959 and renewed its pact with the record firm through A. J. Poole, managing director, Discopress S.A., which has been with Mercury since 1955, entered into the agreement through I. Braunstein, managing director.

Both firms are currently issuing Mercury records in their areas on a regular release basis.

Consistency of Sales for Regular Price LP's: Billy Vaughn of Dot Records; and Best-Selling Specialty Artist: Bob Newhart of Warner Bros. Records.

A special award for outstanding Achievement in the Field of Entertainment is being presented for the first time this year. Winner of the Award is Mitch Miller, for his Sing Along LP's on Columbia.

## NARM Convention Focuses Attention On Rack Segment

Continued from page 1

their business, rack jobbers still buy their disks on the basis of what is already selling, leaving them open to the dealers' charge that rack jobbers ride on the hits—both albums and singles—created by the regular record dealer.

### No Longer Pets

Rack jobbers are no longer the pets of record manufacturers. The large firms have generally stopped the 100 per cent return policy, although some indies still do offer 100 per cent return on records bought by rackers. And the rack jobbers themselves have learned how to compete with discounters by doing their own discounting. They have also learned to buy more wisely, to stock more prudently and offer better looking and fresher displays of merchandise.

This year's NARM convention is to be attended by a larger number of key record executives than ever before. It can be safely assumed that, in addition to the social side of the convention, there will be much discussion both in the panel meetings and outside them over such things as pricing, discounting, returns, and cut-outs, as well as the future expansion of the rack business.

# Pye & Oriole, Leading U. K. Disk Firms, Step Up Action on U. S. Market Scene

By DON WEDGE

LONDON—Two major British disk firms, Pye and Oriole, are stepping up activity in the U. S. market, planning to buy more British rights to hit singles as well as increasing the sale of their own masters for State-side release. There is additional activity in this area, too, by the British outlet of Deutsche Grammophon.

Oriole chief Morris Levy and his a.&r. head Reg Warburton are currently due in New York to set up such deals. The label has decided to intensify its operations in foreign markets, particularly the American, and in addition to acquiring singles is seeking "durable" LP material.

### Oldest Indie

Oriole, the oldest British "indie," was founded in the early Twenties and has been headed by Levy throughout. It has a completely self-contained production set-up from studios to pressing. Distribution is through the whole range of British wholesale houses. It also produces the Embassy line for sole

retailing through the F. W. Woolworth chain.

The label is at present released abroad in nine Commonwealth and Continental countries. Recent U. S. releases from Oriole tapes have been taken by Jamie, King and Kapp. There have been negotiations for a catalog deal with a U. S. label affiliate of a film company. No decision has been reached on either side and in any case the deal could not be concluded for nearly a year.

### Chezar On Scene

On an extended stay in London is Irving Chezar, who has been made New York representative for Pye Records. His appointment is seen as the key move in acquiring and selling material. This month, Pye-International released two disks acquired from Argo — Etta James' "At Last" and Clarence (Frogman) Henry's "But I Do."

During a visit to the U. S. last month, Pye's assistant general manager, Louis Benjamin, and Chezar sold U. S. rights of six British disks for U. S. release. They were the Brook Brothers' "Warpaint" (to London), the Kenny Ball Band's "Samantha," Gary Miller's "Dream Harbour" (both Jamie), Joe Brown's "Shine," Petula Clark's "Something Missing" (both Warwick) and Joe Henderson's "Midi - Midinette" (Kapp).

### Catalog Deals

Pye already has catalog deals with Colpix and Miller International. Most of the latter's output makes up the Golden Guinea line of low-price LP's. Pye feels it is in a strong position to extend its affiliations with U. S. labels both for catalog sales and one-shot pacts on hot U. S. singles.

The label, though lacking its

own studios, possesses full manufacturing facilities. In addition, it has developed its own distribution system, most disks now being shipped direct to dealers. There are now five labels within the group—Pye and Piccadilly (both for British artists), Pye-International, Golden Guineas and Pye-Non-Such, a spoken-word line just launched.

Polydor, the pop label of DGG, has been developing its own affiliations with U. S. companies for the British market. Early this year, Polydor's John Philips completed a deal to represent Hickory here. This week, the label is issuing its first side from Lute Records—Robbie Lester's "Ballad of Cheatin' John."

## NO SUCCESSOR FOR OTIS YET

CHICAGO—Mercury Records has not set a new producer to take over the job of Clyde Otis, label's former Eastern a.&r. director, who left Mercury last week to join Liberty. (See separate story.) The firm's a.&r. men, including Hal Mooney and David Carroll, will continue to record artists in all sections of the country. Mercury has added Nat Goodman to the a.&r. staff to handle West Coast recording.

Mercury chief Irv Green said that the firm would be making more deals with indie a.&r. producers and would take on more outside labels for distribution. Latest taken on is Clock Records, which Mercury will distribute.

## LATE POP SPOTLIGHTS

### SINGLES

#### FREDDIE KING



**IT'S TOO BAD THINGS ARE GOING SO TOUGH** (Soullo, BMI) (3:03)—King is hot on the charts right now and these two efforts can keep him there. "Whistle" is a fine train blues, while the flip is a slow, soulful blues job. Watch both. **Federal 12415**

#### DINAH WASHINGTON



**OUR LOVE IS HERE TO STAY** (Chappell, ASCAP) (3:35)—The canary is in great, feelingful vocal form on this solid reading of the oldie and she gets a lot of support from the fiddles. This can score. Flip is "Congratulations to Someone" (United, ASCAP) (2:11). **Mercury 71812**

### ALBUMS

#### THE BOBBY DARIN STORY



**Atco 131**—This package of Darin's old hit singles should have strong appeal for teen-agers. The master plates of side two were autographed by the artist, giving the package collector appeal. Darin comments briefly on his career, which is illustrated by "Splish Splash," "Queen of the Hop," "Mack the Knife," "Artificial Flowers," his most recent hit "Lazy River" and others.

#### LET'S GO AGAIN



**Hank Ballard and the Midnighters, King 748**—Here's a new Hank Ballard album that should have the dancing teen-age set streaming into the stores. It features the swinging hit-maker singing a flock of driving items that could also break out as single hits. Among the sides are the title tune, "Come On and Get It," "Rock Granny Roll," "I'm So Crazy About You," and "Looka Here."

## WB Buys Back Starr Stock

WASHINGTON — Herman Starr, publisher board member of the American Society of Composers, Authors & Publishers, has sold back to Warner Bros. the 7,500 shares of common stock which he acquired on exercise of option in March, 1960. Report was made in the Securities and Exchange Commission's "insider" summary of transactions, and indicates that Starr sold the stock in January, 1961.



## The Efficient A&R Man Of New Era: Clyde Otis

While tradesters decry the passing of the colorful, voluble type of a.&r. man who dominated the disk business during the past two decades, a new type of a.&r. man has been emerging. This type places a premium on quiet efficiency and lets hit records talk.

One of the most important of this new school is Clyde Otis, whose hit skein during the past two years at Mercury Records with Brook Benton, Dinah Washington and Sarah Vaughan, among others, has been the envy of many. Otis, coming to Mercury in 1958 as the firm's Eastern a.&r. head with little a.&r. experience, developed Benton into one of the nation's top hitmakers, and restored new life to Miss Washington's record career. More than that, the shimmering sound of strings as used on all Otis-produced disks helped swing the single record business from gutbucket sounds to lushness. Many of these arrangements were the brain child of Belford Hendricks.

Altho Otis was fairly new at a.&r., he was well known in the disk business as a composer. One of his most memorable hit songs in the 1950's was "That's All There Is to That." When he was signed to Mercury by then a.&r. chief Art Talmadge on the basis of his recording of his tune "The Stroll" with the Diamonds, Otis brought with him to the label the as yet hitless Brook Benton, with whom he had penned a number of hit songs.

With Benton, Otis composed many of the former's hits, including "It's Just a Matter of Time," "Endlessly," "Hurtin' Inside," "So Close," "Thank You Pretty Baby," "So Many Ways," "Kiddio," "Think Twice," "For

My Baby," and "The Ties That Bind." And for that memorable series of duets that Benton and Miss Washington shared, Otis and Benton clefted "A Rockin' Good Way" and "Baby You Got What It Takes."

Otis' success at Mercury made him much sought after by many labels. Both ABC-Paramount and Capitol dangled solid offers before him, but Liberty Records made the offer most to Otis' liking. The Liberty contract is understood to give Otis almost double his annual Mercury salary of \$25,000. Otis also is reported to receive a percentage on sales as well. Perhaps more important to Otis even than the percentage, is the fact that he can take all of his publishing firms with him to Liberty. Publishing firms that he owns include Actual, Brenda, Eden, and Music Productions, and with Benton he owns Play and Vanessa Music. Otis' recording budget at Liberty, where he will build his own stable of artists, is in the six-figure bracket.

Although Otis will spend most of his time in his new Liberty job, he will still be doing recording for Mercury as an independent producer. Mercury and Otis are momentarily expected to sign an independent producing agreement under which Otis will continue to record Mercury acts Benton, Miss Washington and Travis and Bob. This will be a percentage deal. Otis also has an agreement pending to record Sarah Vaughan on the Roulette label.

In addition to his laurels as a composer and an a.&r. man, Otis just a few short months ago became the father of a boy, Clyde Jr. His wife, Lourdes, is also a recording artist in her own right, having made a number of records on the Mercury label as a vocalist. If she continues her recording career, it can be assumed that her future disks will be on Liberty.

## PRAISES UNSUNG

### Shaw Points Up Need Of Writer-Pubber P-R

NEW YORK — The need of a public relations program to properly highlight the cultural contribution of the pop songwriter and publisher has been sharply outlined in a letter to Billboard Music Week by Arnold Shaw, general professional manager of Edward B. Marks Music Corporation. Shaw also notes that publishers and writers—as an industry—have done nothing to cope with diminishing financial returns on a hit, and he raises the point that "perhaps we could have done better for ourselves in the copyright area had we had a well-developed public relations program."

Shaw states that songs are one of the nation's most successful exports... they are heard and sung all over the world. "Yet, the American songwriter has no standing either in his own country or around the world commensurate with what he has contributed to the popular culture. In some ways, his public face is no more attractive than that of the jazz musician, about whom the newspapers and magazines are always ready to write the worst (I am aware, of course, that writers like Richard Rodgers, Oscar Hammerstein II, et al. have a public standing that is quite different.) But I am talking of songwriters generally and, if you will permit,

of that much maligned figure known as the Tin Pan Alley writer, or the r.&b. writer, etc.... The truth is that the music industry has not asked for the respect which it deserves by virtue of its position in the American economy and the prestige of its product around the world.

#### Upsets Unanswered

"Related to this fact is the way in which various developments have upset the industry economically without the industry doing anything to combat them. The movie people have not let the inroads of television go by default, and they manage to hold the fort with large-scale promotion programs like the Oscar Awards. In our own area, the record people have become cognizant of the value of a public relations program...."

Noting that the problem requires organization and finances, Shaw discusses the matter of trade groups already in the field.

"One thinks immediately of MPPA and immediately feels dejected about the cavalier way it has disregarded the whole question of public relations and industry-wide promotion. This is not to deny that MPPA has helped the business on legislative and legal problems. There's also AGAC, which obviously has done yeoman work in

## BILL WOULD UP POSTAL RATES

WASHINGTON—A bill to raise postal rates has been introduced by Rep. Tom Murray (D., Tenn.), chairman of the House Post Office Committee. The bill (H.R. 6418) would raise the so-called educational rates, covering books, printed music and recordings, from 9 cents for the first pound and 5 cents for each additional pound or fraction thereof, to 10 cents and 6 cents, respectively. First-class mail would go to 5 cents an ounce; air mail to 8 cents. Second and third-class would also be hiked, depending on weights and distances and classification as to origin, such as non-profit, classroom, etc.

An attempt to legislate a similar across-the-board raise in postal rates failed in the 86th Congress.

## Big Three Grabs Top Themes From Overseas Movies

NEW YORK—The Big Three, which has come up with one of the hot scores of the spring season with Bob Merrill's music to the smash Broadway show, "Carnival," has picked up two important movie themes. One is the theme of the new Italian movie, "La Dolce Vita," and the other is the theme from the English film, "Saturday Night and Sunday Morning."

Meanwhile, the Big Three under executive chief Mickey Scopp is bolstering the firm's East Coast staff. Murray Baker, former professional manager of Robbins, and who has lately been running his own firm, is joining the Big Three professional staff. He will work in the area of live TV shows as well as general record activity. The East Coast staff will cover the Midwest area as well now, since the Big Three has closed its Chicago office. Irwin Barge, former manager of the Chicago office, has left the firm.

On the European front, Alan Holmes is the new Big Three European representative, succeeding Paddy Crookshank, who has retired. Holmes was formerly the manager of Robbins Music, Ltd., and now he is the direct representative of the Big Three on the boards of B. Feldman; Francis, Day & Hunter, Robbins, Ltd., and affiliated companies. His new job is to forge a closer alliance of professional activity of all of the firms. As his first action in his new post he will visit all of the Big Three European affiliates during the next few weeks.

protecting and enhancing the rights of the American songwriter. And, of course, there are ASCAP and BMI and the various trade papers serving and benefiting from the industry."

Shaw adds that he has no set ideas—but that his perturbation increases when newspaper feature writers indicate their misconception of the pop music business. Such writers often harbor the idea that publishers constantly victimize writers, Shaw points out. In the absence of a public relations program this is certainly not difficult to understand, he adds.

#### Recognition Needed

Giving a nod to the San Remo Festival, Shaw poses the question: "I wonder why an industry as large and as rewarding as ours still remains virtually the only phase of our entertainment culture that gives no public recognition to its creative people comparable to the Tony Awards in the Theater, the Pulitzer awards to book and newspaper

(Continued on page 10)

## MUSIC AS WRITTEN

### New York

#### LARRY TAYLOR TO BOURNE . . .

Larry Taylor is the new head of the professional department of Bourne Music and affiliated music firms. He succeeds Lester Sims who ankled the firm a few weeks ago for a new post. Taylor will bring his own music firms, Larry Taylor Music and Jimskip Music with him to Bourne.

Larry Sockwell is the new national sales manager for Bob Birolek's Washington and Off-Beat labels. . . . Frank Berry has started a record promotion service out of Cleveland for the State of Ohio. . . . Jack Mills has acquired a new Israeli song, "Blow Gentle Breeze" for publication by Mills Music. Tune is being featured by Eartha Kitt at the Persian Room in New York. Mills will soon sign agreements to publish the catalogs of the Israel Composers League Publications.

Gloria Lynn has stirred up a lot of excitement via her new Everest recording of "He Needs Me." Thrush had performed the tune on the Harry Belafonte TV'er a while ago and the firm has had lots of orders on the new disk. Miss Lynne spent a week visiting deejays in Detroit and Cleveland a fortnight ago, accompanied by Earl May, and Everest executives Moe Shulman and Sid Schaffer. . . . Abby Steinberg is the new executive assistant to Aaron Schroeder, the writer-publisher, and manager of Gene Pitney. . . . Jon Herstadt and Howard Cook of Beau-coup Records and warbler Barry Kittleson are on a nation-wide tour plugging the chanter's waxing of the tune, "If Teardrops Were Dollars." . . . Sam Alessi has signed a wax pact with Verve. . . . Anne Merlin is clicking with her singing act at New York's Living Room. . . . Henry Tobias has issued his first record on his new Pat label featuring a new vocal group, the Gems. . . . This week is Peter DeRose Memorial Week in New York's Tin Pan Alley. For the eighth consecutive year Duffy Square has been renamed Peter DeRose Memorial Square for the occasion.

Frank Falanga is the new sales manager for Herb Dale's Mercury Records distributing division in Boston. Bruce Hinton is Dale's new sales and promotion manager. . . . Anthony D. Conino has started a new distributorship in New Orleans called Central Records Distributing Company. . . . Pete Garris and Al Rosenthal have started Cambridge Distributors in Philadelphia. Garris runs the Cambridge distrib firm in New York as well. Bob Rolontz.

### Hollywood

MGM label's Jesse Kaye staged a dealer showing of Metro's "Cimarron," pulling in approximately 300 disk dealers, their salesmen and rack jobbers from the entire Southern California area, with some coming in from San Diego and Santa Barbara to be present. Al Sherman, of Record Sales, MGM's new distributor here, co-hosted. . . . Same label will issue three separate LP's tying in with Metro's "King of Kings" epic. One will be a deluxe boxed edition containing the sound-track recording (Miklos Rozsa score) and a copy of the film's souvenir book; another will be a narration treating the film and its religious contents, and a third is a children's album containing a narration of "A Child's Story of Jesus."

Musicians Guild of America, the splinter musician's union here, won National Labor Relations Board blessings as the exclusive collective bargaining agent for Record Producers Corporation and Hanna-Barbera Productions. Record Producers is the new label headed by Joe Leahy which recently debuted with three albums, each featuring movie and TV personalities Dick Powell, Loretta Young and Walter Brennan. Hanna-Barbera is a film cartoon firm. MGA bested the American Federation of Musicians in the NLRB election by a vote of 13 to 2 at Record Producers, and by 20 to 3 at the cartoon firm.

Bernice Mason has signed Robert Draper to a long-term recording contract for her Berma Records. Draper, who formerly recorded with the Accents for Coral and Brunswick, will debut on the Berma label with a single ("Joannie and Me" b-w "Do You Care") coupling two up-tempo rock and roll tunes penned by Williams Wollens. . . . Arthur Blake, whose "Curtain Time" LP was issued on the Star-Crest label, is cutting "Great Moments of the Theater" for Overland Records with George Greeley conducting the Overland Symphony Orchestra in his own arrangements. Greeley will produce the session as well. . . . Jimmie Hasell's "Peanuts, Popcorn, Crackerjack and Candy Kisses" will be issued by RCA Victor. Lee Zhitto.

### Chicago

Andy Anderson (no relation to the well-known Chi dealer of the same name), has initiated his own Channel label. The firm, which will distribute in New York and Newark through Cosnat Distributors, is in the midst of negotiating with Chi distribs. . . . Earl Glicken, Donna and Del-Fi Records, returned recently from a week-long trip to California, where he huddled with label executives. . . . Paul Glass' Allstate Distributing Company has completed renovations with the bookkeeping offices being consolidated in new and modern quarters on the first floor. . . . RCA-Victor's custom division records the Northwestern U. Waa-Mu choral and Orchestra April 28 here. It'll be for exclusive campus sale.

Mel Price, son of Chi disk veteran Morrie Price, has opened Armel Records, a new retail record store in the Mount Prospect Shopping Plaza. Managing the outlet is James Rategan, formerly record manager for Polk Brothers' Grand Avenue store. Mel will join the operation full time after he graduates from Northwestern this June. . . . Charlie Hansen, head of Keyes-Hansen Publishing (sheet music house), will issue Buck Ram's stage band series for schools (arrangements) through the educational division of his firm. . . . Ram recently re-signed Larry Wrice to a recording contract and inked Paula Green, vocalist, to one also.

Gloria Manlong.



LEGIT REVIEW

'Carnival' Enchanting Musical

"Carnival" is Broadway's newest hit and the brilliant staging of director-choreographer Gower Champion is mainly responsible. Skillfully blending pathos and comedy, he brings an exciting, frequently magical touch to the story of a waif who joins a snappy European circus and falls in love with a puppet-master.

The entire cast is good—particularly Anna Marie Alberghetti as the appealing heroine, Jerry Orbach, James Mitchell and Kaye Ballard—but the real showman of the troupe is Pierre Olaf, the great French clown from "La Plume de Ma Tante."

Olaf contributes "Carnival's" most effective production number, a bright, exhilarating turn titled "Grand Imperial Cirque de Paris."

The standout tune of Bob Merrill's pleasant score is "Theme From 'Carnival'" which reflects much of the charming simplicity and nostalgia of the original "Hi Lili Hi Lo" movie theme. "Mira," sung with sweet poignancy by Miss Alberghetti, is an appealing folk-flavored song, and "Always, Always You" has definite commercial appeal as a pop ballad. However, its romantic impact is deliberately diminished in the show, because it is sung as comedy routine by Miss Ballard and Mitchell. Incidentally, this sequence is the funniest bit in the musical.

"Carnival" is bound to garner plenty of coverage in the record field. Three different versions (by Frank Chacksfield, Jane Morgan and Danny Davis) of the title theme are BMW "Spotlights" this week. The title song has also been cut by Joni James and David Rose. The flip side of Miss James' disk features another "Carnival" tune, "Can You Imagine That." Still another "Carnival" son, "Her Face," has been sliced by Mel Torme. The first album on the show, an instrumental version by Ornadel and the Starlight Symphony, was released by MGM last week. MGM's original-cast album was recorded over the weekend.

★ ★ ★

NIGHT CLUB REVIEW

Basin St. in Flurry Over Ella

It almost seemed as if they doubled the capacity of Basin Street East in New York for the three-week stand of Ella Fitzgerald. On Thursday (18) waiters were running around with small tables and collapsible chairs to make room inside the club for the long line of standees waiting in the lobby and on the street. There's a good chance that she will break the club record set by Peggy Lee last year.

In a nutshell, Ella's performance on the night caught was magnificent. She sang and sang and sang and sang, and handled every tune with the wonderful style and amazingly supple vocal delivery that has made her one of the world's top singers. Ella was gracious and jolly both in her attention to requests and in her desire to give on every song. In her hour-long stint she sang close to a score of tunes, from "Lorelei" to "Mack the Knife," and when she was finished the crowd—almost half of it young couples—handed her a standing ovation. Ella's performance was greatly aided by Lou Levy on piano, Herb Ellis on guitar, Gus Johnson on piano.

With Ella on the bill was stand-up comic Bill Dana, who has become a big name on records via his Jose Jimenez act. As the wistful, befuddled scrambled-English-speaking Jose, Bill Dana is a very funny fellow. As Bill Dana he is pleasant, but he doesn't have the impact of his make-believe character. Still and all, his Jimenez routines, both as a singer (?) and as an astronaut-in-training, are mighty enjoyable. Bob Rolontz.

Fats Waller's Son Goes to Court Over Father's Musical Copyrights

NEW YORK Ross-Jungnickel Music and Thomas Waller Jr. filed suit in the Supreme Court of New York last week against Joy Music and two illegitimate sons of the late musician-composer over a flock of copyrights penned by Waller.

The Ross-Jungnickel and Waller Jr. suit asks that the agreement under which Joy Music acquired the Waller Sr. copyrights be canceled, and that the renewal rights to all of the Waller tunes be declared as now reposing with Waller Jr. and Ross-Jungnickel, and that Joy Music and Waller's two illegitimate sons have no interest whatsoever in the renewal copyrights. In addition, the plaintiffs are asking for an accounting from Joy of all unpaid royalties, and an accounting of all sums received by Joy on the Waller copyrights.

The renewal rights to the Waller copyrights were acquired by the late Eli Oberstein after the musician passed away in 1943 from Waller's widow and son Thomas Jr. Oberstein sold them to Joy Music. Waller's widow died in 1954, and Thomas Waller Jr. became sole heir.

In 1955, claim the plaintiffs, after the Ballantyne decision (in which it was decided that illegiti-

mate children can qualify as heirs under the copyright act if they are accepted as heirs under State law), Joy Music acquired the rights of Waller's two illegitimate sons, unknown to Thomas Waller Jr. The plaintiffs further claim that Joy Music continued to send payments to Waller Jr. without indicating what share he was receiving of the royalties.

In 1960, the plaintiffs allege, Waller Jr. found he was only receiving 50 per cent of the royalty share set forth in the his agreement with Joy Music, with the other half going to the illegitimate sons. He asked for full royalties, and claims that when he didn't get them, he declared the agreement with Joy Music canceled and assigned his rights to Ross-Jungnickel. Ross-Jungnickel and Waller Jr. claim that Waller's two illegitimate sons are not heirs under the copyright act as they were never adopted by the composer as required under New York State Law.

George Joy, one of the executives of Joy Music, said in regard to the action, "We have completely fulfilled our obligations and there is no basis for this action. We will prove this if it is brought to trial."

TALENT TOPICS

NEW YORK

Ella Fitzgerald is packing them in at New York's Basin Street East... Chris Connor, who has albums out with the Maynard Ferguson ork on both Roulette and Atlantic Records, is giving a solo concert at Tennessee's Dogwood Arts Festival April 29. The night before she appears with the Ferguson crew at Trinity College in Hartford... Bob Grossman is set for a two-week engagement at the Sunset Strip bistro, The Unicorn, starting May 2.

Walt Rooney of the Del Ray label, has bought the Master "Pork Chop Shuffle" from Task Music featuring the Ambrose Quartet... Disneyland has appointed Cosnat as its new distributor in Pittsburgh... Erroll Garner opens at the Crescendo in Hollywood June 8... Tina Robin will play the Roosevelt Hotel in New Orleans and the Beverly Hills Country Club in Cincinnati in May... Roger Williams is now out on a tour of Texas towns, after which he will play dates in New Orleans, St. Louis and Chicago... Sammy Kaye and ork started the second lap of the band's one-nighter trek last week, which will carry Kaye and crew to Las Vegas, Nev. He'll be at the Riviera Hotel there for two months this summer.

Cannonball Adderly and combo are set for a week at Detroit's Minor Key Club starting May 15... The Count Basie crew will play the junior promenade of the junior class of St. Bonaventure University in St. Bonaventure, N. Y. May 5... Nancy Wilson and George Shearing will star at the jazz show to be presented on April 28 at Pittsburgh's Carnegie Hall. KDKA deejay Randy Hall will emcee. Bob Rolontz

CHICAGO

Chicagoan Dick Gregory, latest comic sensation, returns to the Windy City for a two-night concert stand at the Opera House May 12

and 13. Appearing with Gregory will be the Ramsey Lewis Trio, Les McCann and his trio, and Steve DePas, calypso singer... Comedian Don Sherman made a hit with Peggy Cass when she caught his act at the Playboy Club recently. Peggy told Benny Dunn, the nitery's p.r. head, that she hopes to get the comic for an appearance on Jack Paar's show. Sherman, who's presently taking a breather in his New York home, opens at Cincinnati's Surf Club May 2. From there, he goes to: Miami's Playboy Club May 10 for four weeks; the Glen Park Casino, Williamsville, N. Y., June 19; Freddie's in Minneapolis, July 5; Houston's Tidelands, September 25; and San Francisco's hungry i, October 14 for four weeks.

Marguerite Piazza bowed at the Empire Room of the Palmer House Saturday (22) for three weeks... Andy and the Bey Sisters come to the Birdhouse Wednesday (26). Appearing with them will be the Fred Kaz Trio. Future bookings for that nitery include: Bill Henderson with Eddie Harris, Nancy Wilson and the Three Sounds, Horace Silver and Art Blakey... Bill (Jose Jimenez) Dana and deejay-comic Dan Sorkin, with Patti Clark, singer, open at Mister Kelly's May 8 for three weeks. Shelley Berman is scheduled to play that boite, beginning May 29... Cy Coleman's trio has a three-week stand at the London House May 9.

Scheduled for the 1961 season of Herb Roger's Chicago Music Theater: Tony Bennett in "Guys and Dolls" June 20 for three weeks; Genevieve in "Can-Can" July 11-23; Kathryn Grayson as "The Merry Widow" July 25-August 6; Patrice Munsel in "The King and I" August 8-27. Rounding out the season's bill is "Mort Sahl—in Concert," August 29-September 4... Burns and Carlin, comedy team, open tonight (24) at Boston's Storyville for a week's stand. From there, the pair heads for the Casino Royale, Washington, D. C., May 1-7; the Crystal Palace, St. Louis,

May 8-28; Miami's Playboy, June 9-29; Dallas' Gaslight, August 2-13 and Houston's Tidelands, August 14-28... Buddy DeFranco opens at the Sutherland Lounge Wednesday (26) till May 7... Dick Brody, singer of Russian folk songs at the No Exit coffeehouse, hosted Steve Star, jazz aficionado, when the latter flew in from Boston recently for a confab with local record people.

Nick Biro.

HOLLYWOOD

Shelley Berman's Nirene Productions firm will promote three concerts in the Southern California area featuring Berman and Roulette's Cumberland Three vocal group. Appearances are part of a Berman one-nighter tour and will be taped from which material will be incorporated in MGM's forthcoming "The New Sides of Shelley Berman" LP.

Jimmy McHugh is writing "A Musical Portrait of J.F.K." covering the President's life in music. Score is aimed at LP use... Four Preps will open at Salt Lake City's Lagoon Saturday (29)... Warner Bros. Records' Bob Luman finished a six-month Army hitch just in time to start promoting his "Great Snowman" single. He's scheduled to embark on a personal appearance tour throughout the Coast and Canada with Johnny Cash, a run at Las Vegas' Showboat Hotel, and is being tested for two TV series at the Warner lot.

Treat Theater's summer bill for outdoor performances includes Victor Borge, who kicks off the season (June 23), followed by Jose Greco, Roger Williams, Al Hirt, Harry Belafonte, Miriam Makeba, winding up with a week's run featuring Nat King Cole. This marks the heaviest use to date of disk talent by the amphitheater. Lee Zhitto.

ST. LOUIS

Four entertainers from the Jack Paar TV show are being featured (Continued on page 42)

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Warren Smith launched a 20-day tour for Steve Stebbins, of Americana Corporation, at Phoenix, Ariz., April 13. Trek takes him through the West and up and down the Coast... Ray Saunders, heard on the Liberty label, has joined the Americana talent forces and is currently on tour in California... The gospel-singing Blackwood Brothers Quartet is routed as follows: Sulphur, La., April 27; Texarkana, Tex., 28, and Fort Worth, Tex., 29; Neosho, Mo., May 1; Springfield, Mo., 2; Paducah, Ky., 3; Washington, Ind., 4; Flora Ill., 5; Pine Bluff, Ark., 8; Festus, Mo., 9; Memphis, Tenn., 12; Greenville, S. C., 13; Lima, Ohio, 15; Whitehouse, Ohio, 16; Detroit, 19-21, and Fostoria, Ohio, 22.

A "Grand Ole Opry" package, featuring George Jones, Stonewall Jackson, Margie Bowes, Red Sovine, Billy Grammer, Grandpa Jones and George Riddle, played to a sellout crowd at Decatur, Ill., Saturday night, April 8. Show was brought in by the Decatur Police Department, with Bill

Sullivan, local police officer, handling the promotion. Jones and Riddle played Oklahoma City April 14-16. Late this month Jones joins a "Grand Ole Opry" unit for an extended tour of the Pacific Northwest and Canada... Western Kansas will soon have its first full-time country and western music station, at Larned, following an FCC grant to Jim Denny and Webb Pierce, of Nashville, and Mack Sanders, of Wichita, Kan.

For the ninth consecutive year, top-rated country music acts have been booked for the Sedgwick County Sheriff's Benefit in Wichita, Kan., April 28-29, by Wichita booker-promoter Harry (Hap) Peebles. In the package will be Homer and Jethro, Carl Smith, the Carter Family (Mother Maybelle, Helen and June), Leon McAuliff and His Cimarron Boys, Patsy Cline, and the Plainsmen. Prior to the Wichita stop, the acts will appear at Tokepa, Kan., April 24; Sioux City, Ia., 25; Omaha 26-27. On Wednesday, April 26, Peebles addresses members of the Omaha Rotary Club on "The History and Future of Country Music," with

Leon McAuliff, Homer and Jethro, Carl Smith, the Plainsmen and June Carter as special guests for the occasion.

Ernest Tubb and his combo, including his new guitar picker, Leon Rhodes, pulled a packed house on their recent engagement at Dewey Groom's Longhorn Ranch, Dallas, according to Joe Kundrat, Longhorn publicity chief. Hank Thompson and His Brazos Valley Boys showed their waves at Longhorn Ranch April 16... Georgia Slim, for many years a feature with Big Howdy Forrester's aggregation, has signed a recording pact with Dewey Groom, Longhorn Record chief.

Although Hank Snow's latest RCA Victor release, "Beggars to a King," is published by Pappy Daily's Starite firm, Big Bopper Music's Bill Hall is going all out in promoting the Snow platter. Reason: The tune was written by the late J. P. Richardson, who Hall managed and who penned such hit tunes as "Chantilly Lace," "Running Bear," "White Lightning," (Continued on page 42)



# CHRIS & MAYNARD TOGETHER!

CHRIS CONNOR and MAYNARD FERGUSON

DOUBLE EXPOSURE

DOUBLE EXPOSURE



CHRIS CONNOR and MAYNARD FERGUSON

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Atlantic 8049  
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# ATLANTIC RECORDS

1841 Broadway, New York 23, N. Y.

## German Music Societies Parted by Fed. Pressure

By OMER ANDERSON

BONN—GEMA has withdrawn from the Bureau International de L'Edition Mecanique (BIEM) under pressure by the West German government's Bundeskartellamt (Federal Cartel Office).

The Cartel Office said the German counterpart to ASCAP had agreed to dissolve its links with BIEM because of the admitted cartel-type arrangements which the BIEM is committed to erecting with the European music industry.

West Germany, after the war in response to pressure from Allied occupation authorities, enacted tough anti-trust legislation roughly paralleling that in effect in the U. S.

The German anti-trust and anti-cartel laws, which are enforced by the Federal Cartel Office, prohibit pricing and marketing agreements.

By its affiliation with BIEM, GEMA agreed to abide by the Paris-based organization's so-called "Normalvertrag"—standard contract—aimed at organizing the European music industry as a single tightly controlled entity.

#### Investigation

GEMA's break with the BIEM came after the Federal Cartel Office opened an investigation into operations within West Germany of the BIEM and the "International Federation of the Phonographic Industry" (IFPI), with headquarters in London.

The Federal Cartel Office, a spokesman disclosed, suspects the two organizations of collaborating to sew up the European market much in the manner in which pre-World War II Continent-wide cartels sliced markets by agreement and fixed prices, without reference to consumer interests.

By agreeing to break away from BIEM, GEMA is relieved from threat of prosecution by the federal anti-trust office.

The German trust-busters suspect, in effect, the BIEM and the IFPI of putting a two-way squeeze

on the disk-buying public, with the BIEM representing the artists and the IFPI the industry.

GEMA membership in the BIEM, according to the Federal Cartel Office spokesman, compelled GEMA to accept BIEM dictates in the matter of royalties.

The Federal Cartel Office objects, specifically, to the negotiation of so-called "bloc" contracts between BIEM, representing all affiliated national artists' organizations and the IFPI, which has been called a "collective" of the national phonographic music industries.

With signing of its "Normalvertrag" with the German diskeries, the BIEM has begun to function in West Germany as a cartel in violation of the federal anti-trust statutes, according to the Federal Cartel Office.

GEMA, after breaking with the BIEM, has entered into negotiations with the German phonograph industry for a new agreement on a direct basis. Until this agreement is reached GEMA and the industry are working under an interim agreement.

#### Coin Parallel

The Federal Cartel Office's action in the case of BIEM is reminiscent of its crackdown on the coin machine industry two years ago. The trust-busters forced the coin trade to dissolve its so-called "integrated" organization of the industry from top to bottom, a single monolithic organization encompassing manufacturers, distributors and operators.

In the present instance, GEMA is bogged down in disputes with the coin trade and also with tape recorder producers. The coin machine operators' association is negotiating a new contract with GEMA, but the negotiations are deadlocked over the operators' refusal to pay bigger royalties.

The electronics industry is similarly refusing GEMA's demand for payment of a "royalty fee" on each tape recorder sold, on the theory that it will be used for the unauthorized taping of music.

## FCC Nod to Zenith, G.E. On Stereo FM Standards

WASHINGTON — FM stereo broadcast standards proposed by the Zenith Radio Corporation and General Electric Company have been chosen by the Federal Communications Commission in its long-awaited decision on standards for the new FM stereo service. The FCC says it is "Hopeful" that the stereo broadcasting will add a new dimension to FM listening, and will, in many locations, "offer listening pleasure comparable to that now obtainable through the home use of stereophonic recordings and tapes."

Effective June 1, 1961, any FM station may send stereo programs without further authorization from the commission, but it must meet

the technical standards prescribed by the new rules. The two systems of Zenith Radio and General Electric (Systems 4 and 4A) are practically the same, and were winners out of a total of six considered by the FCC. The systems permit sub-carrier multiplex transmission in conjunction with the main-channel operation of FM stations.

Undoubtedly, there will be electronics experts and possibly some sensitive Hi-Fi fans who will not

*(Continued on page 35)*

## 'Nurnberg Trials' on New Roulette Series

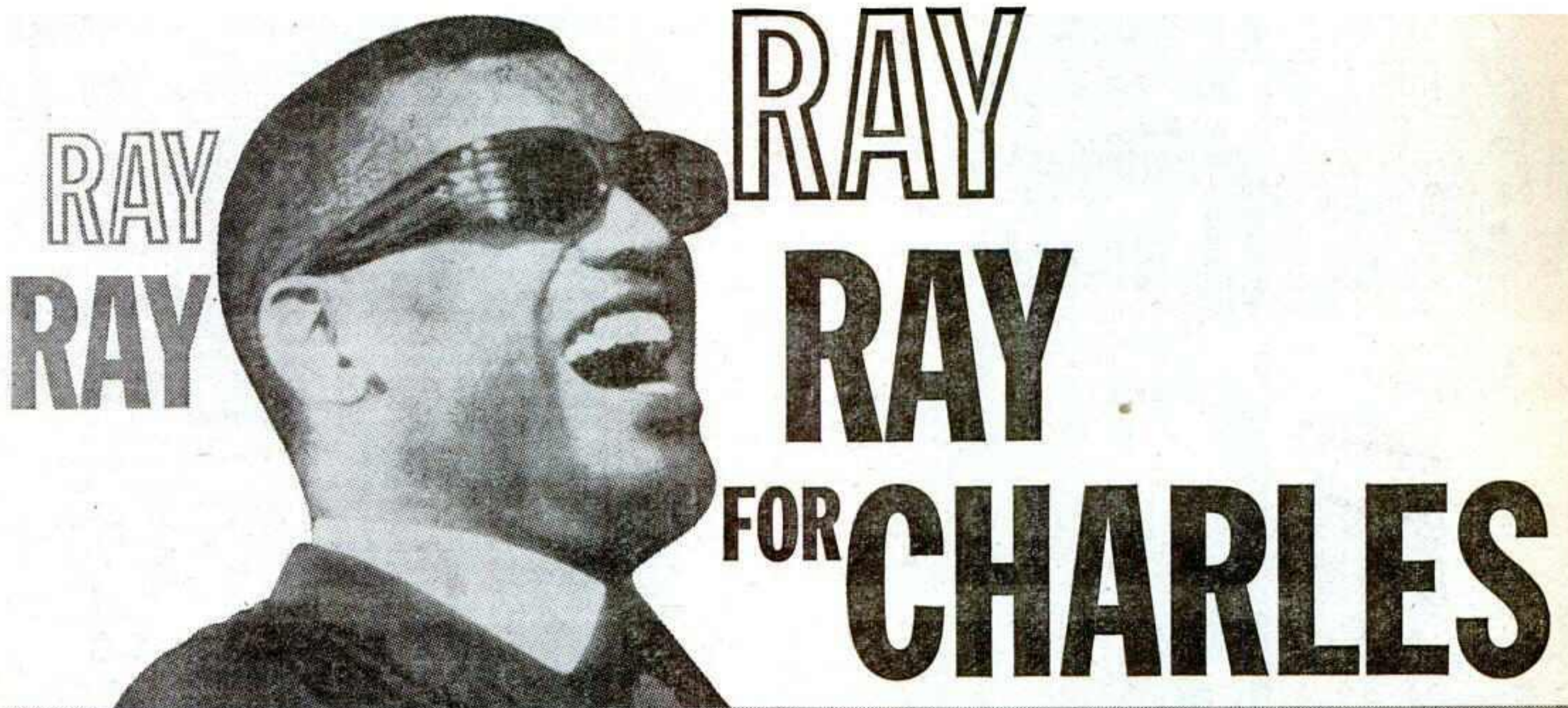
NEW YORK—Roulette Records is kicking off a new "Audio History" series on its Forum label with the "Nurnberg War Criminal Trials," which feature official transcriptions and photos of the historical event.

The double-fold, single pocket LP, which will retail at \$4.98, was written and produced by Bud Greenspan, a TV producer for the Dancer, Fitzgerald & Sampler ad agency. Roulette is backing the package with special display material and consumer throw-aways. Greenspan will also make several TV guest shots to plug the LP.

## 'LIFE' GETS HOT FOR CHALLENGE

HOLLYWOOD — Warner Bros. Records recently took over national distribution of the Challenge line and reports that it has a hot item with the label's current Jerry Wallace single "Life's a Holiday." The disk is reported to have taken off in Detroit and is doing in the neighborhood of 80,000 nationally.





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\* BEST PERFORMANCE BY A POP SINGLE ARTIST  
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"GEORGIA ON MY MIND"—ABC-10135

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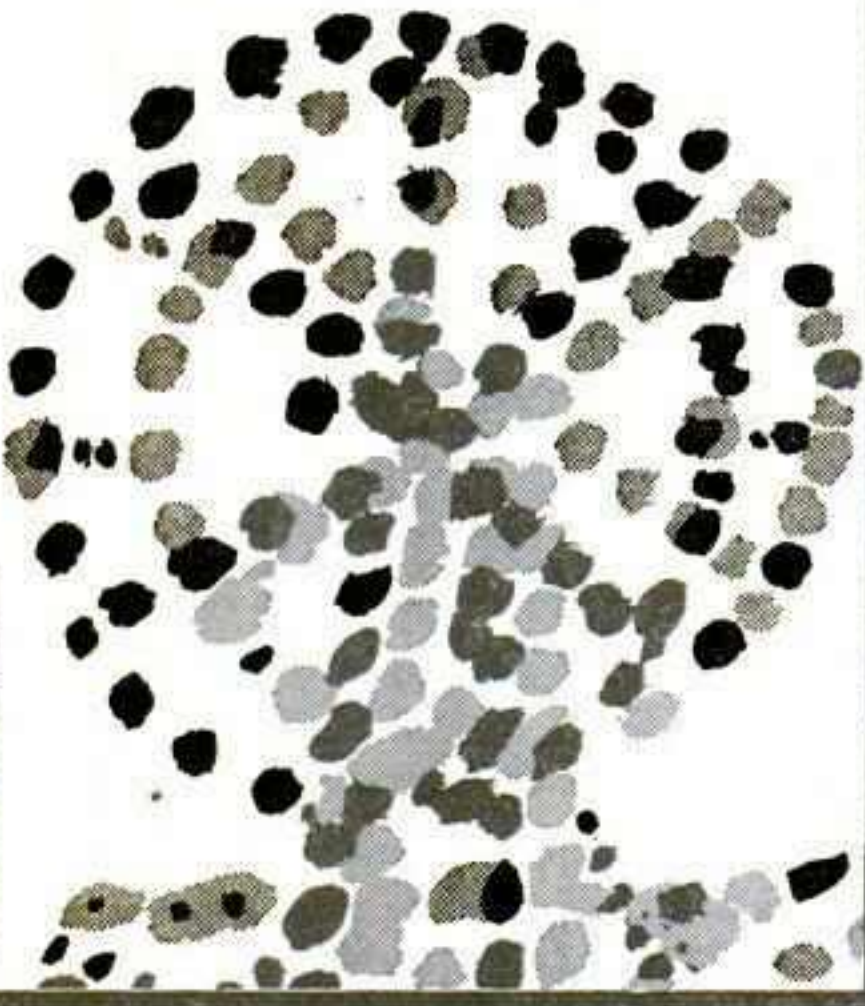




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ORNADEL AND THE STARLIGHT SYMPHONY ORCHESTRA  
**CARNIVAL**



**Capitol Reshuffles  
Sales Executives**

HOLLYWOOD — A reshuffle within Capitol's ranks last week moved Advertising Manager Perry Mayer into the national merchandising manager's slot, vacated by the resignation of Lloyd Settle. Mayer's ad post is being taken over by John Annarino, who had served as pop album merchandising manager. Annarino's album duties in turn have been assigned to Dick Heckenkamp, who is being switched from his former single record merchandising manager's post.

Rose Dexter is being promoted to single record merchandising manager. She had served during the past year as a secretary in the single record merchandising department. She becomes the second woman in the label's history to move into the executive level. Radio-TV Promotion Manager Merrilyn Hammond heretofore had been the only femme to grace the label's upper rungs.

Mayer reports to Capitol Records Distributing Corporation Vice-President and Merchandising Director Stan Gortikov. In turn, Annarino, Heckenkamp and Miss Dexter report to Mayer. As national merchandising manager, Mayer will retain his administrative control over Capitol's national consumer and trade advertising, in addition to supervising its merchandising and promotion activities.

SYDNEY—Top talent package to tour Australia under the Lee Gordon banner this month includes Connie Francis, Bobby Vee, Johnny Burnette, the Ventures, and Troy Donahue.

Show is scheduled for the main State capitals, opening April 25-26 at Melbourne's Festival Hall (ca-

**U. S. Global Exec Group  
Proposal of UA Brass**

By JUNE BUNDY

NEW YORK—The growing importance of foreign record sales to U. S. manufacturers has sparked a plan to set up an association of executives active in international operations of American disk companies.

The plan will be spearheaded by Art Talmadge, United Artists Records vice-president and general manager, and Sidney Shemel, UA's foreign operations director. The executives, who recently returned from an extensive tour of Europe, said there is an urgent need for an exchange of ideas and information on the international record scene.

**Better Relations**

Primary objective of the organization, said Talmadge, would be to work toward bettering relations with foreign affiliates. Among the subjects which Talmadge and Shemel suggests as pertinent discussion items are ways and means of sending over transparencies and printing matter for reproduction overseas; up-to-date reports on government regulations in various countries—duties, collections, free ports, remittance taxes, and problems involving the European Common Market.

The organization, said Talmadge, will be open to all U. S. record executives involved in any way with the foreign market. Shemel, an attorney himself, opined that lawyers should be particularly interested in such an organization in view of the increasing need for an exchange of information on na-

capacity 6,500). Next appearance is on the following night at the Thebarton Odeon, Adelaide (capacity 2,200).

tional law in the record field. Export-management operations, said Shemel, have been in existence for some years in many other fields, and it's time the disk industry followed suit.

Meanwhile, UA has changed distributors in two more foreign markets—Australia and New Zealand. Australian Record Company, Ltd., will henceforth handle UA in Australia, and Allied International Records, Ltd., will distribute the line in New Zealand. The Australian firm was purchased by American-Columbia about a year ago. Earlier this month, Talmadge and Shemel switched distributors in England, Italy, France and Israel in a move to set up label identification for UA Records on a global basis. (See Billboard Music Week, April 3.)

Talmadge is currently looking for a man to head up UA's European operations. The man will act as a roving ambassador for UA, working with the label's distributors on the Continent and on tie-up promotions with representatives of the label's parent movie company abroad.

Talmadge also plans a "real drive" to get UA artists to go abroad. In line with this, UA stars Eydie Gorme and Steve Lawrence open at the Pigalle in London, June 18, and UA is readying a big party in their honor in co-operation with EMI, the label's new distributor in England.

The first movie theme disk to be launched by UA's new European distributors will be "Goodbye Again," title theme of the new Ingrid Bergman film. The picture and the UA disk (as yet uncut) will be released simultaneously on the Continent in August.

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TRADE  
PAPERS  
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"I CAN'T DO IT  
BY MYSELF" CARLTON 547

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NEW SONGS  
FOR ORCHESTRA  
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THIS IS THE FIRST AND LAST TIME YOU WILL FEEL THE NEED TO GIVE A SALES PITCH FOR A NORWOOD LABEL—FROM THE FIRST LISTEN THE LABEL WILL SELL ITSELF. IN SPITE OF THE PROVOCATIVE TITLE PLEASE BE ASSURED THAT THIS IS NOT A "GIMMICK" RECORD PUT OUT OVERNIGHT FOR THE PURPOSE OF CASHING IN ON SOME NATIONAL PUBLICITY. THE COMPOSITION, THE IDEA FOR THE TITLE SONG, AND THE PRODUCTION PLANNING FOR THIS INITIAL RELEASE WAS STARTED MONTHS AGO.

AUDIOTRONIC IS NOT JUST ANOTHER TRADEMARK FOR STEREOPHONIC RECORDING. AUDIOTRONIC IS DESCRIPTIVE OF THE ELECTRONIC QUALITY CONTROL DEVELOPED FOR NORWOOD RECORDINGS. YOU WILL HEAR THE DIFFERENCE. IF YOU CAN'T SELL NORWOOD RECORDS TO YOUR CUSTOMERS, WE'LL BUY THEM BACK. YOU CAN'T LOSE ANYTHING ON A DEAL LIKE THIS.

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**SYMPHONY DE PARIS PRESENTS  
ROCKIN' AND DRINKIN' MUSIC**  
ROBIN GOODFELLOW, Conductor and Arranger  
**RAY HANEY, Composer**

- Cover Art by Peter Masters
- Rockin' and Drinkin' Music (for Bartenders Only)
  - Penny in Puerto Rico
  - Overture for a Waitress Working Overtime
  - March of the Maidens (from the seldom, if ever performed opera "Off to the Town Tavern")
  - The Bar Fly (Species Drosophila) Rocker Revival
  - The Ballentine's Nest Cold Porter
  - Demon Rum The Eli Whitney Waltz
  - Off the Wagon Polka A Street Called Summer
  - Little Old Ladies from Pasadena
  - Scene One, Take Two (at the Long Branch)



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**ALBUM OF THE YEAR  
"THE BUTTON DOWN MIND"**

**BEST NEW ARTIST OF 1960  
Bob Newhart**

**BEST COMEDY PERFORMANCE (SPOKEN WORD).  
"THE BUTTON DOWN MIND STRIKES BACK" — Bob Newhart**



*Management:*  
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**NATIONAL ACADEMY OF RECORDING ARTS AND SCIENCES  
THIRD ANNUAL AWARDS**





The Big Ones!

"AIN'T IT BABY"

the MIRACLES

TAMLA 54036



"BYE, BYE, BABY"

MARY WELLS

MOTOWN 1003

NEW 1 TO WATCH!

"WHO'S THE FOOL"



SINGIN' SAMMY WARD

TAMLA 54034

TAMLA/MOTOWN RECORDS 2648 W. Grand Blvd. Detroit 8, Mich.

British Change In Taxes Given Cool Reception

LONDON—No benefits accrue at first glance to Britain's music industry following the taxation changes contained in the annual national budget. Indeed, it seems that the position has been slightly worsened.

It had been hoped, although not with great optimism, for relief on the 50 per cent purchase tax levied on the wholesale price of disks. Failing this, the industry was anticipating a possible introduction of a general sales tax which would have reduced the duty payable on disks. Neither materialized in Chancellor of the Exchequer Selwyn Lloyd's statement Monday (17). Instead, he sought powers from Parliament to vary the purchase tax up or down by 10 per cent at any time, without waiting for the annual budget tax review. This will only prolong uncertainty, particularly for the retailer.

Hurts Sales

The possibility of tax reductions has hampered sales each spring in the weeks immediately before budget. Now a change can be made at any time. If the tax is reduced, the dealer loses some of his capital tied up in the tax he has already paid. If it is increased there must be some degree of recession.

Among other changes planned by the government are an increase of profits tax by 2½ per cent to 15 per cent, a payroll tax of up to 29 pounds per employee per year, a 10 per cent levy on television advertising and a promise to tighten expense allowances eliminating cost of accommodation, food and drink while traveling. Personal income tax remains unchanged except for a major concession on surtax which instead of being levied on incomes starting at 5,600 pounds a year will begin at 11,200 pounds. This benefit, while applying to many in the industry, is not likely to affect the volume of music trade.

Al Rosenthal Quits Dick Clark's Show To Set Own Firm

PHILADELPHIA — Al Rosenthal has resigned as producer of Dick Clark's "American Bandstand," ABC-WFIL-TV show, to set up his own record distribution firm, Cambridge Record Distributors of Philadelphia.

Joseph J. Novenson, heretofore, station manager of WFIL-FM here, succeeds Rosenthal as producer of the Clark show.

Rosenthal joined WFIL-TV in 1953 and became program director of WFIL-FM in 1955. Late in 1959, he took over Tony Mamarrella's producer post on "American Bandstand." Prior to joining WFIL, Rosenthal was with BMI.

Shaw Points Up

Continued from page 4

people, the Emmy awards in TV and the Oscar awards in the movie field. Why shouldn't we have an annual festival that would embrace the entire industry and give widespread recognition to the outstanding artists, the outstanding arrangers?"

Shaw adds that movie houses do fine business in weeks following the Oscar awards. "Obviously, recognition and respect promote box office."

Clyde Otis Joins Liberty As Eastern A.&R. Chief

Continued from page 1

Ties That Bind," "Kiddio," "Fools Rush In," "The Same One," "Think Twice," "For My Baby." To Otis also goes the credit for bringing in Dinah Washington's first pop hit single, "What a Difference a Day Makes," followed by "Unforgettable," "Love Walked In" and "This Bitter Earth."

Otis' a.&r. prowess is said to have firmly established Miss Washington as a factor in the pop singles market, and was responsible for teaming her with Benton on such best sellers as "Baby You've Got What It Takes" and "A Rocking Good Way." He is given the credit for guiding Sarah Vaughn's transition from jazz to straight pop with "Smooth Operator" and "You're My Baby." He produced Clyde McPhatter's "Ta Ta" and

handled June Valli's version of "Apple Green."

Otis' move to Liberty can be expected to result in a wave of trade speculation that he will bring with him some of Mercury's stellar sellers. In the meantime, all parties involved are mum on that score.

Liberty President Bennett hailed the acquisition of Otis as a move that "will surely add even more impact to our growing catalog and artist roster. We feel we are adding fuel to the rapid expansion formula now under way at Liberty with the signing of Otis, for he is one of the most successful men in the record industry today."

Am-Par Signs New Artists

NEW YORK — ABC-Paramount Records has signed Baby Washington and the Elegants to exclusive recording contracts, thereby pointing up the continuing importance of rock and roll and rhythm and blues influence in the pop singles field.

Baby Washington is currently on BMW's "Hot 100" chart with "Nobody Cares" on the Neptune label. It's a homecoming pact for the Elegants, who had their initial disk ("Little Star") on Am-Par's subsidiary label, Apt, five years ago.

MGM 'Carnival' Album Hypoed

NEW YORK—The biggest cooperative advertising and publicity campaign in its history has been launched by MGM Records to back up the label's cast album for the newest Broadway smash, "Carnival," along with other packages of the show score. The cast package was cut yesterday (23) by Eddie Heller in association with producer Arnold Maxin, chief of the label.

Macy's, Korvette's, Schirmer's and Doubleday have all scheduled large ads on the packages, tied in to Mother's Day gift buying on May 7 and 8. Window and in-store displays are all part of the campaign. Both Korvette and Liberty Music Shops, which sponsor radio shows, will include plugs for the album.

MGM last week rushed out an orchestral version of the score by the British maestro, Ornadel, and this set is being given the feature treatment by Korvette now and until the cast package is ready. The set was featured in Korvette newspaper ads on Sunday (23).

Meanwhile, MGM is plumping hard on its various singles of tunes from the Bob Merrill Score of the show. Currently, the label is pushing "Theme From Carnival," by Joni James and David Rose on MGM and Danny Davis on Verve, while Mel Torme has recorded "Her Face," from the score, also on Verve.

Victor Issues 10 Pop LP's in May

NEW YORK — RCA Victor is releasing 10 new pop albums for May. The string of new sets is led by Norman Luboff's second LP on the label. In addition to the choral set by Luboff in a Latin groove, there are also albums by the Melachino Strings, a humor set by Harrison Baker and two stereo action LP's. Cleffer Jule Styne conducts his score from "Do Re Mi" on a pop dance album.

Three of the new packages feature country and western artists. The late Jimmie Rodgers, Eddy Arnold and the Sons of the Pioneers are the performers represented.

**The SONG of the RAIN**  
By PAUL DURAND, Composer of "Mademoiselle De Paree"  
Theme from the new film "THE COW AND I"  
**ROGER WILLIAMS** on KAPP  
MILLS MUSIC, 1619 B'dway., N. Y. 19

**JUST FOR ME**  
DICK ROMAN on EPIC

**BLACK STOCKINGS**  
STU PHILLIPS on COLPIX

**LET YOUR LIPS TELL ME**  
JULIUS LA ROSA on KAPP  
B. F. WOOD, New York 19

**Original Hit!!**  
Theme from **LA DOLCE VITA**  
#245  
on 20th FOX

**CAPITAL WANTED**  
NO—YOU CAN'T TAKE IT WITH YOU—  
(BUT—YOU BETTER HAVE ENOUGH OF IT WHILE YOU'RE HERE)  
Composer of the above complete song wishes backing to publish and record same. Honest deal assured.  
Write Composer: JOHN RUMSFELD Rt. 1, Florence 3, Wisc.

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Some bound volumes of past issues of The Billboard are still available. Price is \$11.50 per volume or \$46 for the whole year.

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1947—Complete	1956—Complete
1948—Complete	1957—Complete
1949—Complete	1958—Complete
1950—Complete	1959—Complete
except April to July	1960—Complete

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**THE LAST OF THE WELL COMEDIANS.** Harrison Baker, new comic from San Francisco's hungry i, in two explosively funny sides. LPM/LSP-2349. **APASIONADA.** The Norman Luboff Choir performs Latin American favorites. Romantic mood music... and a home dancer's dream. LPM/LSP-2341.

**ON THE REBOUND.** Pianist Floyd Cramer, with strings and a vocal group, applies his "Last Date" hit approach to sentimental songs. LPM/LSP-2359. **THE MUSIC OF JEROME KERN.** The Melachrino Strings in stunning versions of some of America's most beautiful Jerome Kern Melodies. LPM/LSP-2283.

## STOCK YOUR SHELVES WITH THESE LIGHTEARTED SOUNDS FOR SPRING

Also new from RCA Victor:

**JIMMIE THE KID**—Jimmie Rodgers LPM-2213\* ■ **DO RE MI IN DANCE TIME**—Eddie Heywood; Jule Styne, Cond. LPM/LSP-2375 ■ **LET'S MAKE MEMORIES TONIGHT**—Eddy Arnold LPM/LSP-2337 ■ **LURE OF THE WEST**—Sons of the Pioneers LPM/LSP-2358 ■ **SONGS OF JUAN VALDEZ**—Jose Duval LPM/LSP-2367 ■ **SOUNDS TERRIFIC**—Keith Textor LSA-2365\*\* ■ **BRASS LACED WITH STRINGS**—Schoen LSA-2344\*\*

Ask your distributor about the Compact 33, the newest idea in records, on...

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**RCA VICTOR**  
TRADE MARK RADIO CORPORATION OF AMERICA



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



GERMANY

Week ending April 21, 1961  
(Courtesy Automaten-Markt)

- This Last Week Week
- 1 PEPE—Dalida (Ariola); Caterina Valente (Decca); Jorgen Ingmann (Metronome); Willy Hagara (Philips)
  - 5 MISSOURI COWBOY (Mule Skinner Blues)—Peter Alexander-Bill Ramsey (Polydor)
  - 4 SALOME—Das Lucas Quartett (Polydor)
  - 3 SURRENDER (Erinnerung an Sorrent)—Elvis Presley (RCA); Gird Bottcher (Decca)
  - 6 SUCU SUCU—Ping Ping (Ariola)
  - 7 WHEELS—String-A-Longs (London); Billy Vaughn (London)
  - 8 ALS ICH NOCH EIN KLEINER JUNGE WAR (Di-Di-O-Day)—Peter Steffen (Polydor)
  - 2 DER ROTE TANGO—Die Regenpfeifer (Pergola)
  - 12 ADIEU, LEBEWohl, GOOD-BYE (Barcarole)—Gerd Bottcher (Decca)
  - 9 ANNEMARIE—Will Brandes (Columbia)
  - 13 BIST DU EINSAM HEUT NACHT? (Are You Lonesome Tonight?)—Wyn Hoop (Decca); Peter Alexander (Polydor); Elvis Presley (RCA)
  - 15 MIT 17 FANGT DAS LEBEN ERST AN (Save the Last Dance for Me)—The Drifters (Atlantic); Ivo Robic (Polydor)
  - 14 DENN SIE FAHREN HINAUS AUF DAS MEER—Peggy Brown (Telefunken)
  - RASTLOS—Jimmy Barber (Telefunken)
  - HAFEN-MARIE—Rene Carol (Polydor)
  - 16 DREI EWISSE BIRKEN—Monika and Peter (Philips)
  - 18 OH SO SWEET—Ted Herold (Polydor)
  - 10 PIGALLE—Bill Ramsey (Polydor)
  - 21 BABYSITTER-BOOGIE—Ralf Bendix (Electrola); Buzz Clifford (Philips)
  - 19 WENN DU HEIMKOMMST—Lale Anderson (Electrola)
  - DANKESCHON—BITTESCHON—WIEDERSEHN—Eddie Wilson (Top Rank)
  - 17 MATROSEN AUS PYRAUS—Caterina Valente (Decca); Lale Anderson (Electrola)
  - 11 ER SAH AUS WIE EIN LORD—Corry Brokken (Philips)
  - 20 SOUVENIR D'AMOUR—Lolita (Polydor)
  - APACHE—The Shadows (Columbia); Jorgen Ingmann (Metronome)
  - 23 WEIT, WEIT UBERS MEER—Western Trio (Polydor)
  - 30 BUM—BUDI—BUM (Goodness Gracious Me)—Bibi Johns-John Ward (Polydor); Lonny Kellner-Peter Frankfeld (Telefunken)
  - 22 LIEBE MICH—Blue Diamonds (Fontana)
  - PASCHANGA (La Pachanga)—Audrey Arno-Hazy Osterwald Sextett (Polydor)
  - WENN DIE SEHNSUCHT NICHT WAR—Freddy (Polydor)

ITALY

Week ending April 21, 1961  
(Courtesy Musica e Dischi, Milan)

- This Last Week Week
- 1 JEALOUS OF YOU—Connie Francis (MGM)
  - 4 IL MONDO DI SUZIE WONG—Nico Fidenco (TCA)
  - 3 FLAMENCO ROCK—Milva (Cetra)
  - 2 COME SINFONIA—Pino Donaggio (Columbia)
  - 6 JUST THE SAME OLD LINE—Nico Fidenco (RCA)
  - 5 24,000 BACI—Adriano Celentano (Jolly); Little Tony (Durium)
  - 8 IL PULLOVER—Gianni Meccia (RCA)
  - 9 C'EST ECRIIT DANS LE CIEL—Bob Azzam (Barclay); Marino Marini (Durium)
  - 7 AL DI LA—Luciano Tajoli (Juke-Box); Betty Curtis (CGD)
  - 13 THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol)
  - 14 GIOVANE AMORE—Domenico Modugno (Fonti)
  - 16 NON JE NE REGRETTE RIEN—Edith Piaf (Columbia)
  - 10 UN UOMO VIVO—Gino Paoli (Ricordi)
  - 15 CALCUTTA—Lawrence Welk (London)
  - 12 ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
  - VALENTINO—Connie Francis (MGM)
  - 19 NON ARROSSIRE—Giorgio Gaber (Ricordi)
  - 18 APRILE A NAPOLI—Peppino Di Capri (Carisch)
  - 11 DARK AT THE TOP OF THE STAIRS—Eddie Calvert (Columbia); Ernie Freeman (Imperial)
  - 20 TRACY'S THEME—Spencer Ross (Philips)

AUSTRALIA

(For the week ending April 14, 1961)  
(Courtesy Music Maker, Sydney)

- This Last Week Week
- 1 EXODUS—Ferrante and Teicher (London)
  - 2 WOODEN HEART—Elvis Presley (RCA)
  - 3 SURRENDER—Elvis Presley (RCA)
  - 5 WHEELS—String-A-Longs (London)
  - 8 LAZY RIVER—Bobby Darin (London)
  - 9 GOOD TIME BABY—Bobby Rydell (HMV)
  - 15 THEME FROM APARTMENT—Ferrante and Teicher (London)
  - 12 JOHNNY GUITAR—Leemen (Leedon)
  - 4 ONE LAST KISS—Crash Craddock (Coronet)
  - 7 YOU CAN HAVE HER—Roy Hamilton (Philips)
  - 16 GHOST RIDERS IN THE SKY—Ramrods (London)
  - 20 WINGS OF A DOVE—Fertin Husky (Capitol)
  - MILORD—Edith Piaf (Columbia)
  - 6 NEVER ON SUNDAY—Don Costa (London)
  - 14 SAILOR—Lolita (Polydor)
  - 17 CALCUTTA—Lawrence Welk (London)
  - 18 RUBBER BALL—Bobby Vee (London)
  - 18 AS LONG AS HE NEEDS ME—Shirley Bassey (Columbia)
  - WILL YOU LOVE ME TOMORROW?—Shirelles (Top Rank)
  - SPANISH HARLEM—Ben E. King (London)

JAPAN

Week ending April 14, 1961  
(Courtesy Utamatic, Tokyo)

- This Last Week Week
- 2 TOKYO DODONPA MUSUME—Watanabe Mari (Victor)
  - 1 G.I. BLUES—Elvis Presley (Victor)
  - 3 LONELY SOLDIER BOY—Johnny Deerfield (Capitol)
  - 4 MUJO NO YUME—Sagawa Mitsuo (Victor)
  - 6 ARE YOU LONESOME TONIGHT?—Elvis Presley (Victor)
  - 5 ITAKO GASA—Hashi Yukio (Victor)
  - 8 PLEIN SOLEIL—The Film Symphonic Orchestra (Polydor)
  - 9 GINZA NO KOI NO MONOGATARI—Ishihara Yujiro (Teichiku)
  - 15 BALLAD OF THE ALAMO—Marty Robbins (Columbia)
  - 11 GREENFIELDS—The Brothers Four (Columbia); Billy Vaughn (Dot)
  - WAKARE NO ISOCHIDORI—Inoue Hiroshi (Columbia)
  - 7 JINJIROGE—Moriyama Kayoko (Toshiba)
  - 13 NORTH TO ALASKA—Johnny Horton (Columbia)
  - KISO-BUSHI SANDO GASA—Hashi Yukio (Victor)
  - 12 AMENI SAKU HANA—Inoue Hiroshi (Columbia)
  - PRETEND—Brenda Lee (Decca)
  - 18 CHAIN GANG—Sam Cooke (Victor)
  - DAREYORIMO KIMIO AISU—Matuso Kazuko (Victor)
  - YOU MEAN EVERYTHING TO ME—Neil Sedaka (Victor)
  - 20 MY GIRL JOSEPHINE—Fats Domino (Imperial)

FLEMISH BELGIUM

Week ending April 21, 1961  
(Courtesy Juke Box Magazine, Mechelen)

- This Last Week Week
- 2 KILI WATCH—The Cousins
  - 1 NON, JE NE REGRETTE RIEN—Edith Piaf
  - 3 SAVE THE LAST DANCE FOR ME (Garde-Moi La Dernière Danse)—The Drifters; Dalida
  - KANA KAPILA—The Cousins
  - 4 RAMONA—The Blue Diamonds
  - 5 LE BLEU DE L'ETE—John Williams; Les Compagnons de la Chanson
  - 7 APACHE—The Shadows
  - SURRENDER—Elvis Presley
  - EXODUS—Los Albinos
  - 11 WOODEN HEART—Elvis Presley
  - 9 O SOLE MIO—Elvis Presley
  - 6 TU PARLES TROP (You Talk Too Much)—Johnny Halliday; Joe Jones
  - WHEELS—The String-A-Longs
  - 24,000 BAISERS—Johnny Halliday
  - PEPE—Duane Eddy; Dalida
  - BABY SITTING BOOGIE—Buzz Clifford
  - 10—ARE YOU LONESOME TONIGHT?—Elvis Presley
  - 12 LA JOIE D'AIMER—Petula Clark
  - EMOTIONS—Brenda Lee
  - 8 JE M'VOYAIS DEJA—Charles Aznavour

SPAIN

Week ending April 21, 1961  
(Courtesy Discomania, Madrid)

- This Last Week Week
- 1 GREEN LEAVES OF SUMMER—Brothers Four (Philips); Frankie Avalon (Hispavox)
  - 2 QUINCE ANOS TIENE MI AMOR—Duo Dinamico (Voz Amo)
  - 3 MY HOME TOWN—Paul Anka (Hispavox)
  - 9 PEPE—Shirley Jones (Discophon)
  - 6 ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
  - 7 POETRY IN MOTION—Johnny Tillotson (Hispavox)
  - 11 AL DI LA—Luciano Tajoli (Juke Box)
  - 12 24,000 BESOS—Celentano (Zafiro)
  - 5 SURRENDER—Elvis Presley (RCA)
  - 4 LA MONTANA DE IMITOS—Cinco Latinos (Philips)
  - 15 IT'S NOW OR NEVER (O Sole Mio)—Elvis Presley (RCA)
  - 10 GREENFIELDS—Brothers Four (Philips)
  - 16 CALENDAR GIRL—Neil Sedaka (RCA)
  - PILLOW TALK—Dorris Day (Philips)
  - 8 WOODEN HEART (Muss I Demm)—Elvis Presley (RCA)
  - EL ALAMO—Frankie Avalon (Hispavox)
  - 24 EXODUS—Pat Boone (London)
  - LA NOVIA—Antonio Prieto (RCA)
  - ESTANDO CONTIGO—Marisol (Montilla)
  - 17 SUMMER'S GONE—Paul Anka (Hispavox)
  - EL TELEVISOR—Eladia Blasquez (RCA)
  - 14 APACHE—Shadows (Voz Amo)
  - COMPARTIRE—Paul Anka (Hispavox)
  - CARNAVALITO GITANO—Conchita Bautista (—)
  - THE STORY OF MY LOVE—Paul Anka (Hispavox)

MEXICO

Week ending April 21, 1961  
(Courtesy Audiomusica, Mexico)

- This Last Week Week
- 4 CHICA ALBOROTADA—Los Locos del Ritmo (Dimsa)
  - 2 CREI—Juan Mendoza (Peerless); Beltran Ruiz (RCA Victor)
  - EL CABALLO BLANCO—Lola Beltran (Peerless)
  - Y...—Javier Solis (Columbia)
  - NO TE MIRE EN EL RIO—Los Tribunos (Dimsa)
  - 6 POR TU AMOR—Los Galantes (Musart)
  - 6 LA FLAUNTA MAGICA—Acerina (Orfeon)
  - 3 NUNCA EN DOMINGO (Never On Sunday)—Los Diamantes (RCA Victor); Beltran Ruiz (RCA Victor); Zacharias (Polydor); Mercouri (Barclay)
  - 1 MI PUEBLO (My Home Town)—Cesar Costa (Orfeon)
  - MAS ALLA (Al Di La)—Los Diamantes (RCA Victor); Lucho Gatica (Musart)

AUSSIE NEWSNOTES

Lieberson Meets Aussie DJ's

By TOM STERNE  
Box 731, G.P.O., Sydney

Columbia's president, Goddard Lieberson is due in Sydney May 1 to attend the Annual Coronet Disc Jockey Convention, to be held this year at the Florida Hotel at Terrigal, a New South Wales coastal resort. Convention will last three days, and will be attended by disk spinners from all over Australia. Coronet is a subsidiary of Columbia here. The firm also handles Warner Bros. records for this area, and has recently made a deal with Hickory. First single skedded for local release is "Louisiana Man" by Rusty and Doug.

President of Ampar Records, Samuel H. Clark, and Vice-President Larry Newton spent three days in Sydney April 10 to 12. Apart from talks with executives of Festival Records, of which Ampar is half owner, Clark and Newton were kept busy getting the "feel" of the local scene.

Under a reciprocal arrangement, Aussie disks will be released in America—first one to hit the market is "Johnny Guitar" by Lonnie Lee's Leemen.

(Continued on page 30)

GERMAN NEWSNOTES

Artists Injured in Auto Crash

By JIMMY JUNGERMANN  
102 Ismaninger Str., Munich

Tragedy struck three of the most promising young talents of show business, when a Porsche car crashed into a tree in the morning fog of the autobahn on the way from Ingolstadt, Bavaria, to Munich two days ago. Bulgarian singer Gina Dobra, German singer Rainer Bertram, and jazz pianist Joe Klimm, were severely injured.

Filmusical

"Freunde Fur's Leben" is the title of a new filmusical starring Gus Backus, Peter Weck, Ted Herold and Udo Jurgens. Music is composed by Johannes Fehring. Franz Antel directs the pic in Vienna, the story of a dance band.

Music Sales

Munich's Edition Montana bought the rights of Sidney Bechet's favorite number "Passport to Paradise" . . . George Pincus and Paul Siegel bought the U. S. rights for "Ein Sonntag Ohne Dich" by Charlie Niessen and Lambert Fleming.

Hot Wax

Jean Claude Pascal recorded his prize winning song of the Grand Prix Eurovision 1961 "Nous Les Amoureux" for the Electrola label with German lyrics by Ralph Maria Siegel—"Dich Hab Ich Geliebt." Publisher is Hans R. Beierlein in Munich . . . "Glaube An Dein Gluck" is sung by Wolfgang Sauer on Electrola. It's the German version of "Portrait of My Love" . . . A 15-year-old German standard is sung by Caterina Valente on Decca: "Es War Einmal Eine Liebe" by Alfred Jack. The publisher is Rolf Budde. . . The two U. S. standards "Vaya Con Dios" and "Blueberry Hill" are big again on the German market with these records: Gitta Lind and Christa Williams on Telefunken, Kurt Henkels on Ariola, the Linentown Bros. on Baccarola, the Romantinos on Bella Musica, the Mitchell Trio on Colpix.

By BRIGITTE KEEB

Music Editor, Automaten-Markt Braunschweig

Connie Francis won fourth place in the yearly survey of most popular female recording artists in Germany as compiled by fan magazine Bravo. On top was Caterina Valente, No. 2 was Heidi Bruhl, No. 3 Conny Froboess, No. 5, Lolita. Doris Day was No. 7, French songstress Jacqueline Boyer was No. 8, Edith Piaf was No. 10.

Perry Como reached place No. 7 in the survey of Germany's most popular TV stars compiled by the same magazine. Como's popularity is due to his TV show broadcast here every four weeks after the original U. S. show.

Visitors to the States

Lutzwellnitz, general manager of Ariola, arrived in New York April 22. He is accompanied by the firm's general sales manager, Friedrich Schmidt, and one of their main producers, Helmut Jantsch. Among others, they will meet Dave Kapp of Kapp Records, Mr. Schwarz of Laurie, and President Irving Green of Mercury Records, which Ariola is to represent in Austria beginning July 1.

Golden Record

Heidi Bruhl received her first Gold record for one million "Wir Wollen Niemals Auseinander Geh'n" April 17 in Hamburg. This German and European hit had been released in the States entitled, "A Ring of Gold Forevermore."

Pubber Row

The rights for Jorgen Ingman's "Apache" have been given to publishers in Japan, Korea, the Philippines, Hong Kong, South Africa, Mexico, New Zealand, Australia, New Guinea and Chile.

Hot Wax

Buzz Clifford's "Baby Sittin' Boogie" has caused real excitement here among the youngsters and is going for the top rapidly. But the German versions on Polydor by Jack Terry and the just released Electrola Ralf Bendix version are in demand.

New Singles

Teldec issued German version of Elvis Presley's "Surrender" entitled "Ich Such' Dich Auf Allen Wegen" (I'm Seeking You Always) sung by Gerd Bottcher. . . Polydor is preparing another version by Gus Backus.

Fred Oldorp has strong radio play with his new telephone song, "o-3-1-1 Berlin, Berlin." . . . Siv Malmkvist has a German version of "Wedding Cake" on Metronome entitled "Danke Fur Die Blumen" (Thanks for the Flowers), which will be released in the States on Kapp in the English as well as in German.

Eddie Calvert — "I Need You" backed with "Penny Points Polka." A popular LP which could score in Australia is "Naughty, Naughty, Naughty," buy by Teresa Brewer, from Coral, and on Festival.

Ever since they visited this country four years ago with the late Buddy Holly, the Crickets have remained firm favorites with the many friends they made while on tour in Australia. The Coral recording, "In the Style With the Crickets," should be another sales-getter for this group.



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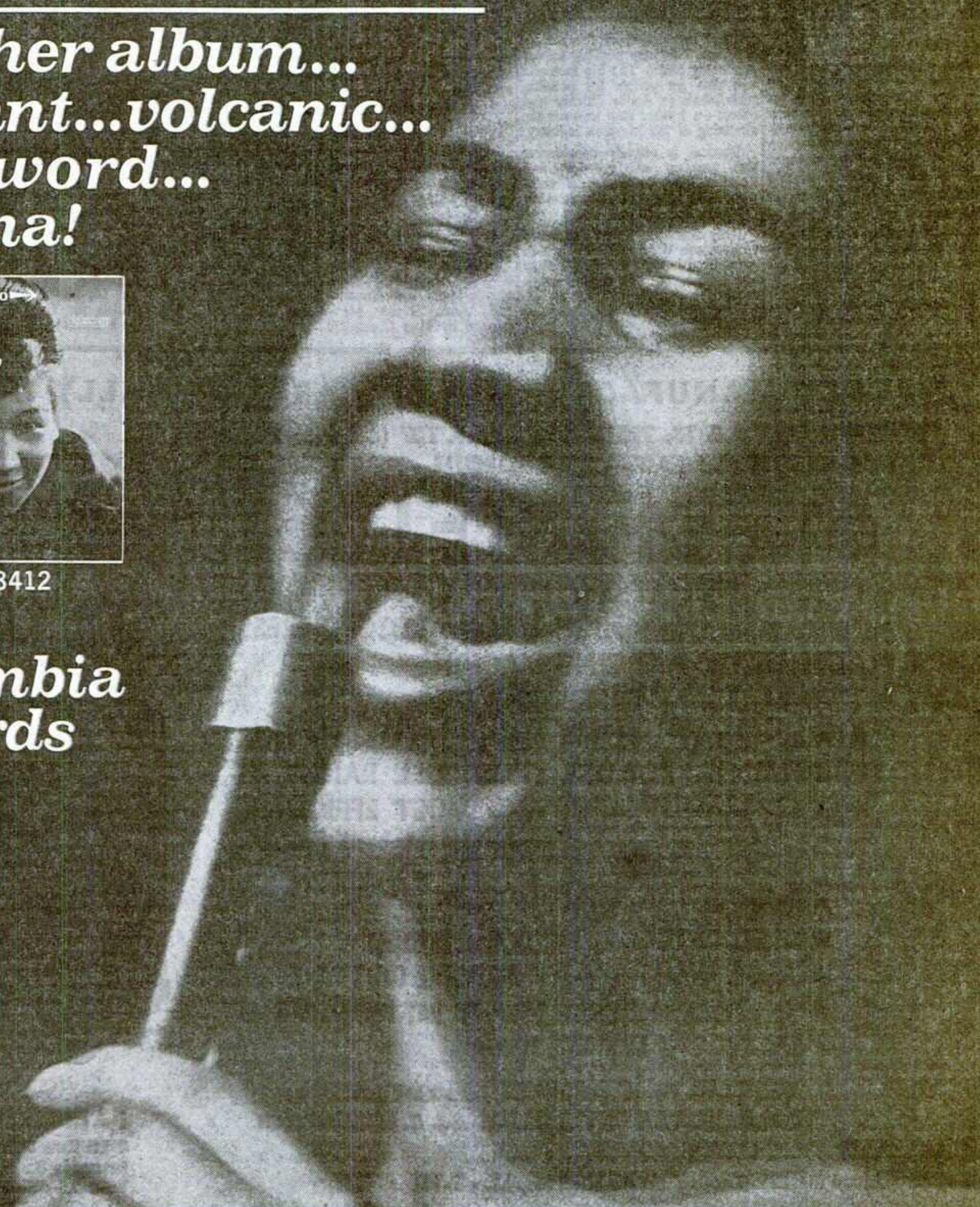
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## FRENCH NEWSNOTES

## New Juke Box Device Ties Canned Sight With Sound

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

A new juke box device, the "Scopitone," manufactured by C.A.M.E.C.A. in France, is stirring much interest among the music business officials as well as among the general public.

This new machine transmits

16-mm. musical films of recording stars and orks in full color. It offers a choice of 36 films.

In three months C.A.M.E.C.A. sold in France alone over 70 machines at a cost of over 2 million francs each.

Bars in which Scopitones have been installed say they have raised their receipts from 30 to 50 per cent. One can surely say that the Scopitone is already a serious threat to the record juke box because there are already black market maneuvers for these machines.

Among the EMI group's issues this month are Les Baxter's "Pepe," Acker Bilk playing "Buona Sera," Conway Twitty's "C'est Si Bon," Kay Starr's "Movin' On Broadway," and Chubby Checker singing "Pony Time."

Vega issued a new Art Tatum LP "Belafonte Returns to Carnegie Hall."

in local production of foreign recordings. This may possibly reduce producing costs. The big factories will also get orders for pressing such labels as Audio Fidelity and others—a further step towards the vitalizing of the Mexican industry.

Peerless is already considering the pressing of Polydor and London, and Columbia is completely revising its policy in view of the new situation.

Only dissenting voices are heard from some of the dealers which specialized in classical music. They are afraid that the new government decree will provoke an inundation of Warhorse, classical standards.

## SPANISH NEWSNOTES

## Young Talent Wave in Spain

By RAUL MATAS  
Editor Discomania

32 Av. Jose Antonio, Madrid

Most record companies in this country realize that a "new wave" is invading the industry all over the world. New young talent is also being released frequently now and it might be the start of a new era in the Spanish musical world. The Duo Dinamico, "Latin Combo," and Gelu are getting a stormy welcome. "La Voz de Su Amo," has to compete with Philips which already launched the new stars of its cast: Maria Jose, Meli Laiz, David Soto and Johnny Carel can make it for this company. Elia Fleita looks like the best "new wave" representative from RCA.

## Disk Shorts

Warm reception for the new Les Baxter "Young Pops" from Capitol . . . Frankie Avalon with "Greenleaves of Summer" . . . Shirley Jones, Russ Conway and Dalida going up with "Pepe" . . . Elvis's "Wooden Heart" will be among the top tunes very soon . . . "El Televisor" (The TV Set) recorded in Argentina by Eladia Blasquez for RCA had immediate applause.

"Gamma" from Mexico - and "Gema" from Cuba released in Spain by Hispavox . . . Lolita Sevilla is rehearsing her new show "Andalucia en Rock," to open at Canary Islands and already recording the Morcillo music for RCA . . . Gloria Lasso outstanding name in industry coming to Spain next June . . . La Pachanga is hot also in Spain. Bob Azzam will wax "15 Anos Tiene Mi Amor," penned by Duo Dinamico.

## ITALIAN NEWSNOTES

## Two Neapolitan Song Fests

By SAM'L STEINMAN  
Piazza San Anselmo 1, Rome

Two Neapolitan song festivals are definitely in the cards for 1961. The duplication is due largely to political differences between the provincial and local governments. The June and May musical events will include a pop song event for which 12 composers and 12 lyricists have been invited to write songs. The second September occasion will be billed as the IX Neapolitan Song Festival under the patronage of Mayor Achille Lauro during the Piedagrotta Festival. This event will follow the standard San Remo-Naples format of the past.

## Visitors

Norman Granz here to arrange future concert schedule . . . Connie Francis, true to predictions, has jumped to top of the list with "Jealous of You" after her p.a. tour . . . Johnny Desmond scored on TV as star of "Moderato Swing" program . . . Carol Danell, American singer in Italy, has just appeared with a new Fonit release, "It Always Happens to Me" and "I'm Gonna Mean a Lot to Somebody Else." On both she wrote the lyrics.

## Disk Business

MGM LP of "Ben Hur" sound track has been repressed by CGD following sellout of original release. . . Bluebell which released Fabian and Frankie Avalon now publishes Milan addresses of their fan clubs on record wrappers.

## With the Singers

Piero Gabrielli, sponsor of name bands at three Rome locales, will try to overcome Italian bugaboo that name singers cannot hold night club audiences. Beginning with Umberto Bindi, June 16, he will present 12 top vocalists for five nights each week in a format he

hopes will click. There will be no competition but each singer will receive a Golden Brigadoon Award for participating in the program.

Mirando Martino, back from the American tour of the San Remo group, announces she will return to New York for a fall night club date. Meanwhile the entire group will appear in a review of 11 years of San Remo winners at Frejus the Roman city on the French Riviera, July 14-16 in a festival format.

Now that Mina is recording again, Italdisc is also pushing a new name. Eli Buffi.

## New Biblical Musical Seeks Investment \$\$

WASHINGTON—A new Biblical musical, "Oh, My Beloved," to be produced by Robert R. Russell, has filed with the Securities Exchange Commission for permission to register 50 units of limited partnership interests. Russell, who is the author of the dramatic-musical, offers units at \$7,000 each, and estimates cost of production and out-of-town tryout for the show will amount to about \$350,000.

Russell has written the book, music and lyrics for "Oh, My Beloved," which he describes as a dramatization of the books of Genesis, Exodus and the Book of Maccabees.

## New Publisher in Israel

NEW YORK—The Subar Music Publishing Company, Ltd., has been organized in Ramath-Hasharon, Israel. The firm is partly owned by Dr. Ophira Bar-Elan and Susie Sugar. The latter is a niece of Ladislao Sugar of Edizioni Suvini Zerboni, Milan.

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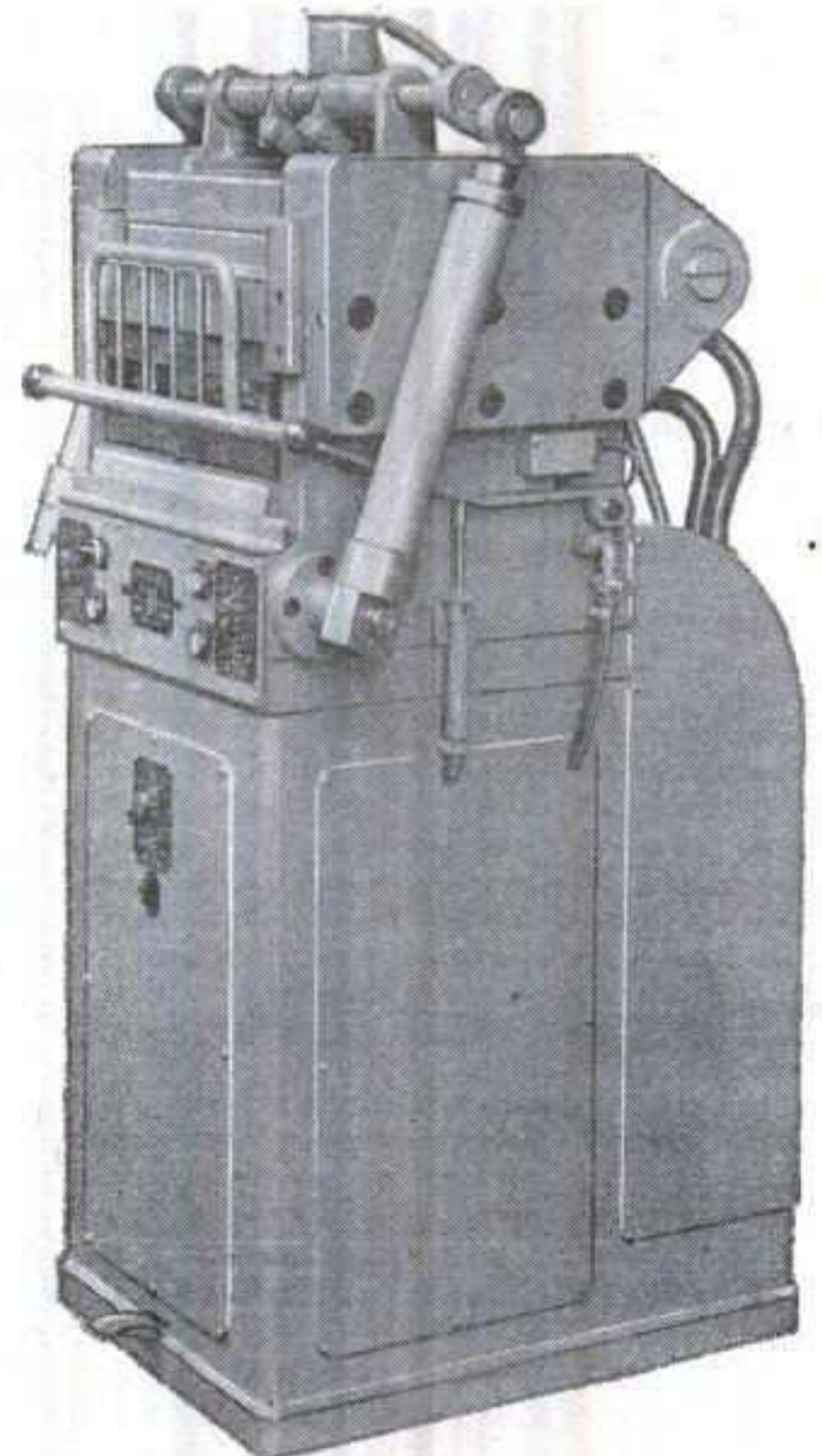
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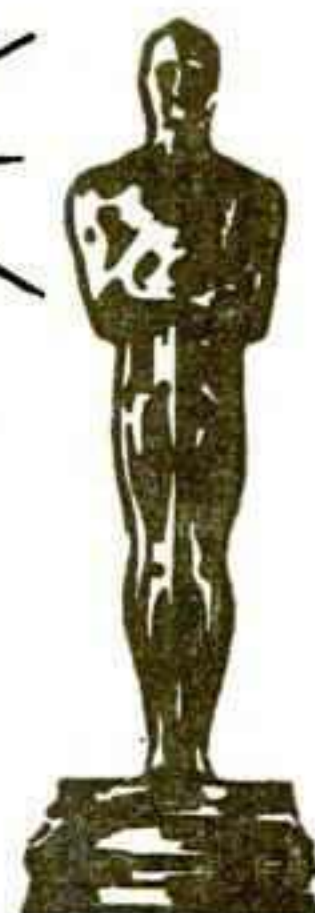
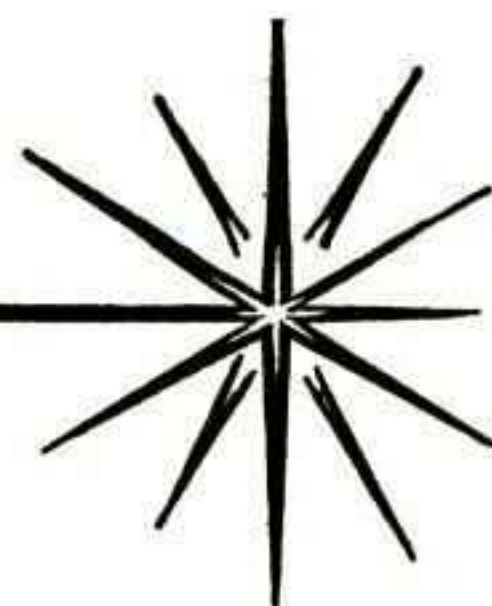
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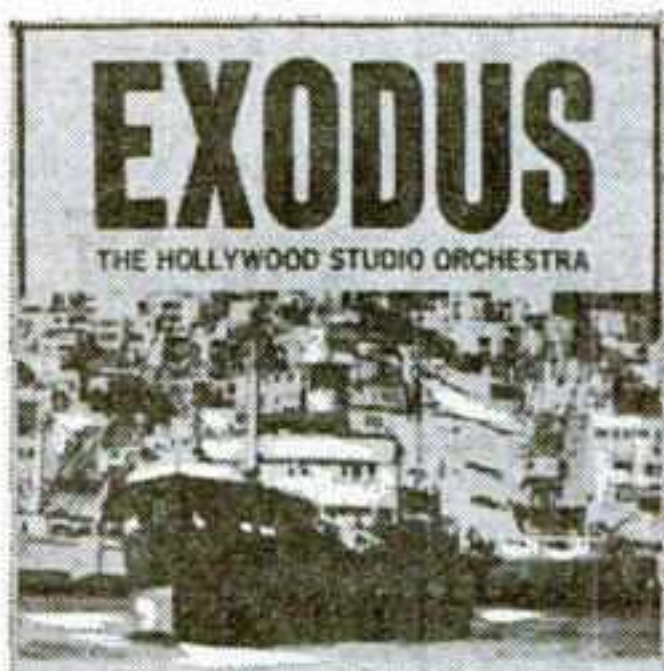


# ACADEMY AWARDS



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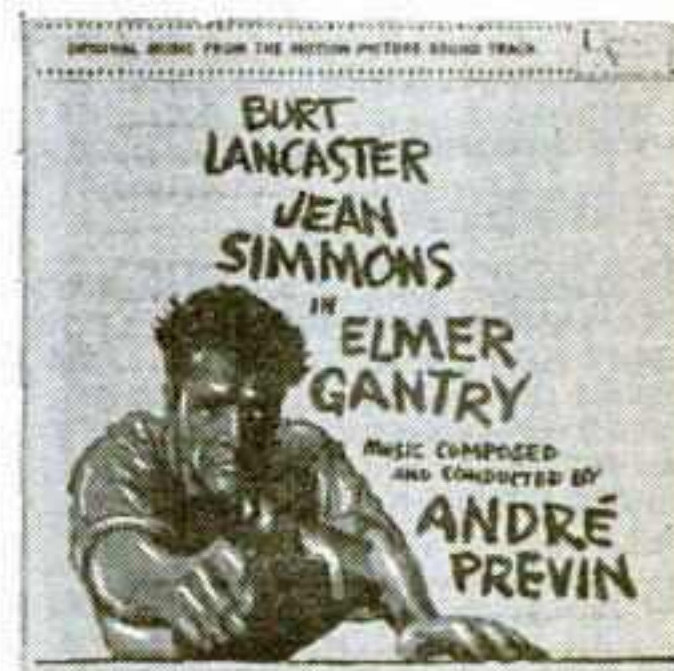
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# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

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

### VOCAL LP's

Title (Label) Mono (Stereo) Top LP Rank

#### Male Vocalists

ALL THE WAY (Cap)	11	(43)
PAUL ANKA SINGS HIS BIG 15 (ABC)	42	
BELAFONTE AT CARNEGIE HALL (RCA)	23	(25)
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	49	
BOBBY'S BIGGEST HITS (Cameo)	52	
CALYPSO (RCA)	83	
RAY CHARLES IN PERSON (A&I)	112	
COME DANCE WITH ME (Cap)	101	(44)
DARIN AT THE COPA (Atco)	94	
DEDICATED TO YOU (ABC)	29	
ELVIS IS BACK (RCA)	76	
FAITHFULLY (Col)	113	
GENIUS HITS THE ROAD (ABC)	110	
GENIUS OF RAY CHARLES (A&I)	149	
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	33	
GUNFIGHTER BALLADS AND TRAIL SONGS (Col)	138	
HEAVENLY (Col)	60	
HIS HAND IN MINE (RCA)	95	
BUDDY HOLLY STORY (Cor)	45	
JOHNNY HORTON'S GREATEST HITS (Col)	21	
HYMNS (Cap)	31	
JOHNNY'S GREATEST HITS (Col)	19	
JOHNNY'S MOODS (Col)	54	
LOVE IS THE THING (Cap)	115	
MORE OF JOHNNY'S GREATEST HITS (Col)	135	
NEARER THE CROSS (Cap)	81	
NICE 'N' EASY (Cap)	20	(20)
ONLY THE LONELY (Cap)	61	
OPEN FIRE, TWO GUITARS (Col)	148	
SINATRA'S SWINGIN' SESSION (Cap)	7	(10)
SPIRITUALS (Cap)	123	
TWIST (Park)	65	
BOBBY VEE (Lib)	67	
WARM (Col)	109	

#### Female Vocalists

CONNIE'S GREATEST HITS (MGM)	72	
ITALIAN FAVORITES (MGM)	77	
I'VE GOT A RIGHT TO SING THE BLUES (Col)	114	
LATIN A LA LEE (Cap)	139	
BRENDA LEE (Dec)	85	
MACK THE KNIFE—ELLA IN BERLIN (Ver)	145	
MORE ITALIAN FAVORITES (MGM)	127	
THIS IS BRENDA (Dec)	63	
UNFORGETTABLE (Mer)	150	

#### Duos and Groups

BEST MUSIC ON/OFF CAMPUS (Col)	73	
DATE WITH THE EVERLY BROTHERS (WB)	102	
ENCORE OF GOLDEN HITS (Mer)	38	
FROM THE HUNGRY I (Cap)	56	
HERE WE GO AGAIN (Cap)	70	(45)
KINGSTON TRIO (Cap)	28	
KINGSTON TRIO AT LARGE (Cap)	40	
MAKE WAY (Cap)	5	(16)
MORE ENCORE OF GOLDEN HITS (Mer)	144	
SOLD OUT (Cap)	32	
STRING ALONG (Cap)	34	
TONIGHT IN PERSON (RCA)	18	(36)

#### Choruses

FIRESIDE SING ALONG WITH MITCH (Col)	62	
FOLK SONG SING ALONG WITH MITCH (Col)	80	
HAPPY TIMES SING ALONG WITH MITCH (Col)	13	(7)
MEMORIES SING ALONG WITH MITCH (Col)	30	(17)
MITCH'S GREATEST HITS (Col)	37	
MORE SING ALONG WITH MITCH (Col)	25	(41)
PARTY SING ALONG WITH MITCH (Col)	27	(23)
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	55	(35)
SENTIMENTAL SING ALONG WITH MITCH (Col)	46	(31)
SING ALONG WITH MITCH (Col)	15	(37)
STILL MORE SING ALONG WITH MITCH (Col)	36	(39)

#### Mixed Vocals

OLDIES BUT GOODIES (OS)	88	
12 PLUS 3 EQUALS 15 HITS (End)	97	

### CLASSICAL & SEMI-CLASSICAL LP's

BELOVED BJOERLING (Cap)	142	
BRAHMS: PIANO CONCERTO NO. 2 (RCA)	41	(19)
HEART OF THE PIANO CONCERTO (RCA)	111	
LANZA SINGS CARUSO—CARUSO FAVORITES (RCA)	71	(47)
THE LORD'S PRAYER (Col)	90	
RACHMANINOFF: PIANO CONCERTO NO. 2 (RCA)	141	
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. I (RCA)	59	
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. II (RCA)	99	
STRAUSS WALTZES (Lon)	132	
TCHAIKOVSKY: 1812 OVERTURE (Mer)	98	(46)
TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO (RCA)	118	(38)
TCHAIKOVSKY: PIANO CONCERTO NO. 1 (RCA)	47	(18)

### INSTRUMENTAL LP's

Title (Label) Mono (Stereo) Top LP Rank

#### Mood and Dance

CHET ATKINS' WORKSHOP (RCA)	40	
CALCUTTA (Dot)	1	(1)
CHERRY PINK AND APPLE BLOSSOM WHITE (Col)	133	
CONCERT IN RHYTHM, Vol. II (Col)	137	
IT'S THE TALK OF THE TOWN (Col)	146	
LAST DATE (Dot)	92	(24)
MEMORIES ARE MADE OF THIS (Col)	17	(11)
MUSIC FOR LOVER'S ONLY (Cap)	89	
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	103	
SAY IT WITH MUSIC (Col)	106	(26)
TEMPTATION (Kapp)	116	
THEME FROM "THE SUNDOWNERS" (Dot)	120	
WONDERLAND BY NIGHT (Dec)	8	(6)
YOUNG AT HEART (Col)	134	(50)

#### Jazz

BUT NOT FOR ME (Argo)	136	
PETE FOUNTAIN'S NEW ORLEANS (Cor)	143	
LIKE LOVE (Col)	108	
TIME OUT (Col)	147	

#### Teen Beat

ENCORE (CA)	100	
HAVE TWANGY GUITAR, WILL TRAVEL (Jam)	129	
MILLION DOLLARS' WORTH OF TWANG (Jam)	117	
WALK, DON'T RUN (Dot)	122	

#### Percussion and Sound

BONGOS (Com)	27	
BONGOS, FLUTES AND GUITARS (Com)	28	
PERSUASIVE PERCUSSION, Vol. I (Com)	8	
PERSUASIVE PERCUSSION, Vol. II (Com)	33	
PERSUASIVE PERCUSSION, Vol. III (Com)	46	
PROVOCATIVE PERCUSSION, Vol. I (Com)	22	
PROVOCATIVE PERCUSSION, Vol. II (Com)	29	
QUIET VILLAGE (Lib)	124	

### SHOW MUSIC

#### Original Cast

BYE BYE BIRDIE (Col)	131	
CAMELOT (Col)	4	(4)
DO RE MI (RCA)	68	
FIORILLO (Cap)	86	
FLOWER DRUM SONG (Col)	104	
GYPSY (Col)	130	
IRMA LA DOUCE (Col)	140	
MUSIC MAN (Cap)	57	
MY FAIR LADY (Col)	44	(14)
THE SOUND OF MUSIC (Col)	14	(9)
SOUTH PACIFIC (Col)	39	
TENDERLOIN (Cap)	78	
UNSINKABLE MOLLY BROWN (Cap)	53	(34)
WEST SIDE STORY (Col)	51	
WILDCAT (RCA)	22	(42)

#### Sound Track

THE ALAMO (Col)	48	
BEN-HUR (MGM)	58	(49)
CAN CAN (Cap)	64	
EXODUS (RCA)	3	(2)
G. I. BLUES (RCA)	2	(15)
GIGI (MGM)	66	
KING AND I (Cap)	87	(32)
NEVER ON SUNDAY (UA)	35	
OKLAHOMA! (Cap)	50	(30)
FORGY AND BESS (Col)	96	
SOUTH PACIFIC (RCA)	24	(13)
STUDENT PRINCE (RCA)	82	

#### Music From Musical Films and TV

EXODUS (UA)	128	
FILM ENCORES, Vol. I (Lon)	126	
GREAT MOTION PICTURE THEMES (UA)	6	(5)
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	10	(3)
PETER GUNN (RCA)	75	
THEME FROM A SUMMER PLACE (Dot)	84	

### COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE (MAY) (Mer)	43	
BUTTON-DOWN MIND OF BOB NEUHWART (WB)	9	
BUTTON-DOWN MIND STRIKES BACK (WB)	12	
EDGE OF SHELLEY BERMAN (Ver)	105	
INSIDE SHELLEY BERMAN (Ver)	26	
KICK THINE OWN SELF (RCA)	125	
KNOCKERS UP (Jub)	16	
LAUGHING ROOM (Stereo)	74	
OUTSIDE SHELLEY BERMAN (Ver)	79	
REJOICE DEAR HEARTS (RCA)	119	
WONDERFUL WORLD OF JONATHON WINTERS (Ver)	91	
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)	93	

### LOW PRICE LP's

GOOD HOUSEKEEPING REDUCING OFF THE RECORD (Har)	107	
SOUL OF SPAIN, Vol. I (SF)	69	(12)
SOUL OF SPAIN, Vol. II (SF)	121	(21)

### REVIEWS OF

## THIS WEEK'S LP'S

The pick of the new releases:

### SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

#### Pop

#### RUNNIN' WILD

Dick Schory, RCA Victor LSA 2306, (Stereo)—Dick Schory, one of the pioneers in percussion albums, has come up with a wild new disk here on the label's new Stereo Action series that should spell solid sales for dealers. Hi-fi fans and stereo fans especially should get a kick out of the exciting sounds on this player. Songs include "Love for Sale," "Greensleeves," and "Thou Swell," among other standards.



#### ELLA FITZGERALD SINGS THE HAROLD ARLEN SONG BOOK (2-12")

Verve V 4046-2—Here's the first "Ella" package on Verve since the label's affiliation with MGM and a blockbuster it is. All the great Arlen standards like "Stormy Weather," "One for My Baby," "Over the Rainbow" and "I Gotta Right to Sing the Blues," are here, along with a colorful bound-in booklet about the artist and the composer. Produced by Norman Granz, the set should take down plenty of sales honors just as its predecessors, the Gershwin, Porter and Rodgers and Hart songbooks did.



#### ITALIA MIA

Mantovani and His Orchestra, London LL 3239—The renowned conductor takes a musical tour of his native land in this ambitious new project which was inspired by a visit he made recently in the land by the Adriatic. Notes are by Mantovani himself and the book-fold package contains a bound-in booklet full of colorful photos of Italy. The orchestra shimmers in its best tradition, offering "Return to Me," "Capriccio Italian," "Italian Fantasy," etc. A delightful production.



#### CARNIVAL

Ornadel and the Starlight Symphony Orchestra, MGM E 3945—MGM, which cut the original Broadway cast album of this new hit musical last weekend, shrewdly stole a sales march on other labels by bringing out the first instrumental treatment of the score itself. Bob Merrill's appealing music is lushly showcased by Ornadel and the Starlight Symphony. A prime programming package. Interestingly, the liner notes—which had to be written before the show opened in New York—claim the New York critics "raved." Fortunately, that's just what happened.



#### Jazz

#### DOUBLE EXPOSURE

Chris Connor and Maynard Ferguson, Atlantic 8049—Here's the sock result of an exchange deal made by Atlantic and Roulette records. The latter label is also releasing a Connor-Ferguson package this month, per terms of the exchange. Both artists are in top form and the combination adds up to exciting jazz wax, with strong commercial appeal to jazz buyers. Selections include "Summertime," "The Lonesome Road," "Black Coffee," and "I Only Have Eyes for You."



#### GERRY MULLIGAN AT THE VILLAGE VANGUARD

Verve V 8396—Here, recorded live at the Village Vanguard in New York, on its second album, the Gerry Mulligan concert band performs at one of its most exciting peaks. Fine solos abound from Willie Dennis, Bob Brookmeyer, Clark Terry, Jimmy Reider and, of course, Mulligan. The fire and dash of the band, as well as its delicate introspection on ballads is all magnificently apparent on this disk. The crowning glory of the organization, its humor, also dots the tracks. Mulligan and Terry matching travelog wits on "Blueport" is a fine example. Package is an attractive double-fold style.



#### THE KINGDOM OF SWING

Benny Goodman Ork. Victor LPM 2247—Collectors of jazz and swing band performances of the past are sure to want this set of rare Goodman big and small band takes. Most are being reissued on 12-inch LP's for the first time. Among the stars appearing with the Goodman bands on these tracks are trio and quartet members Gene Krupa, Teddy Wilson, and Lionel Hampton and singers Ella Fitzgerald, Martha Tilton and Jimmy Rushing. The sides collected here were originally issued from 1935 to 1939. Fine historical notes giving dates and personnels of each of the tracks are contained in the liner.



(Continued on page 24)



7840-FLOYD CRAMER'S  
**ON THE REBOUND**


7867  
**WON'CHA  
 COME  
 HOME,  
 BILL  
 BAILEY-DELLA REESE**

72 L THE NEW YORK

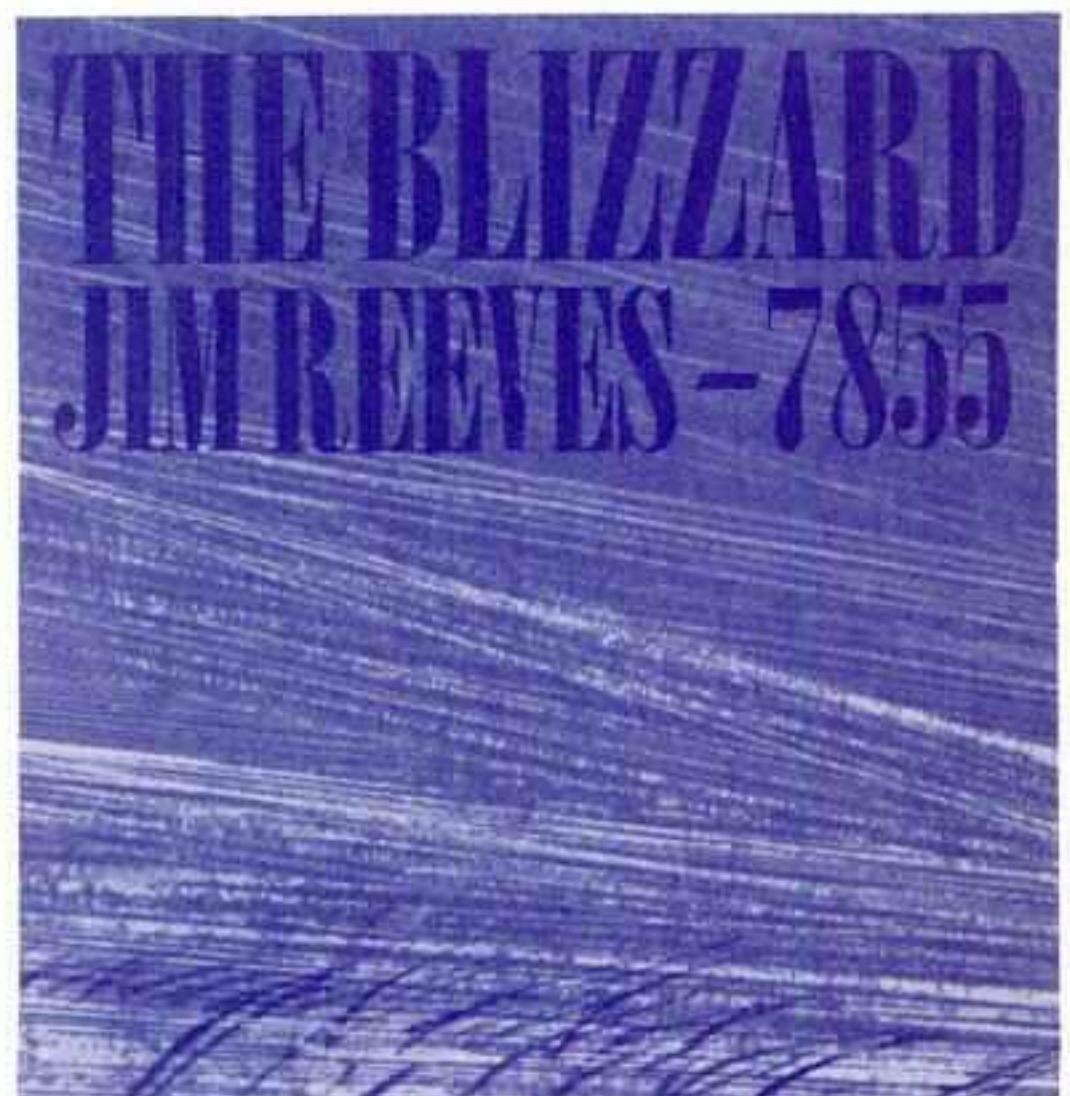
**PERSONAL**

Bill B., you don't know what you're missing. When you hear your delectable Della belt across "Won'cha Come Home, Bill Bailey," you'll stop your crazy wandering once and for all. You never heard anything so pure, so powerful, so plainly headed for the top!

ANDERSON  
 WANNET  
 ARDADT

 **THAT'S IT-  
 I QUIT-  
 I'M MOVIN' ON**  
 SAM COOKE

**THE BLIZZARD**  
 JIM REEVES - 7855



**OFF AND  
 RUNNING  
 RIGHT  
 TO THE TOP  
 OF THE  
 CHART**

Ask your distributor about Compact 33,  
 the newest idea in records on . . .

**RCA VICTOR**   
TRADE MARK RADIO CORPORATION OF AMERICA



THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
1	2	4	9	<b>RUNAWAY</b>	Del Shannon, Big Top 3067			8
2	1	1	1	<b>BLUE MOON</b>	Marcelles, Colpix 186			8
3	3	9	23	<b>MOTHER-IN-LAW</b>	Ernie K-Doe, Minit 623			5
4	5	6	10	<b>BUT I DO</b>	Clarence (Frogman) Henry, Argo 5378			10
5	4	5	7	<b>ON THE REBOUND</b>	Floyd Cramer, RCA Victor 7840			8
6	9	20	26	<b>ONE HUNDRED POUNDS OF CLAY</b>	Gene McDaniels, Liberty 55308			6
7	18	23	25	<b>I'VE TOLD EVERY LITTLE STAR</b>	Linda Scott, Canadian-American 123			7
8	16	19	29	<b>YOU CAN DEPEND ON ME</b>	Brenda Lee, Decca 31231			5
9	11	13	18	<b>TAKE GOOD CARE OF HER</b>	Adam Wade, Coed 546			7
10	14	16	21	<b>ONE MINT JULEP</b>	Ray Charles, Impulse 200			8
11	6	2	2	<b>APACHE</b>	Jorgen Ingmann, Atco 6184			14
12	13	14	16	<b>PLEASE LOVE ME FOREVER</b>	Cathy Jean and Roomates, Valmor 007			9
13	7	3	5	<b>DEDICATED TO THE ONE I LOVE</b>	Shirley, Scepter 1203			14
14	17	18	19	<b>BABY BLUE</b>	Echoes, Segway 103			8
15	8	12	13	<b>ASIA MINOR</b>	Kokomo, Felsted 8612			10
16	19	28	22	<b>TONIGHT MY LOVE, TONIGHT</b>	Paul Anka, ABC-Paramount 10194			7
17	23	24	37	<b>PORTRAIT OF MY LOVE</b>	Steve Lawrence, United Artists 291			7
18	12	8	6	<b>DON'T WORRY (LIKE ALL THE OTHER TIMES)</b>	Marty Robbins, Columbia 41922			13
19	10	7	3	<b>SURRENDER</b>	Elvis Presley, RCA Victor 7850			10
20	27	37	60	<b>DADDY'S HOME</b>	Shep and the Limelites, Hull 740			5
21	56	—	—	<b>BREAKIN' IN A BRAND NEW BROKEN HEART</b>	Connie Francis, MGM 12995			2
22	20	22	27	<b>PLEASE TELL ME WHY</b>	Jackie Wilson, Brunswick 55208			7
23	15	11	4	<b>PONY TIME</b>	Chubby Checker, Parkway 818			14
24	21	10	8	<b>WALK RIGHT BACK</b>	Everly Brothers, Warner Bros. 5199			12
25	24	17	14	<b>GEE WHIZ (LOOK AT HIS EYES)</b>	Carla Thomas, Atlantic 2086			13
26	25	41	54	<b>JUST FOR OLD TIME'S SAKE</b>	McGuire Sisters, Coral 62249			7
27	31	30	34	<b>FIND ANOTHER GIRL</b>	Jerry Butler, Vee Jay 375			8
28	44	47	56	<b>TONIGHT I FELL IN LOVE</b>	Tokens, Warwick 615			8
29	22	15	11	<b>THINK TWICE</b>	Brook Benton, Mercury 71774			11
30	46	52	66	<b>FUNNY</b>	Maxine Brown, Nomar 106			5
31	32	35	59	<b>TENDERLY</b>	Bert Kaempfert, Decca 31236			5
32	34	42	47	<b>SHU RAH</b>	Fats Domino, Imperial 5734			6
33	42	57	84	<b>BUMBLE BOOGIE</b>	B. Bumble and the Stingers, Rendezvous 140			5
34	85	—	—	<b>FLAMING STAR</b>	Elvis Presley, RCA Victor LPC 128 (33 compact)			2
35	47	62	—	<b>FROGG</b>	Brothers Four, Columbia 41958			3
36	35	49	64	<b>BRASS BUTTONS</b>	String-A-Longs, Warwick 625			5
37	33	29	35	<b>HIDEAWAY</b>	Freddy King, Federal 12401			8

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
38	54	71	—	<b>RUNNING SCARED</b>	Roy Orbison, Monument 328			3
39	53	79	89	<b>WHAT'D I SAY</b>	Jerry Lee Lewis, Sun 356			4
40	30	32	38	<b>TRUST IN ME</b>	Etta James, Argo 5385			7
41	28	26	30	<b>ONCE UPON A TIME</b>	Rochell and the Candles, Swingin' 623			12
42	78	—	—	<b>MAMA SAID</b>	Shirley, Scepter 1217			2
43	29	25	15	<b>WHERE THE BOYS ARE</b>	Connie Francis, MGM 12971			15
44	36	36	46	<b>SOME KIND OF WONDERFUL</b>	Drifters, Atlantic 2096			6
45	26	21	12	<b>WHEELS</b>	String-A-Longs, Warwick 603			16
46	43	33	32	<b>FELL IN LOVE ON MONDAY</b>	Fats Domino, Imperial 5734			6
47	51	59	73	<b>CONTINENTAL WALK</b>	Hank Ballard and the Midnighters, King 5491			4
48	38	48	83	<b>LIKE LONG HAIR</b>	Paul Revere and the Raiders, Gardena 116			5
49	52	54	68	<b>AIN'T IT BABY</b>	Miracles, Tamla 54036			5
50	37	43	57	<b>LOVE THEME FROM ONE-EYED JACKS</b>	Ferrante and Teicher, United Artists 300			6
51	45	53	75	<b>I'M IN THE MOOD FOR LOVE</b>	Chimes, Tag 445			5
52	39	46	53	<b>THEME FROM DIXIE</b>	Duane Eddy, Jamie 1183			6
53	69	—	—	<b>GOOD, GOOD LOVIN'</b>	Chubby Checker, Parkway 822			2
54	79	95	—	<b>SAVED</b>	La Vern Baker, Atlantic 2099			3
55	82	—	—	<b>GIRL OF MY BEST FRIEND</b>	Ral Donner, Gone 5102			2
56	58	63	71	<b>SLEEPY-EYED JOHN</b>	Johnny Horton, Columbia 41965			5
57	55	56	58	<b>MY THREE SONS</b>	Lawrence Welk, Dot 16198			6
58	63	83	97	<b>BONANZA</b>	Al Calola, United Artists 302			4
59	60	66	74	<b>FOOLIN' AROUND</b>	Kay Starr, Capitol 4542			6
60	57	34	33	<b>HAPPY BIRTHDAY BLUES</b>	Kathy Young and the Innocents, Indigo 115			10
61	68	73	—	<b>EXODUS</b>	Eddie Harris, Vee Jay 378			3
62	77	97	—	<b>HELLO WALLS</b>	Faron Young, Capitol 4533			3
63	67	75	—	<b>(IT NEVER HAPPENS) IN REAL LIFE</b>	Chuck Jackson, Wand 108			3
64	64	69	—	<b>AFRICAN WALTZ</b>	Cannonball Adderley, Riverside 45457			3
65	73	81	87	<b>TRIANGLE</b>	Janie Grant, Caprice 104			5
66	75	89	—	<b>LULLABYE OF LOVE</b>	Frank Gari, Crusade 1021			3
67	76	80	—	<b>GLORY OF LOVE</b>	Roomates, Valmor 008			3
68	74	84	93	<b>UNDERWATER</b>	Frogman, Candix 314			4
69	71	78	—	<b>THE CHARANGA</b>	Merv Griffin, Carlton 545			3
70	62	70	82	<b>TREES</b>	Platters, Mercury 71791			4
71	—	—	—	<b>TRAVELIN' MAN</b>	Ricky Nelson, Imperial 5741			1
72	48	50	52	<b>TO BE LOVED (FOREVER)</b>	Pentagons, Donna 1337			10
73	—	—	—	<b>A DOLLAR DOWN</b>	Limelites, RCA Victor 7859			1
74	99	—	—	<b>TRAGEDY</b>	Fleetwoods, Dolton 40			2

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE	Artist, Company	Record No.	STEREO	WEEKS ON CHART
75	49	39	31	<b>THAT'S IT—I QUIT—I'M MOVIN' ON</b>	Sam Cooke, RCA Victor 7853			8
76	40	27	20	<b>MODEL GIRL</b>	Johnny Maestro, Coed 545			12
77	72	82	99	<b>THE NEXT KISS (IS THE LAST GOODBYE)</b>	Conway Twitty, MGM 12998			4
78	—	—	—	<b>TOUCHABLES IN BROOKLYN</b>	Dickie Goodman, Mark-X 8010			1
79	—	—	—	<b>(DANCE THE) MESS AROUND</b>	Chubby Checker, Parkway 822			1
80	—	—	—	<b>BE MY BOY</b>	Paris Sisters, Gregmark 2			1
81	—	—	—	<b>PEANUT BUTTER</b>	Marathons, Arvee 5027			1
82	—	—	—	<b>WAYWARD WIND</b>	Gogi Grant, Era 3046			1
83	—	—	—	<b>THAT'S THE WAY WITH LOVE</b>	Piero Soffici, Kip 224			1
84	—	—	—	<b>WHAT A SURPRISE</b>	Johnny Maestro, Coed 549			1
85	—	—	—	<b>LULLABY OF THE LEAVES</b>	Ventures, Dolton 41			1
86	—	—	—	<b>BILBAO SONG</b>	Andy Williams, Cadence 1398			1
87	80	85	—	<b>CONTINENTAL WALK</b>	Rollers, Liberty 55320			3
88	93	98	—	<b>THREE HEARTS IN A TANGLE</b>	Roy Drusky, Decca 31193			3
89	95	—	—	<b>MESS AROUND</b>	Bobby Freeman, Josie 887			2
90	96	—	—	<b>HOP SCOTCH</b>	Santo and Johnny, Canadian-American 124			2
91	—	—	—	<b>TOSSIN' AND TURNIN'</b>	Bobby Lewis, Beltone 1002			1
92	—	—	—	<b>BETTER TELL HIM NO</b>	Starlets, Pam 1003			1
93	—	—	—	<b>SHY AWAY</b>	Jerry Fuller, Challenge 59104			1
94	—	—	—	<b>I'M A FOOL TO CARE</b>	Oscar Black, Savoy 1600			1
95	—	—	—	<b>JURA (I SWEAR I LOVE YOU)</b>	Les Paul and Mary Ford, Columbia 41994			1
96	—	—	—	<b>LITTLE EGYPT</b>	Coasters, Atco 6192			1
97	—	—	—	<b>EIN SCHIFF WIRD KOMMEN (A Ship Will Come)</b>	Lale Anderson, King 5478			1
98	—	—	—	<b>BILL BAILEY</b>	Della Reese, RCA Victor 7867			1
99	—	—	—	<b>I'M A FOOL TO CARE</b>	Joe Barry, Smash 1702			1
100	—	—	—	<b>NOBODY CARES</b>	Jeanette (Baby) Washington, Neptune 122			1

## HOT 100 - A to Z

A Dollar Down	73	Lullaby of Love	66
African Waltz	64	Lullaby of the Leaves	85
Ain't It Baby	49	Mama Said	42
Apache	11	Mess Around	59
Asia Minor	15	Model Girl	76
Baby Blue (Echoes)	14	Mother-in-Law	3
Be My Boy	80	My Three Sons	77
Better Tell Him No	92	Next Kiss (Is the Last Goodbye), The	87
Bill Bailey	98	Nobody Cares	100
Blue Moon	2	On the Rebound	5
Bonanza	58	Once Upon a Time	41
Brass Buttons	35	One Hundred Pounds of Clay	6
Breakin' in a Brand New Broken Heart	21	One Mint Julep	17
Bumble Boogie	33	Peanut Butter	81
But I Do	4	Please Love Me Forever	12
Charanga, The	69	Please Tell Me Why	22
Continental Walk (Ballad)	47	Pony Time	23
Continental Walk (Rollers)	87	Portrait of My Love	17
Daddy's Home	20	Runaway	1
Dance (The) Mess Around	79	Running Scared	38
Dedicated to the One I Love	13	Saved	54
Don't Worry (Like All the Other Times)	18	Shu Rah	52
Ein Schiff Wird Kommen	97	Shy Away	93
Exodus	61	Sleepy-Eyed John	56
Fall in Love on Monday	46	Some Kind of Wonderful	44
Find Another Girl	27	Surrender	19
Flaming Star	34	Take Good Care of Her	9
Foolin' Around	59	Tenderly	31
Frog	35	That's the Way With Love	75
Funny	30	Theme From Dixie	52
Gee Whiz (Look at His Eyes)	25	Think Twice	28
Girl of My Best Friend	55	Three Hearts in a Tangle	89
Glory of Love	67	To Be Loved (Forever)	72
Good Good Lovin'	53	Tonight I Fell in Love	28
Happy Birthday Blues	40	Tonight My Love, Tonight	16
Hello Walls	62	Tossin' and Turnin'	91
Hideaway	37	Touchables in Brooklyn	78
Hop Scotch	90	Tragedy	74
I'm a Fool to Care (Barry)	99	Travelin' Man	71
I'm a Fool to Care (Black)	94	Trees	70
I'm in the Mood for Love	51	Triangle	65
(It Never Happens) in Real Life	63	Trust in Me	40
I've Told Every Little Star	7	Underwater	68
Jura (I Swear I Love You)	95	Walk Right Back	24
Just for Old Time's Sake	26	Wayward Wind	82
Like Long Hair	48	What a Surprise	84
Little Egypt	96	What'd I Say	39
Love Theme From One-Eyed Jacks	50	Wheels	45
		Where the Boys Are	43
		You Can Depend on Me	8



150 Best Selling

## MONO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CALCUTTA Lawrence Welk, Dot DLP 3359	13
2	2	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	26
3	3	EXODUS Sound Track, RCA Victor LOC 1058	15
4	5	CAMELOT Original Cast, Columbia KOL 5620	14
5	6	MAKE WAY Kingston Trio, Capitol T 1474	9
6	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	13
7	9	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	11
8	8	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	17
9	7	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1379	50
10	10	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	19
11	16	ALL THE WAY Frank Sinatra, Capitol W 1538	3
12	11	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. 1393	24
13	12	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	7
14	13	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	71
15	15	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	145
16	14	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	25
17	17	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	11
18	18	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	9
19	20	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	156
20	21	NICE 'N' EASY Frank Sinatra, Capitol W 1417	36
21	35	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	9
22	19	WILDCAT Original Cast, RCA Victor LOC 1060	14
23	22	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	77
24	23	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	161
25	24	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	114
26	26	INSIDE SHELLEY BERMAN Verve MG 15003	105
27	31	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	69
28	28	KINGSTON TRIO Capitol T 996	127
29	38	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	8
30	41	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	24
31	30	HYMNS Tennessee Ernie Ford, Capitol T 756	188
32	29	SOLD OUT Kingston Trio, Capitol T 1352	53
33	32	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	5
34	36	STRING ALONG Kingston Trio, Capitol T 1407	37
35	27	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	14
36	37	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1283	88
37	47	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	8
38	25	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	59
39	44	SOUTH PACIFIC Original Cast, Columbia OL 4180	359
40	40	KINGSTON TRIO AT LARGE Capitol T 1199	95
41	33	BRAMHMS: PIANO CONCERTO NO. 2 Sviatoslav Richter, RCA Victor LM 2466	18
42	42	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	43
43	43	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	14
44	46	MY FAIR LADY Original Cast, Columbia OL 5090	264
45	48	BUDDY HOLLY STORY Coral CRL 5-7326	16
46	49	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	42
47	34	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2251	91
48	39	THE ALAMO Sound Track, Columbia CL 1558	20
49	45	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	17
50	54	OKLAHOMA! Sound Track, Capitol WAO 595	234
51	57	WEST SIDE STORY Original Cast, Columbia OL 5230	29

★ STAR PERFORMERS—strongest sales gains in the past week by newer LP's, on Chart 9 weeks or less.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	67	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	9
53	50	UNSIKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	18
54	52	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	18
55	53	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	36
56	58	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	115
57	62	MUSIC MAN Original Cast, Capitol WAO 990	165
58	51	BEN-HUR Rome Symphony Orchestra (Savina), MGM 1E1	52
59	56	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. I Various Artists, RCA Victor LM 6074	74
60	59	HEAVENLY Johnny Mathis, Columbia CL 1351	84
61	68	ONLY THE LONELY Frank Sinatra, Capitol W 1053	101
62	69	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	47
63	70	THIS IS BRENDA Brenda Lee, Decca DL 4082	23
64	60	CAN CAN Sound Track, Capitol W 1321	49
65	63	TWIST Chubby Checker, Parkway P 7001	25
66	64	GIGI Sound Track, MGM E 3641	147
67	71	BOBBY VEE Liberty LRP 3181	5
68	75	DO RE MI Original Cast, RCA Victor LOC 2002	7
69	55	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P 6600	16
70	66	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	71
71	80	LANZA SINGS CARUSO—CARUSO FAVORITES Mario Lanza, Enrico Caruso, RCA Victor LM 2393	42
72	81	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	41
73	84	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	11
74	65	LAUGHING ROOM Woody Woodbury, Stereoditties MW 2	42
75	74	PETER GUNN Henry Mancini, RCA Victor LPM 1956	88
76	76	ELVIS IS BACK Elvis Presley, RCA Victor LPM 2231	44
77	88	ITALIAN FAVORITES Connie Francis, MGM E 3791	64
78	90	TENDERLOIN Original Cast, Capitol WAO 1492	16
79	83	OUTSIDE SHELLEY BERMAN Verve MG 15007	68
80	89	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	50
81	100	HEARER THE CROSS Tennessee Ernie Ford, Capitol T 1005	28
82	111	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	21
83	73	CALYPSO Harry Belafonte, RCA Victor LPM 1248	88
84	79	THEME FROM A SUMMER PLACE Billy Vaughn, Dot DLP 3276	52
85	87	BRENDA LEE Decca DL 4039	36
86	91	FIORIELLO Original Cast, Capitol WAO 1321	38
87	93	KING AND I Sound Track, Capitol W 740	225
88	94	OLDIES BUT GOODIES Various Artists, Original Sound 5001	82
89	95	MUSIC FOR LOVERS ONLY Jackie Gleason Orch., Bobby Hackett, Capitol W 352	13
90	101	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	56
91	117	WONDERFUL WORLD OF JONATHAN WINTERS Verve MG 15009	44
92	61	LAST DATE Lawrence Welk, Dot DLP 3350	18
93	72	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereoditties MW 1	59
94	78	DARIN AT THE COPA Bobby Darin, Atco 112	28
95	104	HIS HANDS IN MINE Elvis Presley, RCA Victor LPM 2328	16
96	108	PORGY AND BESS Sound Track, Columbia OL 5410	72
97	116	12 PLUS 3 EQUALS 15 HITS Various Artists, End LP 310	9
98	85	TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIAN Minneapolis Symphony Orchestra (Dorati), Mercury MG 50054	16
99	86	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	26
100	102	ENCORE Santo and Johnny, Canadian-American CALP 1002	25

9 NEWER LP's designated by Boldface numerals showing weeks on chart.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	103	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	101
102	109	DATE WITH THE EVERLY BROTHERS Warner Bros. WB 1395	19
103	—	ORANGE BLOSSOM SPECIAL & WHEELS Billy Vaughn, Dot DLP 3366	1
104	82	FLOWER DRUM SONG Original Cast, Columbia OL 5350	95
105	92	EDGE OF SHELLEY BERMAN Verve MG 15013	40
106	96	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	29
107	97	GOOD HOUSEKEEPING REDUCING OFF THE RECORD Harmony 7143	16
108	112	LIKE LOVE Andre Previn, Columbia CL 1437	19
109	122	WARM Johnny Mathis, Columbia CL 1078	90
110	125	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	29
111	106	HEART OF THE PIANO CONCERTO Artur Schnabel, RCA Victor LM 2495	11
112	107	RAY CHARLES IN PERSON Atlantic 8039	16
113	113	FAITHFULLY Johnny Mathis, Columbia CL 1422	67
114	115	I'VE GOT A RIGHT TO SING THE BLUES Eileen Farrell, Columbia CL 1465	16
115	118	LOVE IS THE THING Nat King Cole, Capitol W 824	54
116	120	TEMPTATION Roger Williams, Kapp KL 1217	16
117	127	MILLION DOLLAR'S WORTH OF TWANG Duane Eddy, Jamie J 3014	17
118	77	TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO Morton Gould, RCA Victor LM 2345	29
119	98	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	44
120	99	THEME FROM "THE SUNDOWNERS" Billy Vaughn, Dot DLP 3349	16
121	105	SOUL OF SPAIN, VOL. II 101 Strings, Somerset P 9900	16
122	110	WALK, DON'T RUN The Ventures, Dolton BLP 2003	17
123	119	SPIRITUALS Tennessee Ernie Ford, Capitol T 818	62
124	123	QUIET VILLAGE Martin Denny, Liberty LRP 3122	39
125	124	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LM 2239	35
126	129	FILM ENCORES, VOL. I Mantovani, London LL 1700	145
127	131	MORE ITALIAN FAVORITES Connie Francis, MGM 3871	17
128	134	EXODUS Hollywood Studio Orchestra, United Artists UAL 3123	13
129	135	HAVE TWANGY GUITAR, WILL TRAVEL Duane Eddy, Jamie J 3000	74
130	138	GYPSY Original Cast, Columbia OL 5420	73
131	143	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	26
132	147	STRAUSS WALTZES Mantovani, London LL 685	15
133	—	CHERRY PINK AND APPLE BLOSSOM WHITE Harmonicats, Columbia CL 1556	3
134	137	YOUNG AT HEART Ray Conniff, Columbia CL 1489	26
135	139	MORE OF JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1344	80
136	141	BUT NOT FOR ME Ahmad Jamal, Argo 628	102
137	145	CONCERT IN RHYTHM, VOL. II Ray Conniff, Columbia CL 1415	32
138	146	GUNFIGHTER BALLADS AND TRAIL SONGS Marty Robbins, Columbia CL 1349	44
139	149	LATIN A LA LEE Peggy Lee, Capitol T 1290	34
140	—	IRMA LA DOUCE Original Cast, Columbia OL 5560	20
141	—	RACHMANINOFF: PIANO CONCERTO NO. 2 Artur Schnabel, RCA Victor LM 2068	14
142	—	BELOVED BJOERLING Jussi Bjoerling, Capitol G 7239	1
143	133	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	16
144	136	MORE ENCORE OF GOLDEN HITS Platters, Mercury MG 20591	18
145	140	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	32
146	142	IT'S THE TALK OF THE TOWN Ray Conniff, Columbia CL 1334	16
147	144	TIME OUT Dave Brubeck, Columbia CL 1397	17
148	150	OPEN FIRE, TWO GUITARS Johnny Mathis, Columbia CL 1270	82
149	—	GENIUS OF RAY CHARLES Atlantic 1312	52
150	—	UNFORGETTABLE Dinah Washington, Mercury MG 20572	10

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CALCUTTA Lawrence Welk, Dot DLP 25359	13
2	2	EXODUS Sound Track, RCA Victor LSO 1058	15
3	3	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	20
4	5	CAMELOT Original Cast, Columbia KOS 2031	14
5	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	14
6	8	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	16
7	9	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	7
8	7	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 5D	61
9	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	68
10	10	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	11
11	15	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	11
12	13	SOUL OF SPAIN, VOL. I 101 Strings, Stereo Fidelity SF 6600	38
13	12	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	101
14	16	MY FAIR LADY Original Cast, Columbia OS 2015	96
15	14	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	23
16	18	MAKE WAY Kingston Trio, Capitol ST 1474	9
17	19	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8342	25
18	32	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, RCA Victor LSC 2251	75
19	11	BRAMHMS: PIANO CONCERTO NO. 2 Sviatoslav Richter, RCA Victor LSC 2466	20
20	17	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	35
21	23	SOUL OF SPAIN, VOL. II 101 Strings, Stereo Fidelity SF 9900	16
22	20	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 5D	66
23	25	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8138	46
24	29	LAST DATE Lawrence Welk, Dot DLP 25350	19
25	34	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	74
26	27	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	25
27	31	BONGOS Los Admiradores, Command RS 809 5D	25
28	41	BONGOS, FLUTES AND GUITARS Los Admiradores, Command RS 812 5D	17
29	26	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade, Command RS 810 5D	32
30	33	OKLAHOMA! Sound Track, Capitol SWAO 595	79
31	45	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CS 8251	38
32	28	KING AND I Sound Track, Capitol SW 740	87
33	30	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 5D	36
34	36	UNSIKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	16
35	37	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	16
36	43	TONIGHT IN PERSON Limeliters, RCA Victor LSP 2272	8
37	22	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	46
38	24	TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO Morton Gould, RCA Victor LSC 2345	48
39	35	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8099	51
40	42	CHET ATKINS' WORKSHOP RCA Victor LSP 2232	10
41	44	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8043	55
42	50	WILDCAT Original Cast, RCA Victor LSO 1060	12
43	38	ALL THE WAY Frank Sinatra, Capitol SW 1538	2
44	46	COME DANCE WITH ME Frank Sinatra, Capitol SW 1069	97
45	48	HERE WE GO AGAIN Kingston Trio, Capitol ST 1258	74
46	—	PERSUASIVE PERCUSSION, VOL. III Terry Snyder and the All Stars, Command RS 817 5D	1
47	—	LANZA SINGS CARUSO—CARUSO FAVORITES Mario Lanza, RCA Victor LSC 2393	43
48	21	TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIAN Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054	44
49	47	BEN-HUR Rome Symphony Orchestra (Savina), MGM 15E1	48
50	—	YOUNG AT HEART Ray Conniff, Columbia CS 8281	15





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Featuring famous names as **FERRANTE and TEICHER**, **EYDIE GORME and STEVE LAWRENCE**, **TERRY SNYDER**, **SAUTER-FINEGAN**, **RALPH MARGERIE**, and **TITO RODRIGUEZ**.

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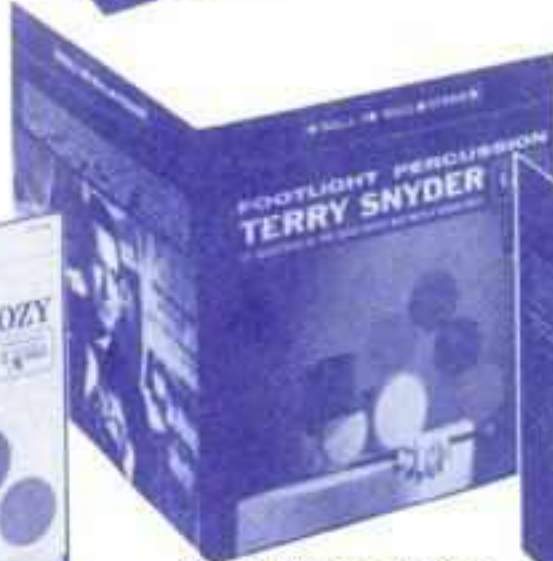
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Steve Lawrence  
WWS 8509 (Stereo)  
WW 7509 (Mono.)



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WW 7508 (Mono.)

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Sauter-Finegan  
WWS 8511 (Stereo)  
WW 7511 (Mono.)



**88 Strings**  
Ralph Marterie  
And His Orchestra  
WWS 8506 (Stereo)  
WW 7506 (Mono.)

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Cha Cha Cha  
Tito Rodriguez  
WWS 8507 (Stereo)  
WW 7507 (Mono.)



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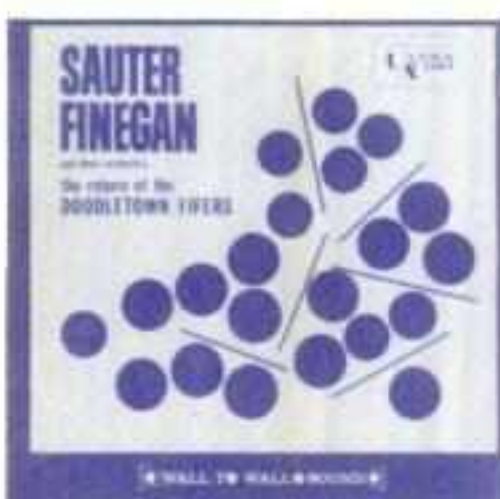
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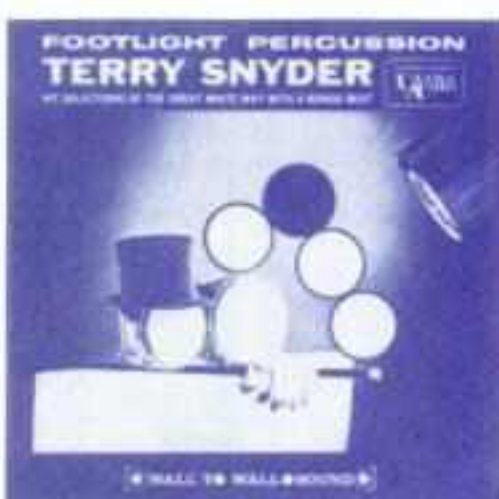
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# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

### NEW YORK

- TOUCHABLES IN BROOKLYN  
Dickie Goodman, Mark-X
- BILBAO SONG  
Andy Williams, Cadence
- LULLABY OF THE BELLS  
Deltairs, Ivy
- GLORY OF LOVE  
Roomates, Valmor
- LULLABY OF LOVE  
Frank Gari, Crusade

### CHICAGO

- UNDERWATER  
Frogmen, Candix
- BONANZA  
Al Caiola, United Artists
- EXODUS  
Eddie Harris, Vee Jay
- HELLO WALLS  
Faron Young, Capitol
- GLORY OF LOVE  
Roomates, Valmor

### LOS ANGELES

- TRAVELIN' MAN  
Ricky Nelson, Imperial

### PHILADELPHIA

- TRAVELIN' MAN  
Ricky Nelson, Imperial
- THAT'S THE WAY WITH LOVE  
Pierio Soffici, Kip
- AFRICAN WALTZ  
Cannonball Adderley, Riverside

### BOSTON

- TRAVELIN' MAN  
Ricky Nelson, Imperial

### BALTIMORE-WASHINGTON

- EXODUS  
Eddie Harris, Vee Jay

- SLEEPY-EYED JOHN  
Johnny Horton, Columbia
- THREE HEARTS IN A TANGLE  
Roy Drusky, Decca
- TRIANGLE  
Janie Grant, Caprice
- A DOLLAR DOWN  
Limelitters, RCA Victor

### SEATTLE

- UNDERWATER  
Frogmen, Candix
- TRAVELIN' MAN  
Ricky Nelson, Imperial
- TRAGEDY  
Fleetwoods, Dolton
- HELLO WALLS  
Faron Young, Capitol
- WHEN YOU DANCE  
Turbans, Parkway

### MILWAUKEE

- BONANZA  
Al Caiola, United Artists
- FOOLIN' AROUND  
Kay Starr, Capitol
- TRAVELIN' MAN  
Ricky Nelson, Imperial
- SLEEPY-EYED JOHN  
Johnny Horton, Columbia
- BUZZ BUZZ A-DIDDLE-IT  
Freddy Cannon, Swan

### MIAMI

- SLEEPY-EYED JOHN  
Johnny Horton, Columbia
- GLORY OF LOVE  
Roomates, Valmor
- LULLABY OF LOVE  
Frank Gari, Crusade
- WAYWARD WIND  
Gogi Grant, Era
- WHAT A SURPRISE  
Johnny Maestro, Coed

## BUBBLING UNDER THE HOT 100

1. AFRICAN WALTZ ..... Johnny Dankworth, Roulette 4353
2. BUZZ BUZZ A-DIDDLE-IT ..... Freddy Cannon, Swan 4071
3. THREE LITTLE FISHES ..... Buzz Clifford, Columbia 41979
4. HELLO, MARY LOU ..... Ricky Nelson, Imperial 5741
5. LITTLE DEVIL ..... Neil Sedaka, RCA Victor 7874
6. IT'S BEEN A LONG, LONG TIME. . . Les Paul and Mary Ford, Columbia 41994
7. HALFWAY TO PARADISE ..... Tony Orlando, Epic 9431
8. KISSIN' GAME ..... Dion, Laurie 3090
9. WHITE CLIFFS OF DOVER ..... Robins, Lavender 001
10. ARE YOU SURE? ..... Allison's, London 1977
11. MISS FINE ..... New Yorkers, Wall 547
12. MY KIND OF GIRL ..... Matt Monro, Warwick 636
13. SON-IN-LAW ..... Louise Brown, Witch 1
14. OPPORTUNITY ..... Freddy Cannon, Swan 4071
15. GROUND HOG ..... Browns, RCA Victor 7866
16. WHEN YOU DANCE ..... Turbans, Parkway 820
17. LULLABY OF THE BELLS ..... Deltairs, Ivy 101
18. SON-IN-LAW ..... Blossoms, Challenge 9109
19. IN MY HEART ..... Time-Tones, Times Square 421
20. JUNKERNOO ..... Vibrations, Checker 974

## REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:

### SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

#### Pop

#### CARLA THOMAS



**A LOVE OF MY OWN** (East, BMI) (2:34)—**PROMISES** (East, BMI) (2:19)—The lass, who has a smash hit with "Gee Whiz," has a solid follow-up with this disk. "A Love of My Own" is a fine rockaballad, and the flip is an effective ballad with a slight Latin beat. Both sides are good, but "A Love of My Own" has the edge. **Atlantic 2101**

#### TERESA BREWER



**I'VE GOT MY FINGERS CROSSED** (Cedarwood, BMI) (2:12)—**MILORD** (Alamo, ASCAP) (2:16)—The thrush has a highly effective side in "I've Got My Fingers Crossed," featuring a melodic rockaballad-styled delivery and attractive choral work on the backing. Flip is a lively version of the big British hit, Edith Piaf's French version of which was on the U. S. charts recently. **Coral 62265**

#### DEE CLARK



**I WANT TO LOVE YOU** (Conrad, BMI) (2:12)—**RAIN-DROPS** (Conrad, BMI) (2:37)—Clark is in exciting vocal form on "I Want to Love You," a rocking rhythm side. He is equally effective on the flip, a pretty rockaballad with rich ork backing. Solid wax. **Vee Jay 383**

#### MICKEY AND SYLVIA



**LOVE LESSON** (Ben Ghazi, BMI) (2:15)—The team, with a platter on the charts recently, has a charming side in "Love Lesson," a bright novelty with cute lyrics. Flip is "Love Is the Only Thing (Omell, ASCAP) (2:15). **RCA Victor 7877**

#### DORSEY BURNETTE



**GREAT SHAKIN' FEVER** (Studio, BMI) (2:00)—Dorsey Burnette does a fine job on this shakin' r.&r. blues tune. Strong propulsion forms a heavy-hitting accompaniment making this side swing. Flip is "That's Me Without You" (Doral, BMI) (1:54). **Era 3045**

#### EDDIE HODGES



**I'M GONNA KNOCK ON YOUR DOOR** (Sigman, ASCAP) (2:03)—**AIN'T GONNA WASH FOR A WEEK** (East-West, ASCAP) (2:17)—The young stage and TV star has two strong items here. The first rocking side gets a powerful play, not only from the boy's vocal but from the hard-hitting backing. The flip is a fine rocking novelty item in a medium tempo. **Cadence 1397**

#### JANE MORGAN



**THEME FROM CARNIVAL** (Robbins, ASCAP) (2:18)—Jane Morgan has another winner in this theme from the Broadway production "Carnival." She takes the slow ballad almost as a three-quarter time lullaby and does it with much feeling. Flip is "He Makes Me Feel I'm Lovely" (Harms, ASCAP) (3:02). **Kapp 390**

#### FRANK CHACKSFIELD AND ORK



**THEME FROM CARNIVAL** (Robbins, ASCAP) (2:12)—Shimmering strings and a smart cymbal beat enhance the lovely theme from the Broadway show on this fine disk. The flip is "Lullaby in Blue" (Famous, ASCAP) (2:40). **London 1990**

#### DANNY DAVIS



**THEME FROM CARNIVAL** (Robbins, ASCAP) (2:33)—The lovely theme from the new Broadway smash "Carnival" is handed another sock instrumental reading here with the Davis trumpet playing the melody. Could share in the pie. Flip is "Stardust" (Mills, ASCAP) (1:33). **Verve 10233**

#### GEORGE GREELEY



**LUCY'S THEME FROM PARRISH** (Witmark, ASCAP) (2:04)—The warm and haunting theme from the new flick "Parrish," receives a fine performance from George Greeley over lush ork support. Flip is "Allison's Theme From Parrish" (Witmark, ASCAP) (2:30). **Warner Bros. 5218**

(Continued on page 23)



# PROVEN LP HITS

from the

## LONDON GROUP

Something for every taste...selling in every territory

### THEMES



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

Stereo: PS 224

Mono: LL 3231



### SYMPHONIC



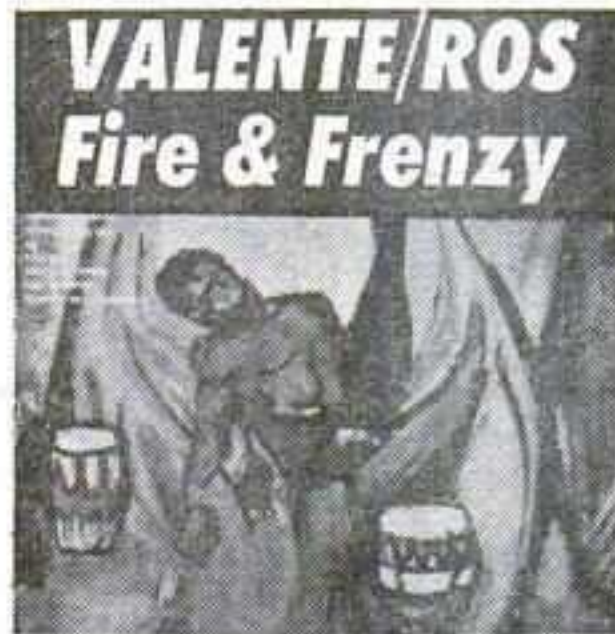
Ansermet and Beethoven—a natural hit... for the 1st time in stereo on ONE record.

Stereo: CS 6143

Mono: CM 9033



### LATIN AMERICAN



"A fabulous combination... Caterina Valente and Edmundo Ros"  
Jungle Drums; Misirlou; Frenesi; Adios; Balao; Saudades De Bahia; Estrellita Del Sur; Ba; Recado; Felicidade Infeliz; Fale Baixinho; Contiga En La Distancia

Stereo: SW 99019

Mono: TW 91253



### OPERA



"One of the most spectacular songfests ever!" —Herald Tribune  
Arne: Artaxerxes "The Soldier Tir'd"; Handel: Samson "Let The Bright Seraphim"; Bellini: Norma "Casta Diva"; Bellini: I Puritani "Son Vergin Vez-zona"; Thomas: Hamlet (The Mad Scene); Delibes: Lakme "The Bell Song"; others.  
Royal Opera House Orchestra and Chorus conducted by Francesco Molinari-Pradelli

Stereo: OSA 1214

Mono: A 4241



### OPERA



"These records give... (the listener) an awareness of the grandeur of Wagner's achievement such as he never possessed before." —High Fidelity

Fritz Uhl, Regina Resnik, Tom Krause, Arndt Von Mill, Ernst Kozub, Peter Klein, Waldemar Kmennt, Theodor Kirschbichler, Vienna Philharmonic Orchestra and Singverein der Gesellschaft der Musikfreunde

Stereo: OSA 1502

Mono: A 4506



### TEENAGE DANCE



"The great group hasn't missed yet." —Billboard

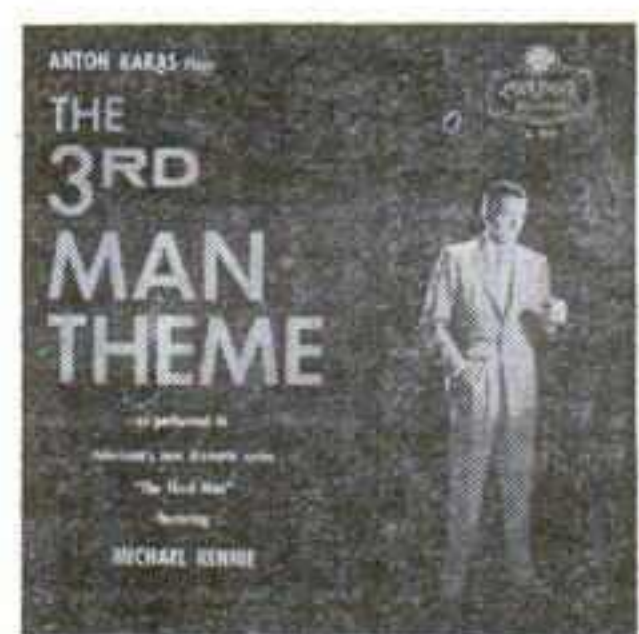
Nobody Knows; Dry Bones; Do Lord; This Ole House; It Is No Secret; That Old Time Religion; Down By The Riverside; Swing Low, Sweet Chariot; Just A Closer Walk With Thee; When The Saints Go Marching In; When The Roll Is Called Up Yonder; Got The Whole World In His Hands

Stereo: SHL 32004

Mono: HL 12004



### THEMES



Network TV exposure making this one zoom.  
The "Harry Lime" Theme; Visions Of Vienna; Danube Dreams; The Cafe Mozart Waltz; Anton Karas Second Theme and others

Mono: LL 1560



### PIANO CLASSICS (with a beat)



"Listenable and danceable wax that can score." —Billboard

ASIA MINOR (Based on Grieg's Piano Concerto); THEME FROM A SILENT MOVIE (Based on Chopin's Minute Waltz); FOR LOVERS ONLY (Based on Schubert's Serenade); KING OF HEARTS (Based on Grieg's "In the Hall of the Mountain King"); others.

Stereo: FS 17513

Mono: FL 7513



The Best of the 1961 themes

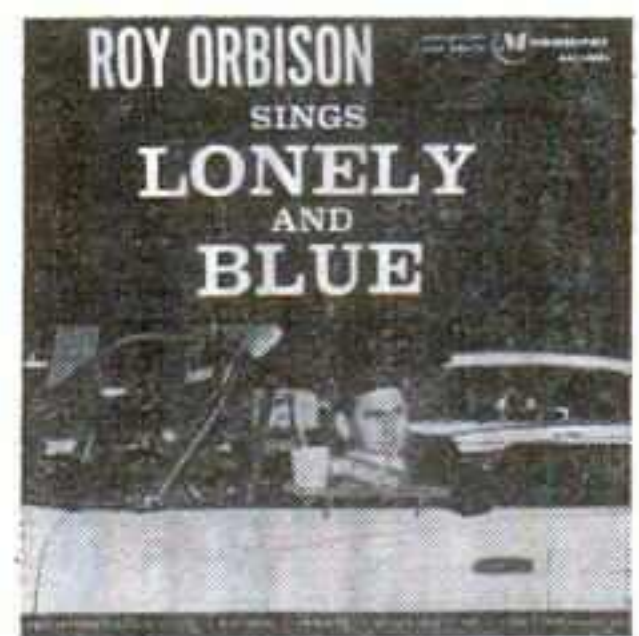
TUNES OF GLORY: Pepe; The World Of Suzie Wong; Camelot; Midnight Lace; Where The Boys Are; Murder Inc.; French Mistress; The Singer Not The Song; Key Witness; Gurney Slade

Stereo: PS 231

Mono: LL 3238



### TEENAGE VOCAL



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

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

Mono: M 4002



### SING-A-LONG (with a Latin beat)



"Sparkling music" —Billboard

Almost Like Being In Love; On The Street Where You Live; I Could Have Danced All Night; People Will Say We're In Love; Hey There; Heart; They Say It's Wonderful; Get Me To The Church On Time; Standing On The Corner; I Love Paris; There's Nothin' Like A Dame; others.

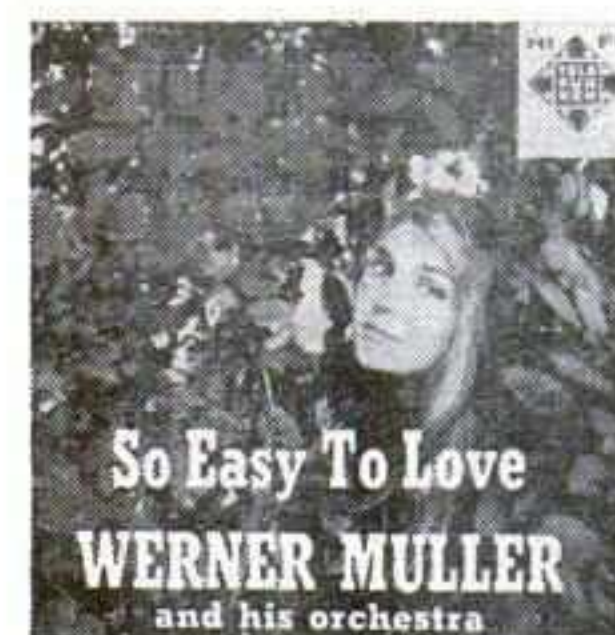
Song Sheet Enclosed

Stereo: PS 226

Mono: LL 3233



### FOR THE ECONOMY MINDED



\$1.98 Mono

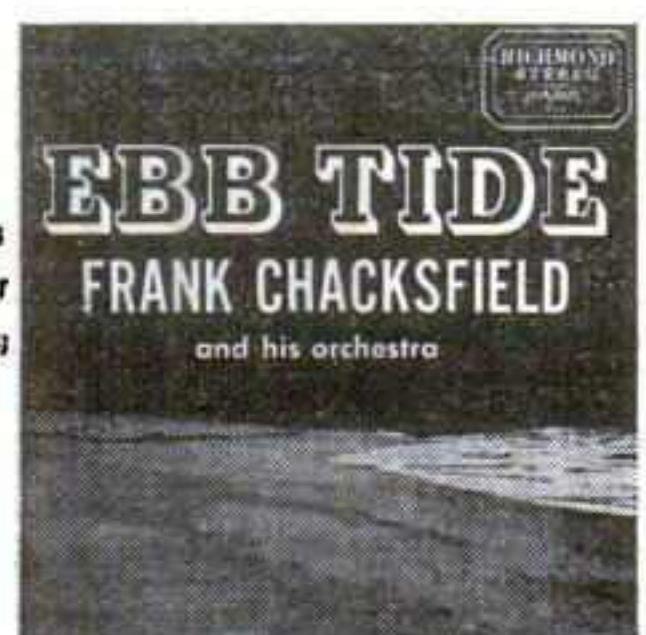
\$2.98 Stereo

All The Way; There's A Small Hotel; You're Driving Me Crazy; Easy To Love; Chances Are; My Prayer; Exactly Like You; Hot Toddy; It's Not For Me To Say; The Hawaiian Wedding Song

Ebb Tide; Smoke Gets In Your Eyes; Love By Starlight; Limelight; Red Sails In The Sunset; I Only Have Eyes For You; Deep Purple; Among My Souvenirs; Boulevard Of Broken Dreams; Autumn Leaves

Stereo: TPS 12517

Mono: TP 2517



Stereo: S 2007B

Mono: B 3007B

LONDON RECORDS INC. 539 WEST 25 STREET, NEW YORK 1, N. Y.



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

Strongest sales potential of all records reviewed this week.

Continued from page 21

**THE CLEBANOFF STRINGS**



**LUCY'S THEME FROM PARRISH** (Witmarks, ASCAP) (2:10)—A very pretty, big-stringed, instrumental version of the attractive melody from the picture "Parrish" by the warm-sounding Clebanoff Strings. Could get action. Flip is "Theme From 'By Love Possessed'" (United Artists, ASCAP) (2:35). **Mercury 71815**

**THE HOLLYRIDGE STRINGS**



**LUCY'S THEME FROM PARRISH** (Witmarks, ASCAP) (2:24)—The Hollyridge Strings turn in a fine instrumental performance of the forthcoming movie theme. It's played with style and taste, and has a chance for a good share of the sales. Flip is "Theme From Hippodrome" (Gil, BMI) (2:23). **Capitol 4557**

**BEN E. KING**



**STAND BY ME** (Progressive-Trio, BMI) (2:44) — A winning performance by Ben E. King of an emotional rock-ballad with a churchy feel makes this look like another hit for the former lead of the Drifters. Flip is "On the Horizon," (Progressive-Trio, BMI) (2:18). **Atco 6194**

**JUNIOR WATERS**



**ROCKIN' THAT HISTORY** (Lorob, BMI) (2:28)—**I'LL SEE YOU IN MY DREAMS** (Feist, ASCAP) (2:25)—Two fine sides by Junior Waters, a new name on the label and a nephew of Ethel Waters. He sings the driving rocker on the top side with much spirit, and handles the standard on the flip in happy fashion. **MGM 13004**

**Country**

**HANK THOMPSON**



**OKLAHOMA HILLS** (Michael H. Goldson, ASCAP) (2:42)—**TEACH ME HOW TO LIE** (Texoma, ASCAP) (2:30)—Thompson is in his usual standout form with two potential winners. The first is much in the traditional groove and it's taken at a bouncy clip. Flip is strong weeper material about love gone on the rocks. Fine performance and top-notch backing. **Capitol 4556**

**WEBB PIERCE**



**SWEET LIPS** (Cedarwood, BMI) (2:23)—**LAST NIGHT** (Cedarwood, BMI) —The chanter is in fine voice on these two meaningful sides. First up is a good weeper while the flip is a strong ballad. Both get solid performances and both have pop as well as country appeal. Watch 'em. **Decca 31249**

**ROGER MILLER**



**WHEN TWO WORLDS COLLIDE** (Tree, BMI) (2:10)—**EVERY WHICH-A-WAY** (Tree, BMI) (2:09) — Two highly effective sides for Miller, with the first a heartfelt reading of a fine weeper ballad. Flip features bright chanting of a jaunty rhythm tune. Good arrangements on both. Either could take off. **RCA Victor 7878**

**EDDIE NOACK**



**WHERE DO YOU GO** (Glad-Big Bopper, BMI) (2:31)—**SHOTGUN HOUSE** (South Coast, BMI) (2:16)—Two neat efforts by Noack with the top side a country weeper tune done in essentially traditional style. The flip is a rouser with strings and honky-tonk piano backing the classy chanting. Either could step. **Mercury 71805**

**SPECIAL MERIT SPOTLIGHTS**

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

**Pop Disk Jockey Programming**

**THE BLUE ANGELS**

★★★★ **A COTTAGE IN THE COUNTRY** (World, BIEM) Palette 40031

★★★★  
**STRONG SALES POTENTIAL**

**POPULAR**

**THE CUMBERLAND THREE**

★★★★ **You Can Tell the World**—ROULETTE 4357—A bright, breezy sacred-styled shout. Solid rhythm effects with the guitar and banjo and the chanting job is strong. Side could grab plays. (Melody Trails, BMI) (2:07)

★★★★ **Old Dog Blue**—The hunter sings a heartfelt tribute to his dog on this traditional item. Boys give it a good

pop-folk flavor in the sincere performance against good guitar support. Pleasant harmonies, too. (Melody Trails, BMI) (2:23)

**ROY ETZEL**

★★★★ **Tell Laura I Love Her**—PRESIDENT 820—A clean, soaring trumpet tells this sad tale instrumentally against a choir and string backing in an effective arrangement. This hit of last year could collect renewed loot here. (Marks, BMI) (2:23)

★★★★ **Reach for the Stars**—A slow, fetching melody here is done with the trumpet again showing the way. Side with chorus, builds to an impressive crescendo. Two good sides and both spinnable. (Piccadilly, BMI) (2:40)

**JEWEL AKENS**

★★★★ (Dancing) **The Mashed Potatoes**—CAPEHART 5007—An infectious rhythm sets the medium-tempo as Akens sells the amusing story of his girl's flair for dancing. The group of boys doing the background chanting add to the swinging performance. (American, BMI) (2:25)

★★★★ **Wee Bit More of Your Lovin'**—The singer really sings out this jumping tune. An enthusiastic group of boys does a hard-driving job of backing up the boy's exciting vocal. Combo assists. (American, BMI) (1:28)

**SUE THOMPSON**

★★★★ **Angel, Angel**—HICKORY 1144—A fine ballad, in slow tempo, and it bears strong traces of recent Brenda Lee ballad hit, "I Want to Be Wanted." Miss Thompson hands it a salable reading. Watch it. (Acuff-Rose, BMI) (2:36)

★★★★ **Throwin' Kluses**—Miss Thompson has a sound full of vitality on this bouncy rhythm tune by John D. Loudermilk. Her guy is out on the town and thus comes her irritation. Side could grab play. It moves along nicely. (Acuff-Rose, BMI) (1:59)

**ROSIE**

★★★★ **My Darling Forever** — BRUNSWICK 55213 —The gal turns in a slow, triplet-backed ballad with a message of love and devotion. Fans of her earlier hit will find this performance in much the same groove. Side was taken from her album, "Lonely Blue Nights." (Figure, BMI) (3:10)

★★★★ **The Time Is Near** — Another side from the album, "Lonely Blue Nights," and like the flip, the tune is a slow ballad done with tones of dedication. Can vie with the flip for plays. (Figure, BMI) (2:30)

**SHIRLEY COLLIE**

★★★★ **Oh Yes, Darling** — LIBERTY 55324—A country-oriented song gets a pop-styled performance. This is a very pretty side, with the thrush getting everything out of a pretty melody line. (Blackwood, BMI) (2:49)

★★★★ **Dime a Dozen**—A rocker, touched with country flavor, but really a strong item for the pop market. It has a world of rhythm and a solid vocal. Watch it. (Control, BMI) (1:55)

**RUTH WELCOME**

★★★★ **Allison's Theme** — CAPITOL 4562 —Here's the theme from the highly touted picture, "Parrish," and Miss Welcome hands it a haunting zither treatment against a swelling ork and chorus instrumentation. This version can grab a lot of the action. (Harms, ASCAP) (2:27)

★★★★ **Hank's Tune** — This tune was clefted by arranger Stan Applebaum and it has a bubbly quality in a samba tempo. Miss Welcome turns in another listenable zither styling against the chorus. Side also merits good play. (Pincus, ASCAP) (2:25)

**THE BLUE BOYS**

★★★★ **The Way the Cookie Crumbles**—UNITED ARTISTS 316—A happy, rockin' rhythm side by the boys who have something of a country harmony sound. Side is well arranged with fiddles and a pounding bass. Has a chance. (Trinity, BMI)

★★★★ **Short Skirts**—The cat loves to see his chick's knees, as the boys sing here. It's another rocker on the bright, breezy side and it can grab spins on he one. (Trny, BMI)

**CASTLE SISTERS**

★★★★ **Love Me** — TRIODEX 108 —The young chicks sing the pleasant ballad plea against a big ork arrangement. Side has interesting echo effects in spots. This has a chance. Watch it. (December, BMI) (2:50)

★★★★ **Bad Boy**—A neat upbeat rocker by the gals who sing it brightly. Cute material and it also has a chance. (December, BMI) (2:15)

**NANCY WILSON**

★★★★ **Give Him Love** — CAPITOL 4558 —The thrush sings this ballad in warm and satisfying fashion. It's got a lot of class and it merits play. (Sam Weiss, ASCAP) (2:28)

★★★★ **The Next Time You See Me** — A smart and breezy blues rendition by the thrush. Tricky backing features a solid piano and rhythm section. A fine side for the hip jock set. (Lion, BMI) (2:38)

**THE BLUE ANGELS**

★★★★ **A Cottage in the Country** — PALETTE 40031 — Most appealing instrumental wax which features a pretty theme done by twin harmony saxes and organ against a neat rhythm by bass and guitar. This has a real chance. Watch it. (World, BIEM)

★★★ **My My** — A shuffle rhythm tune and again the twin saxes are featured on the harmony kick. Flip side is stronger. (World, BIEM)

**SARAH VAUGHAN**

★★★★ **Oh Lover** — ROULETTE 4359 — An exciting performance by the divine one, backed with a Latin-tinged rhythm accompaniment. Discerning jocks will go for it. (Kahl, BMI) (2:00)

★★★ **April** — Slow and dreamy, with violins, this is a mood-evoking ballad. A sharp contrast to the flip. (Judy, ASCAP) (2:22)

**SANDY NELSON**

★★★★ **Get With It** — IMPERIAL 5745 —What sounds like wood drums, tympani and a variety of tom-toms set the mode on this quick-tempoed instrumental side. Most of the play is given to drums and guitars on the swinging side. (Travis, BMI) (2:05)

★★★ **Big Noise From the Jungle** — Powerful drum and guitar work gets this rocker off to a hard-punching start. Tenor sax then takes up the battle and, against drumming background, blows real good. (Travis, BMI) (2:52)

**JIMMY CLANTON**

★★★★ **Don't Look at Me** — ACE 622 — Clanton does a swinging hard-sell job on this middle tempo tune. The finger-popping melody is in the gospel-blues groove with nice piano spot. Strong wax. (Ace, BMI)

★★★ **I Just Wanna Make Love** — Effective use of strings and Latin rhythm sets the background for this fetching side which has a more than adequate vocal by the boy. (Hill & Range, BMI)

**FLOYD ROBINSON**

★★★★ **Mother Nature** — JAMIE 1186 — Novelty tune is nicely handled by the singer on this side. Cute lyric talks about how the boys loves the girl. Thumping rhythm in a medium tempo swings along nicely with good flute out front. (Tree, BMI) (2:30)

★★★ **Is There Something I Ought to Know** —The boy does this slow rockballad in a beautiful style. Backing is composed of combo with piano figures nicely done. (Tree, BMI) (2:06)

**THE DELICATES**

★★★★ **Little Boy of Mine**—ROULETTE 4360—This was a hit by the Clefones back in 1956 under the title of "Little Girl of Mine," and here's the tune from the femme side. The gals have a very basic sound and the side rocks. Watch it. (Kahl, BMI) (2:32)

★★★ **Dickie Went and Did It**—A pleasant side somewhat on a novelty kick, with some spoken spots by the gals. Worth a listen, but flip may have the edge. (Marks, BMI) (1:47)

**THE CAMBRIDGE STRINGS**

★★★★ **Theme From Saturday Night and Sunday Morning** — LONDON 1985 — A strong effort of the theme music from the hot new picture. There's a fine alto sax solo intermixed with the strings and the whole thing is backed with a solid beat. Watch this one. (Harvard, BMI) (2:10)

★★★ **Sabre Dance Boogie** — The familiar theme is done up in a colorful and exciting arrangement for ork and chorus. Flip has an edge, however. (Leeds, ASCAP) (2:35)

**DANNY AND THE JUNIORS**

★★★★ **Cha Cha Go Go** — SWAN 4072 —The cha cha figure gets a heavy reading here with a tantalizing feeling. The boys swing the side in a wide open fashion. Good wax. (Conley, ASCAP) (2:15)

★★★ **Mister Whisper** — Side here has something of haunting quality. Danny sings the lead on the minor melody. Strong rhythm and pulsating figures make it swing. (Conley, ASCAP) (2:23)

**HANS (PEPE) WITTSTATT ENSEMBLE**

★★★★ **The Happy Girls of Berlin** — WARWICK 641 — Here's a big chorus of gals on the la-la kick assisted by an accordion and a men's group doing both vocal and whistling spots. Pleasant wax that could step out. (Peter Schaeffers, BMI)

★★★ **Gaby** — Harmonica takes the lead on the pretty, melodic side. Has a Continental flavor. (Peter Schaeffers, BMI)

**MUSIC BY DE VOL**

★★★★ **David's Dream** — COLUMBIA 41987 — This attractive melody is from the new movie version of the "David and Goliath" story and is well performed on this pretty instrumental. Could get action. (Parade, BMI) (1:59)

★★★ **Theme From David and Goliath** — From the new movie "David and Goliath" comes this meaningful theme handled with gusto here by the Frank DeVol ork. Worth spins. (Parade, BMI) (2:09)

**THE FASHIONS**

★★★★ **All I Want** — WARWICK 646 — A strong church-style blues chant by a

group with a good, low-down femme lead. The group has a sound and a persistent beat. Side should be watched. (Sheldon, BMI)

★★ **Dearest One** — An okay ballad by the lead thrush but flip gets the nod here. (Shalimar, BMI)

**MARGIE SINGLETON**

★★★★ **Your Old Love Letters**—MERCURY 71814—Gal packs strong emotional power into plaintive weeper-styled ditty. (Red River Songs, BMI) (2:40)

★★★ **Are You Ever Too Young?**—Pretty piping on wistful ballad. Merits spins. (Sure-Fire, BMI) (2:15)

**RONNIE SAVOY**

★★★★ **Bewitched** — MGM 13001 — This emotional version of the Rodgers and Hart standard could grab play and coins. It's in r.&r. tempo, and has a sound. (Chappell, ASCAP) (2:34)

★★★ **It's Gotta Be Love**—Showmanly vocalizing by Savoy on bluesy theme. (Merri-mac, BMI) (2:29)

**BILLY DUKE**

★★★★ **This Is What I Ask**—20TH FOX 242—Solemn reading by Duke on soulful theme with inspirational-type lyrics. Nice jockey side. (Russwill, ASCAP) (2:07)

★★★ **The River Flows On** — Pleasant chanting by Duke on a haunting theme. (Pub, BMI) (2:55)

**DUKE MITCHELL**

★★★★ **The Lion**—CRYSTALETTE 743—Amusing comedy bit by Mitchell on rocking novelty with jungle theme. Side could pull coins and interest the teen set. (Carsey, BMI) (1:50)

★★★ **Strike**—Catchy novelty side with bowling strike sound effects, solid guitar work, and jaunty hand-clapping tempo. (Carsey, BMI) (1:53)

**DOTTIE WEST**

★★★★ **I Lost, You Win, I'm Leaving**—STARDAY 547—Insinuating and effective rhythm backing gives this pop-type rockballad performance a most appealing sound. The girl does a fine job on the vocal. (Starday, BMI) (2:06)

★★★ **I Should Start Running**—The girl has a fine voice for this lovely country-type ballad. Side also features effective double-tracking and good piano. Strong performance here. (Starday, BMI) (2:39)

**GENE ROSS**

★★★★ **True Love** — TIME 1034 — Ross sings out a nice, moderately paced rock ballad with high, gimmicky vocal inflections, against fancy flourishes of the fiddles and chorus. Side has a sound. (Westbury, BMI) (2:17)

★★★ **Wondering**—A slower, ballad side with clink-clink piano setting the rhythm. He's supported by a girl vocal group here. Listenable side, too. (Brent, BMI) (2:22)

**THE RENEGADES**

★★★★ **Keep Laughin'**—DORSET 5007—The lead singer ably assisted by the rest of the boys tells of the happy philosophy in the face of misery. Tune is taken in a good rocking tempo. (Starling-Dara, BMI) (2:06)

★★★ **Stolen Angel** — Lead singer again takes over the front line chore on this rockballad on the Latin kick. Good string writing in the background. (Starling-Dara, BMI) (2:10)

**ANDY CORY**

★★★★ **Hey You, What Are You, Some Kind of Nut**—SILVER BID 1023—A funny novelty record that could fracture the pre-teen and even the teen set. Cory asks the question in the title and then makes kooky sounds over a good beat. (Ro Jo, BMI) (2:26)

★★★ **Lindy Hop**—A blues-oriented "after-hours" item features some interesting piano work and makes this a listenable instrumental side. Flip has more commercial appeal.

(Continued on page 32)



Let's Keep Rolling Ahead



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## SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases:

Strongest sales potential of all albums reviewed this week.  
Continued from page 16

### THE BIX BEIDERBECKE LEGEND

RCA Victor LPM 2323—Here is pure gold from the Victor archives. This handsomely packaged disk contains a heretofore unlisted master by Bix and the Jean Goldkette ork, "I Didn't Know," plus other sides with Goldkette, Paul Whiteman, Hoagy Carmichael's ork, and finally, Bix' own ork. Charles Edward Smith has provided wonderful notes. The careful listing of the personnel and dates (1924 through 1930), redolent with such names as Crosby and the Rhythm Boys, Frankie Trumbauer, Tommy Dorsey Jimmy Dorsey, Keller Sisters and Lynch, Joe Venuti, etc., will gas any collector. Sides include "Clementine," "Dardanella," "You Took Advantage of Me" and "San."



### GILLESPIANA

Dizzy Gillespie and His Ork. Verve V 8394—This is an impressive package, with the material composed by pianist Boris Schifrin. Each movement of the suite typifies an aspect of Gillespie's talent. Thus, different titles within the suites are "Blues," "Pan Americana," "Africana," "Toccata," etc. A distinguished group, in addition to Schifrin are with Gillespie here. Dizzy's horn is still superb.



### BECHET

Sidney Bechet. Riverside RLP 149—The performances here are taken from Rudi Blesh's "This Is Jazz" radio series, dating back to 1947. They again prove the creativeness and warmth of the genius of the soprano sax. With Bechet on these sides are such great names as James P. Johnson, Joe Sullivan, Wild Bill Davison, Muggsy Spanier, Baby Dodds and George Brunis. Material includes "Summertime" (a great side) and many other fine performances, such "Wild Cat Blues," "Love for Sale," "Blue Turning Grey Over You." Sound is typical of the era, but plenty good for enjoying this album.



### THE COMPLEAT MUSICIAN

Bobby Scott. Atlantic 1341—The versatile Bobby Scott displays his multi-talents with sock showmanship and taste on this package, which features him as a singer, pianist, composer and arranger. He is strikingly effective in all departments. In addition to two Scott originals, selections include such memorable oldies as "Lush Life," "How Are Things in Glocca Morra" and "Without a Song."



### Country & Western

### RED FOLEY

Decca ED 2693—Foley is singing as great as he ever did—and that's saying a lot. Here he sings a variety of material, including Hoagy Carmichael's "Rockin' Chair," "Lincoln Chase's "Blues in My Red Wagon Blues," Les Hite's "Crazy About Banjos" and Vic McAlpin's "Living Is a Lonesome Thing." These titles, and Red's performance, should be of much appeal not only to country fans but to any lover of pop music.



### KITTY WELLS

Decca ED 2692—The great Kitty Wells is in a class by herself in this genre. Here she gives four fine performances: "The Man I Used to Know," "Carmel by the Sea," "Left to Right" and "Memory of a Love." Kitty's fans will treasure them.



### Classical

### TRISTAN UND ISOLDE (6-12)

Birgit Nilsson; Vienna Philharmonic Orchestra (Solti). London OSA 1502 (Stereo & Monaural)—Here is one of the more monumental album productions of the day and one that should become a standard seller in short order. In addition to the great name of Birgit Nilsson, the six-LP set includes a fascinating rehearsal LP narrated by John Culshaw and containing many ad lib rehearsal sequences as the cast prepared for the recording session. An enclosed booklet has a German-English libretto, notes and photos of the principals and many informal rehearsal shots. In addition the label has enclosed its complete opera catalog, smart move indeed. A splendid job with an impressive cover.



### ROSSINI: DER BARBIER VON SEVILLA'IL BARBIERRE DI SIVGLA

Sinfonia-Orchestra des Bayerischen Rundfunk (Bartoletti). GRAMMOPHON SLPM 138665-67—Although there are numerous fine recordings of this popular opera, this recording has outstanding performances provided by Gianna D'Angelo, Renata Capecchi, Carlo Cava, Nicola Monti and Giorgio Tadeo. It's a very classy package with a libretto complete in four languages and photographs of the artists. The set should pull sales from the collectors.



### Folk

### BLUES IS MY COMPANION

Sonny Terry and Brownie McGhee. Verve V 3008—The best Sonny Terry-Brownie McGhee sides in a long time are on this album. The recording sound is excellent and the performances capture true blues flavor. The wailing harmonica and earthy vocals will hold the blues devotee. Some of the material is quite salty, but all in all it is part of the documentation of the blues.



(Continued on page 26)





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CORAL 62249



Just For Old Time's Sake  
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**DICK JACOBS**  
Vocal Arrangements by  
**MURRAY KANE**



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THIS IS FOXX	Redd Foxx	809
BELOW THE BELT	Rudy Moore	808
FOR A PIECE	Roscoe Holland	812
WILD PARTY	Redd Foxx	804
LAFFARAMA	Redd Foxx	801
LAFF OF THE PARTY, VOL. 1	Redd Foxx	214
LAFF OF THE PARTY, VOL. 2	Redd Foxx	219
LAFF OF THE PARTY, VOL. 3	Redd Foxx	220
LAFF OF THE PARTY, VOL. 4	Redd Foxx	227
LAFF OF THE PARTY, VOL. 5	Sloppy Daniels	232
BEST OF FOXX	Redd Foxx	234
LAFF OF THE PARTY, VOL. 6	Bexley & Turner	238
BURLESQUE HUMOR	Redd Foxx	249
NIGHT IN HOLLYWOOD	George Kirby	250
THE SIDESPLITTER	Redd Foxx	253
LAFF OF THE PARTY, VOL. 7	Redd Foxx	236
ALLEN DREW'S STAG PARTY	Allen Drew	259
LAFF OF THE PARTY, VOL. 8	Redd Foxx	265
SLOPPY'S HOUSE PARTY	Sloppy Daniels	266
BEST OF PARTY FUN	Foxx & Others	274
RACY TALES	Redd Foxx	275
PARTY RECORD PARTY	Gene & Freddie	279
THE BEST LAFF	Redd Foxx	01
SONGS HEARD THRU A KEYHOLE	Joel Cowan	285
REDD FOXX FUNN	Redd Foxx	290
PILLOW PARTY FUN	Baron Harris	294
SLY SEX	Redd Foxx	295
HAVE ONE ON ME	Redd Foxx	298

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Say You Saw It in Billboard Music Week



The pick of the new releases:

## SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 24

### Sound

#### FAREWELL TO A FORMULA



Various Selections. (Riverside RLP 95022 (Stereo & Monaural))—This album is bound to have a great deal of appeal for those sound and racing fans who have a sentimental spot in their hearts for the 2½ Litre Grand Prix racing cars. The Cooper Climaxes, Maseratis, and Lotuses that are put through their paces on this disk are the last of a noble breed, fast being replaced by a new formula and newer racing cars. The album was recorded on the final competition appearance of these cars at Riverside, Calif.



## SPECIAL MERIT SPOTLIGHTS

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

### Classical Talent

★★★★ PRESENTING PENNY AMBROSE IN HER RECORDING DEBUT—Golden Crest CR 8000

### Comedy

★★★ CAJUN HUMOR ON THE BAYOU—J. B. Kling Jr., Montel MX 101

### Folk

★★★★ A MOISEYEV SPECTACULAR—Orchestra of the Moiseyev Dance Ensemble; Artia ALP (S) 189

## POP LP'S

★★★★★

STRONG SALES POTENTIAL

#### ★★★★ DANCE TO THE NEW LIVE SOUND OF RALPH FLANAGAN AND HIS ORCHESTRA

Coral CRL 757363 (Stereo & Monaural)—A smooth and swingin' performance by the Ralph Flanagan ork in a set of such favorites as "Malaguena," medleys of "I Thing of You" and "This Love Is Mine" and "You'll Never Know" coupled with "When I Fall in Love." Also there's a vibrant reading of Flanagan's own tune "Snap and Clap." Set should be of prime interest to the band's many fans.

Man," "The Tender Trap," "All the Way," etc., all done with spirit and her warm, feminine voice.

#### ★★★★ SHADES OF THE 40'S

Little Anthony and the Imperials. End LP 311—Little Anthony and the Imperials do a sampling of hits of the 1940's here, including "This Love of Mine," "They Say It's Wonderful," and "I'll Never Smile Again." The arrangements are bright and the sound is excellent. Strong teen fare.

#### ★★★★ JOANIE SOMMERS

Warner Bros. 1412—The charming young canary is in tasteful vocal form on this album, with backing provided by Neal Hefti. The relatively simple backing (two trombones, vibes and rhythm) neatly showcases the gal's youthful vitality and interesting phrasing on a group of fine oldies—"This Can't Be Love," "Cherokee," "I Concentrate on You," "For All We Know," etc. Should appeal to jazz and hip pop fans alike.

#### ★★★★ DANCE TO THE SONGS EVERYBODY KNOWS

Warren Covington and the Tommy Dorsey Orchestra. Decca DL 74120. (Stereo & Monaural)—Here's a nostalgic, danceable package of oldies, presented with commendable taste by the Covington-Dorsey ork. Selections—all tailored for terp fans and/or jockey segs—include "Cecilia," "Green Eyes," "Whispering," "Maybe" and other great oldies.

#### ★★★★ CARMEN CAVALLARO PLAYS HIS SHOW STOPPERS

Decca DL 74018. (Stereo & Monaural)—The veteran pianist's loyal following should be well pleased with this collection of his best-known and most requested numbers. Cavallaro's lushly effective keyboard style highlights Chopin's "Polonaise," "Warsaw Concerto," "Jalousie," and "Intermezzo." Pretty wax for deejay mood segs.

#### ★★★★ FEVER & SMOKE

The Three Suns. RCA Victor LPM 2310—The boys are in fine "sound" form on this package which blends the fender bass with the mallet family—the marimba, vibraphone, etc. Colorful, listenable wax with strong appeal for deejays as well as sound fans. Selections include "Sleepwalk," "Tequila," "Fever" and "Like Young."

(Continued on page 27)



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**Reviews and Ratings of New Albums**

Continued from page 26

**LOW PRICED POPULAR**

**★★★★ GONE WITH THE WIND**  
Sound Track. RCA Camden CAL 625—The re-release of the movie classic and accompanying promotion should make this re-release of the original sound track package a sock sales item in the low-priced field. Max Steiner's score is presented in all its dramatic intensity and color.

**POP LP'S**

**★★★ MODERATE SALES POTENTIAL**

**★★★ LATIN KEYBOARDS AND PERCUSSION**

**Paul Smith. Verve V 2148**—Very pleasant set of mainly standards given a smooth Latin treatment. The disk was recorded three times, with new instruments dubbed in each session. The effect is a fresh and vital sound good for dancing or listening. Tunes included are "The Breeze and I," "Let There Be Love," "Dancing on the Ceiling" and "The Boy Next Door."

**★★★ DANCE TO THE SONGS EVERYBODY KNOWS**

**Jan Garber and his Orchestra. Decca DL 74119 (Stereo & Monaural)**—An extremely danceable set of favorites in foxtrot tempo by Jan Garber, veteran dance band leader. Some of the familiar tunes are "Black Bottom," "Lucky Day," "Cocktails for Two," "On a Slow Boat to China" and "Little Sir Echo." An appealing set for armchair dancing, too.

**★★★ DANCE TO THE SONGS EVERYBODY KNOWS**

**Wayne King and his Orchestra. Decca DL 74111 (Stereo & Monaural)**—Wayne King, "the waltz king," offers a group of standards for dancing or listening pleasure. Set includes "My Foolish Heart," "Honey-suckle Rose," "Begin the Beguine" and "It Had to Be You." Bright wax should be of interest to the older set.

**★★★ BIG TINY LITTLE PLAYS THE PIANO MUSIC OF THE 30'S**

**Coral CRL 757366 (Stereo and Monaural)**—A virtuoso of the honky tonk piano, Tiny Little pounds the instrument here to recapture the flavor of the 1930's. Tunes include "When My Dreamboat Comes Home," "Deep Purple," "When I Take My Sugar to Tea," etc. Relaxed and happy.

**★★★ REX ALLEN SINGS 16 FAVORITE SONGS**

**Vista BV 3307**—Allen's first album for the label showcases his forthright style in songs of both country and pop orientation. The variation in the material includes such diverse product as "Lazy River," "The Streets of Laredo," "I Love You So Much It Hurts" and "I Couldn't Care Less." Well-recorded.

**LOW PRICED POPULAR**

**★★★ BUNNY**

**Bunny Berigan & His Ork. RCA Camden CAL 550**—These are a group of tracks originally cut mostly in 1937, but in a couple of cases in 1938 and 1939. The horn man had his own band from time to time in those days, between gigs with Tommy Dorsey and Goodman and this is that band, at its various stages. Tunes include "A Study in Brown," "Azure," "High Society," "Sophisticated Swing," and others. A package with interesting historical connotations.

**JAZZ LP'S**

**★★★★ STRONG SALES POTENTIAL**

**★★★★ GETTIN' TOGETHER**

**Paul Gonsalves. Jazzland JLP 936S. (Stereo & Monaural)**—The star tenor saxist of the Duke Ellington band displays his unusual gifts in front of a smooth, swinging rhythm section on this date. The fine instrumentalist moves through eight tracks ranging in mood from a sensitively played and felt "I Surrender Dear," to the hard swinging "Hard Groove." Nat Adderley's exceptional cornet work in and out of mutes is also very much in evidence.

**★★★★ SONNY STITT SWINGS THE MOST**

**Verve V 8380**—Carried effortlessly on the rolling swell of a fine rhythm section composed of Mel Lewis (drums), Leroy Vinnegar (bass), and Lou Levy (piano), saxist Sonny Stitt presents a varied and interesting set of improvisations on this LP. The album is also unique in that it offers Sonny in his vocal debut. Six of the tracks have Stitt playing alto sax while on the seventh, he plays tenor.

**★★★★ GOIN' TO KANSAS CITY**

**Tommy Gwaltney's Kansas City Nine, featuring Buck Clayton, Riverside RLP 9353 (Stereo & Monaural)**—The best way to describe this is simply that it swings. This is a solid, relaxed blowing session, with a lot of the feeling of earlier Basie and with the emphasis on the free swingin' Kansas City beat. Clayton is in top form with his horn but there is a lot heard, too, from such as Dickie Wells on trombone, Gwaltney on alto, Tom Newscom on tenor and clarinet and Charlie Byrd on guitar. Solid sound on the 10 tracks and a good, tasty cover can make this sell.

**★★★★ MOVIN' ALONG**

**Wes Montgomery. Riverside 342**—This is an appropriate title for this fine LP by the distinguished guitar-playing Montgomery brother. Wes is surrounded in this set of seven jumping tracks by James Clay on tenor sax and flute; Vic Feldman, vibes; bassist Sam Jones and drummer Louis Hayes. The solos swing in that unique Montgomery style and the set should move, propelled by critical, deejay and jazz fan interest.

**★★★★ NOCTURNE**

**Oliver Nelson with Lem Winchester. Prestige-Moodsville 13**—One of the newer jazz names is spotlighted on this moody compilation of torch ballads. Oliver Nelson plays both tenor and alto on the date with a genuine regard for the ballad form. He is caught, along with the late vibes player Lem Winchester on seven feelingful tracks playing some beautiful melodic material. "In a Sentimental Mood," "Time After Time" and "Man With a Horn" are three of the better known tunes.

**★★★★ ZOOT SIMS-CHOICE**

**Pacific Jazz PJ 20**—The fine swinging sounds contained on this LP by the hard-charging tenor saxist are compiled from two dates in 1954 and 1959. As if the inimitable Sims interpretations on "Flamingo," "I'll Remember April" and a blues or two weren't enough to grab-off jazz sales, Zoot is surrounded on the dates by various groups containing such jazz luminaries as Gerry Mulligan, Bobby Brookmeyer, Russ Freeman and Jim Hall. A top-notch jazz item.

**JAZZ LP'S**

**★★★ MODERATE SALES POTENTIAL**

**★★★★ GEMINI: LES SPANN**

**Jazzland JLP 935S (Stereo & Monaural)**—Guitarist and flutist, Les Spann, contributes a very light and airy set on this musically varied LP. Besides the leader, Julius Watkins on French horn, pianist Tommy Flanagan, bassist Sam Jones and alternate drummers Al Heath and Louis Hayes all perform their tasks with delicacy and imagination. There are eight tracks in all on which the leader splits his chores evenly between his two instruments.

**★★★★ PREMINADO**

**Barry Harris Trio. Riverside RLP 9354—(Stereo & Monaural)**—On this album Barry Harris, one of the better jazz pianists rips easily and swingingly through a series of five standards in a variety of tempos. He also turns his talents to three originals. The title tune is a swinger in a Latin Groove while "One Down" also has an opening touch of the Latin. The last is a deft up-tempo swinger. Barry is expertly accompanied by the bass-drums team of Joe Benjamin and Elvin Jones.

**★★★★ PICTURE OF HEATH**

**Various Artists. Pacific Jazz PJ 18**—These sides were cut sometime back (three years or so) and are now reissued. The arrangements are mostly by Jim Heath, younger brother of Percy Heath, although Art Pepper dumped in a couple of scorings, too. It's a swinging kind of jazz following relatively classic ensemble-solo lines, and featuring a lineup consisting of Chet Baker and Art Pepper (in the featured spots) assisted by Phil Urso, tenor; Curtis Counce, bass; and Lawrence Marable, drums. A solid session, that has a good up-to-date sound.

**★★★★ GROOVIN' BLUE**

**Curtis Amy and Frank Butler. Pacific Jazz PJ 19**—A fine group of young and talented modern jazzmen in the loosely defined "soul" or "funk" category take charge on this set. The band is co-led by Curtis Amy, tenor saxist, and drummer Frank Butler. Newcomers Carmell Jones and Frank Strazzeri on trumpet and piano respectively make their disk debut, while vibist, Bobby Hutcherson and veteran Jimmy Bond on bass, round out the sextet. In its own groove the music of this group is far superior to many others. Taste and melodic integrity, sometimes missing among better known "soulster" groups, seems of paramount importance to these young men.

(Continued on page 28)

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BOB KAMES—"I WANT YOU"—King 5480  
RENO AND SMILEY—"BORN TO LOSE"—King 5469

## Reviews and Ratings of New Albums

Continued from page 27

**★★★ BREEZING**  
Sonny Red, Jazzland JLP 32—Jazzland continues its policy of introducing new talent artists backed by more established names with this introductory set by alto saxist Sonny Red. The Detroitite is surrounded here by Yusef Lateef on tenor sax, Blue Mitchell on trumpet and a strong rhythm section featuring Barry Harris on piano. Red plays nicely enough in a rather tight and introverted style and there are good choruses by the others.

**★★★ EASTERN LIGHTS**  
Lenny McBrowne and the Four Souls Riverside RLP 346—This quintet under the leadership of drummer McBrowne is a highly close-knit and well-rehearsed combo. It features three newcomers in pianist

Terry Trotter, trumpeter Don Sleet and tenor saxist Daniel Jackson. Drummer McBrowne is debbing as leader of his own band. The album is studded with fluid and competent soloing as well as evenly proportioned rhythm. There are eight tracks in all, most of them originals and two standards.

**★★★ FREE AGAIN**  
Robert Pete Williams, Prestige-Blueville 1026—Williams sings the blues in a very direct and unschooled manner. The lyrics are deadly personal in that they treat of the heartache and pain of this paroled murderer's own tortured and destitute life. The music is in the folk-blues tradition and the singer accompanies himself on the guitar.

## CLASSICAL LP'S

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ PRESENTING PENNY AMBROSE IN HER RECORDING DEBUT**  
Golden Crest CR 8000—Here is a young violinist of exceptional promise. Her playing is rich, vibrant and dexterous, her tone superior. Miss Ambrose, now 15, selected six pieces for this recording debut, including works by Paganini, Schubert, Tartini and the Polish composer, Henri Wienawski, all of which are performed with a mastery that belies her age. An entertaining program and a talent worthy of development.

**★★★★ BEETHOVEN: PIANO SONATAS IN A MAJOR, OP. 101; IN F SHARP MAJOR, OP. 78; IN E MAJOR, OP. 109; IN G MINOR, OP. 49 No. 1**

Andor Foldes, piano, Gramophone SLP 138643 (Stereo & Monaural)—The Hungarian Andor Foldes is presented here in one of his rare recorded piano appearances, in a program, well calculated to round out the collector's Beethoven editions. Perhaps the most popular of the quartet of sonatas here performed is the Opus 109, with at least three competing stereos out now. However, Foldes' is a name to be conjured with and his offering of the less familiar works can have appeal for Beethoven students.

**★★★★ LALO: CELLO CONCERTO IN D MINOR; SAINT SAENS: CELLO CONCERTO IN A MINOR, OP. 33; BRUCH: KOL NIDREI, OP. 47**

Orchestre Lamoureux (Martinon) Gramophone SLP 138669 (Stereo & Monaural)—A brilliant exposition of the cello art. Good cello programs are sparse on disks, compared to violin and piano material, which makes this a considerable treat. The artist has the command required to ease out all the richness and the nuances of tone on concert, by two Frenchmen who have done a lot to raise the cello's position as a solo instrument. Bruch's "Kol Nidrei," based on Hebraic themes, also has much interest value. A recommended package.

**★★★★ BEETHOVEN: SYMPHONIES NO. 1 IN C, OP. 21; No. 8 IN F, OP. 93**

Vienna Philharmonic Orchestra (Monteux), RCA Victor LM 2491—The veteran conductor, Pierre Monteux, offers a good reading of both of these lighter works in the Beethoven repertoire. The changes in mood and the amusing passages are given perfect treatment by the maestro and orchestra. There are many prime recordings of both these symphonies, separately and coupled, providing for keen competition, but the fame of the conductor and orchestra should help sell the package.

## CLASSICAL LP'S

★★★  
**MODERATE SALES POTENTIAL**

**★★★ FAURE: COMPLETE WORKS FOR PIANO, VOL. 1 (2-12")**

Grant Johannesen, Golden Crest CR 4030—The sensitive writing of Faure receives a lyrical, romantic interpretation here. Johannesen has excellent taste and technical capacity. The material includes eight "Pieces Breves," Opus 84; Nine Preludes, Opus 103; a number of impromptus, barcarolles, etc. The two disks are tastefully packaged in book fashion, with notes on the two inner covers.

**★★★ MOZART: PIANO CONCERTO IN C MAJOR, K. 415; PIANO SONATAS IN F MAJOR, K. 280; VARIATIONS ON "AH VOUS DIRAIE, MAMAN," K. 265**

Festival Strings Lucerne (Baumgartner) Gramophone SLP 138670 (Stereo & Monaural)—Here is a new imported release which will serve to round out collections of Mozart repertoire. The works performed in this package actually are by no means in the same category of popularity with many of the other efforts in the monumental Mozart catalog, but the performance of Miss Haskil in interpreting the material is right on the mark and some collectors will want the set.

**★★★ SCHUBERT: PIANO TRIO IN B FLAT MAJOR, OP. 99; BEETHOVEN: VARIATIONS IN E FLAT MAJOR, OP. 44**

Trio di Trieste, Gramophone SLP 138583 (Stereo & Monaural)—One of a number of new chamber releases being put out by DGG, and in point of tone and recording quality, one of the best. The Trieste group is one of sterling character as it shows on these renditions of one moderately popular Schubert Trio and one virtually unrecorded Beethoven Variation. The former, of course, is the key effort here. Strong market competition already exists, but there is enough intensity in the performance here to be worthy of sales.

**★★★ OPERA RECITAL STEFANIA WOYTOWICZ, SOPRANO**

The National Philharmonic Orchestra of Warsaw (Rowicki), Gramophone SLP 136229 (Stereo & Monaural)—A lovely, sweet, clear soprano voice from Poland is presented in this delightful recital of favorite arias. The package was recorded in

Warsaw, with co-operation of Polskie Nagrania Warsaw, and the engineering has a modern, clean quality. The program consists in part of the famous "Si, Mi Chia mano Mimi," from "La Boheme"; and "Selva Opaca" from "William Tell." A gratifying listening experience which could be convincing if the performance is demonstrated in the store.

**★★★ BEETHOVEN: VIOLIN SONATAS IN E FLAT MAJOR, OP. 12 NO. 3, A MINOR, OP. 23, A MAJOR, OP. 30 NO. 1**

BEETHOVEN: VIOLIN SONATAS IN A MAJOR, OP. 47 (Kreutzer), F MAJOR, OP. 24 (Spring)

Carl Seemann, Piano; Wolfgang Schneiderhan, Violin, Gramophone SLP 138120, 138122 (Stereo & Monaural)—These newly imported recordings display a considerable richness and zest of performance. On the one hand, two reasonably well-known sonatas the so-called "Kreutzer" (op. 47) and "Spring" (op. 24) sonatas are offered in only the second stereo versions now available. The second package (op. 12 and 30) contains two of the more obscure of the tremendous number of Beethoven chamber works, neither of which till now have had stereo versions. Excellent notes and splendid sound are selling points here, in both cases, and chamber specialists can sell these on class alone.

## R&B LP'S

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ MOTHER-IN-LAW**

Ernie K. Doe, Minit 0002—Ernie K. Doe, who has a smash hit currently with "Mother-in-Law," should get a lot of action among teenagers with this new set. His hit song is included as are a flock of other rocking items, many of which would make good singles. Among the sides are "Make You Love Me," "Hurry Up and Know It" and "Hello My Lover." Good wax for the New Orleans blues belter.

## SPECIALTY LP'S

★★★★  
**STRONG SALES POTENTIAL**

## SOUND

**★★★★ WORLD WAR I FIGHTER PLANES IN ACTION**

Riverside 95508 (Stereo & Monaural)—Here are new recordings, made recently in California, of the engine sounds of reconstructed original fighter planes from the 1914-'18 period. You can hear them revving up, racing, landing, idling, etc., and in a couple of cases, with electronic control panel help, dogfights are simulated. Planes of varying nationality are illustrated on the disk and each one appears in a handsome color photo on front and back cover. A sound fanciers delight.

## FOLK

**★★★★ A MOISEYEV SPECTACULAR**

Orchestra of the Moiseyev Dance Ensemble, Artia ALP(S) 189—This is the first stereo recording of the Moiseyev Dance Ensemble, and with the group again appearing in the country it should garner strong sales. The dishing shows off the lively, spirited dance numbers performed by the spectacular dance group. The orchestra of the Moiseyev Dance Ensemble plays the folk melodies with excitement and enthusiasm and the stereo sound is good, too. Disk was waxed in Russia last year.

**THE BLUES EVERY WHICH WAY**

Memphis Slim and Willie Dixon, Verve V 3007—A fine blues package. Some of the vocals are by Memphis Slim, some by Dixon and there's Memphis Slim's wonderful blues piano, with Dixon on bass. The recording is excellent, with bright, clear sound. A highlight is "Rub My Root," with vocal by Dixon. Other sides are "Choo Choo," "John Henry," etc.

**★★★★ LIGHTNIN'**

Lightnin' Hopkins, Prestige BVL 1019—Lightnin' Hopkins is one of the great blues artists of the decade. Prestige's recording of him captures his driving intensity and individualism. With Hopkins are Leonard Gaskin on bass and Belton Evans on drums. Sides total 10, including "Automobile Blues," "Mean Old Frisco," "Katie Mae." Those who appreciate authentic blues performances with down home flavor have it here.

## LATIN AMERICAN

**★★★★ CHARANGA!**

Various Artists, Seeco SCLP 9216—The charanga-pachanga craze is carried on with this sparkling LP by a variety of Latin-American artists. There are any number of Spanish lyric vocals by groups and single singers. Most familiar tune to all interested in the dance craze, however, will be "La Pachanga," sung by Carlos Argentino with the Sonora Matancera.

## SPECIALTY LP'S

★★★  
**MODERATE SALES POTENTIAL**

## COMEDY

**★★★ CAJUN HUMOR ON THE BAYOU**

J. B. King Jr. Montel MX 101—Here's another record in Cajun dialect that should have strong regional appeal Down South, especially in Louisiana and the surrounding area. Set features J. B. King Jr. telling gently humorous stories in an authentic Cajun dialect and recorded live before a Kiwanis Club meeting in Baton Rouge. It's country humor, and should interest many who like the old-fashioned, unsophisticated material.

## SPIRITUAL

**★★★ SOUL, SOUL SEARCHING**

Katie Bell Nubin, Verve MG 3004—Nine inspirational spirituals are sung in a very individual style by Katie Bell Nubin on this LP. Most can be identified with the Negro Church, but the backing is unique in that instead of organ and piano with rhythm, a small jazz combo under the leadership of Dizzy Gillespie accompanies. They play with much respect for the content and vocal approach of the singer. "Pressin' On," "I Shall Not Be Moved" and "Come Over Here" are three typical titles.

**★★★ THE GREAT GOSPEL STARS**

Tamla TM 222—Six fine fem vocalists comprise this colorful aggregation, and a versatile and spirited group it is. The lead rotates between four different voices from number to number and the spell surely appears to be on them in such offerings as "Make Everything Alright," "He Knows It All," "He Lifted Me," etc. The group is best known in its home base of Detroit, where the recordings was produced by Berry Gordy. Exciting wax.

(Continued on page 34)

**A MONEY  
-IN-THE-  
BANK-  
HIT!**

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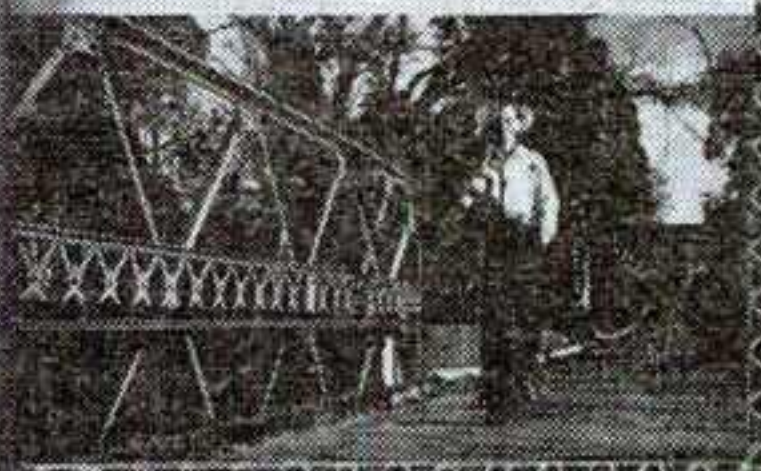
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ORCH. DIRECTED BY MAX STEINER



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BUNNY BERIGAN ORCH.



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THE GREATEST **FOLK SONGS** EVER SONG!!

THE WILCOX THREE



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PLAY LECUONA AND GERSHWIN



**STARR BRIGHT**  
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**CHET ATKINS AND HIS GUITAR:** One of the nation's finest guitarists makes his first appearance on Camden. A terrific performance! **CAL-659**

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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 30

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	BLUE MOON	By Rodgers-Hart—Published by Robbins (ASCAP)	6
2	3	RUNAWAY	By Max Crook-C, Westover—Published by Vickie (BMI)	5
3	5	MOTHER-IN-LAW	By Allan Toussaint—Published by Minit (BMI)	4
4	4	ON THE REBOUND	By Floyd Cramer—Published by Cigma (BMI)	7
5	9	BUT I DO	By Robert Guidry-Paul Gayten—Published by Arc (BMI)	5
6	18	I'VE TOLD EVERY LITTLE STAR	By Jerome Kern-Oscar Hammerstein II—Published by Harms (ASCAP)	4
7	2	APACHE	By Lordan—Published by Regent (BMI)	10
8	14	ONE HUNDRED POUNDS OF CLAY	By Elgin-Dixon-Rogers—Published by Gil (BMI)	4
9	6	ASIA MINOR	By J. Wisner—Published by Barbro (ASCAP)	5
10	7	SURRENDER	By Pomus and Schuman—Published by Presley (BMI)	10
11	12	PLEASE LOVE ME FOREVER	By Malone-Blanchard—Published by Ricky (BMI)	7
12	17	CALCUTTA	By Gaze-Bradtko—Published by Pincus-Symphony House (ASCAP)	17
13	8	DEDICATED TO THE ONE I LOVE	By Pauling Bass—Published by Armo (BMI)	12
14	10	WHEELS	By Torres-Stephens—Published by Dundee (BMI)	11
15	15	ONE MINT JULEP	By Rudolph Toombs—Published by Progressive & Regent (BMI)	4
16	25	PORTRAIT OF MY LOVE	By Cyril Ornadel-David West—Published by Piccadilly (BMI)	3
17	21	YOU CAN DEPEND ON ME	By Charles Carpenter-Louis Dunlap-Earl Hines—Published by Peer International (BMI)	3
18	11	PONY TIME	By D. Corvay-J. Berry—Published by Allan K (BMI)	13
19	13	DON'T WORRY (LIKE ALL THE OTHER TIMES)	By Marty Robbins—Published by Marty's (BMI)	11
20	23	BABY BLUE	Gy Gulino-Lagueux—Published by Greta (BMI)	5
21	19	WALK RIGHT BACK	By Sonny Curtis—Published by Cricket (BMI)	8
22	20	TAKE GOOD CARE OF HER	By Kent-Warren—Published by Recherche-Paxton (ASCAP)	5
23	24	GEE WHIZ (LOOK AT HIS EYES)	By Thomas—Published by East (BMI)	9
24	27	TONIGHT MY LOVE, TONIGHT	By Paul Anka—Published by Spanka (BMI)	4
25	22	EXODUS	By Gold—Published by Chappell (ASCAP)	21
26	16	WHERE THE BOYS ARE	By Greenfield-Sedaka—Published by Aldon (BMI)	13
27	29	JUST FOR OLD TIME'S SAKE	By Hank Hunter-Jack Keller—Published by Aldon (BMI)	2
28	30	DADDY'S HOME	By James Sheppard-Clarence Bassett-Charles Baker—Published by Keel (BMI)	2
29	—	BREAKIN' IN A BRAND NEW BROKEN HEART	By Greenfield-Keller—Published by Aldon (BMI)	1
30	26	PLEASE TELL ME WHY	By Joyce Lee—Published by Lena (SESAC)	4

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BLUE MOON**—Bel-Aire Girls, Everest 19333; Tony Bennett, Col 41298; Jimmy Bowen, Roulette 4102; Classics, Promo 1010; Buck Clayton/M. Morris Trio, Okeh 6968; Sam Cooke, Keen 86101; Emanoes, Josie 801; Julie London, Liberty 55157; Marcells, Colpix 186; Naturals, Hunt 425; Elvis Presley, Vic 0613; Jimmy Smith, Blue Note 1685; Dante Varela, Kem 2719.
- RUNAWAY**—Del Shannon, Big Top 3067.
- MOTHER-IN-LAW**—Ernie K-Doe, Minit 623; Four Sportsmen, Sunnysbrook 2.
- ON THE REBOUND**—Floyd Cramer, Vic 7840.
- BUT I DO**—Clarence (Frogman) Henry, Argo 5378.
- I'VE TOLD EVERY LITTLE STAR**—Bing Crosby, Dec 23679; Robert Maxwell, MGM 12546; Linda Scott, Canadian-American 123.
- APACHE**—Jorgen Ingmann, Atco 6184; Sonny James, Vic 7858; Shadows, ABC-Paramount 10138.
- ONE HUNDRED POUNDS OF CLAY**—Gene McDaniels, Liberty 55308.
- ASIA MINOR**—Kokomo, Felsted 8612; Johnny Maddox, Dot 16185; Roger King Moziar, MGM K12921.
- SURRENDER**—Elvis Presley, Vic 7850.
- PLEASE LOVE ME FOREVER**—Cathy Jean and Roomates, Valmor 007; Sunny Gale, Warwick 626.
- CALCUTTA**—Four Preps, Cap 4508; Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; Lawrence Welk, Dot 16161.
- DEDICATED TO THE ONE I LOVE**—Five Royales, King 5453; June and Joy, Dot 16134; Shrelles, Scepter 1203.
- WHEELS**—Johnny Duncan, Leader 814; Johnnie Stavin, Yale 250; String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.
- ONE MINT JULEP**—Chet Atkins, Vic 47; Ray Charles, Impulse 200; Clovers, Atlantic 963 & United Artists 209; Buddy Morrow, Mer 30042 & Vic 0205; Mac Wiseman, Dot 15497 & 16045.
- PORTRAIT OF MY LOVE**—Steve Lawrence, United Artists 291; Matt Monro, Warwick 624; Bob Wilson, Dec 31212.
- YOU CAN DEPEND ON ME**—Brenda Lee, Dec 31231.
- PONY TIME**—Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002; Twi-Lites, King 5461.
- DON'T WORRY (LIKE ALL THE OTHER TIMES)**—Tony Martin, Dot 16181; Marty Robbins, Col 41922.
- BABY BLUE**—Echoes, Segway 103; Goldie Hill, Dec 31172.
- WALK RIGHT BACK**—Everly Brothers, Warner Bros. 5199.
- TAKE GOOD CARE OF HER**—Adam Wade, Coed 546.
- GEE WHIZ (LOOK AT HIS EYES)**—Carla Thomas, Atlantic 2086.
- TONIGHT MY LOVE, TONIGHT**—Paul Anka, ABC-Paramount 10194.
- EXODUS**—Pat Boone, Dot 16176; Ferrante and Telcher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Col 41949; Mantovani, London 1953; Medallion Strings, Medallion 602.
- WHERE THE BOYS ARE**—Connie Francis, MGM 12791.
- JUST FOR OLD TIME'S SAKE**—McGulre Sisters, Coral 62249; Joan Procter, Vic 47-7802.
- DADDY'S HOME**—Shep and the Llmelites, Hull 740.
- BREAKIN' IN A BRAND NEW BROKEN HEART**—Connie Francis, MGM 12995.
- PLEASE TELL ME WHY**—Jackie Wilson, Brunswick 55208.

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## BRITISH NEWSNOTES

### Songwriters' Guild Drive For More BBC Exposure

By DON WEDGE  
News Editor  
New Musical Express

To support its campaign to get more British material aired on BBC radio programs, the Songwriters' Guild has published breakdowns of items broadcast last year. It shows a heavy increase in the usage of new British material on disk. The total number of all "popular music" pieces aired was 104,500 (about 2½ per cent fewer than in 1959). The number of disk items was 20,230 (17 per cent more than in 1959). Out of this, 7,362 were categorized as being current rather than oldies or standards. Some 2,699 were British compositions; this is 37 per cent of all current disks played. In 1958, the figure was 21 per cent.

#### Visitors Here

Dave Miller, head of Miller International visited his British affiliate, Pye... Sweden's Siv Malmkvist and her manager, Metro-nome Records' Borje Eckberg was hosted by EMI last Monday (17)... Southern Music's Robert Iversen, Riverside topper Bill Grauer, Morris Stoller (of the William Morris Office), London Records' Lee Hartstone and Time Records' Bobby Shad are all expected soon.

The Chris Barber band, Britain's top traditional jazz unit left Wednesday (19) for its fourth U. S. tour... Oriole Records' managing director Morris Levy and a.&r. chief Reg Warburton left Friday (21) for a two-week U. S. stay.

#### Disk Biz

Capitol has taken U. S. rights on "Please Don't Treat Me Like a Child," the debut disk of a 14-year-old London girl, Helen Shapiro, which is a hit here on Columbia... To give a major name to its new Piccadilly line, Pye Records has transferred Emile Ford to it from the main Pye label... Decca has the British rights to "I'm Forever Blowing Bubbles" by the hot Continental duo, the Blue Diamonds.

Fred Jackson reports two U. S. deals for copyrights he controls—Leeds took Tony Osborne's "Man From Madrid," Howie Richmond gained "Autumn in London."

#### Talent Tours

Due here for the summer, Johnny Mathis has been offered weekend concert dates... Granada-TV has a deal for Paul Anka to head a spectacular during the summer... Vic Lewis is attempting to set up tours for Nelson Riddle (heading British musicians in the fall), Julie London, Four Freshmen (December) and the Stan Kenton ork (next year)... Johnnie Ray likely for a month at the Talk-of-the-Town from June 26 followed by concerts... In the fall, Brownie McGhee and Sonny Terry return for four weeks... Jorgen Ingmann and group due for British bow in September.

BBC-TV offering musical-variety series helmed by Joan Regan for world sale... Max Bygraves heads ATV's Palladium show April 30... Gene Vincent begins new set of British dates as first U. S. singer in ABC-TV's "Thank Your Lucky Stars" disk series May 13... BBC-TV moved cameras into

### Aussie Newsnotes

Continued from page 12

Neil Hutchison, executive director of Australian Elizabethan Theatre Trust, a government-sponsored no-profit organization, has announced plans to bring to this country in July this year the first company of the Leningrad Maly Theater Ballet. Tour constitutes biggest venture yet undertaken by the Trust; profits, if any, will go into funds of Australian Ballet Foundation.

Pigalle and taped whole of Betty Hutton's act for a special, Saturday (22).

Specially recorded tapes by Steve Lawrence and Eydie Gorme being used by Radio Luxembourg for new weekly series starting May 6. Net also starting a weekly biography series with the Everly Bros. May 11, the first Americans featured.

The weekend's releases included Buddy Knox "Ling-Ting-Tong" (on London from Liberty), the Pentagons "To Be Loved" (London from Donna), Brenda Lee "You Can Depend on Me" (Brunswick from U. S. Decca) and Hank Ballard "Continental Walk" (Parlophone from King).

After five weeks on release and heavy EMI promotion, Freddy Cannon's "Muskrat Ramble" (Top Rank from Swan) began to move.

The Temperance Seven's "Driving Me Crazy" (Parlophone) played in a studiously copied Twenties style, made the Top 10... Cliff Richard's strength as a singles artist shows in the Top 20 place gained by "Gee Whiz, It's You."

## BELGIAN NEWSNOTES

### Dudley Manners Busy Recording

By JAN TORFS  
Juke Box Magazine, Mechelen

Dudley Manners, owner of the So Deska Records, has recorded in Brussels and leased the masters to Ronnex. He made six tunes with Vic Barrell and collaborated with him on one tune, "Honey, Come Dance With Me." He expects to also record this tune with a vocal by Lorne Lesley. Dudley is now planning to do four tunes with the Juke Box Cavaliers. He expects to be back in Brussels at the end of May to do more recordings for Ronnex.

Among the important Teeny Records, mostly taken from the British Embassy repertoire on Oriole Records are "Pepe" by Steve Stannard, and "Wheels" backed with "F.B.I." by Bud Ashton.

The Cousins lost one of their members. Jacky left the vocal group to study classical music at the Conservatory in Brussels. Their newest hit, "Kana Kapila" is a strong item and entered the chart in its third week at No. 4 on the French Belgium chart... Newcomer this week is Elvis' "Surrender," at No. 8.

Capitol brought out its compact records. "The retail prices are the same as for the 45 r.p.m. singles and EP's 66 and 99 fr." said Mr. Garin of Gramaphon, "and not 90 fr. as we had expected."

Jacques Brel, famous Belgian recording star of French songs, has now made his debut with four Flemish songs on the Philips label... Among other newcomers this week are "On the Rebound" by Gene McDaniels on Decca, "Bumble Boogie" on Top Rank and "But I Do" by Clarence (Frogman) Henry on the Palette label.

The new dance, the Pachanga, has made its entry on the market in a version of Emilio Reyes on Brunswick... Other versions are to be expected soon. Francis Bay records it this week, backed with "African Waltz."

Mercury brought out some 20 stereo LP's. Among the best ones are recordings of the Platters, Sarah Vaughan.

For the first time on record one single star succeeded in having four records at the same time in the Belgian hit parade. It's Elvis Presley at No. 8, 10, 11, and 17!



# THE GREATEST McPHATTER EVER!!!



## WHOLE HEAP OF LOVE

b/w You're Movin' Me

#71809

### AN OVERNIGHT SENSATION!

#### The Cash Box Pick of the Week

"WHOLE HEAP OF LOVE" "YOU'RE MOVIN' ME"  
CLYDE McPHATTER (Mercury 71809)

Clyde's latest Mercury dish, "Whole Heap Of Love," has what it takes to garner a whole heap of sales and spins. It's a happy-go-lucky finger-snapper that Clyde, the Mike Stewart Singers and Belford Hendricks' rock-a-string ork put across in ear-pleasing manner. Songster does a fine romantic-shuffle turn on the "You're Movin' Me" portion.

#### BILLBOARD MUSIC WEEK SPOTLIGHT WINNER OF THE WEEK

WHOLE HEAP OF LOVE-YOU'RE MOVIN' ME  
Clyde McPhatter Mercury 71809  
Two fine sides and either could bring the chanter back to the charts. Top side is a happy rhythm tune with a neat scoring for background fiddles. The flip is an easy-swingin' rendition of a Clyde Otis, Brook Benton tune that also gets a standout vocal.

#### MUSIC VENDOR HIT PICK OF THE WEEK

WHOLE HEAP OF LOVE-YOU'RE MOVIN' ME  
Clyde McPhatter-Mercury 71809

● String-backed quick-paced side is handled with Clyde's familiar winning style. Excellent assists from the Belford Hendricks ork and the Mike Stewart Singers. Blues-flavored swinger on the flipside gets a top-notch vocal that should also get attention.



#### The Music *Life* REPORTER

#### Scoop!

★ CLYDE McPHATTER  
"WHOLE HEAP OF LOVE"  
"YOU'RE MOVIN' ME"  
MERCURY 71809



# Reviews and Ratings of New Records

Continued from page 23

## MODERATE SALES POTENTIAL

### JOHNNY JOHNS

★★★ **The Heart of an Angel**—VISTA 343—Feelingful chanting by Johns on emotion-packed rockaballad. Good wax. (Kelem, ASCAP) (2:54)

★★★ **I'm in the Mood for Love**—Heartfelt rendition of the standard, rockaballad style. (Robbins, ASCAP) (2:31)

### EARL BOSTIC

★★★ **Because of You**—KING 10322—Sock sax solo work by Bostic on the pleasing oldie. Spinnable side that could also pull coins. (Broadcast, BMI) (2:28)

★★★ **Jersey Bounce**—Lively instrumental treatment of the happy oldie with a bright, danceable tempo. (Lewis, ASCAP) (2:21)

### CHARLIE VALERO

★★★ **Pachanga Time**—ABC-PARAMOUNT 10216—Hip-swinging Latin wax in catchy pachanga tempo. Good Latin dance wax. (Guy Barry Enterprises, ASCAP) (2:30)

★★★ **Latin Syncopations**—Same comment. (Guy Barry Enterprises, ASCAP) (2:42)

### FLOYD CRAMER

★★★ **Five Foot Two Eyes of Blue**—SIMS 121—Bouncy piano and guitar solo treatment of the cute oldie. Should get some play on basis of Cramer name. Good juke wax. (Feist, ASCAP) (2:13)

★★★ **Fancy Pants**—Cramer's piano solo work is lighthearted and gay on this catchy instrumental side. Sides are pre-Victor. (Acuff-Rose, BMI) (2:34)

### NORMAN BROOKS

★★★ **Do You Ever Think of Me**—ABC-PARAMOUNT 10214—The Al Jolson mime warbles with showmanship on catchy version of the oldie. (Miller, ASCAP) (2:51)

★★★ **Je Vous Aime (I Love You)**—Wistful love song is sung with feeling by Brooks. Could get spins. (Aqua, ASCAP) (2:43)

### TODD MICHARD

★★★ **Top Dawg**—T. D. 601—Lively read-

ing by Michaud on catchy r.&r. ditty with teen-appeal lyric. (Talent, ASCAP) (2:10)

★★★ **I Need Your Love**—Okay chanting by Michaud on pretty ballad. (Talent, ASCAP) (2:35)

### RUSSELL FAITH ORK

★★★ **Theme for Jacqueline**—CHANCE-LOR 1076—Poignant theme—dedicated to the new First Lady—is yrapped up in wistful instrumental treatment with dreamy harmonica solo. Nice jockey side. (Debmar, ASCAP) (2:30)

★★★ **So Long Emile**—More effective harmonica solo work on pretty theme from new movie "Formula for Love." Another good jockey side. (Consolidated, ASCAP) (1:58)

### THE COLLEGIANS

★★★ **Cookin'**—HILLTOP 1868—Solid sax solo stint on rocking instrumental item. Could garner spins. (B-W, BMI) (1:25)

★★★ **Happy Parakeet**—Same comment. (B-W, BMI) (2:17)

### ROCKY HOLMAN

★★★ **My Precious Love**—FLIP 355—The boy pleads for his girl's return on this easy rockaballad. The gentle tune gets a good performance not only from the boy but from the femme chorus assisting. (Limax, BMI) (2:36)

★★★ **Love Me All the Way**—Rocky takes this easy rocking side at a medium tempo that should be good for teen dancers. He sells the lyric solidly as the girls sing the backing. (Limax, BMI) (2:33)

### JERICHO BROWN

★★★ **Someday She'll Come Along**—WARNER BROS. 5213—Against an easy background of strings and chorus Brown sings this rockaballad with much style. Nice performance by the boy. (Daywin, BMI) (2:25)

★★★ **Rovin' Eye**—Brown sings about how his "Rovin' Eyes" seeks out the right girl on this fine medium-tempo rocker. Chorus of girls chirps in the background as rhythm combo pounds out the time. (Daywin, BMI) (2:15)

### LEN AND JUDY

★★★ **I'm Leaving Town, Baby**—DEER 3001—The duo turns in a bluesy weeper against duos guitars. He's through with the chick and he wants to get away as far as he can. Okay performance. (Myrtle Mtn, BMI) (2:10)

★★★ **Willy Nilly Joe**—A ballad, set to a Latin-styled rhythm. Boys hand it a good bit of feeling. (Deer, BMI) (2:15)

### SUZY AND THE COPYCATS

★★★ **Come Back to Me**—BRENT 7020—A slow rockaballad with the thrush giving the tune a feelingful reading. Material is so-so but the gal has a sound. (Brent, BMI) (2:07)

★★★ **No Other Love (Like Yours)**—A rocker with a blues format. Here, the gal sings right along with the Copycats rather than taking a lead. (Drexall, BMI) (1:50)

### RICHARD HAYMAN

★★★ **Eldorado**—MERCURY 71801—Hayman leads an ork composed of harmonicas and accordions on this very pleasant Latin theme. Side might have distinct possibilities as varied jockey programming. (Triangle, ASCAP) (1:55)

★★★ **The River Kwai March & Colonial Bogy**—Harmonicas en masse are out front on this instrumental rendition of the famous theme from the picture. Performance is lively and good. (Columbia Pictures-Boosey & Hawks, ASCAP) (2:24)

### CHUCK FLAMINGO

★★★ **Peepin' Tom**—BELTONE 1004—Flamingo sings this cute novelty with strong rhythm accent. Fine tenor sax is also evident on the medium tempo rocker. (Steven, BMI) (2:37)

★★★ **Tonight Is Gone (Tomorrow Is Here)**—Material sung by Flamingo on this side is in the rockaballad with a Latin feeling groove. Good combo work in the background. (Steven, BMI) (2:33)

### TRINI LOPEZ

★★★ **One Heart, One Life, One Love**—KING 5487—The boy sings of his love

on this Latin-touched rockaballad. Chorus and combo do a fine job backing the tune. (Lois, BMI) (2:55)

★★★ **You Broke the Only Heart That Ever Loved You**—The fine oldie is taken pretty much in its ballad style on this side. The boy is backed simply by piano, rhythm and vocal group. (Chappell, ASCAP) (2:17)

### TOMMY WATT & ORK

★★★ **Les Cigale De St. Tropez**—KING 5474—The twittering of birds is the key to this fast-moving Latin rhythm instrumental. Flute and humming chorus set the melody. (Feldman) (2:14)

★★★ **The Night We Got the Bird**—The large vocal group do-dahs through the melody of this swiny side. Flute and vibes augment the voices. (Feldman) (2:08)

### JOHNNY HOLMES

★★★ **Light a Candle**—STRAND 25036—Inspirational message is sung nicely by Holmes on this side. He also speaks part of the lyric while mixed vocal group and ork accompany. (Sylvia-Stearly, BMI) (2:15)

★★★ **So Mean**—This bouncing rocker is sung to good effect by Holmes. Guitar work and femme chorus add to the proceedings. (Sylvia, BMI) (2:11)

### JACK PORTER & COMBO

★★★ **Hey, Look Me Over**—KEM 2760—The cheery melody from "Wildcat" is given a slow rocking instrumental performance by the combo here. Good tenor sax and guitar work are evident. (Morris, ASCAP) (1:48)

★★★ **Saturday Blues**—Big, full trumpet on this blues comes across with much feeling. The slow tune offers organ with rhythm backing. (Combo, BMI) (2:20)

### THE ROLLER COASTERS

★★★ **Rimshot (Parts I & II)**—HOLIDAY INN 100—This new company, started by the motel chain, has a nice, easy swinging blues instrumental as its first disk. Both sides feature smooth rhythm with good guitar and tenor sax work. (Beak, BMI) (2:37, 2:30)

### RALPH HARRINGTON

★★★ **Without You**—COLONIAL 7014—Harrington sings this ballad in a soft, crooning way, against mild triplet rhythm and string support. The chanter has a pleasant style. (Bentley, BMI) (2:14)

★★★ **Lets Try Again**—Here's a pleasant ballad tune, with strong touches of the older Tin Pan Alley type tune. Nicely chanted. (Bentley, BMI) (1:47)

### FREDDIE MARTIN AND HIS ORK

★★★ **Paige's Theme From Parrish**—KAPP 391—A most attractive melody from the flick "Parrish," receives a bright reading from the Martin crew with the soprano sax featured. Side has a chance for coins, and could give the other versions competition.

★★★ **Lucy's Theme From Parrish**—Freddie Martin and his ork turn in a sweet-styled reading of the pretty theme from the forthcoming flick "Parrish." It's worth spins and could garner some of the action. (Witmark, ASCAP) (2:18)

### JAMES BROWN AND HIS BAND

★★★ **Suds**—KING 5485—A swingin' instrumental rendition of a simple blues riff. It's done to a moderate Kansas City rhythm with the horns and guitar featured. Listenable, and good for dancing. (Lois, BMI) (2:18)

★★★ **Sticky**—A good, low down rocker blues with good honking work again featured in front of the solid beat. Also good dance wax. (Lois, BMI) (2:40)

### BILL DOGGETT

★★★ **The Doodle**—KING 5482—A fine, medium rhythm beat here with the Doggett band developing a solid sound. From the vaults, this nevertheless has the appeal to get good action. (Arnel, ASCAP) (2:45)

★★★ **Bugle Nose**—Here's another winning outing, much in the same tempo as the flip. Good wax for dancers and listeners and the side can also grab plays. (Islip, BMI) (2:14)

### THE ROMANCERS

★★★ **Addio Maria**—PALETTE 5075—A wild rock effort with an interesting lead and floating group voices in the backing. Boys give it a good go and it's worth spins. (Zodiac, BMI) (2:11)

★★★ **It Only Happens With You**—Slow and pulsing is this ballad wax, with a bleeding vocal by the lead. Boys assist well here in the backing. (Zodiac, BMI) (2:19)

### DANNY OWENS

★★★ **You're a Little Too Late**—IMPERIAL 5743—The boy swings along nicely on this blues flavored tune. Lyric has to do with how he has waited long enough. (Travis, BMI) (1:58)

★★★ **I Think of You**—Danny comes through with a bouncy, happy vocal on this

(Continued on page 33)

# BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING APRIL 30

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	WEEKS ON CHART	
				THIS WEEK	LAST WEEK
1	1	1	1	DON'T WORRY (LIKE ALL THE OTHER TIMES), Marty Robbins, Columbia 41922	12
2	3	6	8	HELLO WALLS, Faron Young, Capitol 4533	6
3	2	2	2	FOOLIN' AROUND, Buck Owens, Capitol 4496	13
4	4	3	3	WINDOW UP ABOVE, George Jones, Mercury 71700	25
5	5	9	14	THE BLIZZARD, Jim Reeves, RCA Victor 7855	5
6	9	10	9	HEART OVER MIND, Ray Price, Columbia 41947	6
7	13	13	13	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	7
8	6	4	5	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	16
9	7	7	7	ODDS & ENDS, Warren Smith, Liberty 55302	10
10	8	5	6	LET FORGIVENESS IN, Webb Pierce, Decca 31197	10
11	11	12	12	YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7827	8
12	12	8	4	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	34
13	15	22	25	I FALL TO PIECES, Patsy Cline, Decca 31205	4
14	16	17	29	PLEASE MR. KENNEDY, Jim Mesbit and 'Lasses Sopper, Ace 621	4
15	10	11	11	LOUISIANA MAN, Rusty & Doug, Hickory 1137	11
16	14	19	18	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	7
17	17	16	26	CRAZY BULLFROG, Lewis Pruitt, Decca 31201	4
18	20	—	—	IN MEMORY OF JOHNNY HORTON, Johnny Hardy, J&J 003	7
19	19	26	—	SHORTY, Jimmy Smart, Plaid 1004	4
20	—	—	—	SLEEPY-EYED JOHN, Johnny Horton, Columbia 41963	1
21	28	—	—	I'M WONDERING, Lou Smith, Salvo 2862	2
22	24	29	21	THE TWENTY-FOURTH HOUR, Ray Price, Columbia 41947	5
23	26	24	15	LOVING YOU, Bob Gallion, Hickory 1130	22
24	21	18	17	KISSING MY PILLOW, Rose Maddox, Capitol 4487	11
25	27	—	—	EVERYBODY'S DYIN' FOR LOVE, Jimmy Newman, Decca 31217	2
26	—	28	27	GREENER PASTURES, Stonewall Jackson, Columbia 41932	4
27	18	14	16	I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193	10
28	—	—	—	SLEEP, BABY, SLEEP, Connie Hall, Decca 31208	1
29	—	—	—	HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863	1
30	—	—	—	FLAT TOP, Cowboy Copas, Starday 542	1

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**"HIS EYES"**  
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**Best Selling Sheet Music in U. S.**

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

This Week	Last Week	Weeks on Chart	Chart
<b>MUSIC POP CHART best selling sheet music in the u.s.</b>			
1. EXODUS (Chappell)		1	22
2. CALCUTTA (Pincus-Symphony House)		2	17
3. ASIA MINOR (Barbro)		3	5
4. WHERE THE BOYS ARE (Aldon)		4	9
5. APACHE (Regent)		5	7
6. THEME FROM THE APARTMENT (Mills)		7	40
7. HEY, LOOK ME OVER (Morris)		9	13
8. WHEELS (Dundee)		8	10
9. MISTY (Octave)		10	44
10. ANGEL ON MY SHOULDER (Sherman-De Vorzon)		6	7
11. NORTH TO ALASKA (Robbins)		11	18
12. SECOND TIME AROUND (Miller)		12	8
13. ON THE REBOUND (Cigma)		13	2
14. GREEN LEAVES OF SUMMER (Fiast)		14	18
15. WINGS OF A DOVE (Gee Music)		—	5

**Reviews and Ratings of New Records**

Continued from page 32

plea for love. Tiny-voiced fem chorus and rhythm combo make for a nice backdrop. (Travis, BMI) (1:57)

**JIVIN' GENE**

★ ★ ★ You Made a Fool of Me—MERCURY 71802—Gene sings this slow rockaballad in the blues groove in a style similar to Fats Domino. Small combo accompanies. (Cajun, BMI) (2:29)

★ ★ ★ Don't Pretend—The tune here is an easy-rocking melody played in a medium tempo. Gene sings with good time and the combo keeps things moving. (Copar, BMI) (2:15)

**JOHNNY ANGEL**

★ ★ ★ All Night Party—GARDENA 117—Johnny spells out the high time had by all on this side. Party atmosphere is arrived at through the swinging group and gospel-blues quality of the melody. (Maverick, BMI) (2:20)

★ ★ ★ Baby, You've Got Soul—The boy sings this Gary Paxton tune with dash. Side also shows off vocal group and a growing tenor sax in the backing. (Maverick, BMI) (2:05)

**LARRY TRIDER**

★ ★ ★ The Ha Ha Song—ROULETTE 4362—Bouncy novelty. Arrangement is uncluttered, but contains a world of rhythm. (Dundee, BMI) (2:29)

★ ★ ★ Don't Stop—A rocker. Trider's vocal is backed by a solid drum figure and funky strings. (Dundee, BMI) (2:00)

**TEDDY VANN**

★ ★ ★ The Lonely Crowd — COLUMBIA 41996—The somber but striking use of strings and chorus on this slow ballad in a three-quarter-time sets a most effective background for the boy's husky, impassioned vocal. (Teddy Vann & Alan K., BMI) (2:08)

★ ★ ★ I Was Born to Love You—Strong gospel piano flavor in a very slow tempo sets the pace on this side. The boy again comes through with a strident vocal. Rhythm guitar and organ make up part of the unusual backing. (Teddy Vann, BMI) (2:12)

**THE JOURNEMEN**

★ ★ ★ Cup-E-Co—AMY 821—Lively South Sea Island-styled ditty (sub-titled "Polynesian Rock") is accorded an exuberant off-beat jockey side. (Joli-Tinker, ASCAP) (2:40)

★ ★ ★ Hush Storm—Gentle rendition by the Journeymen of a tender folk tune. Pleasant programming. (Joli - Tinker, ASCAP) (2:45)

**SUE TORNAY**

★ ★ ★ Tell Me — DORE 594 — Plaintive chirping by the canary and male chorus on a feelingful rockaballad. (Hillary-Cliff, BMI)

★ ★ ★ You Went Away—Same comment. (Hillary-Cliff, BMI)

**JOHNNY AND STAN**

★ ★ ★ Until You're Mine—KO-MAT 2001—Boys warble with sincerity and heart on a tender rockaballad, with country flavor. (Florentine, BMI) (2:12)

★ ★ ★ Don't Let It Happen (To You)—Mournful lament is sung with moving impact by the duo and a celestial-type chorus. (Claiborne, BMI) (2:32)

**DONNIE WHITE**

★ ★ ★ Object of a Male—FELSTED 8619—Cute tune is sung nicely here by the lad

over listenable backing by the erk. Worth spins. (Ridgeway, BMI) (2:02)

★ ★ ★ For an Eternity—Donnie White sings this lonely rockaballad with occasional bursts of feeling. (Ridgeway, BMI) (2:14)

**KENNY DINO**

★ ★ ★ A Little Bit — DOT 16207 — This swinging rocker is done by the boy with much feeling. Vocal chorus and Latin rhythm make the side a listenable item. (Porgie, BMI) (2:13)

★ ★ ★ Just Wait and See — The Latin rhythm takes over this side. Kenny Dino does an intriguing job with multi-track effects as the chorus of girls do the backing. (Porgie, BMI) (2:19)

**MEL TORME**

★ ★ ★ Her Face—VERVE 10232—Here's a mighty tasty ballad from Bob Merrill's "Carnival" score and Torme does it in classy fashion, against a strong arrangement. This one could grab jockey play. (Robbins, ASCAP) (2:47)

★ ★ Yes Indeed—Here's the old Sy Oliver tune wrapped up in pleasant form by Torme. (Embassy, BMI) (2:50)

**RUSSELL BROTHERS**

★ ★ ★ Chickenhawk — SHELL 305 — The novelty effort is handed a smart go by the boys while the combo pounds out behind them. Side has a sound and could break through. Watch it. (Saxon, BMI) (1:55)

★ ★ Ev'rybody Knows—The boys sell this cute rocker in pleasant fashion aided by a bright arrangement. Lads in the backing add cute gimmicks. (Saxon, BMI) (2:10)

**★★★★ STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**FLOYD TILLMAN**

★ ★ ★ The Record Goes 'Round—LIBERTY 55323—A honky tonk-type side, with bouncy rhythm and an unusual lyric. Floyd belts it out in his unique style. Watch it. (Peer Int'l, BMI) (2:33)

★ ★ ★ Whatever You Do—Floyd still has all his individual style; country jocks will be interested. (Peer Int'l, BMI) (2:16)

**JAMES O'GWYNN**

★ ★ ★ Down on the Corner of Love—MERCURY 71807—Country-oriented ballad gets a solid vocal, with strong rhythm backing. Girl chorus lends a full sound. (Pamper, BMI) (2:03)

★ ★ ★ I'm Getting Nowhere Fast—A pop-styled weeper, with chick chorus behind the chanter. Backing includes a "Last Date" type of organ figure. (South Coast, BMI) (2:04)

**BENNY BARNES**

★ ★ ★ Go On, Go On — MERCURY 71806—An infectious item, done in swinging fashion by Barnes. Latter's style on this side is uncommonly fine, as are the fiddle licks and gimmicks. Watch it. (Big Bopper, BMI) (2:12)

★ ★ ★ Yearning—A powerful weeper, with a lyric expressing an old country theme. Barnes chants this in great style. Merits strong c.&w. deejay attention. (Starrite, BMI) (2:18)

**★★★ MODERATE SALES POTENTIAL**

**BILL CARTER**

★ ★ ★ Shot Four Times and Dy'ed—D 1183—Lyric tells of the lad's break from prison. He makes the freight, but with plenty of lead in him, hence the title. (Glad, BMI) (2:00)

★ ★ ★ Stranger, Shake Hands With a Fool—This weeper is coupled with a catchy, pleasant melody; in fact, the melodic line shows Tex.-Mex. quality. Interesting wax. (Glad, BMI) (2:15)

**GRANDPAW JONES**

★ ★ ★ It's Raining Here This Morning—KING 5489—Grandpa sings a jailhouse ballad—commenting on the weather as he pines away in the clink, with suitable meditation. For country jocks. (Lois, BMI) (2:51)

★ ★ ★ And So You Have Come Back to Me—The chick tried to kick over the traces, but she's back. That's the burden of this weeper, done in the traditional style. Very good. (2:40)

**JIMMY NORTH**

★ ★ ★ Leavin' Town—INDIO 1—Up-tempo side, with a train lyric. The lad is leaving town. Nice vocal. (Twin Oaks, BMI) (2:00)

★ ★ I Know I'm to Blame—In contrast to flip, this is in slow tempo. Song is a weeper. (Twin Oaks, BMI) (2:15)

**THE STANLEY BROTHERS**

★ ★ ★ Don't Go Out Tonight — STAR-DAY 546—The unique country harmony of the Stanleys sells this weeper with much conviction. Traditional c.&w. backing should make it an appealing disk in country areas. (Golden State, BMI) (2:27)

★ ★ ★ If I Lose—This happy quick-stepping side has one of the Brothers out front singing an "I don't care" philosophy. (Star-day, BMI) (2:07)

**DON EPPERSON**

★ ★ ★ The Clock on the Mantle—EXCEL 132—Traditional-styled country wax with a down-home reading by Epperson. Interesting tune. (Flex Songs, BMI) (2:15)

★ ★ You're Gone, Again—The rhythm side with Epperson intoning a plaint about the chick stepping out. (Flex Songs, BMI) (1:43)

**★★★ MODERATE SALES POTENTIAL**

**RHYTHM & BLUES**

**MEMPHIS SLIM**

★ ★ ★ Four Walls — STRAND 25041 — Memphis Slim sings a slow ballad blues here with strong guitar backing. Should make good r.&b. juke material. (Danby, BMI) (2:45)

★ ★ ★ Lonesome — Strong guitar work opens this blues side. Then Memphis comes in to sing a few fine choruses in a medium tempo swing. (Chat-Tone-Pmpadour, BMI) (2:27)

**JOHNNIE MORISSETTE**

★ ★ ★ Damper—SAR 113—Exuberant blues item is sung with verve by Morissette. (Kags, BMI) (2:18)

★ ★ ★ Don't Cry, Baby — Chanter sings with feeling on relaxed blues-styled theme. (Advanced, ASCAP) (2:06)

**TINO CAIRO**

★ ★ ★ Wow! Baby Sitter—HI-Q 5020—A rocker with triplet-figured backing, and the chanter is abetted by a chick chorus. (Trianon, BMI) (2:20)

★ ★ Love in Portofino—A Mediterranean flavored item, with tango rhythm. (Trianon, BMI) (2:12)

**DOCTOR ROSS AND THE ORBITS**

★ ★ ★ Cat Squirrel — FORTUNE 857 — A wailing, down home blues, with strong uninhibited rhythm and harmonica backing. (Trianon, BMI) (2:17)

★ ★ The Sunnyland—Down homes blues, with funky harmonica and guitar behind the chanter. Latter sings a good train song—about a train taking his baby away. (Trianon, BMI) (2:31)

**LULA REED**

★ ★ I Got a Notion—FEDERAL 12416—Fervid reading by the canary on an emotion-packed, bluesy rockaballad. (R. T., BMI) (2:56)

★ ★ Puddentane — Rocking rhythm-novelty is sung with sock showmanship by the gal. (Sonlo, BMI) (2:13)

**CLIFF (HONKY TONK) SCOTT**

★ ★ ★ Blue Lady—KING 5472—Sultry sax solo work on an okay theme with insistent piano triplets on the backing. (Wisto, BMI)

★ ★ Fro-tee NMe—Happy sax solo stint on a catchy rhythm item with solid piano work on the backing. (Wisto, BMI) (2:58)

**★★★★ STRONG SALES POTENTIAL**

**LATIN AMERICAN**

**BELISARIO LOPEZ**

★ ★ ★ Pachanga Bum Bum—ANSONIA 6225—Here's an expressive styling of the new dance fad, now sweeping some parts of the country. There are some pop versions but this authentic, Spanish-language side should do most of its business in the Latin markets. Good for boxes.

★ ★ ★ Con Las Glorias—Lopez offers an animated vocal on this medium rhythm Latin tune. Strings and percussion fill the background. Listenable wax for Latin sector buyers.

**JOE QUIJANO AND HIS CONJUNTO**

★ ★ ★ Pachanga N'Changa—AGA 102—Some rich, authentic sounding instrumentation of the new dance craze. Good trumpet, percussion and group vocal sound gives it a real Cuban quality. One of many disks coming out on the dance.

★ ★ ★ La Flauta De Bartolo—This bright rhythm tune has the flute in the lead with the Spanish language vocal. This also has the legit sound. Good wax, both sides for the Latin juke boxes.

**BELISARIO LOPEZ**

★ ★ ★ Vamos Pa' La Pachanga—ANSONIA 6224—A bright pachanga reading, with touches of humor in the vocal. This is a particularly catchy tune in the rhythm that's now getting a lot of attention from the dancers. Colorful juke wax.

★ ★ ★ Como Se Vive Mejor—A catchy Latin rhythm job by Lopez and his vocal group assistants. Strings predominate in the background.

**★★★ STRONG SALES POTENTIAL**

**BELISARIO LOPEZ**

★ ★ ★ Yo Vine Pa've—ANSONIA 6228—A sultry Latin rhythm with solo, then

group vocal in front of an interesting string and flute instrumental complement.

★ ★ ★ Yo No Tumbo Cana—Slightly faster paced on this side with the same instrumental and vocal line-up as the flip. Strictly for the Latin areas.

**★★★★ STRONG SALES POTENTIAL**

**SACRED**

**EASTER BROTHERS AND THE GREEN VALLEY QUARTET**

★ ★ ★ He Saved My Sou—KING 5486—Some good, solid blue grass sacred music by the boys with solid banjo and guitar support. Fine sound here and the side can sell in the traditional belts. (Lois, BMI) (2:00)

★ ★ ★ The Darkest Hour — A powerful weepy story is told in slow tones by the Brothers with more good support from the string section. (Lois, BMI) (2:50)

(Continued on page 34)

**ANDY WILLIAMS THE BILBAO SONG CADENCE 1398**



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# Reviews and Ratings of New Records

Continued from page 33

## MODERATE SALES POTENTIAL

### POLKA

**MALY WLADZIU**  
★★★ Slew Golabslie (Grey Pigeons)—JAY JAY 238—Haunting Central European melody here is played by Li'l Wally while the foreign language lyric is sung out front. (Jay Jay, BMI) (2:40)

★★★ Kalina W Leslie (Wilted Bush and Angry Love)—Another foreign language vocal on this side. Both sides should move in areas that ordinarily cater this type of music. (Jay Jay, BMI) (2:40)

### LIL' WALLY

★★★ Whatever Will Be, Will Be—JAY JAY 239—The familiar "Que Sera, Sera" is sung here by two of the boys while the rest of the polka band plays in waltz time. Tune is sung in English and what sounds like Polish. (Artist) (3:00)

★★★ Wedding Bells Are Breaking Up That Old Gang of Mine—One of the boys sings this Tin Pan Alley oldie with much enthusiasm. The band hops in the background. (Mills) (2:10)

### EDDIE BLATNICK

★★★ Polka Pal Polka—JAY JAY 237—Eddie Blatnick and the Polka Pals do a rousing job on this traditional polka. Fine accordion work and dancing rhythm are hallmarks of this disk. (Diana) (2:24)

### MARY KASPER

★★ Old Oklahoma—Mary Kasper sings this easy-flowing waltz ballad in good voice with accordion work in the background. (Mls) (2:09)

## LIMITED SALES POTENTIAL

### POPULAR

**DORINDA DUNCAN**  
You're Something Special—Candy Daddy. GLENDALE 1011.

**PETE PETERS**  
Rocking Banjo—Blue Heartaches. LANCE 002.

**TOMMY BARNES**  
Moonbeams — Mame! (Sweetheart of U.S.A.)—RONNIE 1018.

**JUDY POWELL**  
Take Me to Miami—Let's Go Bowling. RONNIE 1019.

### COUNTRY & WESTERN

**BOB GORDON WITH SLIM WILLIAMS AND THE BLUE VALLEY BOYS**  
Why Make Believe—It's Not Easy to Forget—INDIO 4

**RALPH HILL**  
Sweet Love—There Goes My Baby.

**TROY CRANE**  
It Was Only a Game—Baby Good Luck—Baby Goodbye. OAK 104.

**CLYDE ARNOLD**  
Livin' For Your Lovin'—Black Smoke and Blue Tears. INDIO 606

**LARRY MCGILL**  
I Only Wish—I Want a True Love. INDIO 607.

# Reviews and Ratings of New Albums

Continued from page 28

### LATIN AMERICAN

★★★ LOS ANOS DE LA ALEGRIA  
Pedro Morquechoy su novachord. Dimsa DML 8137—Clever musicianship here. Pedro Morquechoy, of Mexico City plays tunes of the Jazz Age with light-fingered charm. The instrument is the novachord. Material includes "Yes Sir, That's My Baby," "Avalon," "Cheek to Cheek," etc.

### FOLK BLUES

★★★ TOUGH TIMES  
Big Joe Williams. Arhoolie F 1002—Good down-home blues, sung in an intense, individual style. Big Joe's guitar provides a strong rhythmic accompaniment. Material includes "Sloppy Drunk Blues," "Greystone Blues," "Shake Your Boogie." Authentic flavor.

★★★ MANCE LIPSCOMB-TEXAS SHARECROPPER AND SONGSTER  
Arhoolie F 1001—Mance Lipscomb's performances derive from the complex Negro song tradition and include not only blues but also reels, ballads, shouts, etc. Much flavor here for devotees of blues and folk-derived material. Package includes informative brochure. Songs include "Freddie," "Going Down Slow," "One Thin Dime," etc.

★★★ GOSPEL, BLUES AND STREET SONGS  
Rev. Gary Davis and Pink Anderson. Riverside RLP 148—The religious songs of Rev. Gary Davis and the secular material of Pink Anderson illustrate two different aspects of the Negro street singing genre. Anderson, a street singer for 40 years, is on Side I with "John Henry," "Wreck of the Old 97," etc., and the Reverend on Side II does "Blow, Gabriel," "Samson and Delilah," etc. An interesting addition to Riverside's catalog of blues and musical Americana.

## NORSE NEWSNOTES

### Elvis Singles Heat Norway

By ESPEN ERIKSEN  
Editor Verdens-Gang, Oslo

Elvis Presley just missed a unique triumph of having three records among the Norwegian Top 10 this week. The chance was ever so near as "Surrender" (Torna a Sorrento) climbed from No. 12 to eight, but "Are You Lonesome Tonight" fell out of the top 10 segment of the V-G chart and landed at No. 15. One might say, however, that he has three records on the Norwegian Top 20 with "Wooden Heart" at fourth position climbing one step from last week. But Norwegians don't count their top tunes in twenties—only tens.

#### LP Chart

The movie "Can Can" was finally released a fortnight ago and can be credited with the soundtrack album's jump to No. 3 on the LP barometer. "South Pacific" still tops the list on RCA while another RCA release "G. I. Blues" by Elvis is second. Ray Conniff's "Broadway in Rhythm" is fourth, another Presley set "Elvis Is Back" if fifth and a jazz set, "Four" by Hamp Hewes is sixth.

Frank Sinatra is represented at No. 9 with "Swinging Sessions" while Louis Armstrong's "Sing Low Sweet Satchmo" is No. 10.

## JAPAN NEWSNOTES

### Seek Record Tax Decrease

By TEN KATTORI  
Yokohama Correspondent

In anticipation of the partial revision in next fiscal year of the commodity tax law, Japan Phonograph Record Association, counterpart of RIAA, is continuing the study of the possibility of decreasing the tax imposed on records. The exemption limit against phonograph records has been increased by 1 per cent last September and will be further increased by another 1 per cent this September.

#### Disk Business

Total phonograph record production in Japan during the last year has broken the industry record with \$25,000,000 made on 24,000,000 disks. This is about three times as much as 1955. Stereo records amounted to about \$3,000,000, accounting for 7 per cent of a total production.

#### Visitors

Mexican thrush Aguilar arrived here April 3 for performances in this country. . . . Nat King Cole will come here May 6 for a series of concerts in Tokyo and several other cities.

#### New Releases

Nippon Columbia has put on sale classical and popular albums to sell at \$4.17. Classical album features Philadelphia Orchestra With Ormandy, New York Philharmonic with Bernstein, and the Mormon Tabernacle Choir. Popular albums feature Xavier Cugat, Brothers Four and Brubeck Quartet.

### Martha Schlamme in MGM Records Inking

NEW YORK — MGM Records has signed Martha Schlamme, internationally known folk thrush, who sings in 12 languages. The signing was effected by MGM and Verve President Arnold Maxin just prior to his departure for the West Coast for recording dates with Shelley Berman and other Verve artists. Miss Schlamme has just concluded a series of concerts here at the 92d Street "Y." She'll cut under the Verve banner.

Meanwhile on the pop front the label has signed singer Junior Waters, a nephew of Ethel Waters. The chanter's initial disking is in release this week. Waters is managed by Julie Stearns.

## BILLBOARD MUSIC WEEK

# HOT R&B SIDES

FOR WEEK ENDING APRIL 30

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	3	4	29	MOTHER-IN-LAW, Ernie K. Doe, Minit 623.....	4
2	1	2	3	ONE MINT JULEP, Ray Charles, Impulse 200.....	6
3	2	1	1	BLUE MOON, Marcells, Colpix 186.....	7
4	4	6	14	TRUST IN ME, Etta James, Argo 5385.....	4
5	7	7	7	HIDEAWAY, Freddie King, Federal 12401.....	7
6	6	5	5	I PITY THE FOOL, Bobby Bland, Duke 332.....	12
7	13	—	—	RUNAWAY, Del Shannon, Big Top 3067.....	2
8	9	19	—	SOME KIND OF WONDERFUL, Drifters, Atlantic 2096.....	3
9	10	23	21	APACHE, Jorgen Ingmann, Atco 6184.....	9
10	11	14	12	FIND ANOTHER GIRL, Jerry Butler, Vee Jay 375.....	7
11	24	—	—	PLEASE TELL ME WHY, Jackie Wilson, Brunswick 55208.....	2
12	14	13	16	DADDY'S HOME, Shep and the Limelites, Hull 740.....	4
13	5	3	2	FOR MY BABY, Brook Benton, Mercury 71774.....	10
14	8	8	11	THINK TWICE, Brook Benton, Mercury 71774.....	10
15	30	—	—	AIN'T IT BABY, Miracles, Tamla 54036.....	2
16	16	10	8	I DON'T WANT TO CRY, Chuck Jackson, Wand 106.....	11
17	12	16	15	DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203.....	9
18	—	—	—	ON THE REBOUND, Floyd Cramer, RCA Victor 7840.....	1
19	20	25	—	WHEELS, String-A-Longs, Warwick 603.....	5
20	25	12	4	ALL IN MY MIND, Maxine Brown, Nomar 102.....	14
21	26	21	10	YOU CAN HAVE HER, Roy Hamilton, Epic 9434.....	12
22	—	—	—	HEARTS OF STONE, Bill Black's Combo, Hi 2028.....	1
23	17	9	9	GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086.....	12
24	18	22	17	BEWILDERED, James Brown, King 5442.....	7
25	28	29	30	THAT'S IT—I QUIT—I'M MOVIN' ON, Sam Cooke, RCA Victor 7853....	4
26	—	28	—	I'VE TOLD EVERY LITTLE STAR, Linda Scott, Canadian-American 123....	2
27	23	27	24	BYE BYE BABY, Mary Wells, Motown 1003.....	15
28	21	18	23	WON'T BE LONG, Aretha Franklin, Columbia 41923.....	8
29	15	17	26	BUT I DO, Clarence (Frogman) Henry, Argo 5378.....	7
30	—	—	—	MERRY-GO-ROUND, Marv Johnson, United Artists 294.....	3

**ANDY WILLIAMS**  
THE  
**BILBAO SONG**  
CADENCE 1398



The BIG version  
**"LITTLE LONELY ONE"**  
THE JARMELS  
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# DJ PROGRAMMING CHARTS

Here, for DJ's program directors and librarians, are four ready-to-use programming features which can be integrated into record shows during the coming week.

## CHART CLIMBERS

The week's most exciting sides, these records have made the biggest upward jump and have been named Star Performers as the fastest movers on this week's Hot 100 chart.

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	7	I've Told Every Little Star, Linda Scott, Canadian-American
2	8	You Can Depend on Me, Brenda Lee, Decca
3	17	Portrait of My Love, Steve Lawrence, United Artists
4	20	Daddy's Home, Shep and the Limelites, Hull
5	21	Breakin' in a Brand New Broken Heart, Connie Francis, MGM
6	28	Tonight I Fell in Love, Tokens, Warwick
7	30	Funny, Maxine Brown, Komar
8	34	Flaming Star, Elvis Presley, RCA Victor
9	35	Frogg, Brothers Four, Columbia
10	38	Running Scared, Roy Orbison, Monument
11	39	What'd I Say, Jerry Lee Lewis, Sun
12	42	Mama Said, Shirelles, Scopler
13	53	Good, Good Lovin', Chubby Checker, Parkway
14	54	Saved, LaVern Baker, Atlantic
15	55	Girl of My Best Friend, Raf Donner, Gone
16	62	Hello Walls, Faron Young, Capitol
17	71	Travelin' Man, Ricky Nelson, Imperial
18	73	A Dollar Down, Limelites, RCA Victor
19	74	Tragedy, Fleetwoods, Dolton
20	78	Touchables in Brooklyn, Dickie Goodman, Mark-X
21	79	(Dance the) Mess Around, Chubby Checker, Parkway
22	80	Be My Boy, Paris Sisters, Grogmark
23	81	Peanut Butter, Marathons, Arvoe
24	82	Wayward Wind, Gogi Grant, Era
25	83	That's the Way With Love, Pioro Soffici, Kip
26	84	What a Surprise, Johnny Maestro, Coed
27	85	Lullaby of the Leaves, Ventures, Dolton
28	86	Bilbao Song, Andy Williams, Cadence

## DEBUT DISKS

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

Hot 100 Rank	Title (Publisher)—Artist, Label
71	Travelin' Man (Four Star, BMI)—Ricky Nelson, Imperial
73	A Dollar Down (Sanga, BMI)—Limelites, RCA Victor
78	Touchables in Brooklyn (Kali, ASCAP)—Dickie Goodman, Mark-X
79	(Dance the) Mess Around (Kalmann, ASCAP)—Chubby Checker, Parkway
80	Be My Boy (Grogmark, BMI)—Paris Sisters, Grogmark
81	Peanut Butter (Arvoe, BMI)—Marathons, Arvoe
82	Wayward Wind (Hillary-Bamboo, BMI)—Gogi Grant, Era
83	That's the Way With Love (Southern, ASCAP)—Pioro Soffici, Kip
84	What a Surprise (Jimskip-Alan K., BMI)—Johnny Maestro, Coed
85	Lullaby of the Leaves (Bourne-Warock, ASCAP)—Ventures, Dolton
86	Bilbao Song (Harms, ASCAP)—Andy Williams, Cadence
91	Tossin' and Turnin' (Stevens, BMI)—Bobby Lewis, Belltone
92	Better Tell Him No (Karian, BMI)—Starlets, Pam
93	Shy Away (Jat, BMI)—Jerry Fuller, Challenge
94	I'm a Fool to Care (Peer Int'l., BMI)—Oscar Black, Savoy
95	Jura (I Swear I Love You) (Peer Int'l., BMI)—Les Paul and Mary Ford, Columbia
96	Little Egypt (Progressive, BMI)—Coasters, Atco
97	Ein Schiff Wird Kommen (A Ship Will Come) (BIEM)—Lale Anderson, King
98	Bill Bailey (Joy, ASCAP)—Della Reese, RCA Victor
99	I'm a Fool to Care (Peer Int'l., BMI)—Joe Barry, Smash
100	Nobody Cares (Sea-Shore, BMI)—Jeanette (Baby) Washington, Neptune

## PICK HITS

From all the releases of the week, these are the selections of Billboard Music Week's review panel as the records with the best chance of success. For comment on each of these Spotlight winners, see the singles reviews in this issue.

### POP

- CARLA THOMAS: A Love of My Own (East, BMI) (2:34)—Promises (East, BMI) (2:19) Atlantic
- TERESA BREWER: I've Got My Fingers Crossed (Cedarwood, BMI) (2:12)—Milord (Alamo, ASCAP) (2:16) Coral
- DEE CLARK: I Want to Love You (Conrad, BMI) (2:12)—Raindrops (Conrad, BMI) (2:37) Vee Jay
- MICKEY & SYLVIA: Love Lesson (Ben Ghazi, BMI) (2:15) RCA Victor
- DORSEY BURNETTE: Great Shakin' Fever (Studio, BMI) (2:00) Era
- EDDIE HODGES: I'm Gonna Knock on Your Door (Sigma, ASCAP) (2:03)—Ain't Gonna Wash for a Week (East-West, ASCAP) (2:17) Cadence
- JANE MORGAN: Theme From Carnival (Robbins, ASCAP) (2:18) Kapp
- FRANK CHACKSFIELD & HIS ORCHESTRA: Theme From Carnival (Robbins, ASCAP) (2:12) London
- DANNY DAVIS: Theme From Carnival (Robbins, ASCAP) (2:33) Verve
- GEORGE GREELEY: Lucy's Theme From Parrish (Witmark, ASCAP) (2:04) Warner Bros.
- THE CLEBANOFF STRINGS: Lucy's Theme From Parrish (Witmark, ASCAP) (2:10) Mercury
- HOLLYRIDGE STRINGS: Lucy's Theme From Parrish (Witmark, ASCAP) (2:24) Capitol
- BEN E. KING: Stand by Me (Progressive-Trio, BMI) (2:44) Atco
- JUNIOR WATERS: Rockin' That History (Lorob, BMI) (2:28)—I'll See You in My Dreams (Feist, ASCAP) (2:25) MGM
- FREDDIE KING: Lonesome Whistle Blues (R-T, BMI) (2:45)—It's Too Bad Things Are Going So Tough (Sono, BMI) (3:03) Federal
- DINAH WASHINGTON: Our Love Is Here to Stay (Chappell, ASCAP) (3:35) Mercury

### COUNTRY AND WESTERN

- WEBB PIERCE: Sweet Lips (Cedarwood, BMI) (2:33)—Last Night (Cedarwood, BMI) (—) Decca
- ROGER MILLER: When Two Worlds Collide (Tree, BMI) (2:10)—Every Which-A-Way (Tree, BMI) (2:09) RCA Victor
- EDDIE NOACK: Where Do You Go? (Glad & Big Bopper, BMI) (2:31)—Shotgun House (South Coast, BMI) (2:16) Mercury
- HANK THOMPSON: Oklahoma Hills (Goldson, ASCAP) (2:42)—Teach Me How to Lie (Texoma, ASCAP) (2:30) Capitol

### RHYTHM AND BLUES

No selections this week.

### DISK JOCKEY PROGRAMMING

- THE BLUE ANGELS: A Cottage in the Country (World, BIEM) (—)—My My (World, BIEM) (—) Palette

## STATION EXEC RAPS PHONIES

VANCOUVER, B. C.—Red Robinson, CKWX, here is circulating a beef about phony reports from local record stores. He writes, "I am on my soap box, this time about record stores that lie, or shall we say fib, to the radio stations when we phone up to find out what their best sellers are:

"Some of them, claims Robinson, "give us a phony story about records that they are overstocked on. This they do so we will leave it on the play list. Some of these stores do this to move merchandise they have sitting on their shelves gathering dust."

The Canadian jock adds, "I understand that is also a problem in the American markets." Unless the stores start submitting truthful reports, Robinson said, CKWX will drop its record story survey, basis of its "Fabulous 40" programming, and "the voting system that we use will take over." He concludes, "Let's be honest. Or is that a dirty word in this day and age?"

## WITH THE COUNTRY JOCKEYS

Tall Paul Charon is the new deejay at Smokey Rogers' Radio 95, XEGM, El Cajon, Calif., where he has had as recent guests Little Jimmie Dickens, Hank Snow, Floyd Tillman and Ernest Tubb. Paul, at 18, is the youngest platter spinner in the San Diego sector. Charon puts in a plea for sample releases. . . . Ben Worthy, c.&w. deejay at WALM, Albion, Mich., scribbles, to wit: "Just to let the guys and gals in the trade know that my country shows heard each afternoon are going over real well, the mail is coming in strong, the boss is happy and the folks here are requesting more and more country records. I can use all the (Continued on page 39)

## Peabody Cites Music Formats

NEW YORK — Music played a prominent role in two of the George Foster Peabody Awards this year. Station WQXR here received an award for "total programming of music — of a high order." Texaco was given a Radio Public Service Award for the formation of the Texaco-Metropolitan Opera Radio Network.

The WQXR award was the first made by the Peabody judges for radio attainment since 1956. In making the award, the judges noted, "During 1960 the line 'for 25 years America's Number One good music station,' was more than a slogan in the case of WQXR. It's 'Musical Spectaculars' and its total programming of music were indeed of a high order."

The New York Times station (first commercial outlet to specialize in "good music" programming) received a Peabody award in 1949 and a special citation from the awards committee in 1940, the year Peabody Awards were first introduced.

The Texaco award marks the first time that the Peabody organization has made an award directly to a sponsor for public service programming. In presenting it, the Peabody judges praised Texaco for (Continued on page 36)

## FCC FM Standards Set For Stereo Broadcasting

• Continued from page 6

agree with the commission that the chosen standards will provide transmission of good quality "with only negligible effect on the monophonic (main channel) listener," and that the sound can be comparable to that on home stereo systems. Losing systems were those of Calbest, Halstead, Percival-EMI and Crosby — the latter having claimed from the beginning that all other systems would produce noticeable distortion, particularly in permitting background music service. The Crosby system ruled out the subscription service from its FM stereo transmission.

FCC says it cannot predict which areas will be first to receive the stereophonic programs, since the new service is a voluntary one. However, the commission expects there will be plenty of publicizing of stereo FM programming when it gets under way in different localities.

To receive the new stereo programming, listeners will have to buy FM stereophonic receivers — which the FCC expects to appear on the market "in the relatively near future." Or, in the case of

those owning an FM receiver and stereo record player combination, a suitable multiplex subchannel adapter will suffice.

The FCC says losing systems were rejected after "theoretical analysis and an exhaustive field test program because of inferior technical quality or unacceptable impairment of main channel coverage." Rulemaking on the stereo transmission was begun on May 4, 1960. The Electronics Industries Association formed a National Stereophonic Radio Committee which conducted tests last summer with the FCC observing test broadcasts out of Pittsburgh's pioneer outlet, KDKA.

Further experiments to provide stereo sound for AM broadcasting and for television were discontinued by the industry committee when the commission could not guarantee it the status of a government-authorized body. Manufacturers feared antitrust implications could be held against them without such protection, if they joined forces to produce standards for AM and TV stereo.

## Indie Disk Men Testify At Tripp's Payola Trial

By REN GREVATT

NEW YORK — A number of prominent indie record men paraded to the witness stand last week to testify regarding alleged payola paid to disk jockey Peter C. Tripp. Tripp is being tried in Special Sessions Court on 39 charges of accepting commercial bribery (payola) for playing records on WMGM during his tenure there. The panel of judges includes Judge Vincent R. Impellitteri, Justice Edward F. Breslin and Magistrate Aaron Goldstein.

One of the witnesses was Harry Apostoleris, half owner of Alpha Distributors, who testified that he had paid Tripp \$10,400 up until the time the "payola stories broke in the papers." In a private meeting at the Westside Airlines Terminal, Apostoleris said, Tripp asked for a retainer of \$1,000 a month for air play of disks. A compromise of \$750 was reached.

It was also brought out in testimony by Gene Schwartz, an executive of Laurie Records, that his company also paid Tripp a sum of \$8,000 for playing the same records for which Alpha Distributors was also paying. Neither Alpha nor Laurie knew that the other was paying for the air play. Schwartz added that he paid Tripp a half cent royalty on every record his company sold in this country, whether Tripp played them or not.

Marvin Cane, an executive of Coed Records, said he gave Tripp a half cent royalty on every copy of "Sixteen Candles," a disk which became a smash after Tripp "kept playing it." Sam Weiss of Superior Record Distributing Company testified he paid Tripp \$4,850 to "listen to the records and play them." George Goldner, of Gone and End Records, said he paid Tripp \$4,000 for airing of disks, although there was some dispute here as to whether the payments were for "prior or future favors."

Tripp has admitted accepting the money but his counsel has at-

tempted to show that he was an independent contractor rather than an employee of the station. There was considerable technical testimony on this point by Art Tolchin, station manager; Ray Katz, former program director, and an accountant. The three denied knowledge of Tripp's having accepted money and said that he was warned against this practice. Tripp signed an affidavit in February 1960 denying acceptance of payola. The case resumes today (24) with Katz expected to take the stand again. The prosecution case was expected to continue through the Tuesday session. Whether or not Tripp would then be called by defense counsel could not be determined.

Prosecution was being handled by assistant district attorneys Joseph Stone and Michael Juviler. Tripp was being represented by Benjamin Shedler and Morris Goldman.

## Special WBZ Talent Show Hails USO, Treats Soldiers

BOSTON — To help commemorate the 20th anniversary of the USO, Station WBZ here produced a show at Fort Devens, Ayer, Saturday (15). It was the first of its kind to be produced in the nation since 1953. Some 4,000 combat-ready troops were entertained by amateur and professional talent as well as WBZ personalities, backed by members of the 18th Army Band.

WBZ had conducted a talent search among its listeners and four selected acts performed for the soldiers as well as being luncheon guests of the commanding general. The Vagabonds, Will B. Able (from "Where's Charlie" at the Bradford Roof here), and WBZ deejay Bruce Bradley headlined the bill. Excerpts from the show and interviews with the performers were taped for broadcast on WBZ's program, "P.M."



## LP PROGRAMMING

A description of the LP programming philosophies and techniques of leading radio broadcasters with specific illustrations of how these are put into practice. Stations with original approaches to the use of LP's for programming are invited to submit details for publication here to Lee Zhitto, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

For approximately 12 years San Antonio's Station KITE has sought to maintain the reputation as the Lone Star State's "good music" station. The birth of this programming policy closely paralleled the advent of the long-playing record. As a result, the LP became the backbone of KITE's programming. Today the station uses only a few singles, showing a decided preference for the broad programmatic structure offered by LP's.

KITE Program Director Robert Sterling explains his station's approach to programming as follows: "We program only the better music, strongly favoring pop standards, the easy listening brand of soft jazz, and music recorded by the foremost bands and orchestras of the world." The station adds this worldwide touch to its recorded selections by broadcasting albums of international origin from the Capitol-of-the-World series. It also airs some of the more familiar light classical music.

A primary source for its recordings are the local distributors. These are obtained on a sample basis. This LP supply is substantially rounded out by subscribing to the various record services. At present, the station buys the Angel, Capitol, Columbia and RCA Victor services, both the popular and classical releases.

Although the station's programming is basically built on an LP foundation, only one segment of its air time is completely devoted to the broadcasting of albums. This is a two-hour classical program, scheduled from 8 to 10, six nights a week. The program is called "Fifth Row Center," and, as its name implies, features music that ranges from the light classics to the heavier, more serious works.

According to Sterling, "Fifth Row Center" is the only program of its type in the area. Indicative of the program's appeal, Sterling reports that it has been consistently sponsored on a yearly basis by an array of prestige accounts. Sales policy governing this program requires that it be carried by no more than three sponsors. Thus, it is sold in two half-hour and one full-hour segments.

"This program has been quite successful," Sterling adds. "It continues to hold a steady third place in the area's nighttime audience ratings. It captures approximately 20 per cent of the listening audience."

The station holds down gab to a bare minimum. Announcers give only the titles of the music to be heard and the names of the performing artists. They provide time and temperature breaks, of course, and newscasts. However, when it comes to the music portion of the programming, the station strongly believes in allowing the music to speak for itself.

The purpose of this approach is to guard against annoying the listener with an overabundance of talk. This listener-pleasing approach is carried over into KITE's policy governing commercials. All spot announcements are carefully screened to maintain a consistent flavor in what the station broadcasts.

Has this LP-heavy programming approach paid off? The 5,000-watt-full-time station's program director answers as follows:

"We have found this type of format and policy to be acceptable by our listeners and clients, and we feel this is the coming radio sound."

## 'FM Day' at NAB Confab Fanfared by FCC Move

WASHINGTON — An all-day program for FM Day at the National Association of Broadcasters' annual convention here has been set for May 7, and will undoubtedly be electrified by the FCC's recent decision to launch stereophonic broadcasting on the FM service, effective June 1, 1961 (see separate story).

A panel discussion on the "Multiplexities of Multiplexing" will feature Everett L. Dillard (WASH-FM), chairman of NAB's FM radio committee; Max Paglin, FCC general counsel; Harold L. Kassens, FCC, and Ted Kenney, KDKA, Pittsburgh—the station which held the first trials of stereo FM broadcasting, from which the FCC made

its choice of Zenith and General Electric systems for national stereophonic transmission standards.

The morning session of FM Day at the convention, to be presented by the National Association of FM Broadcasters, the sales promotion arm of the FM industry, will feature a new FM data chart. The chart is described as an information wheel which provides quick reference to FM facts and figures. It will be explained by Fred Rabell (KITT, San Diego, Calif.), retiring NAFMB president. There will also be regional reports on "FM Profile 1961" by a dozen broadcasters from different sections of the country.

NAB will present the afternoon FM session, and will go into the dollars and cents angle with a special presentation: "What Young & Rubicam has discovered about FM." Spokesmen for the agency will report on the big buy of FM time by the Chrysler Corporation. Community-wide FM promotion drives will be discussed by spokesmen from Philadelphia, Kansas City, Mo., and Houston, and Shirl K. Evans Jr. (WFBM-FM), Indianapolis, will explain why his station got into FM broadcasting.

### Peabody Cites

• Continued from page 35

rendering "a public service of inestimable value."

The series, made up of 115 public service-minded radio stations, was first established 21 years ago in order to bring to the widest possible number of radio listeners the full, live performance of the Saturday afternoon Metropolitan Opera performances.

## PROGRAMMING PANEL

### THE QUESTION

What type of jazz is most popular with radio listeners today, and—in your opinion—why?

### THE ANSWERS

#### "SLEEPY" STEIN KNOB, Los Angeles

The jazz most popular with listeners today is the so-called "soul" or "funk" jazz. This type of jazz—in its true form—has an earthy quality that goes back to original blues and this basic quality, with its simplicity, is probably the primary reason for its current popularity. Unfortunately, its imitators far outnumber its originators and too its number its originators and too often valuable originals are degraded by cheap imitations.



#### "SYMPHONY SID" TORIN WADO, New York

I've had requests for practically all types, but playing the purest modern jazz—and that's my cup of tea—I feel at this point that the young moderns or teenagers who are switching from rock and roll—and are taking to the Afro-Jazz sound

—I think this is happening because they're still looking for the dance beat and aren't quite sure of the pure sound. Adults are for the pure American Art—soulful—improvised—planned when big band production. Jazz is something else and saying something!



#### MORT FEGA WEVD, New York

Modern jazz seems to be the most popular today—probably because it's the most in vogue at this time. My listeners seem to prefer a broader horizon of jazz, with the emphasis on the post-swing era. I always give composer, arranger, and sidemen credits—information for which my listeners hunger. We all agree that a good music show should not only be entertaining, but informative, too.



#### JOHN McCLELLAN WHDH-TV, Boston

Jazz-influenced pop music—sometimes called pseudo-jazz—is the most popular today. This category includes such artists as Frank Sinatra and the Four Freshmen. Good jazz will never be very popular because nothing very good is ever very popular. Great names—such as Jimmy Rushing—are real jazz artists, but they will never be as popular as a Frank Sinatra.



## VOX JOX

By JUNE BUNDY

JAY'S "VINTAGE" VENDETTA: Veteran record promotion man George Jay, Hollywood, writes—re our story on "Vintage Disks" in last week's BMW—"Each time one of the trades runs a story on the success of 'oldies' at certain radio stations, I shudder and fear for the future of the record industry. Exposure of new releases (as good musically or commercially as the so-called 'standards') is difficult enough without revealing that 'old pops' at this and that station met with great favor. . . . The entire record industry (including juke boxes) is dependent upon the 'tomorrow' in records, yet your magazine gives front-page headlines to 'Vintage Disks Stealing Show.' We who are advertisers and promoters of new releases hope that Billboard Music Week will spark added attention to the 'nowadays' sounds to improve the current pop record business."

The headline, "Vintage Disks Stealing Show," may have been a trifle misleading, but the basic premise of the story—that old favorites (and we meant old tunes even more than old records) are enjoying an unprecedented revival—is certainly borne out by this week's "Hot 100" chart, which lists 21 oldies—four of them in the top 10. There are also four old songs on "Bubbling" this week. It's interesting to note that Gogi Grant's five-year-old hit, "The Wayward Wind," is No. 82; while the Turbans' new waxing (on Parkway) of their old hit, "When You Dance," is No. 16 on "Bubbling."

In most cases, the chart oldies feature performances by new young artists—Buzz Clifford's "Three Little Fishes," the Robins' "White Cliffs of Dover," "Blue Moon" by the Marceles, "Glory of Love" by the Roomates and many others. Thus "oldies" are indeed playing a vital role in today's pop record business. A re-reading of the story—particularly the second paragraph which listed 21 old tunes appearing on the "Hot 100" last week—we believe shows we placed considerable emphasis on this point. Furthermore, we don't see anything wrong with stations playing more old records, since—as Jay points out in his letter—stations are still bearing down hard on new releases. And among those new releases, we reiterate, are more and more disks featuring old songs!

GAB BAG: In line with the foregoing, WWSW, Pittsburgh, reports that for years—"without fanfare"—WWSW has consistently inserted 78 r.p.m. records into its regular good pop music programming. Fan reaction has been quite favorable. The outlet adds, "WWSW is believed to be the only Pittsburgh station that has retained its 78 r.p.m. library, which is very large because WWSW was Pittsburgh's original indie radio station." . . . Bob Adkins, KNEW, Spokane, writes that he had a lot of fun April 1 by announcing "This is the day we switch to D. S. T." (Daylight Saving Time). Adkins adds, "We also said all day that 'We knew it would happen to Bobby Darin or Rock Hudson, but to Elvis—.' And we left it there. You can imagine the result. Things went crazy."

MORE GAB: Bill Gregor, WWBZ, Vineland, N. J., writes: "I would like to get as many 'Top 40,' 'Fabulous 50,' etc., sheets from as many stations as possible. I don't want them every week, just one from as many stations as possible so that I can tack them on the wall in my office." . . . Antonio M. Tafaya, KCHS, Truth or Consequences, N. M., has a daily Spanish and Latin disk show, and needs information on which of these disks are top-sellers in the U. S. He also needs new Latin and Spanish disks for programming purposes.

CHANGE OF THEME: New program director of WGR, AM and FM, Buffalo, is Paul Sciandra. . . . Jimmy Lyons, manager and "guiding light" of the Monterey Jazz Festival, has joined KFRC, San Francisco, as a jazz jockey from 7:15 to 11 p.m. Monday through Friday and 7-11 p.m. on Saturdays. . . . Dick Clayton, WIL, St. Louis, was profiled in a special two-page feature in the May issue of TV Radio Mirror magazine. . . . Chuck Adams has joined KNUZ, Houston. . . . New staffer at KFMC-FM, Houston, is Hugh Johnson. . . . Dick Lamb, ex-KNUZ, Houston, has moved to KILT, Houston.

Norman Wain, who resigned as program director of WDOK, Cleveland, last week, was given a first-rate send-off by local "Cleveland Press" columnist Jim Frankel. The columnist wrote: "Not all good guys last. One of Cleveland's bright broadcast personalities, Norman Wain, was dismissed from his program director's job at WDOK last weekend due to a policy difference with the management. . . . Without arguing the merits of the case, I think his departure from the Cleveland air—on top of all the other recent withdrawals—is a serious loss. WDOK can maintain its distinctive quality without him, but some of that quality he helped provide." . . . Texaco Dealers of Allegheny county, Pennsylvania, have signed to sponsor Chuck Brinkman's all-night show on KQV, Pittsburgh, six nights a week, Monday through Saturday, from midnight to 6 a.m. He will be re-tagged, "The Texaco All Night Satellite."

Joseph C. Winkler has been appointed station manager of WFIL-FM, Philadelphia, succeeding Joseph J. Novenson. He has been with WFIL, since May, 1960, as FM sales manager. Novenson has moved to WFIL-TV as producer of Dick Clark's "American Bandstand." . . . Gene Hammond, musical director of WAAF, Chicago, has been granted a private pilot's license. . . . Johnny Canton has been upped to program director post at WNOW, York, Pa. He will continue to emcee his regular record show. . . . Reggie (Dr. Jive) Lavong, WWRL, New York, is emceeing a record star show at the Apollo Theater this week.



# BILLBOARD MUSIC WEEK PROGRAMMING GUIDE SINGLES BY CATEGORY

These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Sides that fall into more than one category receive multiple listings.

## EASY LISTENING

**AFRICAN WALTZ**, Cannonball Adderley, Riverside 45457  
**ASIA MINOR**, Kokomo, Felsted 8612  
**BILBAO SONG**, Andy Williams, Cadence 1398  
**BILL BAILEY**, Della Reese, RCA Victor 7867  
**BONANZA**, Al Caiola, United Artists 302  
**BRASS BUTTONS**, String-A-Longs, Warwick 625  
**DOLLAR DOWN**, A, Limelifters, RCA Victor 7859  
**EIN SCHIFF WIRD KOMMEN**, Lale Anderson, King 5478  
**FLAMING STAR**, Elvis Presley, RCA Victor LPC 128  
**FROGG**, Brothers Four, Columbia 41958  
**JURA**, Les Paul and Mary Ford, Columbia 41994  
**MY THREE SONS**, Lawrence Welk, Dot 16198  
**ON THE REBOUND**, Floyd Cramer, RCA Victor 7840  
**SURRENDER**, Elvis Presley, RCA Victor 7850  
**TAKE GOOD CARE OF HER**, Adam Wade, Coed 546  
**TENDERLY**, Bert Kaempfert, Decca 31236  
**THAT'S THE WAY WITH LOVE**, Pierio Soffici, Kip 224  
**THEME FROM ONE-EYED JACKS**, Ferrante & Teicher, United Artists 300  
**THINK TWICE**, Brook Benton, Mercury 71774  
**TREES**, Platters, Mercury 71791  
**WAYWARD WIND**, Gogi Grant, Era 3045  
**WHEELS**, String-A-Longs, Warwick 603  
**WHERE THE BOYS ARE**, Connie Francis, MGM 12871  
**YOU CAN DEPEND ON ME**, Brenda Lee, Decca 31231

## TEEN BEAT

**APACHE**, Jorgen Ingmann, Atco 6184  
**BABY BLUE**, Echoes, Segway 103  
**BE MY BOY**, Paris Sisters, Gregmark 2  
**BETTER TELL HIM NO**, Starlets, Pam 1003  
**BLUE MOON**, Marcells, Colpix 186  
**BREAKIN' IN A BRAND NEW BROKEN HEART**, Connie Francis, MGM 12995  
**BUMBLE BOOGIE**, B. Bumble and the Stingers, Rendezvous 140  
**CHARANGA**, Merv Griffin, Carlton 545  
**CONTINENTAL WALK**, Hank Ballard and the Midnighters, King 5491  
**CONTINENTAL WALK**, Rollers, Liberty 55320  
**(DANCE THE) MESS AROUND**, Chubby Checker, Parkway 822  
**DEDICATED TO THE ONE I LOVE**, Shirelles, Scepter 1203  
**FELL IN LOVE ON MONDAY**, Fats Domino, Imperial 5734  
**FIND ANOTHER GIRL**, Jerry Butler, Vee-Jay 375  
**FLAMING STAR**, Elvis Presley, RCA Victor LPC 128  
**FOOLIN' AROUND**, Kay Starr, Capitol 4542  
**GEE WHIZ**, Carla Thomas, Atlantic 2086  
**GIRL OF MY BEST FRIEND**, Ral Donner, Gone 5102

**GLORY OF LOVE**, Roomates, Valmor 008  
**GOOD, GOOD LOVIN'**, Chubby Checker, Parkway 822  
**HAPPY BIRTHDAY BLUES**, Kathy Young & the Innocents, Indigo 115  
**HIDEAWAY**, Freddy King, Federal 12401  
**HOP SCOTCH**, Santo and Johnny, Canadian-American 124  
**I'M A FOOL TO CARE**, Joe Barry, Smash 1702  
**I'M A FOOL TO CARE**, Oscar Black, Savoy 1600  
**I'M IN THE MOOD FOR LOVE**, Chimes, Tag 445  
**I'VE TOLD EVERY LITTLE STAR**, Linda Scott, Canadian-American 123  
**JUST FOR OLD TIME'S SAKE**, McGuire Sisters, Coral 62249  
**LIKE LONG HAIR**, Paul Revere and the Raiders, Gardena 116  
**LITTLE EGYPT**, Coasters, Atco 6192  
**LULLABY OF LOVE**, Frank Gari, Crusade 1021  
**LULLABY OF THE LEAVES**, Ventures, Dolton 41  
**MAMA SAID**, Shirelles, Scepter 1217  
**MESS AROUND**, Bobby Freeman, Josie 887  
**MODEL GIRL**, Johnny Maestro, Coed 545  
**NEXT KISS**, Conway Twitty, MGM 12998  
**ON THE REBOUND**, Floyd Cramer, RCA Victor 7840  
**ONCE UPON A TIME**, Rochell and the Candles, Swingin' 623  
**ONE HUNDRED POUNDS OF CLAY**, Gene McDaniels, Liberty 55308  
**PEANUT BUTTER**, Marathons, Arvee 5027  
**PLEASE LOVE ME FOREVER**, Cathy Jean and the Roomates, Valmor 007  
**PONY TIME**, Chubby Checker, Parkway 818  
**PORTRAIT OF MY LOVE**, Steve Lawrence, United Artists 291  
**RUNAWAY**, Del Shannon, Big Top 3067  
**RUNNING SCARED**, Roy Orbison, Monument 328  
**SAVED**, La Vern Baker, Atlantic 2099  
**SEVENTEEN**, Frankie Ford, Imperial 5737  
**SHU RAH**, Fats Domino, Imperial 5734  
**SHY AWAY**, Jerry Fuller, Challenge 59104  
**SLEEPY-EYED JOHN**, Johnny Horton, Columbia 41963  
**SOME KIND OF WONDERFUL**, Drifters, Atlantic 2096  
**SURRENDER**, Elvis Presley, RCA Victor 7850  
**THEME FROM DIXIE**, Duane Eddy, Jamie 1183  
**TO BE LOVED (FOREVER)**, Pentagons, Donna 1337  
**TONIGHT I FELL IN LOVE**, Tokens, Warwick 615  
**TONIGHT MY LOVE, TONIGHT**, Paul Anka, ABC-Paramount 10194  
**TOSSIN' AND TURNIN'**, Bobby Lewis, Belltone 1002  
**TRAGEDY**, Fleetwoods, Dolton 40  
**TRAVELIN' MAN**, Ricky Nelson, Imperial 5741  
**TRIANGLE**, Janie Grant, Caprice 104  
**UNDERWATER**, Frogmen, Candix 314  
**WALK RIGHT BACK**, Everly Brothers, Warner Bros. 5199

**WHAT A SURPRISE**, Johnny Maestro, Coed 549  
**WHAT'D I SAY**, Jerry Lee Lewis, Sun 356  
**YOU CAN DEPEND ON ME**, Brenda Lee, Decca 31231

## NOVELTY

**TOUCHABLES IN BROOKLYN**, Dickie Goodman, Mark-X 8010

## COUNTRY & WESTERN

For C&W programming, please refer to this week's Hot C&W chart. The following, from the Hot 100, are recommended additional listings.

**FLAMING STAR**, Elvis Presley, RCA Victor LPC 128  
**FOOLIN' AROUND**, Kay Starr, Capitol 4542  
**GROUND HOG**, Browns, RCA Victor 7866  
**ON THE REBOUND**, Floyd Cramer, RCA Victor 7840  
**SURRENDER**, Elvis Presley, RCA Victor 7850  
**WALK RIGHT BACK**, Everly Brothers, Warner Bros. 5199

## RHYTHM & BLUES

For R&B programming, please refer to this week's Hot R&B chart. The following, from the Hot 100, are recommended additional listings.

**AFRICAN WALTZ**, Cannonball Adderley, Riverside 45457  
**BE MY BOY**, Paris Sisters, Gregmark 2  
**BETTER TELL HIM NO**, Starlets, Pam 1003  
**CONTINENTAL WALK**, Hank Ballard and the Midnighters, King 5491  
**CONTINENTAL WALK**, Rollers, Liberty 55320  
**(DANCE THE) MESS AROUND**, Chubby Checker, Parkway 822  
**EXODUS**, Eddie Harris, Vee Jay 378  
**FELL IN LOVE ON MONDAY**, Fats Domino, Imperial 5734  
**GOOD, GOOD LOVIN'**, Chubby Checker, Parkway 822  
**HAPPY BIRTHDAY BLUES**, Kathy Young & the Innocents, Indigo 115  
**I'M IN THE MOOD FOR LOVE**, Chimes, Tag 445  
**(IT NEVER HAPPENS) IN REAL LIFE**, Chuck Jackson, Wand 108  
**LITTLE EGYPT**, Coasters, Atco 6192  
**MAMA SAID**, Shirelles, Scepter 1217  
**MESS AROUND**, Bobby Freeman, Josie 887  
**NOBODY CARES**, Jeanette (Baby) Washington, Neptune 122  
**PEANUT BUTTER**, Marathons, Arvee 5027  
**PLEASE LOVE ME FOREVER**, Cathy Jean and the Roomates, Valmor 007  
**SAVED**, La Vern Baker, Atlantic 2099  
**SHU RAH**, Fats Domino, Imperial 5734  
**SURRENDER**, Elvis Presley, RCA Victor 7850  
**TO BE LOVED (FOREVER)**, Pentagons, Donna 1337  
**TONIGHT I FELL IN LOVE**, Tokens, Warwick 615  
**TOSSIN' AND TURNIN'**, Bobby Lewis, Belltone 1002  
**TREES**, Platters, Mercury 71791

## COIN MACHINE PRICE INDEX (continued from back page)

Spook Gun (Bally) 9-58...\$175	Steam Shovel (CC) 5-56...\$ 90	Super Star Baseball (Wms) 1-54.....\$ 50	3-D Kiddie Theater (Rite) 3-54.....\$125	Two-Player Basketball (Genc) 3-54.....\$135
Sportland Shooting Gallery (Exhib) 11-54..... 95	Super Big Top (Genc) 12-55..... 185	Swami (Muto) 4-55..... 350	3-D Pix (Cap) 2-54..... 125	Vacuumatic Card Vendor (Exhib) 5-54..... 110
Squirts Water Polo (Aqua) 5-57..... 350	Super Home Run (CC) 3-54 75	Target Roll (Bally) 1-58. 145	3-D Theater (Rite) 3-54... 145	Voice-O-Graph (Muto) 2-57 550
Sportsman (Keen) 11-54... 125	Super Pennant Baseball (Wms) 1-54..... 75	10 Commandments (Muto) 12-57..... 195	Titan (Wms) 8-59..... 365	Voice-O-Graph (Muto) 11-54..... 290
Star Slugger (Un) 4-56... 75	Super Slugger (Un) 7-55. 55	Ten Pins (Wms) 12-57... 110	Treasure Cove (Exhibit) 7-55..... 140	Wild West (Genc) 2-55... 175
State Fair (Genc) 7-56... 175		Ten Strike (Wms) 12-57. 110	Twin Hockey (CC) 5-58... 175	Yankee Baseball (Un) 2-59 275
		Test Pilot (Cap) 12-57... 195		

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# BILLBOARD MUSIC WEEK

# COIN MACHINE PRICE INDEX

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

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

## MUSIC

AMI	
D-40 (40), 1951	\$ 60
D-80 (80), 1951	105
E-40 (40), 1953	95
E-80 (80), 1953	125
E-120 (120), 1953	135
F-40 (40), 1954	150
F-80 (80), 1954	210
F-120 (120), 1954	250
G-40 (40), 1955	250
G-80 (80), 1955	275
G-120 (120), 1955	310
G-120-1 (120), 1956	310
G-200 (200), 1956	275
G-200-1 (200), 1956	275
G-200-2 (200), 1956	275
G-200-3 (200), 1956	275
G-200-4 (200), 1956	275
G-220-5 (200), 1956	275
H-200 (200), 1956	445
H-120 (120), 1956	435
H-100 (100), 1956	360
H-200M (100), 1957	385
I-200 (200), 1957	585
I-120 (120), 1957	535
I-100 (100), 1957	420
I-200M (200), 1958	445
J-200 (200), 1958	660
J-120 (120), 1958	625
J-100M (100), 1958	535
J-200M (200), 1959	535
J-120 (120), 1959	675
J-100 (100), 1959	575
J-200 (200), 1959	650

ROCK-OLA	
1436 (120), 1953	\$ 85
1438 (120), 1954	190
1442 (50), 1955	195
1446 (120), 1955	235
1448 (120), 1958	345
1450 (120), 1957	395
1452 (50), 1956	275
1454 (120), 1957	395
1455D (200), 1957	445
1455S (200), 1957	445
1458 (120), 1958	520
1462 (50), 1958	395
1465 (200), 1958	550
1468 (120), 1959	635
1468 Stereo (120), 1959	685
1475 (200), 1959	700
1475 Stereo (200), 1959	750

SEEBURG	
M100B (100), 1950	\$200
M100C (100), 1952	240
100W (100), 1953	325
HF100G (100), 1953	335
HF100R (100), 1954	400
V200 (200), 1955	300
100J (100), 1955	500
K200 (200), 1957	430
L100 (100), 1957	545
201 (200), 1958	750
161 (160), 1958	730
101 (100), 1958	620
220 (100), 1958	770
220S (100), 1959	770
200SR (100), 1959	795
222 (160), 1958	810
222DH (160), 1959	775
222DHR (160), 1959	835

WURLITZER	
1250 (48), 1950	\$ 55
1400 (48), 1951	70
1500 (104), 1952	85
1500A (104), 1953	110
1600A (48), 1954	130
1700 (104), 1954	215
1800 (104), 1955	310
1900 (104), 1956	390
2000 (200), 1958	385
2100 (200), 1957	435
2150 (200), 1957	465
2250 (200), 1958	545
2204 (104), 1958	575
2200 (200), 1958	615
2300-S (200), 1959	790
2300 (200), 1959	735
2304 (104), 1959	700
2304-S (104), 1959	760
2310 (100), 1959	700

## BOWLERS & SHUFFLES

BALLY	
ABC Bowler 7-55	\$195
ABC Bowling Lanes 12-56	200
ABC Champion 9-57	295
ABC Super-Deluxe Bowler 9-57	275
ABC Tournament 6-57	275
All-Star Bowler 12-57	115
All-Star Deluxe 2-58	115
Bally Shuffle 1-59	35
Blue Ribbon 4-55	125
Challenger 9-59	750
Club Bowler 2-59	395
Congress Bowler 7-55	195
Deluxe Club Bowler 3-59	475
Gold Medal 4-55	125
Jumbo Bowler 9-55	225
King-Pin Bowler 9-55	225
Lucky Alley 8-58	475
Lucky Shuffle 9-58	325
Monarch 11-59	350
Pan American 6-59	600
Speed Bowler 11-58	325
Star Shuffle 9-58	325
Star Shuffle 9-58	325
Strike-Bowler 11-57	200
Super Bowler 1-58	115
Trophy 4-58	375

CHICAGO COIN	
All Star Team Bowler 11-55	\$ 90
Blinker 8-55	170
Bonus Score 5-55	140
Bowl Master 7-59	390
Bowling Team 10-55	130
Bull's-Eye Bowler 7-55	150
Championship 11-56	240
Bowling League 7-57	125
Criss Cross Target 1-55	60
Double Feature 12-58	380
Hollywood 4-55	155
King Bowler 3-59	695
Lucky Strike 1-58	330
Miami Shuffle 10-58	40
Monte Carlo 1-59	75
Player's Choice 9-58	545
Rebound Shuffle 11-58	45
Red Pin 3-59	435
Rocket Ball 2-59	125
Rocket Shuffle 2-58	95
Rocket Shuffle Two-Player 4-58	135
Score-A-Line 9-55	135
Shuffle Explorer 6-58	135
Skee Roll 1-57	95
Star Rocket 5-59	250
Tournament Ski Bowl 12-56	130
Triple Strike 1-55	125
TV Bowling League 11-57	290
Twin Bowler 10-58	390

UNITED	
Advance 6-59	\$575
Atlas Shuffle Alley 9-58	325
Bonus Bowling Alley 3-58	375
Bowling Alley 11-56	125
Build-Up 5-56	120
Capitol Shuffle Alley 6-55	95
Clipper 4-55	75
Cyclone 10-58	325
Deluxe Bowling Alley 7-57	245
Deluxe Flash 6-59	450
Deluxe Shooting Star 6-58	90
Dual Shuffle 1-59	375
Duplex 11-58	525
Eagle Shuffle Alley 5-58	295
Flash 6-59	425
4-Way 11-59	500
Handicap 9-56	225
Handicap 11-59	575
Hi-Score 6-57	195
Jumbo Bowling Alley 8-57	295
Jupiter Shuffle Alley 9-58	125

League Alley 8-59	\$550
Lightning 2-55	75
Midget Bowling Alley 3-58	75
Niagara 11-58	350
Pixie Bowler 7-58	75
Playtime 6-58	545
Regulation 11-55	195
Royal Bowling Alley 12-57	195
Select Play 6-56	75
Shooting Star 4-58	75
Shuffle Playmate 2-59	60
Simplex 4-59	400
Six Star 11-57	295
Super Bonus 9-55	150
Team Bowling Alley 4-57	220
Team-Mate 12-59	595
3-Way 8-59	465
Top Notch 11-55	195
Venus 4-55	125
Zenith 5-59	425

## PINBALLS

BALLY	
Ballerina 6-59	\$400
Balls-A-Poppin 10-56	50
Bally U.S.A. 7-58	75
Beach Beauty 11-55	65
Beach Time 9-58	250
Big Show 9-56	70
Broadway 12-55	50
Carnival 10-57	65
Carnival-Queen 11-58	275
Circus 8-57	65
County Fair 11-59	550
Crosswords 1-58	100
Cypress Gardens 5-58	195
Double Header 8-58	115
Fun-Way 9-59	375
Gay Time 6-55	50
Gayety 4-55	40
Key West 12-58	70
Lotta Fun 9-59	380
Miami Beach 9-55	55
Miss America 1-58	135
Night Club 3-58	60
Parade 6-56	60
Sea Island 2-59	335
Show-Time 4-57	75
Sun Valley 7-57	140

## GOTTLIEB

Ace High 2-57	\$ 75
Add-A-Line 7-55	60
Annabelle 8-59	225
2 Around the World 7-59	295
2 Atlas 5-59	280
Auto Race 9-56	70
2 Brite Star 4-58	185
Classy Bowler 7-56	75
4 Contest 10-58	275
2 Continental Cave 7-57	145
Criss Cross 3-58	155
Derby Day 5-56	65
2 Double Action 1-59	245
2 Duette 3-55	75
Easy Aces 12-55	60
2 Fair Lady 11-56	110
4 Falstaff 11-57	245
2 Flag-Ship 1-57	135
Frontiersman 11-55	60
2 Gladiator 1-56	85
2 Gondolier 6-58	195
Gypsy Queen 2-55	60
Harbor Lifes 3-56	65
Hi Diver 4-59	185
4 Jubilee 5-55	135
Lightning Ball 12-59	230
2 Mademoiselle 11-59	300
4 Majestic 4-57	230
2 Marathon 9-55	90
2 Picnic 6-58	195
Queen of Diamonds 6-59	210
2 Race Time 3-59	230
Rainbow 12-58	75
4 Register 10-56	105
Rocket Ship 5-58	135
Roto Pool 7-58	145
Royal Flush 5-57	100
4 Score-Board 4-56	75
2 Sea Belles 9-56	100

Silver 10-57	\$140
Sittin' Pretty 11-58	180
Sluggin' Champ 4-55	70
Southern Belle 6-55	60
Straight Flush 12-57	140
Straight Shooter 2-59	190
Sunshine 9-58	175
2 Super Circus 9-57	175
4 Sweet Sioux 9-59	360
2 Toreador 6-56	95
2 Tournament 8-55	95
Twin Bill 1-55	50
Universe 10-59	215
2 Whirlwind 2-58	185
Wishing Well 9-55	60
World Champ 8-57	95

WILLIAMS	
Arrow Head 7-57	\$ 50
Casino 8-58	125
2 Circus Wagon 10-55	75
Club House 10-59	185
Crossword 5-59	175
Cue Ball 4-57	50
2 Fiesta 12-59	285
4-Star 7-58	110
4 Fun House 10-56	55
4 Gay Parea 6-57	75
Golden Balls 9-59	160
Gusher 9-58	110
Hi-Hand 6-57	70
Hot Diggity 8-58	50
Jig Saw 12-57	75
Kings 8-57	70
2 Naples 9-57	125
Perky 11-56	50
Peter Pan 4-55	50
2 Piccadilly 5-58	50
4 Race-the-Clock 4-55	50
Regatta 10-55	50
Reno 10-57	65
Rocket 11-59	195
Satellite 6-58	115
Sea Wolf 7-59	150
2 Shamrock 1-57	70
Smoke Signal 9-55	60
Soccer Kick-Off 3-58	125
Spot Pool 6-59	175
Starfire 3-57	95
Steeple Chase 11-57	95
Super Score 9-56	75
4 Surf Rider 7-56	75
3-D 11-58	125
Three Deuces 8-55	60
Tic-Tac-Toe 1-59	160
Tim-Buc-Tu 1-56	60
Top Hat 2-58	110
Turf Champ 8-58	110
Wonderland 5-55	50

## ARCADE & NOVELTIES

All-Star Baseball (Wms.) 4-54	\$ 50
Aqua Duck (Cons) 2-55	155
Auto Photo Model 9	995
Auto Photo Model 11	1,845
Auto Test (with sound) (Cap) 9-58	295
Auto Test (without sound) (Cap) 9-56	245
Auto Test Turnpike Tournament (Cap) 9-56	1,295
Bally Targets (Bally) 10-59	295
Balloonomat (Cap) 12-54	50
Bang-O-Rama (Muto.) 4-57	25
Bat-A-Score (Evans) 2-54	75
Batter Up (CC) 4-58	150
Batting Practice (Bally) 8-59	250
Big Inning (Bally) 5-58	175
Big League (Wms.) 6-54	35
Big League Baseball (CC) 5-55	35
Big Top (Genc) 11-54	170
Bike Race (Munv) 5-58	450
Bing-O-Reno (Sci) 3-55	325
Bull's-Eye (Bally) 3-55	150
Burp Gun (Dale) 5-57	245
Carnival Gun (Un) 10-54	123
Champion Baseball (Genc) 7-55	50
Circus Rifle Gallery (Genc) 3-57	225

Coon Hunt (Seeb) 2-54	\$120
Crane (Wms.) 3-56	75
Criss Cross Hockey (CC) 9-58	195
Crossfire (Wms.) 3-57	195
Davy Crockett (Genc) 10-56	150
Deco Grandma (Deco) 8-54	100
Deluxe Crusader (Wms.) 5-59	345
Deluxe 4-Bagger (Wms.) 5-56	135
Deluxe Ranger (Keen) 3-55	170
Deluxe Skill Parade (Bally) 1-59	125
Deluxe Vanguard (Wms.) 10-58	285
Derby Roll (Un) 5-55	125
Deuces Wild (Kaye) 10-58	100
Dodge City (Fran) 12-58	100
Drivemobile (Muto) 6-54	135
5th Inning (Un) 6-55	75
Golf Champ (Bally) 8-58	95
Gun Club (Genc) 1-58	300
Gunsmoke (Bally) 4-59	220
Heavy Hitter (Bally) 3-59	250
Hercules (Wms.) 3-59	300
Hi-Fly (Genc) 4-56	35
Horoscope Fortune Teller (Genc) 9-57	95
Hydro Duck (B&W) 10-54	130
Jet Fighter (Wms.) 10-54	95
Jet Pilot (CC) 5-59	195
Joker Ball (Mid) 10-59	200
Jolly Joker (Wms.) 10-55	50
Jumbo Ten Pins (Wms.) 3-58	75
Jumbo Ten Strike (Wms.) 3-58	105
Jungle Gun (Un) 7-54	95
Jungle Hunt (Exhib) 7-54	170
Jr. Auto Test (Cap) 12-58	145
Kaye Hockey (Kaye) 5-58	125
King of Swat (Wms.) 5-55	95
Kiss-O-Meter (Exhib) 12-56	115
League Leader (Keen) 4-58	75
Major League (Wms.) 4-54	50
Model 500 Shooting Gallery (Exhib) 3-55	110
Monkey Climb (IEC) 3-55	175
Moon-Raider (Bally) 7-59	290
Motorama (Genc) 10-57	140
1957 Baseball (Wms.) 4-57	175
Pan-O-Rama 800 (Cap) 12-58	195

Peep Barrels (Exhib) 12-56	75
Peppy the Clown (Wms) 12-56	135
Photomatic (Muto) 2-54	295
Photo Machine (Muto) 12-59	495
Pinch Hitter (Wms) 3-59	295
Pirate Gun (Un) 10-56	210
Playland Rifle Gallery (CC) 8-59	365
Polar Hunt (Un) 4-55	155
Quarterback (Genc) 9-55	50
Ranger (Keen) 3-55	155
Red Ball (Mid) 5-59	170
Rifle Gallery (Genc) 9-55	85
Rock 'n' Roll (Muto) 5-58	45
Safari (Wms.) 1-55	155
St. Christopher (Muto) 12-58	195
Satellite Tracker (B-L) 12-58	345
Scramball (Keen) 8-58	85
Shooting Gallery (Exhibit) 5-54	95
Shortstop (Wms.) 4-58	225
Sidewalk Engineer (Wms) 4-55	85
Sky Raider (Un) 10-58	293
Sky Rocket (Genc) 5-55	90
Softball League (Exhib) 12-57	295
Space Age (Genc) 3-58	135
Space Gunner (Bally) 5-58	135
Special Deluxe Baseball (Wms) 1-54	



# 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.

## ERNIE K-DOE

This new Minit recording artist was born Ernest Kador Jr., in New Orleans. He changed to the phonetic pronunciation when he began his singing career.

Ernie K-Doe was the ninth of 11 children born to Rev. Ernest Kador Sr., a Baptist minister, and his wife. He began singing in his father's choir at the early age of seven, and eight years later had developed enough of an individual vocal style to enter and win in a series of local talent shows.

At the age of 16, K-Doe began his professional career with appearances at local night clubs. During this time he completed high school and even managed to win honors playing football, basketball and at track. After graduation K-Doe took to the road for a national night club tour and began to wax some of his efforts. His first disk to gain national recognition is "Mother-in-Law" on the Minit label. It is currently No. 3 on the "Hot 100."



## LINDA SCOTT

Born Linda Joy Sampson on June 1, 1945, in Queens, N. Y., the young lady has been performing as a singer since the age of four. She has been living in New Jersey for the last five years and is now a sophomore in high school.

During the last two years Miss Scott has been dividing her time between appearances at local functions and preparing for record sessions in New York. She has been under contract to

Canadian-American Records since the beginning of this year and her waxing on that label of "I've Told Every Little Star" is moving up rapidly on the "Hot 100."

Miss Scott also plays piano and writes songs. The flip side of "I've Told Every Little Star," called "Three Guesses," is one of her efforts.



# YESTERYEAR'S HITS

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

### POP-5 Years Ago

APRIL 28, 1956

1. Heartbreak Hotel, Elvis Presley, RCA Victor
2. Hot Diggity, Perry Como, RCA Victor
3. Poor People of Paris, Les Baxter, Capitol
4. Blue Suede Shoes, Carl Perkins, Sun
5. Lisbon Antigua, Nelson Riddle, Capitol
6. Why Do Fools Fall in Love, Frankie Lymon & Teenagers, Gee
7. Moonglow & Theme From Picnic, Morris Stoloff, Decca
8. Magic Touch, Platters, Mercury
9. Rock Island Line, Lonnie Donegan, London
10. A Tear Fell, Teresa Brewer, Coral

### POP-10 Years Ago

APRIL 28, 1951

1. How High the Moon, Les Paul & Mary Ford, Capitol
2. On Top of Old Smoky, Terry Gilkyson & Weavers, Decca
3. Mockin' Bird Hill, Les Paul & Mary Ford, Capitol
4. If, Perry Como, Columbia
5. Mockin' Bird Hill, Patti Page, Mercury
6. Be My Love, Mario Lanza, RCA Victor
7. Too Young, Nat King Cole, Capitol
8. Aba Daba Honeymoon, Debbie Reynolds & Carleton Carpenter, MGM
9. I Apologize, Billy Eckstine, MGM
10. Would I Love You, Patti Page, Mercury

### ROCK AND ROLL-5 Years Ago-APRIL 28, 1956

- Long Tall Sally/Slippin' & Slidin', Little Richard, Specialty  
 Eddie My Love, Teen-Queens, RPM Kent  
 I'm in Love Again/My Blue Heaven, Fats Domino, Imperial  
 Please, Please, Please, James Brown & Famous Flames, Federal

- Bo Weevil, Fats Domino, Imperial  
 Ivory Tower, Otis Williams & Charms, Deluxe  
 Church Bells May Ring, Willows, Melba  
 Down in Mexico, Coasters, Atco  
 Devil or Angel, Clovers, Atlantic  
 One Night, Smiley Lewis, Imperial

# WITH THE COUNTRY JOCKEYS

Continued from page 35

country and gospel wax I can get and have enough time to spin them all. Can also use taped station breaks and promise to answer all the artists."

Lawton Williams, c.&w. deejay at KCUL, Fort Worth, infos that he has a new release on Mercury, titled "John and Mary Doe," which he'll be happy to send to jocks who'll write him at the station. . . . Buddy Williams, who recently kicked off the country music sounds on WCNG, Canonsburg, Pa., with five hours, 9 a.m.-2 p.m., each Saturday, is now joined Monday through Friday by Rusty Roy, who is

heard from 10 a.m. until noon, and Daniel Boone, who takes it from noon to 2 p.m. The trio is always on the lookout for new releases, promotional material and tape intros. . . . Cowboy Phil, heard each morning, 6-8 a.m., with his country platter show on WHJB, Greensburg, Pa., has added a gospel and sacred disk seg each Sunday beginning at 8 a.m. He requests service on gospel and sacred releases.

Station KRMG, located in Leon McAuliff's Cimarron Ballroom building, Tulsa, Okla., has switched from pop to swing western on a full-time basis.

# DISCOURSE

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

**BOB BECKMAN** has a new Decca single entitled Like A Fool. An alumnus of the Arthur Godfrey Talent Scouts show, Bob earned his audition by starring in a celebration in honor of the Oklahoma Centennial. His parents hoped that someday Bob would exercise his vocal chords as a lawyer in a courtroom, but Bob had other plans. When he was 15 he ran away to join a traveling show as a singer. He remained with it for three years and then headed for Hollywood and, he hoped, motion pictures. He was headed for disappointment, however, and after trying to make a go of it for several months, Bob decided to join the army. After his hitch was over, he returned home and succeeded in landing the role in that centennial show that ultimately led to his big opportunity.

**PAT BOONE**, another Talent Scouts alumnus, currently starring in All Hands On Deck, remains in a nautical vein with his new Dot single, Moody River c/w A Thousand Years. Besides his film and record activities, Pat has written two books, one a best-seller, heads his own music publishing firm and, as the owner of his own motion picture production company, co-produced and starred in his last movie prior to All Hands on Deck . . . Journey to the Center of the Earth. And if all this seems to indicate that he is a busy young man, just remember that Pat also has a TV production firm and only last week starred in an ABC Television special, one of several he will do this year.

**DON COSTA**, currently on the West Coast auditioning new talent, has a new United Artists single entitled That's The Way With Love c/w How in the World. In addition to his search for new talent, Don has been also personally a.k.r.-ing sessions for Steve Lawrence, Eddie Gorme and the duo-pianists, Ferrante and Teicher. In addition, he helped rehearse U.A.'s newest recording artist, Sandy Stewart for her Las Vegas opening last week. He is slated to remain on the Coast for three weeks after which he will return to New York.

**DUANE EDDY**, currently on the Billboard Music Week Hot 100 for his waxing of Dixie, has a new album release for Jamie entitled Girls, Girls, Girls! Duane, and his group, the Rebels, have been cast in the MGM motion picture, A Thunder of Drums, and are currently on location in Tucson, Ariz. The film marks Duane's motion picture debut. Upon completion of the film, Duane heads for Montreal for a one-nighter and then to Washington's Casino Royale for a week's engagement commencing June 15.

### BIRTHDAYS OF THE WEEK:

April 24, Shirley MacLaine; April 25, Earl Bostic, Ella Fitzgerald; April 26, Duane Eddy, Jimmie Guiffre, Bobby Rydell; April 27, Doris Day, Maxine (The Browns); April 28, Carolyn Jones; April 29, Duke Ellington, Tom Ewell, April Stevens; April 30, Jack Haskell, Robert Shaw, Bea Wain.

**ELLA FITZGERALD**, called the First Lady of Song, adds to her widely acclaimed series of great popular composers, with her new Verve album entitled Ella Fitzgerald Sings the Harold Arlen Songbook. Containing 24 of the fabled Arlen's finest tunes, this two-record set also contains an informative booklet, illustrated with photos of Arlen and Ella. Currently packing them in at New York's Basin Street, East, Ella was the recipient of two NARAS Grammy Awards for her single of Mack the Knife and for her album of Ella in Berlin—Mack the Knife.

**CONNIE FRANCIS**, who made her motion picture debut in Where the Boys Are and, as something of a bonus, has the hit recording of the title tune, makes it two best sellers on the Billboard Music Week Hot 100 with her latest MGM single, Breakin' In a New Broken Heart. Although she is currently on an Australian tour,

Connie will be seen on the Ed Sullivan show next Sunday. Future plans for her include hosting and starring in three television specials in Great Britain this summer for the BBC.

**ROY HAMILTON** hopes that his newest Epic single, You're Gonna Need Magic, has that special magic that will send it riding up the Hot 100. The handsome, former boxer recently stirred up a lot of excitement with his best-selling single, You Can Have Her. Just eight years ago, Roy was an assistant foreman with an electronics plant, spending his evenings singing in local clubs at \$5 per night. One year later, as Epic Records' sensational new artist, he watched his first recording, You'll Never Walk Alone, soar past the million sales mark. Successive hits, such as If I Loved You, I Believe and Ebb Tide, firmly established him as one of the finer talents in the industry. Flip side of his current single is To the One I Love.

**JANE MORGAN** follows up her current single release, The Second Time Around, with an album of the same title. The vivacious Kapp recording star was seen on the Academy Awards telecast last week and is slated for an Ed Sullivan show in June. She stars on a Perry Como-cast this Wednesday and will be appearing at the President's Ball in Washington on May 18. After that, it's the Statler-Hilton Hotel in Dallas for a two-week engagement.

**RICKY NELSON** celebrates his 21st birthday shortly, and at the same time gives his fans a gift—a big new single, Travelin' Man, that jumps on the Hot 100 this week at number 71. Ricky is currently starring in "The Wackiest Ship in the Army" as well as appearing with his parents and brother, David, on the Adventures of Ozzie and Harriet over the ABC-TV network. Among his million-selling records are, Be Bop Baby, Believe What You Say, I'm Walkin', Lonesome Town, Poor Little Fool and Stood Up.

**ROY ORBISON**'s newest Monument single is Running Scared—and is now at #38 on the Hot 100. The talented young artist hails from Wink, Tex., but now makes his home in Odessa. Roy has been playing guitar since he was a child, and constantly works on it, practicing and perfecting his unique style. Between personal appearances he works with the band to perfect their sound . . . seeking new effects. Among other talents, Roy has written several songs and is an accomplished harmonica player. Flip side of his new disk is Love Hurts.

**BOBBY RYDELL**, who is currently on a series of one-nighters, adds to his recent string of hits with Don't Be Afraid c/w That Old Black Magic—

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

the latter from his album Bobby Rydell Sings the Great Ones. The young Cameo Records star recently returned from a six-week world-wide tour. Upon the completion of his current set of one-nighters Bobby brings his new night club act to Sciollo's in Philadelphia, thereby making his night club debut in his home town. On May 8 he is set for a week's engagement at Blinstrub's in Boston.

**JACK SCOTT** bows on Capitol with his newest single release, A Little Feeling c/w Now That I. The former Carlton and Top Rank artist premiered the sides on a recent Dick Clark Show. Both sides are his own compositions—as have been many of his biggest hits. Among his best-selling records was one he wrote himself, My True Love, which sold a million disks.

**NEIL SEDAKA** comes up with a new RCA Victor release entitled, Little Devil. The tune is an up-tempo arrangement of a song which Neil co-authored with Howard Greenfield. This is the same team that has written all the big Sedaka hits, including Calendar Girl. Flip side, I Must Be Dreaming, is a slower number delivered in an equally impressive style by the young singer-composer. Currently, Neil is doing a one-week engagement at Blinstrub's in Boston after which he goes into the Casino Royale in Washington for a week. Beginning May 4, he starts a tour of the Philippines and Australia.

**BOBBY VEE**, Liberty Records' talented young vocalist, lends his efforts to a pair of strong sides in How Many Tears c/w Baby Face. North Dakota-born Bobby received his start when he was asked to fill in for Rock 'n' Roll stars, Buddy Holly, Ritchie Valens and The Big Bopper who were killed in a plane crash. Currently, Bobby is making a tour of Australia and returns to the States May 1 for a series of one-nighters.

### PROMOTION WEEKS

National YMCA Week, United States-Canada Goodwill Week, Good Human Relations Week, National Coin Week, Realtor Week.

Denis Hyland

# THIS WEEK'S NEW Money Records

. . . an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

### SINGLES

- GEORGIA ON MY MIND—Ray Charles . . . . . ABC-Paramount  
 ARE YOU SURE?—Aretha Franklin . . . . . Columbia  
 JUST FOR OLD TIMES' SAKE—McQuire Sisters . . . . . Coral  
 A WHOLE HEAP OF LOVE/YOU'RE MOVING ME—Clyde McPhatter . . . . . Mercury

According to statistics maintained over a period covering thousands of releases . . . 7 out of 10 will reach Billboard Music Week's "Hot 100" in the weeks ahead!

Every week . . . disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.



**EQUIPMENT ANGLE**

**Dealers Pin Big Hope  
On Stereo FM Move**

NEW YORK — A decision last week by the Federal Communications Commission to permit FM stations to commence regular broadcasting of multiplexed stereo transmissions June 1, is being seen as a potentially vital one to dealers of records, phonographs, FM radios and particularly tape equipment.

After many months of intensive testing of at least four separately developed systems for stereo broadcast, the FCC decided in favor of the separately developed but almost identical methods of Zenith and General Electric. In earlier pioneer days of stereo broadcasts, a favorite method of two-channel broadcasting was the use of a station's AM and FM outlets.

This never proved entirely satisfactory, since a listener without an FM tuner or an AM radio could never receive more than half of the total transmission. Beyond this, the AM component of a broadcast is limited to a narrow frequency response in the audio spectrum and is also subject to static interferences. The systems developed by GE and Zenith allow for the transmission of both channels on a single carrier frequency, with one superimposed, in a so-called "piggy-back" style, on the other. A special adaptor device is required to separate the channels in the home receiver. On the other hand, the monaural listener can hear the program monaural style with virtually no audible loss.

From the point of view of the dealer, the new development is expected to spur new interest in stereo tape equipment which allows for home recording of stereo. Most stereo players in the medium and lower-price categories today only allow for monaural recording. But some stereo recording units are available, and it's expected that more will be on the way.

With broad availability of stereo FM programming, many hi-fi music bugs are expected to show increasing interest in recording material off the air in their homes. A good tape machine can accomplish this without so much as the use of two mikes. Rather, the sound from the two separate sources can be brought into the recorder by simple patch cords with phone jacks.

It is too early to tie the FCC action directly in with activity in the tape recorder manufacturing field.

**Philco DC Exhibit  
Pushes Products  
The Year-Round**

WASHINGTON — A high level public relations effort which can eventually have its effect on dealer sales, is being instituted here by the Philco Corporation. The company will open a permanent display of its TV, radio and stereo phono lines, along with other major appliances, in a large, street-level location in a new office building on 17th Street NW.

Through the display, Philco will offer many services short of actual selling to consumers, tourists and government personnel. Service will include demonstrations and printed literature, and consumers will be steered to the appropriate Philco dealer in their home territories. Tabbed "The Many Worlds of Philco," the display is the first in Washington and is set up in a manner not unlike those carried on along New York's Madison and Fifth Avenues by various other consumer electronic firms.

Yet, it is no secret that a number of firms have announced plans to produce tape recorder lines or are known to be mulling the prospects of the market.

Six weeks ago, Emerson Radio acquired a stock purchase option on 800,000 shares of Telectro Industries, a well-known tape equipment firm. Both Rek-O-Kut and H. H. Scott, names well known in the audio components field, are known to be working on tape machine models for introduction possibly later this year. The Allen Organ Company is now producing tape machines selling for up to \$1,100.

**Drop-In Cartridges**

Sarkes Tarzian Inc., Bloomington, Ind., manufacturer of broadcast equipment, has also just entered the tape recorder field. Drop-in tape cartridges will be employed in this unit.

Dealers can also look to a new item for which a growing demand can be anticipated. This is the adaptor unit required to convert existing FM sets so they can receive the twin-channel broadcasts. There is little indication as yet as to the retail cost of these, but some observers feel they will have a broad range of price. Fisher is expected to place an adaptor on the market on or about June 15, two weeks after the initial stereocasts begin. A \$50 tag has been mentioned in connection with this unit. On the other hand, another firm is believed ready to go with a unit at \$89.50.

It also goes without saying that the new FM development can stimulate substantially the sale of FM radios.

Record manufacturers cannot be expected to view the new development with any great joy. It's no secret that in the past, diskeries have regarded the tape machine as a threat to record sales. The argument has run that if a listener can tape music off the air, he is less likely to spend money on records. Many tradesters, in fact, have pointed to this as a factor in the declining share of the total market occupied by singles.

Now, with stereocasts readily available, possibly on a number of stations in a given market, and with the availability of tape recorders capable of recording stereo, record manufacturers can be expected to take an even dimmer view of the developments.

**UA to Screentest  
Woody Woodbury**

FORT LAUDERDALE, Fla. — Woody Woodbury, comedy star of StereOddities Records and nightly attraction at the Bahama Hotel on the beachfront here, may soon be expanding his activities into the world of motion pictures.

During a recent trip to New York StereOddities president, Fletcher Smith, finalized an arrangement whereby United Artists will screentest Woodbury and will seek a suitable script for him.

Interest in Woodbury at UA developed when UA executives Dave Picker, Arnold Picker and Max Youngstein caught his act at the Bahama here several months ago. Dave Picker told Billboard Music Week that he would meet with Woodbury on the West Coast probably sometime in May at which time the tests will be set up. "We feel he has a great deal of talent," Picker remarked.

**ARD MEMBERS  
MULL SORD TIE  
AT N. Y. MEETING**

NEW YORK — The Association of Record Dealers of New York and New Jersey will hold a meeting tomorrow (25) at the Hotel Park Sheraton at 8:30 p.m. The meeting has been called by ARD President Sy Bondy to discuss possible affiliation of the group with the Society of Record Dealers of America (SORD).

SORD officials expected to be present to answer questions and to discuss the organization and its aims include Lou Shapiro, Jersey City, N. J.; Mickey Gensler, Yonkers, N. Y.; Jack Seader, Ridge-wood, N. J., and Joe Hurst, Cleveland. Lou Dell, head of the Buffalo dealers association, the first regional group to join SORD, will also attend the meeting.

**IHFM Nears  
Member Goal  
For Ad Drive**

HOLLYWOOD — The Institute of High Fidelity Manufacturers last week had 38 members signed to financially support its industry-wide institutional advertising campaign, only two shy of its target, IHFM President Ray Pepe told Billboard Music Week. The ad campaign will be launched as soon as 40 manufacturers come aboard. Pepe expects the plan to be over-subscribed.

A major advertising program aimed at selling the component high-fidelity concept to the general public received a unanimous vote of approval during the IHFM's membership meeting here earlier this month. The plan calls for each participating manufacturers to contribute \$280 per month for a period of a year to an IHFM ad budget. The projected 40 manufacturers thus would accumulate a minimum of \$134,000 to be used in national consumer magazine advertising.

The ads would not tout any one line of components. Instead, the plan calls for them to sell the components industry as a whole by educating the man on the street as to what component hi-fi is all about. The ads would appear in the form of straight editorial columns, written by recognized authorities in the field. No art work will be used in this phase of the ad campaign.

The ad campaign is scheduled to kick off in September, reach its highest peak in November, level off, and then limb to another peak in April. Each ad will carry a coupon addressed to the Institute, which will send out additional components' information.

According to the program, the ads will be tailored at specific consumer groups. To reach upper and middle-bracket professional and business people who are interested in music for relaxation, a series of eight insertions are scheduled for Time magazine. New Yorker will be used on an eight-time basis, aimed to reach the sophisticate and pace-setter group. Popular Mechanics will be used (eight times) to reach the do-it-yourselfers; Living for Home Makers, Sunset magazine, Playboy, Harper's and Atlantic, and Satur-

**DEALER INVENTORY CHARTS**

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

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

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

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

**PHONOS LISTING BETWEEN  
\$61 and \$80**

RANK	BRAND	% OF TOTAL POINTS
1	Columbia	14.9
1	Magnavox	14.9
3	Capitol	11.3
4	Webcor	10.5
5	Zenith	10.1
6	Decca	7.9
7	Voice of Music (V-M)	7.6
8	RCA Victor	5.2
9	Motorola	3.0
9	Symphonic	3.0
9	Ambassador	3.0
	Others	8.6

**BEST BUYS IN RECORDS**

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

**POP**

- \*FLAMING STAR . . . . . Elvis Presley  
(Gladys, ASCAP) RCA Victor LPC 128 (33 Compact)
- \*MAMA SAID . . . . . Shirelles  
(Ludix, BMI) Scepter 1217
- \*SAVED . . . . . La Vern Baker  
(Trio-Progressive, BMI) Atlantic 2099
- GIRL OF MY BEST FRIEND . . . . . Ral Donner  
(Elvis Presley, BMI) Gone 5102
- \*GOOD, GOOD LOVIN' . . . . .  
(Lois, BMI)
- \*(DANCE THE) MESS AROUND . . . . Chubby Checker  
(Kalmann, ASCAP) Parkway 822

**C&W**

No selections this week.

**R&B**

- \*PLEASE TELL ME WHY . . . . . Jackie Wilson  
(Lena, SESAC) Brunswick 55208
- \*AIN'T IT BABY . . . . . Miracles  
(Jobete, BMI) Tamla 54036

day Evening Post (four insertions) are included in the projected ad plan.

Pepe intends to stop off in various market areas during a forthcoming trip to discuss the plan with dealers. He will urge the dealers to start "audio specialists" groups in their localities ("audio specialist" is a term being pushed by Pepe to differentiate the component dealers from the package retailer) and be able to benefit more from the ad campaign.

**CLAIRTONE DEBS  
DUCHESS PHONO**

NEW YORK — Clairtone Sound Corporation, Canadian high fidelity manufacturer, has introduced its de luxe Duchess model stereo phonograph for Stateside distribution. The set is provincial in cabinetry and sells for \$699 or \$729, depending on the choice of cabinet. Trade designation for the Duchess is S-500.



## 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.

### ALLIED RECORD DISTRIBUTING COMPANY—Introductory offer.

Firm offers its two initial LP releases free to selected dealers in 16 areas throughout the country. See page 10, April 10 issue, for details.

### LONDON—Expires April 28, 1961. Started March 15, 1961.

Distributors are offered an extra 10% discount on label's international portion of catalog. This covers 99 LP's including 23 new releases. See page 16, March 20 issue, for details.

### CAMEO—Expires April 30, 1961. Started April 1, 1961.

Label is offering 15% discount on monaural and stereo versions of the label's first LP in their new album series featuring the "International Pop Orchestra." Deal is available through the label's distributors.

### CANADIAN-AMERICAN—Expires April 30, 1961. Started April 1, 1961.

"100% Pure Cream." Label offers two free LP's for every 10 Santo & Johnny albums purchased.

### CAPITOL-ANGEL—Extended through April 30, 1961. Started April 1, 1961.

"Discount Program." Dealers eligible for the March sales will continue receiving one free album for every three purchased. Minimum order of 100 Capitol albums and 50 Angel albums. Applies to the entire package catalogs of both labels including "2,000 Years with Carl Reiner & Mel Brooks" LP now on Capitol.

### ELEKTRA—Expires April 30, 1961. Started April 1, 1961.

Label's LP "The Limelights" is specially priced at \$3.69, mono, and \$4.40, stereo.

### KING—Expires April 30, 1961. Started March 1, 1961.

Two-for-the-price-of-one-album deal on series of European-made LP's. See page 10, March 6 issue, for details.

### MGM—Expires April 30, 1961. Started April 1, 1961.

"Salute to Hank Williams Month." Label offers one free LP for every five purchased. Plan covers six repackaged Williams albums, plus entire Hank Williams catalog. See page 6, April 10 issue, for details.

### UNITED ARTISTS—Expires April 30, 1961. Started April 5, 1961.

"Academy Award Sales Plan." Dealers are offered one LP free for every three purchased. Program covers five UA LP's: "Great Motion Picture Themes," Ferrante and Teicher's "Exodus" and "The Apartment," "The Magnificent Seven," "The Alamo" and "Never on Sunday." See page 6, April 10 issue, for details.

### UNITED ARTISTS—Expires April 30, 1961. Started March 27, 1961.

Distributors are offered one free Ultra Audio album (mono or stereo) for every six purchased. See page 5, March 27 issue, for details.

### MERCURY—Extended to May 1, 1961. Started March 3, 1961.

Sales program offers one LP free for every three purchased (MG51, with the exception of the Sound Series. On that series, the label is offering one free for every five purchased. See page 1, March 6 issue, for details.

### VERVE—Expires May 1, 1961. Started April 1, 1961.

"Verve April Shower of Sales." Label offers one free LP for every five purchased, providing the initial order covers seven of the 13 new Verve releases. Plan does not cover catalog. See page 49, April 10 issue, for details.

### ATCO—Expires May 1, 1961. Started April 10, 1961.

"Atco Sales Program." Dealers offered five free LP's for every 25 LP's purchased. Plan includes Atco's complete catalog plus its two new LP releases. See page 6, April 10 issue, for details.

### DECCA-CORAL—Expires May 10, 1961. Started April 10, 1961.

"America's Greatest Music Makers Are on Decca-Coral." An incentive program open to qualified dealers. Covers 13 new releases and 88 catalog items. See page 12, April 10 issue, for details.

### RIVERSIDE—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

### DANA—Extended through May 31, 1961. Started April 1, 1961.

"Half Price Bonus Plan." Buy one at regular price, get second one at half price. Offer covers complete catalog. See page 38, April 3 issue.

### STRAND—Extended through May 31, 1961. Started February 1, 1961.

"Major LP Expansion Program." Plan applies to complete Strand line plus new Elite percussion series. Details available from Strand's distributors. 90-day deferred billing with normal 2% discount for prompt payment.

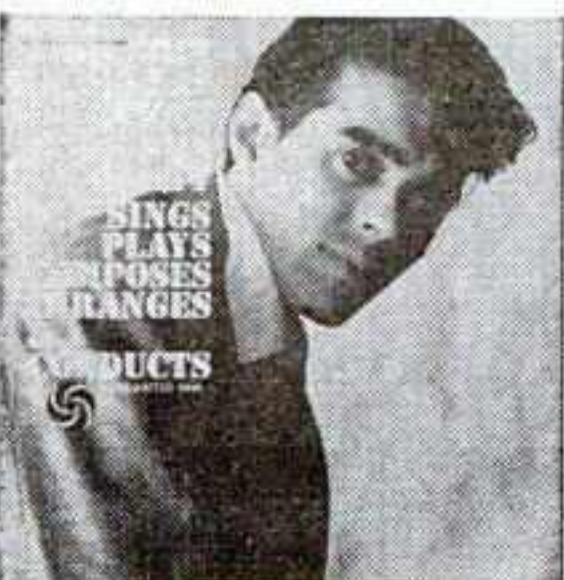
### LIBERTY—Expires June 2, 1961. Started April 24, 1961.

Special sales program on Gene McDaniels' new LP and two LP's previously released. Program offers 20 per cent discount on five-unit minimum orders in any assortment of the three albums, stereo and monaural. Discount will apply to reorders as well. See separate story current issue for details.

### DOT—Expires June 30, 1961. Starts May 1, 1961.

"Second Summer Sale." Albums will be specially priced to the consumer: \$4.98 stereo LP's at \$3.98; \$3.98 monaural LP's at \$3.29 and \$1.29 EP's at 98¢. Dealers will receive 90-day billing benefit. Program covers complete catalog. See page 1, April 17 issue, for details.

## ALBUM COVER OF THE WEEK



**THE COMPLEAT MUSICIAN**—Bobby Scott, Atlantic 1341. Distinctive, full-color photo of the artist, mostly in shades of brown, with the titles in white. Photo by Richard Heimann. Prime display item for jazz counters.



**ELLA FITZGERALD SINGS THE HAROLD ARLEN SONG BOOK**—Ella Fitzgerald, Verve V-4046-2. Eye-catching cover with a modernistic line drawing of the artist in white on a brown background with a black border. Album design: James Shade; art direction: Merle Shore. Top display material.

## RETAILING PANEL

### THE QUESTION

How do you determine what to order?

### THE ANSWERS

**STAN ATKINS**  
Novak & Atkins  
El Centro, Calif.

We've been in business here for 43 years, and have built up a strong clientele. A number of our customers have standing orders for new releases by their favorite artists. In our buying, we take into consideration our customer demands, what artists we know sell, and the type of music we think will sell. We try to sample most everything we order with the exception of those releases we know will move. We can remember when we bought from only six labels, now it seems like there are 600.



**MARIE PRICE**  
Price's Record Shop  
Ocean City, N. J.

For all my pop singles and albums, I use the Billboard charts exclusively. I make sure I have all the singles that are moving up fast on the Hot 100. With jazz, we order right from Billboard spotlights, because, frankly, we don't know that much about jazz. Generally speaking, with any new artist that gets a good review, we'll get hold of a copy of the record and listen to it ourselves. If we like it, we'll put it in stock and give it a try. About 80 per cent of ordering is from Billboard.

**JACK SCHAPS**  
Hillside Music  
Chicago

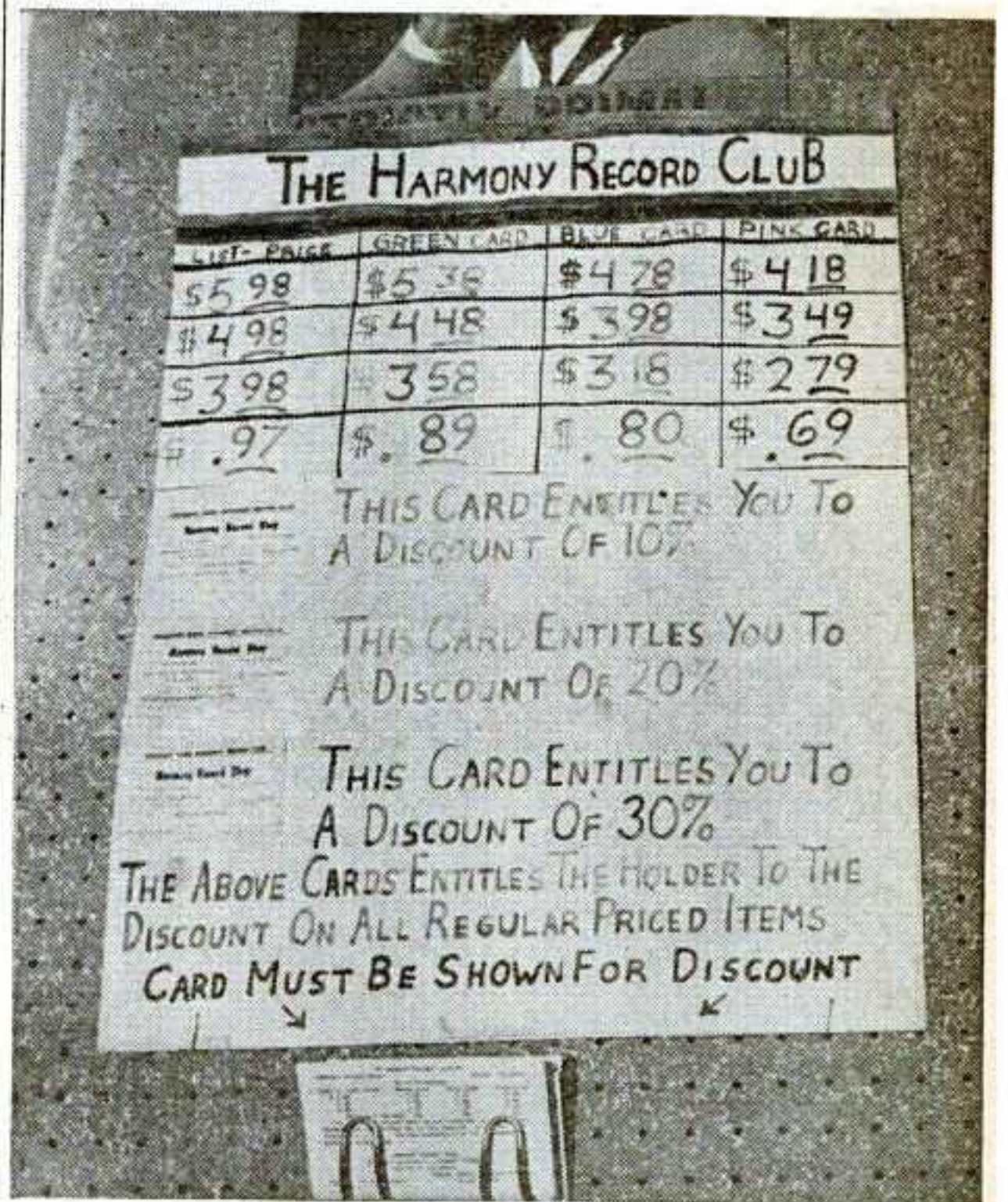
On standard stock LP's, we keep a perpetual inventory using a modified "green stock system." This consists of a specially designed sleeve kept with our reserve merchandise. Individual sales are recorded, and when we go below a certain minimum, we reorder. On new LP's buying is directed by our own judgment based on past experience. We depend on the salesman to show us new merchandise, and refer to reviews. Singles are slightly different—we buy almost exclusively by the charts. We also go heavily on requests. If we get calls for an item, we order. We also keep a card inventory on singles, but not as extensively as on LP's.

**HARRY E. CALLAWAY**  
Thearle Music Company  
San Diego, Calif.

Under present conditions with the tremendous number of releases coming from the great number of manufacturers, the dealer can only use his best judgment. In order to obtain records quickly enough for immediate sale, we buy samples unheard. Inasmuch as record manufacturers in competition with one another are encouraging dealers to buy sight unseen, there should be a more liberal return policy on first shipments. The dealer should be protected on sample orders with a 100 per cent return policy. In the scramble between manufacturers to beat each other to the punch, the poor dealer is often caught in the middle and becomes the partial financial goat.

tending NARM's conclave include Capitol Records Distributing Corporation President Mike Maitland, CRDC Vice-Presidents Stan Gortikov and Bill Tallant, and Album Sales Manager Bill Mikels. CRDC's Southern Regional Manager Wade Pepper also will attend.

## Gives Regular Patrons Progressive Discounts



AT THE ENTRANCE to his store Harmony Record Shop, Owner Jack Kaufmann has posted this sign to generate interest in his unique disk club. Four different grades of discounts are offered members, based on the amount of records purchased. Over a period of time, as purchases increase, they graduate to the next higher class and receive a greater discount.

"Making it worthwhile to be a regular customer" is the purpose of a unique traffic-building progressive discount plan which has been developed by Jack Kaufmann of Harmony Record Shop in downtown Denver.

As the plan operates, Kaufmann has simply made an extension of the familiar record club form of buying, altering it, however, so that as the record customer's purchases reach a specific level, he "graduates" to a better discount bracket, through four successive phases. Until he has purchased a predetermined number of records, his discount is a relatively small one. During the second phase, the discount is higher, and during the third, begins to amount to a real saving. If the customer continues buying enough records during the year, he eventually arrives at the fourth discount phase, which amounts to 30 per cent on all purchases.

"A 30 per cent discount will compete with even the most drastic price-cutters represented in discount houses, club buying and similar outlets," Kaufmann said. In issuing a card to each customer, as soon as he begins buying records, we point out that we reward the customer for being a regular purchaser, buying all of his records from us. We stress the fact that the customer who is a regular should be better rewarded than the customer who buys only occasionally.

Patiently explained to every new customer, this program began getting results from the outset. Now in the second year, there are more than 2,200 people listed as cardholders, all of whom are regular purchasers. Oddly enough, however, in two years only 29 people have reached the 30 per cent discount level. This means that there is only a tiny percentage of 30 per cent discount sales which, of course, cut sharply into profits. The big bulk of cardholders are buying at the second or third discount level, and almost characteristically, overestimate the number of records they will buy in one

year, and so, do not reach the fourth discount point.

"The program is actually payment for persistency," Kaufmann said. "We have registered many regular shoppers and they come from long distances. Many people in the record club are farmers, ranchers, small-town residents who habitually drop by our shop as part of a shopping trip into Denver and load up with records. These are the kind of customers we want."

The discount service has never been advertised at all, but has grown purely through word of mouth. A sample card is taped on one side of the entrance to the store, together with an explanatory sign, and this has created as many as a dozen new record customers in a single day.

Along with stimulating record sales to an all-time high for the Denver store, the plan has also set new records for the sale of tape records and phonograph accessories. "Traffic is what we were looking for, and traffic is what we got," Kaufmann summed up.

## Arvin Sets 3 Mth. Radio Promo Plan

COLUMBIA, Ind. — Arvin Industries has set a special three-month promotion employing two separate marketing methods on its 1961 portable radio line.

Under a special key city, test market plan of Life magazine, full-page, dealer listing ads will be run in five selected markets promoting the firm's eight-transistor portable. Dealers in the local areas have been provided with a special "Keyed to Your City" promotion kit providing a calendar of events within the promotion, repros of all ads and samples of in-store merchandising aids. The five cities are Seattle, Portland, St. Louis, Cleveland and Washington.

Co-op newspaper and radio advertising funds are also in the works. Promotion has been timed for Mother's Day, Father's Day, graduation and June bride markets.

## Capitol in Force At NARM Show

HOLLYWOOD — Capitol Vice-President Alan Livingston will head the label's half dozen executives attending this week's National Association of Record Merchandis-

ers annual convention in Miami Beach (24-28). The label is also contributing Stan Freberg to the event, who will serve as master of ceremonies of the Rack Jobbers' Awards' Banquet. (Recipients of the NARM awards was exclusively revealed in Billboard Music Week's March 6 issue.)

Other Capitol executives at-



## NEW DEALER PRODUCTS

### 2-Year Guarantee on Speakers

Two new speaker systems, the S-2 and S-3, being manufactured by the H. H. Scott Company, carry two-year guarantees. The S-3 (pictured here) consists of a low resonance woofer, mid-range unit and tweeter. The slightly larger S-2 contains a woofer, two dual-cone mid-range speakers and a special wide dispersion spherical tweeter. Mid-range and tweeter controls on both units allow for fine adjustment of each speaker system to particular acoustic environment.



East of the Rockies the S-2 sells for \$199.95, the S-3 for \$129.95. Both come in traditional finishes. Complete information is available from the company headquarters in Maynard, Mass.

### Disk Gets the Brush in This Dispay



The little long-hair pictured here gives accent to a new record-saving accessory being introduced by the Duotone Company of Keyport, N. J. The unit is called the selector-brush and combines a finger-sized groove selector with a tiny camel's hair brush that sweeps dust from the disk's grooves in front of the stylus. The device fastens to any tone arm and sells for 98 cents. A number of the units can be displayed on the special card shown sealed individually in their own bags.

### Console Bears 'Integrity' Mark

As the lovely young lady so strikingly points out, the new line of Stromberg-Carlson stereo phono-radio consoles are slanted and designed with young America in mind. This set, the SP-711/721, is constructed of hardwood with finishes in mahogany and Danish walnut.

The controls are top-mounted and the radio provides reception of AM, FM or AM-FM stereo simulcast.



The dimensions of the set are 38½ inches wide by 16¼ inches deep and 27½ inches high. The suggested list prices start at \$199.95.

### One Unit AM, FM Radio-Phono Console



The Grundig-Majestic self-contained stereo console carrying a model number SO-

120 UA is being marketed by Majestic International Sales of Chicago. The new set combines AM, FM, short-wave radio with a four-speed stereo phono. The unit comes in a clean, modern-styled Black Forest walnut cabinet which contains a two-section drop front for access to record player and controls. There are five speakers in the set—three of the large-to-mid-range variety and two tweeters.

### Swiss Transistor Disk Player Debts

Lecerene is the name being given to a new portable transistorized record player being introduced by the Transistor Sound Laboratory of Corona, N. Y. The set is specifically designed for use in schools, outings, parties and weighs only 10 pounds. The player has an automatic shut-off mechanism.

The motor is encased in a clear lucite housing and is capable of delivering absolute speed with battery voltage from 12 to less than 4 volts. It is priced at \$69.50.

### Tape Recording Reference Guide

A comprehensive tape recording reference guide has been published by the Nortronic Company of Minneapolis. It explains the fundamentals of tape recording and the procedures involved in converting a two-track recorder to four-track in simple terms.

The publication is profusely illustrated with such features as cross-section drawings of erase, record and playback heads and complete reference and cross-reference tables on four-track conversion and replacements parts.

The reference guide is available for 25 cents.

### UST Engages

• Continued from page 2

firm to cover the Arkansas, Louisiana and Mississippi territory; Brooke distributing, Inc., in Miami; Minneapolis' Stephens Distributing Co., and Kentron-Hawaii, Ltd., of Honolulu. In Los Angeles UST is turning over more of its multi-label lines to Allied Music Sales, a disk distributor strong in the tape field.

**HOLLYWOOD**—United Stereo Tapes will issue 29 four-track stereo tape packages, representing the product of eight separate labels, and covering various music facets from jazz to opera. Release highlights include three United Artists record albums, currently on Billboard Music Week's LP charts: "Great Motion Picture Themes," "Never On Sunday" sound track, and UA's "Music From Exodus."

Other labels represented in the release include London with a two-reel complete "Marriage of Figaro" package, Mantovani's "Song Hits from Theaterland," a twin-pak coupling the Ernest Ansermet reading of Bartok's "Concerto for orchestra" and his "Music for Strings," "Percussion and Celeste," plus a twin-pak of opera highlights combining "Il Trovatore" with "La Forza Del Destino." Also offered are (Ray Charles-Milt Jackson's "Soul Brothers"), Command (three percussion packages plus Enoch Light's "Far Away Places"), Coral (two Pete Fountain offerings), and 10 Decca items (including "Picnic" sound track, two by the Don Cos-sack Choir and Carmen Cavallaro's "Informally Yours").

## TALENT TOPICS

• Continued from page 5

in a variety revue called "Caught in the Act" at the Crystal Palace in Gaslight Square. The performers are the young guitar and bass duo, the **Smothers Brothers**, low-pressure sophisticated comic **Marc London** and 18-year-old songstress-comedienne **Barbara Striesand**. Producer **Jay Landesman** said the show is the first production of a series designed to showcase rising new talent. "Caught in the Act" started April 17 with performances at 8:30 and 10 p.m. Monday through Thursday and at 8, 9:30 and 11 p.m. Friday and Saturday, and is expected to run for three weeks. . . . **Al Hirt**, jazz trumpeter featured on the **Dinah Shore** show, scheduled a one-night-only performance (18) with the regular occupants, the Jazz Central group, at Jazz Central, Delmar and Skinker Boulevards. **John Hicks**.

### PITTSBURGH

**Guy Lombardo** and his orchestra have been booked into Syria Mosque May 8-10 for private Shriner affairs. Lombardo has also been booked into **Rose Calderone's** Twin Coaches night club in October by **Joe Hiller**. . . . Dawn Productions, local promoter, canceled out **Dinah Washington**, who was originally booked to headline a show at Carnegie Music Hall April 19, charging that she allegedly insisted upon three times the

salary agreed upon originally. However, the rest of the show went on, topped by **Walt Harper** and his Quintet and **Harold Betters'** quartet. . . . **Al Alberts** returns to the Horizon Room night club at the Greater Pittsburgh Airport May 8 following **Phyllis Diller**. **Cathy Carr** reports May 22 and **Tina Robbins** June 19.

**Tom Kennedy**, Capitol salesman here, will be married in Philadelphia on April 29. . . . **Little Anthony** and the **Imperials** have several prom dates in this area, beginning May 26 at New Kensington High School. . . . **Deejay Bill Powell** sponsored a jazz show at Carnegie Music Hall April 21 featuring **Ernie K-Doe**, **Jimmy Jones**, the **Splenders**, **Freddie Scott** and **Elroy** and the **Excitements**. Powell awarded citations to such Pittsburgh stars as the **Charles Bell Quartet**, the **Bobby Vinton** orchestra, the **LaBells**, **Martine Dalton** and **Roberto Clemente**, the **Pittsburgh Pirate** outfielder. . . . **Enzo Sturati** has a three-week date at the **Ankara** beginning June 19. The **Lane Brothers** open there on May 8.

Leonard Mendlowitz.

## FOLK TALENT & TUNES

• Continued from page 5

"Treasure of Love," "One More Chance" and many more. Deejays may obtain a copy of the Snow platter by writing to Hall at P. O. Box 849, Beaumont, Tex. . . . **Grandpa Jones** has just concluded a string of Southern dates for the **Gene Johnson** office, Wheeling, W. Va., with stops including Roanoke, Va.; Spartanburg, S. C., and Albany, Ga.

Canadian country singer **Russ Wheeler**, currently riding high in that area with his Rodeo-International waxing of "The Death of Johnny Horton" b.w. "A Sinner's Sweetheart," is lining up a tour of Ontario for early June and a trek through the Maritime Provinces for August. Wheeler has a new Rodeo-International release due off the presses in two weeks. Sides are "Atlantic Lullaby" and "When I Lost You." . . . A new c.&w. show,

"Ontario Jamboree," is presented on alternate Saturdays at the Country Club, Oakville, Ont., with **Al McNab** handling the emcee chores. . . . **Webb Pierce's** new Decca release, "Sweet Lips" b.w. "Last Night," hit the music racks last week. . . . **Warren Smith** is slated to cut several singles and an LP at Liberty Records, Los Angeles, May 1, with **Joe Allison** riding herd on the session. **Slick Norris**, Highlands, Tex., is handling Smith on personals.

"Would like to pass on the info that country music is booming in San Antonio," writes **Billy Deaton**, artist-deejay. "In the last month I have used **Jim Reeves**, **Ray Price** and **Ernest Tubb**, furnished through **Curtis Artists Productions**, and all three drew capacity crowds playing dances in the San Antonio area."

### Cellar Bill Seeks Stiff Penalties

• Continued from page 2

**Julian Abeles**, counsel for the Music Publishers' Protective Association, has been fighting for years for this type of legislation. Abeles told the House Copyrights Subcommittee that about one third of all records manufactured today are bootlegged by a group of about 500 record firms. Abeles made the statement to the congressmen during juke box hearings on a Celler bill to end juke performance exemption in the copyright law, in June, 1959.

During those hearings, Subcommittee Chairman **Willis (D., La.)**, who is still chairman in the present Congress, had agreed with Abeles that a revision of the Copyright law to permit damage awards as well as the mechanical royalty recovery, would help stamp out the record piracy. Abeles had pointed out that although the courts in individual cases helped whenever possible, the recovery limited to treble the mechanical royalties

customarily came to "peanuts" under the present copyright act.

#### Tough to Prove

Abeles had pointed out that with counterfeiters operating "out of a hat," and constantly on the move, it was almost impossible to prove counterfeiting of hundreds of thousands of records which flooded the market and killed the legitimate hit disk. In most cases, the counterfeiter might be caught with a few hundred disks, no books or records of the deals, which are usually made on a cash basis. Recovery would then be only a matter of about \$30 on, for example, 500 counterfeit disks of hit tunes, when actual loss in royalties, sales and prestige was in the thousands. (The Billboard, June 15, 1959.)

The suggestion of criminal penalty for disk piracy was also made at that time, bringing a smile of pure bliss to the face of veteran music attorney Abeles.

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# MOA Exhibits Space Near Sell-Out, Planning at Peak

CHICAGO — Music Operators of America is near a sell-out on exhibit space, with less than 10 booths remaining, for its convention, May 15-16-17, at Miami's Deauville Hotel.

MOA president George Miller met in Chicago last week with E. R. Ratajack, managing director of the association, to discuss convention plans.

Miller continues on to Miami to direct arrangements for the convention with Ratajack remaining in

Chicago to co-ordinate activities until convention time.

**Diverse**

Ratajack indicated that exhibits would include the most "diversified list of coin-operated equipment ever gathered under one roof—everything from walking horses to talking machines."

Attendance, according to advance reservations, is expected to be excellent.

A wide range of forum and  
*(Continued on page 49)*

# Seeburg Distribs Wind Up Parleys In Four Regions

CHICAGO—Seeburg winds up a series of four regional sales meetings with a session tonight (24) in San Francisco. Meetings were also held last week in Chicago, New York and New Orleans.

Seeburg officials met with local distributors in each area. Tom Herrick, Seeburg vice-president, said the meetings were merely routine sales sessions and did not involve any new equipment.

Representing the factory at each of the meetings were Bob Kelly, executive vice-president; Leonard Gross, vice-president in charge of Seeburg's vending division; Jack Gordon, vice-president in charge of the phonograph division; Herrick, in charge of marketing, and John Stuparitz, sales engineer.

# Westchester Guild Dinner Draws 250 Ops, Guests



ABE GREEN AND BARNEY SUGARMAN (l. to r.), from Runyon Sales, local AMI outlet, trade chatter with Al (Senator) Bodkin. The three are pictured at the annual dinner of the Westchester Operators Guild, held Tuesday (18) in Yonkers, N. Y.

YONKERS, N. Y. — A gala assemblage of coin industry personalities turned out for the 10th annual dinner of the Westchester Operators Guild here, Tuesday (18). More than 250 were present when the first course was served at Tropical Acres restaurant.

Guild president, Carl Pavesi, following a short speech of welcome to the guests, presented gold watches to treasurer Louis Tartaglia; general chairman of the dinner, Seymour Pollack, and counsel Malcolm Wein, for their long service to the Guild. Pollack, whose brother passed on last week, was not present. His award was accepted for him by Harold Rosenberg.

Toastmaster Malcolm Wein presented a United States Savings Bond to Pavesi for the latter's continued outstanding service to the Guild in his role as president.

In addition to dancing, entertainment was provided by singers Gloria Lambert and Eddie DeMarr, whose services were obtained through arrangements made by Frank Campana, artist relations manager for Columbia Records. Miss Lambert is featured on the Mitch Miller "Sing Along With Mitch" TV show. Emcee for the affair was Hi Sands.

The Seeburg Corporation was represented by three top executives from Chicago in the persons of Robert Kelly, Tom Herrick and Jack Gordon. From Atlantic New York, local Seeburg distributor, were Meyer Parkoff, Murray Kaye and John Stuparitz, while Bill Adair, of Eastern Music Systems, Philadelphia, Seeburg Quaker City distributor, also was present.

Runyon Sales, local AMI distributor, had a large contingent on hand, including Barney Sugarman, Abe Green, Myron Sugarman, Morris Rood, Irv Kempner and Lou Wolberg. Irving Holzman, head of United East Coast Corporation, New York distributor for United Manufacturing, was also present. Holzman will be guest of honor next month at the annual dinner of the coin industry division of the United Jewish Appeal.

Al Denver, Nash Gordon and Joe Godman were all present, representing the Music Operators of New York. Other guests included Al (Senator) Bodkin, Tom Greco of the New York State Coin Machine Association, Jack Wilson of the New York Operators Guild and Jerry Lambert of the Connecticut State Operators group.

Entertainment chairman and co-chairman of the affair along with the absent Seymour Pollack, was Nate Bensky, who later expressed satisfaction at the high success of the event.

## 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.

SURRENDER A. D. LONELY MAN	ELVIS PRESLEY RCA Victor 7850
PLEASE TELL ME WHY AND YOUR ONE AND ONLY LOVE	JACKIE WILSON Brunswick 85208
WALK RIGHT BACK AND EBONY EYES	EVERLY BROTHERS Warner Bros. 5199
THINK TWICE AND FOR MY BABY	BROOK BENTON Mercury 71774
FELL IN LOVE ON MONDAY AND SHU RAH	FATS DOMINO Imperial 8734
FLAMING STAR SUMMER KISSES, WINTER TEARS AND ARE YOU LONESOME TONIGHT? IT'S NOW OR NEVER	ELVIS PRESLEY RCA Victor LPC 128 (33 Compact Double Disk Only)
WHERE THE BOYS ARE AND NO ONE	CONNIE FRANCIS MGM 12971
GOOD, GOOD LOVIN' AND (DANCE THE) MESS AROUND	CHUBBY CHECKER Parkway 822
TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 5741
JURA (I SWEAR I LOVE YOU) AND IT'S BEEN A LONG, LONG TIME	LES PAUL AND MARY FORD Columbia 41994
LITTLE EGYPT AND KEEP ON ROLLING	COASTERS Atco 6192
EIN SCHIFF WIRD KOMMEN (A Ship Will Come) AND MANCHMAL TRAUM ICH VOM KORNFELD (Sometimes I Dream About the Cornfield)	LALE ANDERSON King 5478
BUZZ BUZZ A-DIDDLE-IT AND OPPORTUNITY	FREDDY CANNON Swan 4071

# Katz Sets Distribs For Kiddielane Co.

WESTBURY, N. Y. — Charles Katz, equipment sales chief for Kiddielane Manufacturing here, has just returned from a trip to the West Coast with stops in New Orleans, Dallas, Houston; Tucson, Ariz.; Oklahoma City; Phoenix, Ariz.; Los Angeles, San Francisco, Seattle and Denver.

During the trek, Katz set up new distributorships and debuted his firm's new Whirlybird Helicopter and Moon Rocket rides. Katz made at each stop a presentation based on tests made during the last nine months on the earning power of the units.

# NASSAU JUNKET IN MOA PLANT

CHICAGO — A three-day excursion to Nassau will be among the many social events available to operators and guests at the May Music Operators of America Convention in Miami.

The trip is being planned immediately following the conclave, May 18-20.

Wylly's Tours, Inc., Miami, is arranging the trip, with costs to be kept nominal.

The excursion will leave Miami Thursday (18) morning via Cunard Eagle Airways. Upon arrival at Nassau, private limousines will convey the operators to the British Colonial Hotel. After the evening meal, guests will get an escorted tour of Nassau's night life.

The following day's schedule calls for tours of the city, "Old Nassau," native quarters, Old Fort Charlotte and other landmarks. Dinner will be at the British Colonial Hotel followed by entertainment and dancing.

The third day is available for golfing, swimming, fishing and other island activities. Shopping is expected to be quite an attraction as visitors will have a \$200 duty-free allowance of merchandise to bring back to the U. S.

# Another Bill to Outlaw Shipment Of Gaming Units Hits Congress

WASHINGTON — Another bill to outlaw the shipment of gaming devices in interstate and foreign commerce has been introduced in Congress, this time by Sen. James Eastland (D., Miss.).

The Eastland bill (S. 1658) is similar to bills introduced earlier this session by other members of Congress (BMW, January 30, February 13). Basically, it would amend the Johnson Act to outlaw the shipment of machines described as follows:

"Any other machine or mechanical device (including, but not limited to, roulette wheels and similar devices), designed and manufactured primarily for use in connection with gambling, and (a) which, when operated, may deliver as the result of the application of an element of chance, any money or

property, or (b) by the operation of which a person may become entitled to receive, as the result of the application of an element of chance, any money or property . . ."

Shipments of gaming devices would be allowed, however, to States or sections of States where gambling is legal. This means that Nevada and several counties in nearby Maryland would be exempted from the ban.

The bill would also tighten up the registration requirements of the Act, and allow Federal Bureau of Investigation agents to have access to records of those who make, repair, recondition, deal in or operate such machines.

Bill was referred to the Senate Judiciary Committee for study and comment. Senator Eastland is chairman of the committee.



# Milwaukee Ops Hear CMC Story

## Mo. Ops Faced With Increase In Cig Taxes



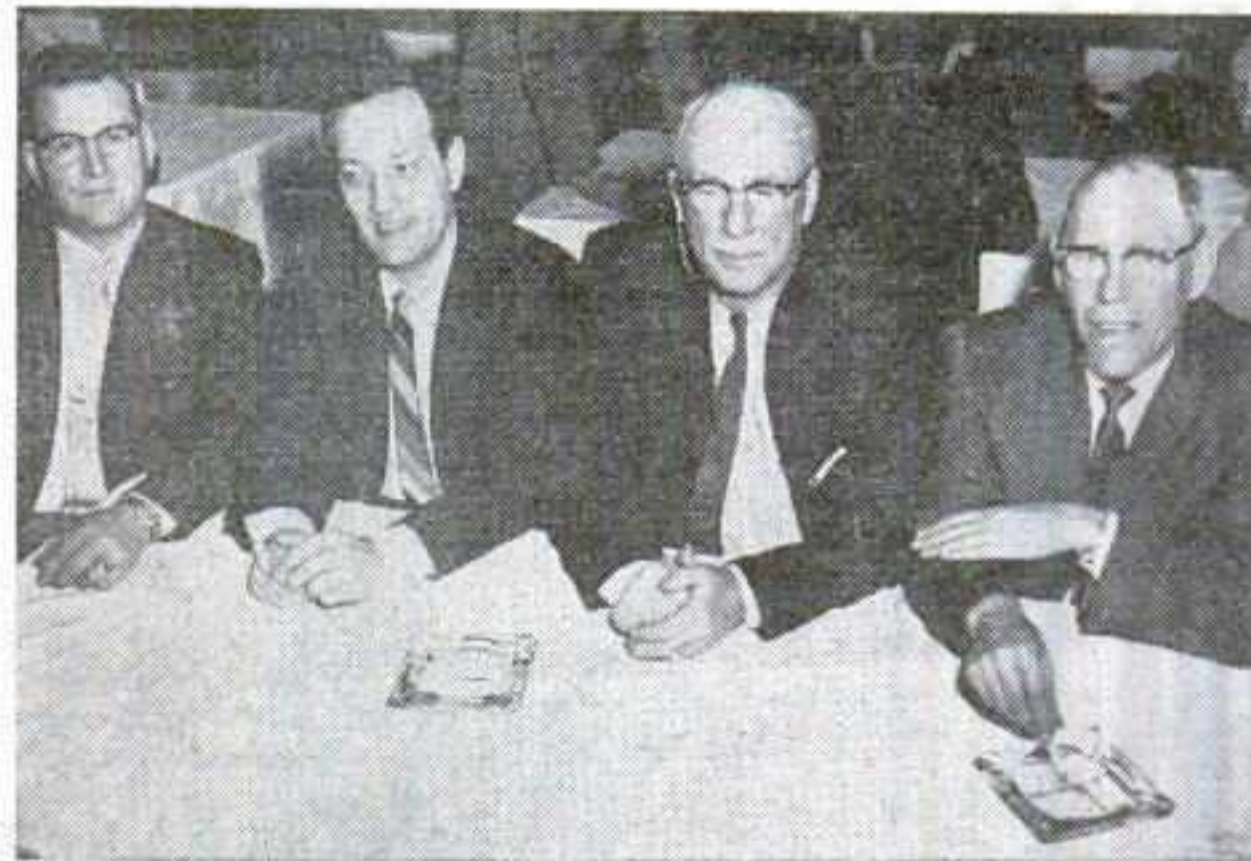
**TAKING TIME OUT** for refreshments are, left to right, Joe Beck, Mitchell Novelty Company; Eddie Puzia, Triple A Amusement Company, and Sam Cooper, Paster Distributing Company. The operators heard Lou Casola defend the industry against "shotgun" charges by local newspapers.



**PR SPOKEMEN:** Left to right, Earl Finberg, Public Relations Board; Lou Casola, president of the Coin Machine Council, and C. S. Pierce, Brodhead, Wis., director of the Music Operators of America. Standing are Sam Hastings, president of the Milwaukee group, and John Bilotta, New York State Wurlitzer distributor. Casola told members of the Milwaukee Coin Machine Operators' Association how to build a better public image for the coin machine industry.



**LOU CASOLA**, left, president of the Coin Machine Council, chats with Doug Opitz, Wisconsin Novelty Company, who has been appointed to represent Milwaukee operators on CMC. Casola was main speaker for the evening (BMW, April 17). The event was covered by the daily press, at the invitation of the local association. The meeting is the first in a series calculated to show the image of the industry in its proper light.



**WAITING FOR THE MEETING** to start are, left to right, Clarence Smith, Milwaukee Amusement Company; Sam Cooper, Paster Distributing Company; Dewey Wright, Wausau, Wis., and Herb Tonnell, Appleton, Wis. The meeting was termed "a step in the right direction" by Sam Hastings, president of the group.

ST. LOUIS—Passage of a bill by the Missouri Legislature to increase the State tax on cigarettes from 2 to 4 cents a package has started operators here thinking about the effect the measure will have on the cigarette vending industry. The bill was sent April 13 to Gov. John M. Dalton to sign it into law.

Governor Dalton said at Jefferson City that he would sign the bill May 1. The cigarette tax bill carries an emergency clause which will make it effective on the governor's signature.

Since a St. Louis cigarette tax increase from 1 cent to 3 cents in July 1958 was absorbed by both the operators and customers, operators here have no alternative but to increase the cost of cigarettes 5 cents across-the-board. This will mean, operators speculated, that cigarettes vending for 30 cents will be raised to 35 cents and those selling for 25 cents will be increased to 30 cents.

Cigarette vending operators said when the St. Louis tax increase almost three years ago became effective that the hike was felt since overhead continually was going up. The feeling now is that a 2-cent increase cannot be absorbed.

Under the bill as passed by the Legislature, consumers will be permitted to claim the tax as a deduction on their State and federal income tax. The measure was first passed by the House of Representatives and then by the Senate in a slightly different form.

The Senate amendment defined the proposed total tax of 4 cents a package as a tax on consumers—the smokers—and thereby makes it deductible from income tax. It was passed in the Senate by a vote of 29 to 4.

The House concurred in the Senate version by a 128 to 12 vote margin. The present 2-cent State tax is regarded as an excise tax and is not deductible on State and federal income tax returns.

## Stan. Automatic Holds Bally Service School

LITTLE ROCK—Standard Automatic Distributing Company, Inc., held a service school on the Bally line, conducted by Paul Calamari, Bally sales engineer, April 4 at the Albert Pike Hotel here.

Operators from Arkansas, Tennessee, Mississippi and Missouri attended the all-day session which included a luncheon hosted by Dan Levin, Standard Automatic.

Among those present were Clyde McWhorter, Granada, Miss.; David Witty, Harrison, Ark.; Coy Mullinax, Memphis; Jack Canipe, West Memphis, Ark.; Herman Thielenier and Bob Brunner, Marked Tree, Ark.; Ralph Gammill and Al Engeler, Fayetteville, Ark.; E. Holtzlander, Charles Wilcox and Tim Massanelli, Pine Bluff, Ark.; C. W. Terry and Charles Horner, Springdale, Ark.

D. F. Campbell and Bob Fortune, Newport, Ark.; Bill Shelby, Carthursville, Mo.; Pete Saltern and Olan Jackson, Brinkley, Ark.; Harry Tiebe, Crosssett, Ark.; A. G. Williams and Jack Cooley, Monticello, Ark.; Paul Hurst, Atkins, Ark.; W. E. Hazelwood, Eldorado, Ark.; and Billy Simpson, Stuttgart, Ark.

From Hot Springs: Earl Gill, F. Nation, Kenneth Nation, Joe Thompson, Dub Lewis, Martin Montgomery, Earl Bass, Earl Bishop and O. S. Smith.

From Little Rock: D. L. Spradlin, R. E. Mimms, Hascal Pearson, Bill White, George Check, Buel Wortham, Jimmy Wilson, Bob Franklin, J. D. Ashley and C. W. Holmes.

# Nine-Speaker Set-Up Hikes \$\$

SALT LAKE CITY — Lee Caputo, owner of the Radio City Lounge here, is one location owner who believes in the old adage "You've got to spend money to make money."

When he signed up with J. H. Rudder, veteran Salt Lake City operator, he met a kindred soul. Rudder, a Wurlitzer distributor as well as operator, doesn't hesitate to install as elaborate an installation as the location will warrant, and in this popular downtown cocktail lounge, he created the sort of convincing testimonial which has led to many similar installations throughout the Mormon capital.

With a seating capacity of 150, and featuring live music two nights per week, the Radio City Lounge provides what is probably the best balanced stereo music coverage in the Rocky Mountain area. To keep the sound at a smooth, penetrating level throughout the big bar, Rudder and Walt Poteet, Western States supervisor for Wurlitzer, installed no less than nine speakers, averaging about 15 feet apart throughout the two long, narrow rooms which make up the 150-seat bar. In addition, as a trump card, a big bass speaker was installed right on the bandstand used by the weekend live talent — where it brings the heavy bass beats closest to the dancers. (Salt Lake City is one of the few major cities in

the country which encourages juke box music for dancing).

### Bar Controls

With a multiple control behind the bar, Caputo can adjust the decibel sound level accurately throughout the big bar area, and keep it at a pleasant pitch which makes possible average-tone conversation throughout the Radio City Lounge but still provides plenty of beat for dancers. Something of a student of acoustics himself, Caputo found through experience that the presence of many people in the lounge was in itself enough to soak up much of the sound produced, as were many drapes and hangings throughout the bar. "I proved that to myself on the first Sunday, after the installation came in, when the system was turned on during a clean-up period," Caputo grinned. "It was actually loud enough to be irritating, with the rooms empty, but at a thoroughly comfortable level with them full."

Caputo's theory, as he expressed it to Poteet and Rudder, was to literally surround his customers with good music, no matter where they happened to sit. With the nine speakers, all strategically placed, this hasn't been difficult to do.

Caputo, whose former juke box installations had been more or less standard, began learning things right away after the complex stereo installation went in. Origin-

nally, he spotted the 200-play Wurlitzer back at the dance floor, which is somewhat removed from the front. Here, returns were only moderate. Disappointed, the bar owner experimented instead with re-locating the juke box midway between the dance floor and the booths and bar-rail section at the front. Here, where it was within easy reach of each patron at the front where traffic is naturally the heaviest during peak dancing hours, play was 20 per cent greater than at the rear.

### Lazy Dancers

"People simply would not go back to the dance area to put their coins in the juke box, unless they were actually dancing," Caputo indicated. "Whereas, on the other hand, they would cheerfully walk up to the front to select music. Now, we use wall boxes, mounted along the bar, keep the phonograph itself, midway so that the coin drops are nearly all in the front 50 per cent of the floor space. There, it shows best returns."

Surprisingly, although Caputo oversees every element of his juke box operation closely, he has left it up to Rudder to provide the music menu, requesting only one or two records per week on an average. Only three or four records a week are changed on the big juke box, a figure which Caputo admits is somewhat light. "We might improve things by changing 10

per week," he said. "However it is very difficult to hit on the exact combination."

Half of the music menu at Radio City Lounge is dance music, the rest split among instrumentals, the top 20, and old favorites. One insistence which Caputo does make is that the 10 top artists from a popularity standpoint are always included in the menu. "We have no call for Western music at all," he said. "In fact, a single hillbilly bit would create so much dissension and complaints here that we simply leave this aspect of music out of the picture. Only rarely does a rock and roll number get on as well."

With slightly more than \$3,000 spent on this installation, it continuously pays dividends for the Salt Lake City operator, in "showing the possibilities to other location owners."

## World Wide Revamps, Modernizes Facilities

CHICAGO — World Wide Distributing Company here, newly named outlet for Seeburg, is undergoing extensive overhauling and modernization of its facilities.

The firm is installing a complete parts department, enlarging its shop facilities, and remodeling showrooms.



# Willie Blatt Sounds the Call to Ops To Attend Convention, Get Answers



WILLIE BLATT

MIAMI—Willie Blatt, a veteran of the coin machine industry, last week issued a call for operators to attend the forthcoming Music Operators of America convention and get the facts about vital changes taking place in the industry.

## Basch to Arrange MOA Floorshow

MIAMI — Buddy Basch, New York promotion man, will arrange the floorshow and annual banquet for the convention of the Music Operators of America, which ends its three-day run May 17 at the Deuville Hotel, Miami Beach.

Basch has been successful for the last few years in bringing to MOA shows some of the nation's top recording artists. His office represents artists, music publishers, managers and record companies.

when answering ads . . .  
**Say You Saw It in Billboard Music Week**

Blatt, a director of MOA, has long been active in public relations and numerous industry activities.

He noted there has "never been a time when the need for an all-coin machine meeting has been greater."

### Questions

Among questions posed by Blatt: "Are the giants going to eat up the little man?"

"What, if any, substantial changes in equipment are going to be made in the near future?"

"Will the prices of equipment continue to go up?"

"What is the music industry's position on ASCAP?"

"What help can the operator expect to get in fighting anti-juke box legislation?"

### Individual

Blatt added that individually the operator faces many decisions. "Diversify or not? Diversify into what? Streamline into profitable operating? How do you face the urban renewal problem which cuts off location sources? Do the suburbs provide a favorable market? Will the distributor pattern, so firmly established in this industry, continue? Should the operator expect an expansion of distributor operating competition? Will stereo singles become available? Will any singles be available? What about 33 1/2 r.p.m.?"

Blatt said he personally guarantees that these questions will be answered at the MOA convention.

"Without these answers," he noted, "the average operator is going to be hard put to survive. The man who gets the answers is going to wind up with a better business."

"I say to every operator in America — quit adjusting to rumors. Come to the convention and get the facts."

# Ernst Browning Combines Civic Responsibility With Coin Operation

By JOHN HICKS

ST LOUIS—Ernst Browning, 51-year-old transplanted St. Louisan, is a businessman with two distinct careers—careers of being a coinman here since 1936 and a leader in civic affairs—both of which are fitted in perspective in his outlook on life.

Browning is founder and currently a partner in the Browning and Farber Novelty Company, one of the largest game and music operating firms in the Metropolitan St. Louis area. In the line of civic activities, the coinman also was president and a founder of the St. Louis Men's Club of the Jewish National Home for Asthmatic Children and Children's Asthma Research Institute and Hospital. The club, started 17 years ago, was one of the first men's clubs established in the United States.

Civic affairs have been interwoven into Browning's life since he came to the United States from Germany in 1934. He is active in several organizations and recently was elected a St. Louis delegate to the 34th International Variety Clubs convention in Miami Beach at the Fontainebleau Hotel.

Browning and Farber Company is a progressive firm which attributes its success to service given on a personal basis. This approach is apparent in Browning use in getting locations.

He says: "I will tell owners that any operator can supply the same equipment. I have to sell myself as well as the service we provide. Competition is the same but it is the little extra service that is given to customers that

counts. The solid foundation and reputation is built in the business through the years by treating location owners as individuals, listening to their problems and trying to help solve them from genuine interest."

An example of Browning and Farber's progressive attitude is the switch to 33 records on new music machines. The company has many 33's out, not because the firm believes they will bring in more money but because "it shows customers you are willing to give them the latest equipment and it creates goodwill."

Browning put it this way: "Supplying 33's is just like a building owner redecorating an apartment for good customers — it's part of the service that is supplied. A customer doesn't have to come to us and say he wants a better machine. When we see his collections warrant and he deserves it, we give the newer machine to him."

His attitude is based on practical philosophy. "If we don't give good equipment and service, the location doesn't make money. This affects us too." Mechanics of the company are on duty daily until midnight. Record costs are high, the operator said, but if the location wants new records and feels they will help the business, we get them.

Stereophonic music "laid on egg," he thinks, principally because the records were not available. "If on a 160-record machines, we got records for them we were lucky." But, he continued, that is what the public wanted. As to 33's he said there is no problem about getting 33

singles. They are coming out slowly but there are enough to satisfy the needs for the boxes which play them.

Browning is convinced that what the industry needs is the Coin Machine Council, which was set up to achieve for coin operators community respect, public understanding, industry recognition, operating stability and increased prosperity. Browning said that the operator can be a good citizen, pay his taxes and respect the law but a few bad ones can give the industry as a whole an unsavory reputation.

### Equipment Donated

The Browning and Farber Company has made gifts of game machines and juke boxes to many charitable organizations for both the goodwill such gifts create and the sincere desire to help and assist people. The gifts have been made without regard of race, creed or religious beliefs.

The company founder said: "Since I was not born in the United States and came here as a refugee, I feel the only way to show my appreciation to a country in which a man can start from nothing and make good is to be charitable and help in any way he can."

This concern of Browning for the welfare of other people has been shown through membership in the founding group of the Auxiliary Police of University City (a St. Louis municipality) until he moved to the municipality of Olivette three years ago, serving as a member of the St. Louis

(Continued on page 51)

# 11th

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# M. O. A.

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URBAN RENEWAL BOTHERING YOU?

HEARD ANY RUMORS LATELY?

SHOULD YOU DIVERSIFY YOUR OPERATION?

WHY PUBLIC RELATIONS?

LOCATION CONTRACTS?

"JUKE BOX" RECORDS HARD TO GET?

BIG MAN VS. LITTLE MAN?

45 R.P.M. AND/OR 33 1/2?

IS THE TAX MAN YOUR BOGEY?

LOCAL TAXATION?

PROGRAMMING?

DEPRECIATION?

INDUSTRY UNITY?

LOCATION LOANS?

WHAT IS H. R. 70?

These questions and many more will be answered at the business meetings of the convention. Get the answers!

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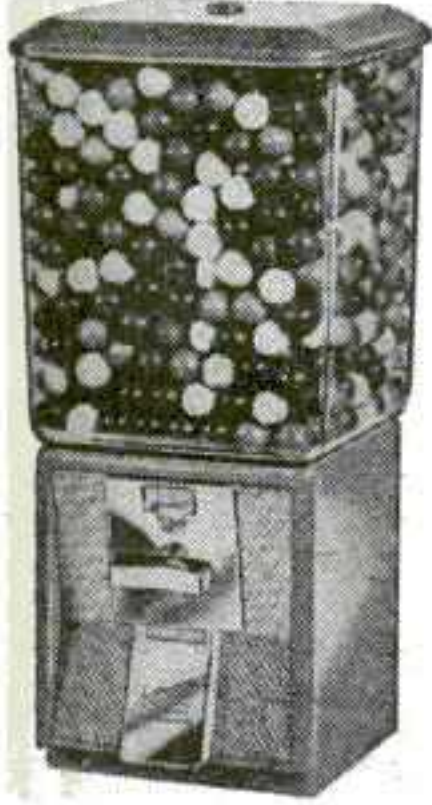
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Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.63
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.70
Cashew, Butts	.60
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 55¢ ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$ .30
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Blo Ball Gum, 100 ct.	.32
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	\$ .45
Wrigley's Gum, all flavors, 100 ct.	.45
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Minimum order, 25 Boxes, assorted.	

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You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



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**Juke Box Serviceman  
Is Part-Time Bulk Op**

**BILLBOARD  
Juke Box  
Service Man  
MUSIC WEEK**

INDIANAPOLIS—Ask Otha A. Abbett Jr. why he got into the bulk vending field and he is likely to give you this characteristic answer: "I just like it." Liking the vending business comes naturally to the operator who is a juke

box repairman during the regular work week. The 26-year-old coinman devotes his spare time to his route of about 300 bulk vending machines. He started out in the industry with five penny peanut machines about two and a half years ago, and plans to expand his operation to 700 machines by the end of this year.

A native of Indiana, Abbett is engaged in a fund raising program in co-operation with St. Margaret Hospital Guild's therapeutic ward for mentally retarded children in Indianapolis. He has been assisted in securing bulk vending locations by Guild President Mrs. E. O. Mitchell, whom he said "has been very co-operative."

**No Commission**

As in the case of other operators whose routes are run for charitable and non-profit organizations, the locations on Abbett's route receive no commission. Owners donate space for the machines as

their contribution to the cause of the service organization for children.

Abbett services his routes generally about every four weeks. His operations are highly diversified, consisting of about 60 per cent nickel cashew machines and the rest made up of ball gum, Boston baked beans, jelly beans, Spanish peanuts and chickles.

His regular job is with Lew Jones Distributing Company in Indianapolis, where he has been employed for about seven years. The company has encouraged him in his sideline and has assisted in seeing that his operation is run on a business basis.

Abbett has lived in Indiana except for seven years spent in Buckeye, Ariz. He was graduated from the Buckeye Union High School in 1952.

The bulk operator doesn't have time for hobbies because his job requires him to spend a couple nights a week working, he says. Beside, he has to spend some time with his wife, Sharon, and their 13-month-old baby, Joni Lynne. The family lives at 604 Brookville Avenue, Indianapolis.

With an eye on the future, Abbett already has signed up for membership in the National Vendors Association through Jason Koritz of Marjay Vending Company. The part-time bulk vendor explains: "I love the business and like the idea of meeting people."

**Boys Town of Ill., Bulk Operator,  
Holds Annual Picnic on June 24**

GRAFTON, Ill.—Boys Town of Illinois, which operates a bulk vending route of some 2,500 machines from its headquarters near Pere Marquette State Park here, will throw open its gates to the general public June 24 for the annual picnic of the charitable organization.

An invitation has been extended to visit the institution, a natural beauty spot of 720 acres of wooded hills and farmland, and inspect the facilities for boys under

its care. These facilities include a school building and living quarters provided in two other buildings.

Guided tours will be conducted on the grounds of Boys Town during the picnic. Picnic prizes also will be given away. They will include an RCA color console television set as first prize, a second prize RCA portable television set and three third prizes which will be Polaroid cameras.

Winners will be selected from those who take 25 cents donation tickets (or five for \$1). A winner need not be present to receive his prize. Donations for the tickets to help the organization in its service of assisting boys to become good citizens

Meanwhile, Boys Town is continuing to put out more bulk vending machines throughout Illinois. The institution has been "gratified" by the interest shown in this program. All receipts received from the bulk vending operations are earmarked for a program to extend its service to youngsters.

The vending machine program is under the direct supervision of Jason Koritz, chairman of the public relations committee of Boys Town of Illinois, with assistance from his son Mark.

**NCWA Sets Meet**

WASHINGTON—The National Candy Wholesalers Association will hold its 1962 Western Candy Show and Convention, February 27-28 and March 1, at the Flamingo Hotel, Las Vegas.

According to Harvey Thiele, Santa Fe, N. M., chairman of the Western committee of the NCWA board, the 1962 show will include a packaging clinic for candy baggers.

Other plans for the show and convention will be announced in the near future.

**NO EXCUSE FOR  
CHEWING NAILS**

DENVER —A sense of humor is just about as valuable in merchandising ball gum, as in any other sort of retail operation, according to Lawrence Bell, with bulk operations in most northeastern-Colorado communities. Beginning March 15, and until April 15, Bell posted a sticker on each of his bulk locations which read "Income Tax Problems? Chew Gum And Relax!" He found, as he had expected, that the label got a wry grin from most people who read it, and reminded about twice as many people as normal to drop a penny in for ball gum.

**N. W. Corp. Opens  
New Plant, Office  
With Festivities**

CHICAGO—Northwestern Corporation hosted some 350 town-folk to the official grand opening of its new plant and offices in Morris, Ill., last Wednesday (19).

Several bulk vending traders attended a luncheon preceding the festivities. Included were Don Mitchell, National Vendors Association counsel; Jane Mason, Leaf Brands sales executive and NVA executive-secretary; Paul Crisman and Tom King, King and Company, Northwestern's Chicago distributor; Fred Amann, Vend magazine; and Dick Ford, Billboard Music Week.

Hosting the festivities were Waldo Bolen, Northwestern president, and Ray Greiner, sales manager.

The plant was opened to the public in the evening. Refreshments were served and tours of the facilities were made.

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8-COL. STONERS, post war	\$135.00
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**CIGARETTE MACHINES**

8-COL. CRUSADERS	3 for \$100.00
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9-COL. NATIONAL M	75.00
9-COL. NATIONAL ML	80.00

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**INTRODUCTORY DEAL:**

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\$19.95 per introductory deal  
"PEPS"—40¢ per lb. packed 30 lbs. in  
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Vendors



# Expanded Enforcement of Store License Law Feared by Ind. Ops.

By JOSEPH KLEIN

INDIANAPOLIS — Expanded enforcement of the old store license law may result in what would be tantamount to the imposition of a per-machine tax on thousands of bulk vending machines in Indiana. Plans for the comprehensive assessment of such equipment at the graduated rates provided by the State's "chain store tax" law was announced last week by Anthony Maio, head of the Store License Division of the State Revenue Department.

The license would not be required for machines on locations for which the owner has already obtained a license.

### Operator Problem

However, many types of premises — such as public and office buildings, for instance — are exempted from the store license law. Thus, where such exemption is granted, the responsibility for securing the license falls upon the shoulders of the operator whose equipment is installed there, Maio explained. In this category, he said, are machines dispensing cigarettes, soft drinks, candy and snacks.

Notices of the law with demand for payment of the license fee will be mailed out immediately, Maio disclosed. He revealed further that three investigators are at work compiling a list of the unlicensed equipment. The number of such machines is not yet ascertainable, he said.

That the division will assume a stern attitude in pursuing the matter was confirmed by his further announcement that a double penalty for delinquent licenses will be payable for as far back as 1959.

### Rate Schedule

As provided by law, the rates for each store — or vending equipment — follow:

Single store or equipment, \$3; 2 to 5 stores or equipment, \$10; 6 to 10 stores or equipment, \$20; 11 to 20 stores or equipment, \$30; over 20 stores or equipment, \$150. All the above rates are plus 50 cents filing fee.

Enacted in 1929, the graduated feature of the law has been under challenge ever since.

### Modification Sought

The Indiana Commission on State Tax and Financing Policy, a body created by the General Assembly, has been requesting its modification for over a decade.

Mystifyingly, however, the Legislature has ignored the recommendation.

The enlarged application of the law is certain to ignite a crisis in the State's vending business. A bulk vending operator with 50 or 75 pieces of equipment will suddenly find himself in a tax bracket with A&P.

For, in fact, the tax was conceived and created at a time when local business, staggered by the depression, sought to impose competitive burdens on chain stores.

### Archaic Law

The Indiana Chain Store Council has charged that store license fees discriminate against a selected segment of business. The organization points out that the fee was the result of "depression financing," that in recent years the demands for this type of license fee has almost vanished and that only 16 of the original 28 States still impose such fees.

Even the Associated Retailers of Indiana, a powerful organization of local independent merchants, supports the Council in its quest for the repeal or, at least, the modification of the tax.

An ARI spokesman told the Commission that "the former feeling of bitterness on the part of independent stores toward the chains no longer exists" and that the tax "in its nature is unequitable and unjustifiable."

In its report to the Legislature, whatever might have been the justification for the original Act, the

schedule in the light of current conditions was discriminatory.

The Commission was of the opinion, however, that retail outlets should still be required to register each year, largely as a method of policing gross income tax collections.

In summing up its recommendation, however, the Commission asked:

"That the store license act be amended to repeal the graduated rates (the "chain store tax") for stores under the same general management, ownership and control; and that all retail outlets be registered annually at the present uniform rate of \$3, plus the 50 cents filing fee."

As the State's vending operators were bracing for the new emergency, the head of a drug chain said that they should have heeded the prophetic warning of the Chain Store Council as sounded before the Commission some years ago and joined the effort to repeal the "chain store tax."

"It is our belief that a retail merchant should not have to beg permission from the State to be in retail business however nominal the fee," a Council spokesman declared at the time. "As long as such an act is in force, it is a potential threat to all retailing by drastic increasing of the rate, thus compounding the injustice."

Only a change in the law could now bring relief to Indiana vending operators.

That remedy, however, will be unavailable to them until the Legislature reconvenes in January, 1963.

## New Mexico Op Known as Penny Man

ALBUQUERQUE, N. M.—Doing away with the impersonality which usually exists in bulk vending, and getting better cooperation from location owners is the purpose of a unique business slogan used by Bruce Standifer, bulk operator here.

For the past five years, Standifer has identified himself as "the Penny Man" in all contact with his customers and location owners; so successfully that 8 out of 10 phone calls he receives ask for "the Penny Man" instead of by name.

Standifer, who has 250 locations in the New Mexico capital city, hit on this idea when he

(Continued on page 52)



(Folded to Vend Perfectly)

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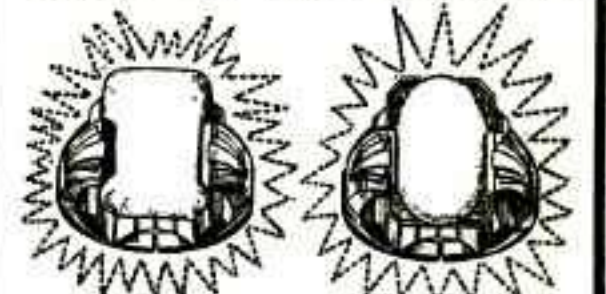
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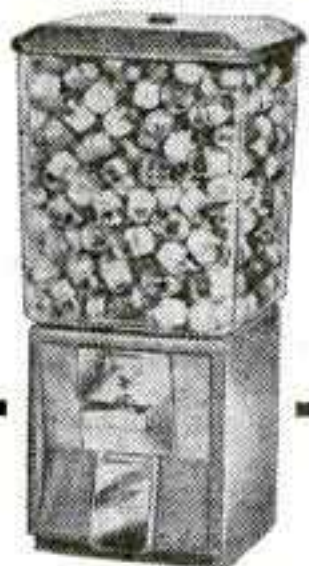
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## Monroe Coin Sells Route to L&N

CLEVELAND — Monroe Coin Machine Exchange Company, a distributor since 1946 and an operator since 1955, has sold its route to L & N Music Company, Inc. for an undisclosed amount.

George George, president of Monroe Coin Machine Exchange, said that the transaction involved a route that was "very much in excess of 150 locations."

Louis and Nate Pearlman of L & N Music, purchasers, have been in the business since 1932. They are primarily music operators with some games.

### Distributor Since '46

Monroe Coin Machine Exchange has been a distributor of coin machines since 1946, after George left the service. It entered as an operator nine years later.

"We, as operators, were in competition with our customers in the distributing line and for a long time felt it was not good business," said George. "We decided to put all our eggs in one basket."

There is an exciting future ahead in sales, George believes. By concentrating on selling, he emphasizes Monroe Coin Machine's greater service to the operator, to the manufacturers they represent and to themselves.

### Expansion Program

Monroe Coin Machine Exchange is a distributor for Chicago Coin, Irving Kaye, Valley and Rowe-AMI phonographs. The firm is in the midst of an expansion

program and hopes to handle all Rowe-AMI lines in the near future.

Monroe covers the entire Northern Ohio area. George is about to launch a sales campaign in which he or one of his salesmen will contact every operator within this territory.

He is preparing a program to show operators how they are losing money by not keeping equipment up-to-date. An equipment leasing program is already underway.

### Export Plans

Monroe Coin Machine Exchange expects to enter the export

picture itself soon. The lure of shipping to world ports through the St. Lawrence Seaway has interested the firm. It has exported through East Coast brokers in the past.

The firm plans office personnel changes and the addition of new salesmen. Within the last two years Monroe Coin Machine Exchange has added 7,000 square feet of space. More than \$70,000 has been spent on new property and refurbishment of it. A two-floor warehouse has been modernized with a new truck dock, stairwells, windows and interior office partitions.



**CUEING IN ON DISTRIBUTING** are Norman Goldstein, vice-president of Monroe Coin Machine Exchange Company (left), and George George, president. The firm sold its route to L & N Music Company, Inc., and will concentrate on sales. They are testing a brand-new coin-operated pool table.

## Bulk Vending Comes of Age In Utah; 5-Cent Units on Rise

By BOB LATIMER

SALT LAKE CITY — Bulk vending is coming of age in Salt Lake City, according to a recent spot check.

Equipment distributors report that there are at least three times as many active operators in the Mormon capital today than there were only two years ago. While most operators are operating only small strings, of from 25 to 200 machines, the majority of new

equipment is not only multiple-head stands, but extremely modern, eye-catching stands of polished two-level oak shelving on chromium legs or decorative wrought-iron stands, which accommodate from four to eight machines.

Given as the reason for a sudden expansion of bulk vending in this way has been the sharp build-up in tourist traffic which Salt Lake City has experienced in the past few years, a population increase which has seen more than 100,000 new persons move in since 1955, with resulting new stores, shops or shopping centers, etc., which provide worthwhile locations.

### Shopping Centers

Typical operators are capitalizing most on the shopping centers, which got under way much later in Salt Lake City than in the rest of the country, to spot multiple-machine stands, usually on wheels, along the sidewalks in front of the shopping center stores. It isn't unusual for as many as six or eight operators to be showing their wares in a single shopping center.

There is a predominance of 5-cent machines for the first time in Salt Lake City history, more operators using at least two and sometimes three 5-cent machines for each two penny-operated bulk venders. Ten-cent venders have made only a small amount of headway in the Mormon city, these primarily in school districts where they are vending rings, charms and better quality capsule goods.

### Morman Taboos

Undoubtedly a factor in the slow development of bulk vending in Salt Lake City, Ogden, Provo and other large Utah cities has been the forbearance against coffee,

## EUROPEAN NEWS BRIEFS

### Italy Relaxes Pinball Ban

ROME—The Italian Interior Ministry has just handed down an "interpretation" of the anti-pinball law relaxing the hitherto strict ban. The Interior Ministry states that henceforth the ban will be applied to "public locations" but not to "private premises." This means that pinballs—called "flippers" by the Italians—are still illegal in restaurants, amusement arcades, and similar places to which the public has access. However, the bars are dropped for private clubs. This puts the "flipper" in roughly the same category as fruit machines in Britain under the new law which became effect last January 1. The question in the industry is how elastic will be the Interior Ministry interpretation of "private premises." There are indications—or at least industry wishful thinking to this effect—that the Italian authorities now recognize that the anti-pinball law was motivated more by prejudice than fact and would like to back away from a strict ban. Some 80 per cent of Italy's juke boxes are operator-owned. Many locations just marginal for juke boxes would be lush with a pinball added to the juke box.

### German Operators Get Break

HAMBURG — The Federal Administrative Court has reversed a decision of the local administrative court denying war-compensation payments for investment in juke box operation. In 1952 West German enacted so-called "equalization of the (war) burdens" legislation—"Lastenausgleich," the idea being to spread war loss evenly among the population by means of state compensations to those who lost heavily in the war. The Hamburg juke box operator qualified for "Lastenausgleich," which is paid routinely for investment in business enterprises, but was refused on the grounds that he was engaged in "socially sterile" endeavors. The Hamburg local court even claimed that the operator rendered no "real labor" to the community, but on the contrary, was engaged in a line of work which "endangered youth." German coin machine operator associations closed ranks behind the Hamburg operator. The case was taken to the high court, which ordered the lower court to pay costs of the trial. The case is important as establishing a precedent for payment of Lastenausgleich to coin machine operators.

### Oklahoma Scores in Germany

A. W. Adicks' Nova Apparate is distributing Gottlieb's new four-player game Oklahoma, which early distribution reports indicate will be a best seller. At the moment orders exceed the supply. The name Oklahoma has unusual appeal in this country, where the musical comedy of the same name has been a terrific disk hit. Multi-player games have more appeal in this country than solo or even two-player games, mainly because the Germans have been introduced to coin games through the soccer game.

### Secemau Sets Export Plan

PARIS—Secemau Corporation of France is launching an export program for its domestic best-selling target game, Stella, and its football game. The target game, of which 10,000 have been sold in France in the last few years, is a miniature rifle and range, based on the principle whereby the military mounts rifles on tanks to simulate actual firing of the tank's cannon. Stella is, according to its manufacturer, a technically precise simulation of actual firing under range conditions. The football game, also called Stella, is an even bigger favorite with the French. Some 20,000 football games are in operation throughout France. The game is soundproofed and the playing table features telescope legs adjustable to the desired height for playing. Secemau is soliciting applications for distributorships. The firm's address is Rue Scipion, Paris 5-e.

### Bow Photocopy Machine

MUNICH — A Munich firm, Micromat-Apparatebau, is bringing onto the market a coin-operated photocopying machine, the Express Copy automat. The machine, after insertion of the coin, delivers an instant copy of the document placed in the machine. Copying is done by the thermal process. There is no need for negatives nor chemicals. The machine is entirely silent in operation and can be operated by anyone. It will copy any paper or document copiable by the ordinary office photocopying machine. The advantages of the Micromat machine is its guarantee of privacy in the copying of documents and its availability day or night, which makes it ideal for traveling businessmen. The firm believes that most of the machines will be placed in travel terminals and hotels. It is understood that the German Federal Railways is also interested in installing Micromat machines on its crack trains as an adjunct to the secretarial services provided on these trains.

sweets, tobacco, etc., which is a basic tenet of the Mormon religion. Not infrequently, this has been the sole objection on the part of a prospective location owner against installing bulk venders in his shop.

As an example of the regulation which has existed in all forms of vending, Utah, for many years has had an ordinance against the installation of cigarette vending ma-

chines, out where the public can reach them, stipulating that such machines shall be used only behind counters, where personnel of whatever location is concerned take the coins over the counter and then operate the vending machine.

Until the past few years bulk vending locations consisted of

(Continued on page 50)

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# Belgian Coinman Uses Scientific Calculations for Game Placement

By OMER ANDERSON

KNOHKE, Belgium—European resorts this season are practicing selective coin machine placements on a scale hitherto unexplored.

It is scientific placement, with some operators of academic bent even going so far as to chart seasonal weather patterns going back 50 years.

Time was when Europeans viewed coin machine operating as an unimaginative trade—you simply did the same thing over and over again. The same number of machines and the same types at the same locations, distinguishing only between the season and non-season.

But no longer. The space-age operator, however, has become a sophisticate. Here at this swank Belgian beach resort, Bernard Noel, who operates 40 juke boxes and 25 games at Belgian surf and sand sites, explained:

"Science has invaded business today, and that's no kidding. It's not necessary to be running a billion dollar corporation to apply scientific calculations, or at least the scientific approach, to your business.

### Maximum Return

"Briefly, I try to use what one might call the 'computer approach' to help me get maximum return from my machines. Instead of simply placing so many machines at the same old locations season after season, we now try to forecast what we call 'patronage patterns'—in other words, where the people are going to flock this season."

Noel calls it the "computer approach" because he feeds a mass of information into his calculations. As yet Noel does his computing in his head but the day may not be far off when coinmen will take their problems to computing machines.

The Belgian operator has records of weather patterns for his operating area going back 50 years, along with attendance at the resorts (to the extent that it has been recorded). He obtains general long-range European weather forecasts and local forecasts.

The weather is highly important, but it isn't the all-determining factor. Noel says these additional factors must be given due weight: local improvements and attractions influencing attendance at a particular resort; changing customs and fads; miscellaneous factors such as improved transportation to the resorts, longer vacations, and altered conditions abroad with impact on the particular area.

It takes subtle and sensitive calculations to produce accurate "patronage pattern" forecasts. But once an operator like Noel has mastered the art he can boost his take many-fold.

Noel elaborated, "The holiday season is short

and the average operator has limited resources. It takes time and money to shift equipment from one location to another, and often a great amount of shifting is impossible after the season begins and sites are frozen.

### Must Guess Right

"You have to be right the first time. We figure the season at not more than six months at the most. If an operator guesses wrong he can let himself in for a disaster."

European weather is extremely variable, particularly in the summer. Summers fluctuate between extremes of heat and cold and sun and rain, often within the space of a few hours.

An external factor which can have important implications for a local coin machine operator in Europe is illustrated by the currency revaluations of West Germany and Holland.

"It's wonderful news for us," Noel explained. "It means that travel outside of Holland and Germany will be 5 per cent cheaper (the percentage of revaluation), and a resort such as Knokke will benefit most of all because of its proximity to both Germany and Holland.

"When I got news of the revaluations I automatically increased the number of machines at the prime beach locations by 10 per cent."

Noel also makes an effort to be "mobile." One has to be able to shift machines from location to location, spotting the best machines at locations pulling the most business. This seems obvious, but it isn't. We all have a tendency to keep machines too long at a location just because the machine is there.

"Machine posting should be geared closely to the patronage patterns and the patronage forecasts."

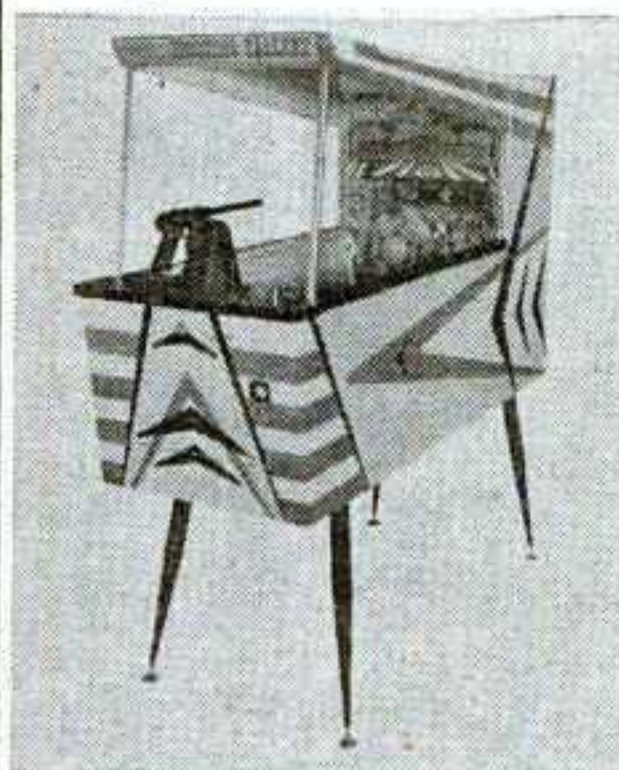
The Belgian operator anticipates one of the best coin machine seasons yet in his area. "But not because I look for good weather. Just the opposite. I believe it will be a wet, cloudy summer that will keep people pretty much indoors—playing my machines," I hope.

But if the weather is cloudy and damp, wouldn't that drive away patronage? Noel grinned broadly. "That question involves another 'computer factor,'" he responded. Resorts in Belgium are so crowded that reservations have to be made months in advance. The forecast last winter, when most people started booking into resorts for this summer, was for a warm, sunny summer.

"Now the weather forecasters are backtracking, and saying it will probably be 'spotty.'"

Bernard Noel wiped some mock sweat from his brow and concluded, "You see what I mean by the scientific approach. I could use a college professor in my business."

# Midway Ships Target Game



MIDWAY GUN

CHICAGO—Midway Manufacturing Company's new de luxe shooting gallery shoots 11/16-inch plastic balls at such targets as a life-like clown, six revolving stars and two stationary balls.

The game also has an adjustable time feature and a previous high-score indicator on the scoreboard.

The game is 24 inches wide, 66 inches deep and 64 inches high. Side panels are attractively decorated in a multi-color design.

# S. Automatic Music Shifts to New Site

INDIANAPOLIS — Southern Automatic Music Company, distributor of Rowe-AMI, Gottlieb, Midway, Williams, United and Keeney, has moved to new and larger quarters here.

According to company spokesmen, the firm now has three times the space it had previously, a complete parts and service department, and a 100-car parking lot.

Southern Automatic, headed by Sam Weinberger, George Burch, and Fred Allen, is newly located at 717 North Capitol Avenue, Indianapolis.

# Michael Shows at Restaurant Meet



REPRESENTING the Michael Distributing Company at the Pacific Northwest restaurant convention last week were Ray Galante (far right) and Ray Maddox (far left). The pair are telling a couple of restaurant men all about the Seeburg music and vending line.

SEATTLE — Michael Distributing Company, Seeburg outlet here and in Portland, displayed its full line of juke boxes, background music units and vending equipment at the 13th annual Pacific Northwest restaurant convention here last week.

The convention was attended by owners and employees of restaurants throughout the several-State area and featured various equip-

ment and fixtures used in restaurants and hotels.

According to Ray M. Galante, branch manager of Michael Distributing Company, the booth at the restaurant show helped establish many new contacts for the firm.

Attending the exposition on behalf of Michael Distributing: John J. Michael, Ray M. Galante, Les Broadford, Ray Maddox, Harry Schneiderman, Larry Nelson and Clark Brooker.

# MOA Exhibits

Continued from page 43

panel discussions should be one of the highlights of the show. Subjects are expected to include the currently hot 45 r.p.m. stereo single question, diversification, 33 r.p.m. singles, public relations, various problems related to running of an operation, and probably even the old faithful—dime play.

### Copyright

The perennial copyright question will be on the agenda, as will discussions on taxation and forum discussions with record company officials.

The subject of copyright was virtually assured with the introduction of another bill in this year's congress to end the juke box exemption for payment of copyright fees. The bill was introduced by Congressman Emanuel Celler, N.Y.

The Miami vacationland site is expected to be quite an attraction for many operators who will be able to combine a business trip with a few days of pleasure.

### Side Trip

Side trips have been arranged by MOA, among them a special excursion to Nassau (see separate story). A special social program for the ladies is also in the works.

The convention will wind up with the traditional banquet and floorshow Wednesday evening (17).

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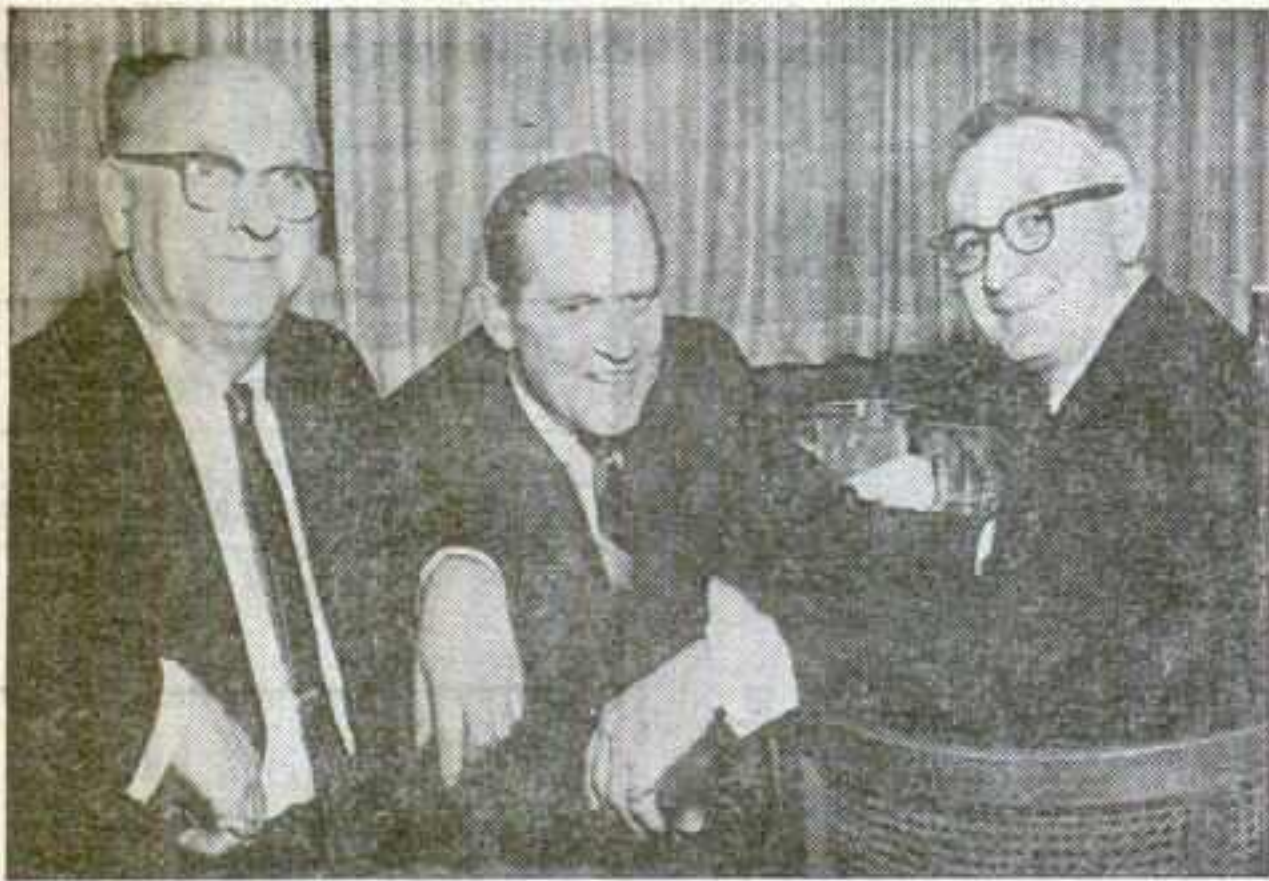
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CAUGHT AT the Westchester Operators Guild annual dinner Tuesday (18) were (l. to r.) Oscar Parkoff, Tom Kelly and Meyer Parkoff. The Parkoffs are associated with Atlantic New York, Seeburg distributor, while Kelly was a member of the group of top Seeburg brass attending the dinner.



WESTCHESTER OPERATORS GUILD president, Carl Pavesi, pictured at the annual dinner of the group with counsel, Malcolm Wein, toastmaster of the affair. Dinner was held Tuesday (18) at Tropical Acres, Yonkers, N. Y.

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## GERMAN COINMEN REFUTE CHARGE OF CORRUPTION

BONN — West Germany's Minister for Family Affairs, Franz-Joseph Wuermeling, is trading broadside blows with the German coin machine industry, which the family minister accuses of contributing to the corruption of youth.

Wuermeling wrote an open letter to the Sunday edition of Die Welt, the Hamburg national newspaper which is one of Europe's most prestigious dailies.

"Is our youth spoiled?" asked Wuermeling's article. The family minister contended that German youth has it "too good," and he wagged an accusing finger at the coin trade.

### Too Much Money

Wuermeling implied that juke boxes and payout machines were contributing to juvenile delinquency. He said youth had too much money to spend and, encouraged by coin machines, were becoming idlers and thrill-chasers.

The family minister estimated that German youth under 25 has amassed purchasing power of DM 12 billion (\$3 billion) annually. He claimed youth is squandering this tidy hoard on some 56 million phonograph records purchased annually at a cost of 200 million marks (\$50 million).

Moreover, Wuermeling complained that German youth is feeding an endless stream of coins into this nation's 50,000 (according to Wuermeling's figures) juke boxes.

Finally, the family minister excoriated the payout machine trade, calling the machine's "Lohntuetenschlucker"—pay envelope swallows. Wuermeling wound up his blast at the coin trade with the warning that German youth is squandering its future in coin machine dalliance, and he admonished parents and youth alike to take a hard look at Communist youth, "to whom the future may well belong unless our youth proves more industrious."

### Industry Reply

Now the Central Press Office of the German Coin Machine Industry has just fired back at Wuermeling, accusing the family minister, in effect, of being "all wet."

The press office says it is ridiculous to chide youth because they earn so much money. This fact alone refutes Wuermeling's claim that youth squanders time loafing.

And the trade spokesman wonders who furnished Wuermeling with his disk figures, pointing out that 56 million disks represents the entire German disk output for 1960. And if, as Wuermeling claims, youth disposes of purchasing power amounting to \$3 billion annually, then the trade finds that \$50 million spent on disks (presumably many of them high-brow as well as pop) would not seem unreasonable.

### Earned Relaxation

And what does Wuermeling have against juke boxes? asks the trade. After a hard day in the plant or office (as proved by \$3 billion youth earns annually) youth is entitled to the relaxation provided by listening to a juke box.

The trade is even prepared to defend payout machines, which are termed "a model for the rest of the world to admire." According to German gaming legislation, each machine must be inspected and licensed by the Federal Institution of Physics Technology at Brunswick.

Payout machines are adjusted to provide for the paying out of a fixed percentage of receipts and the amount played is limited to under 25 cents. Moreover, the machine cannot be played fast. Nobody ever got rich—or poor—playing a German payout, the trade claims.

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**Bulk Vending**  
 • Continued from page 48

gle machines, usually wall-mounted and seldom conspicuous, even though they were vending ball gum or peanuts. Now with the advent of at least 25 new major shopping centers and new stores of all types blossoming out throughout the city, bulk vendors have found it difficult to keep up with location possibilities.

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  - Clipper DeLuxe ..... 125.00
  - Bull's-Eye Drop Ball ..... 150.00
  - Genco Skill Ball ..... 89.50
  - Wms. Roll-A-Ball ..... 89.50
  - C. C. Rocket (2 Player) (As Is) .. 60.00
  - C. C. Skill Ball DeLuxe ..... 89.50
  - C. C. Rocket (1 Player) As Is .. 50.00
  - United Team Mate  
(16 Ft. Bowler) ..... 675.00
  - United Small Ball Bowler ..... 135.00
  - United Advance (16 Ft. Bowler) 595.00
  - United League (16 Ft. Bowler) 645.00
  - United Handicap Bowler ..... 675.00
  - United Rebound Shuffle Alleys. Ea. 75.00
  - Bally ABC Shuffle Alley ..... 125.00
  - Bally Trophy Bowler (As Is) .. 150.00
  - 2 Bally Strike 14-16 (As Is) .. 150.00
  - United DeLuxe Baseball (Used) .. 310.00
  - United Yankee Baseball ..... 300.00
  - AMI, J200M, Stereo  
(Brand New) ..... 650.00
- The United Bowlers mentioned above  
reconditioned like new. Have been  
used very little.
- All Equipment Subject Prior Sale.

**Central**

DISTRIBUTORS, Inc.  
2315 Olive Street, St. Louis 3, Mo.  
Phone: MAin 1-3511; Cable: "Condist"

**NEED**

- Williams**  
10 PINS  
10 STRIKE  
TURF CHAMP  
NAGS  
HERCULES  
All Free Play  
BASEBALLS
- Genco**  
GUN CLUB
- Gottlieb**  
SUPER JUMBO
- Bally**  
BEACH-TIME  
BINGO  
BALL PARK  
BASEBALL  
SINGLE CARD  
BROADWAY  
BINGO
- United**  
COMET TARGETTE  
VENUS TARGETTE  
JUMBO 16'

**RUNYON SALES COMPANY**

Factory Representatives for:  
AMI Inc., Bally Mfg. Co., Irving Kaye Co.  
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Newark 12, N. J. Bigelow 3-8777  
Offices: New York, N. Y. and Hartford, Connecticut  
Cable Address—RUNYONEX

**Browning Combines Civics and Work**

Continued from page 45

county coroner's staff, active participation in the Missouri Lodge of B'nai B'rith and membership in the Ladue Dads High Club, the Men's Club of both United Hebrew Temple and Shaare Zedek Congregation and the Variety Club of St. Louis.

(The local Variety Club annually sponsors Day Care Week in St. Louis, and has made day care the beneficiary of its annual fund-raising benefit since 1952. Thirteen day nurseries in this area belong to the Conference of Day Care Directors, which co-sponsors Day Care Week here).

**Chicago CJA  
Dinner Set  
For April 25**

CHICAGO — The amusement division of the Combined Jewish Appeal of Chicago holds its annual luncheon Tuesday (25) at the Standard Club here with a strong representation of local coinmen and record industry traders taking part.

Bill Veeck, president of the Chicago White Sox, and one of the city's most popular after-dinner speakers, will be guest speaker for the event. A movie titled "Memo to Eichmann" will also be shown.

The Combined Jewish Appeal is one of the top fund raising organizations for charity purposes, and has a wide range of philanthropic works in which it takes part.

**Garmisa Heads**

Leonard R. Garmisa, Garmisa Distributing Company, is chairman of the entire amusement division drive. Irving B. Green, Mercury Records president, is one of the co-chairmen.

Herbert L. Oettinger, United Manufacturing Corporation, is chairman of the coin machine division. Co-chairmen are Joe Robbins, Empire Coin Machine Exchange, and Lee Brooks, Cashbox.

Morry Goldman, James H. Martin Distributing Company, is chairman of the phonograph records division. Co-chairmen are Jack Solinger, Music Distributors, and Edward Yalowitz, Garmisa Distributing.

Co-chairmen of the radio and television division are Marty Faye, Maurice B. Lipsey, and Dan Sorkin.

Sponsors of the luncheon include Leonard Chess, Chess and Checker Records; Delbert W. Coleman, Seeburg Corporation; Marty Faye, deejay; Leonard Garmisa, Garmisa Records; Irving B. Green, Mercury; James H. Martin, James H. Martin Distributors; Herbert L. Oettinger, United Manufacturing Corporation, and Milton T. Salstone, M-S Distributing.

Browning, who "always wanted to be a salesman" as a youth, was in the silk business in Europe before he came to this country. The son of a professional photographer he traveled in his line of work all over Europe except in Spain and Russia. As a hobby he shot pictures whenever he went.

**Migrated to U. S.**

His family's possessions were confiscated by Hitler's Nazis and Browning migrated to the United States. He was in the shoe business in St. Louis and started in the coin machine industry in a round-about way.

Since he spoke German, he was asked to get locations for cigarette machines in the heavily German-populated South St. Louis section. Later, he secured juke box locations on commission and then pinball machines.

One day, when the collection from one machine was \$40.80, the operator gave him \$20 of the take. It was then that he realized that money could be made in the coin machine business and so with five machines, he started to place all types of equipment for himself.

His brother-in-law, A. M. Farber, an attorney by profession, came in as a partner with him in 1947 after being discharged from service. The relationship has proved profitable and mutually satisfactory to both men. Each of the men lives in the St. Louis municipality of Olivette in homes they built.

**Baseball Fan**

Browning is a baseball fan and his partner, Farber, is a basketball enthusiast. Farber and his wife, Ethel, have three daughters

—Rae Ellen, 10; Jill, 7, and Patty Sue, 3, and a 13-year-old son, Norman. Browning is married to Farber's sister, Jean, and they have two daughters, Emilie, 17, and Susan Ann, 13, and a dog which is considered a part of the family.

The operators' company bought out coinman Harry Dorn last year and fairly recently purchased the games and music routes of Imperial Industries Incorporated.

The present headquarters of Browning and Farber, 4631 Delmar Boulevard, is the third location of the company, and larger quarters are desired. The firm previously was at 705 North Vandeventer Avenue and later at 3007 North Vandeventer. Browning still would like to remain in what would be the central area of the company's routes to facilitate servicing of machines on location.

In addition to baseball, Browning likes to play gin rummy. His skill at the game was attested when he won first prize in the local Variety Club's gin rummy competition.

As for other hobbies, he doesn't have time. His reason is his civic activities which keep him busy. His wholehearted like of people has made his neighbors dub him as the "visiting ambassador." Browning said he does not have to have hobbies because "there's plenty to do around the house."

Along with Browning, other members of his family are civic-minded. His wife is active in fund drives of the American Cancer Society locally and his older daughter participates in affairs of the Multiple Sclerosis Society.

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*Continental*  
the styling of tomorrow for more play today

**SLICK SHUFFLEBOARD WAX**



the constant speed wax — choice of champs, assures better control. Use SLICK WAX for smooth, uniform performance.

**ESPECIALLY GOOD ON SHUFFLE ALLEYS!**



SPEED COAT SILICONE SHUFFLEBOARD CLEANER & FINISH makes a board faster while maintaining a smooth protective surface at all times.

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The SLICK SHINE Company  
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**WANT TO BUY—**  
HIGHEST PRICES PAID!  
GOTTLIEB CONDOLIER—PICNIC—TEXAN—AROUND THE WORLD—SILVER—MADEMOISELLE—WAGON TRAIN—KEWPIE DOLL—SPOT-A-CARD—CAPT. KIDD—ATLAS—LITE-A-CARD—MERRY-GO-ROUND—MELODY LANE—ROTO POOL—MISS ANNABELLE—SUNSHINE—WORLD BEAUTIES.  
Rush Your List!

**THERE'S A CARGO OF PROFITS FOR YOU IN SHOW BOAT**  
A NEW SINGLE PLAYER by GOTTLIEB

- New Cabinet—Tomorrow's Design Today!
- Novel Colored Rollunder!
- Sequence Lights Bottom Rollover for Super and Special Scores!
- A-B-C Sequence Lights 2 Numbers at End of Game for New DUO-MATCH Feature!
- Super-Powered Flippers Give Player Control Across Entire Bottom of Play-field!

**Order Today!**

**SPECIAL OF THE WEEK!**  
Bally ABC 8 Ft. SHUFFLE ALLEY ..... \$165  
Completely Reconditioned

**NATIONAL COIN MACHINE EXCHANGE**  
1411-13 Diversey, Chicago 14, Ill.  
BUckingham 1-8211



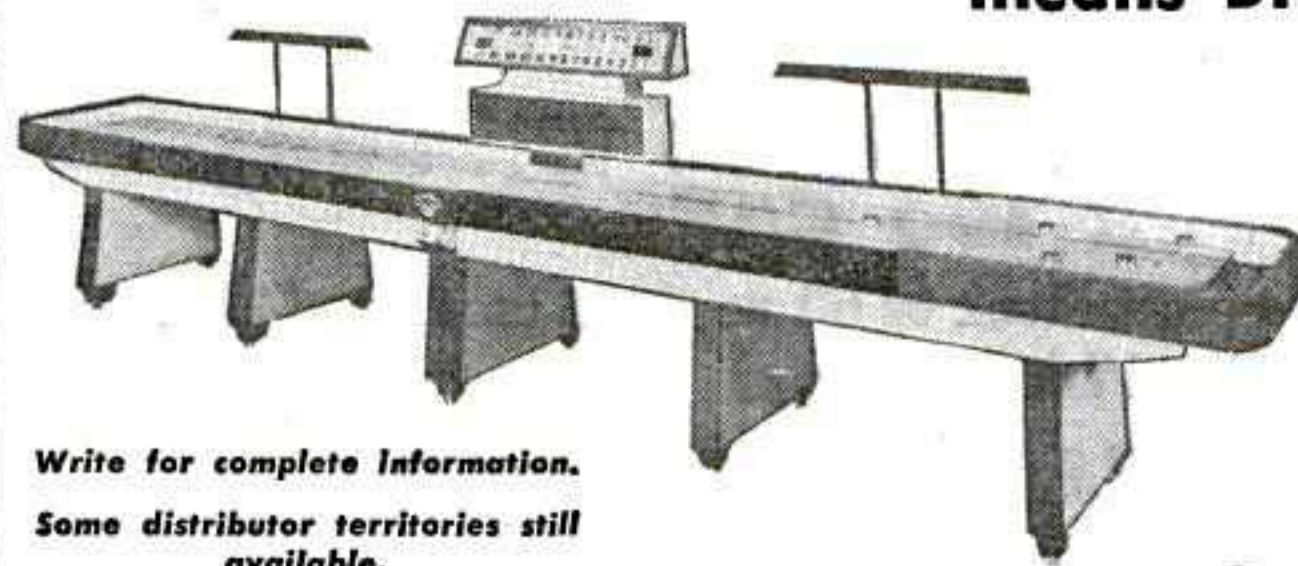
**BLOCK & COMPANY, Inc.**, has introduced this new coin sorter, which the firm claims sorts up to \$50 in mixed coins in only 20 seconds. Coins are poured in at the top and the box is then shaken. Coins drop through the different-sized holes and automatically separated—halves stay in top tray, quarters below, nickels in next tray, then pennies and dimes in order. Cabinet is steel, trays are colored plastic. Shipping weight is 5½ pounds.

**GOOD THINGS HAPPEN WHEN YOU HELP!**



**P.S. WON'T YOU HELP "CARRY" THE RED CROSS?**  
(Courtesy Nat'l Cartoonists Society)

**American's IMPERIAL means BIGGER PROFITS!**



Here, truly, is the ultimate in shuffleboards.

A basic part of the IMPERIAL'S design is Magna Play Control which utilizes magnets under the playing surface to stop or deflect pucks when the game is over or when time expires.

This, naturally, leads to more coins in the coin box when you make your collections.

The IMPERIAL operates flawlessly and looks like a million—you have to operate one to believe it.

**AMERICAN SHUFFLEBOARD COMPANY**  
210 Paterson Plank Road Union City, New Jersey UNION 5-6633



## New Mexico Operator Known as Penny Man

• Continued from page 47

found that the average location owner was far too busy to give any thought at all to bulk vending machines and too often would not even telephone in to inform him when a sudden rush of sales had emptied the heads.

### Cards Get Lost

Knowing that most people don't remember names, and that business cards would get lost in the typical grocery store, drugstore, service station, etc., in which his bulk machines were spotted, Standifer decided to create something of a personality of his own.

The result was adoption of the slogan "the Penny Man" which has been used steadily ever since to quickly identify Standifer in the minds of his customers.

First, as he calls on every ac-

count, Standifer carries at least a dozen rolls of pennies, offering them to perpetually change-hungry retailers. Location owners are invariably pleased to see Standifer come in with his pockets full of change, since often he saves them a trip to the bank for the same purpose.

### New Pennies

Next, whenever there is a cluster of children in one of his locations, Standifer distributes brand-new, shiny pennies, and points out the machines, even where tiny tots are concerned. Most youngsters remember his introduction as "the Penny Man," and, of course, associate him with the machines.

Strips of gummed tape, with simply the slogan "the Penny Man" and the phone number, complete the picture, taped on the rear or bottom of each machine, where any emergency call information can be found.

Standifer naturally pleads for co-operation in the matter of keeping machines well located, clean and attractive, bends over backward to give same-day service in emergencies, on repairs, and gets excellent co-operation. He was pleased to find shortly after beginning the "Penny Man" program that location owners were obviously pleased enough to wipe off the machines, show more care in protecting them from vandalism, and otherwise providing the sort of co-operation necessary for full location returns.

Standifer, who retired from the East several years ago, to Albuquerque, vends ball gum, bridge mix, charms, and peanuts, and feels that life has been much more pleasant with "something to do."

Say You Saw It in  
Billboard Music Week

## Coin Division's UJA Drive at \$34,000 Level

NEW YORK—The coin machine industry's United Jewish Appeal fund drive reached the \$34,000 level in pledges, according to figures tallied at a meeting of the coin committee at UJA's West 58th Street headquarters Thursday evening (20). The level has now eclipsed last year's total with 10 days still remaining in the campaign.

Guest speaker at the dinner, which will fete Irving Holzman of United East Coast Distributors as guest of honor, will be State Assembly Speaker, Joseph Carlino. Another public figure expected to attend is Nassau County district attorney, William Cahn. In testimony of Holzman's industry popularity, a number of top echelon executives from the coin equipment manufacturers in Chicago are expected to attend, and at week's end event. Sharing the dais with these leaders will be Msgr. Francis Kelly.

It was announced last week that arrangements have been completed for the entertainment portion of the affair. Johnnie Ray has promised to be on hand for a program of songs, as will young Columbia Records singer Leslie Uggams, who also appears on the Mitch Miller "Sing Along With Mitch" TV show. Myron Cohen is expected to emcee the event.

Meyer Parkoff is general chairman of the dinner affair. Parkoff along with Al (Senator) Bodkin, Al Denver and Holzman himself are all expected to deliver short talks.

The dinner is scheduled for Wednesday evening, May 3, at the Hotel Plaza. Close to 450 are expected to attend and at week's end, the word went out that tickets are going fast. George Nemsoff, of UJA, said a sellout is in the works and that all reservations should be gotten in quickly.



## Midwest

### CLEVELAND CAPERS

Cadillac Music Company is tooting its horn about its two amateur baseball teams now being organized for the 1961 season. The firm, headed by Charles and Mike Comella, has sponsored ball teams since it went into business in 1946. Mike said Cadillac's Class B baseball team was runner-up in State competition in 1954. This season the firm will sponsor softball and hardball teams, said Mike.



Mike Comella

George George, president of Monroe Coin Machine Exchange Company, is planning to change the name of the firm. George, who recently sold his music and games route to concentrate on distributing, seeks a more timely monicker for his concern. . . . James W. Burke, Modern Music Company boss, reports collections off about 10 per cent. He's not so optimistic about a business pick-up.

Back at his desk after 10 days of combining business and pleasure in Miami is Morris Gisser, president of Cleveland Coin Machine Exchange Company. He met customers from the Dominican Republic and the Virgin Islands. The firm just began shipping to these countries a few months ago, but deliveries are expected to increase.

The first ship through the St. Lawrence Seaway is scheduled to dock at the port of Cleveland. Cleveland Coin Machine has a shipment of 55 games crated up for Belgium. . . . Baseball games are perking up for J. R. Music Company, says James Ross, president. Helen Dugan, head of Dugan Music Company, expects an upswing in activity, now that Lent is over.

Morris Gisser of Cleveland Coin celebrated the Passover by distributing imported wine and mazzas to his business associates. . . . Larry Hornbeck, head of Shaffer Music Company's Cleveland outlet, reports a big demand for ice-making cold drink machines. When the weather warms up a bit, he expects to be swamped with orders. . . . Tom Miller, who runs Associated Enterprise, says collections are holding about the same level as last year.

Sitting in on a recent music service school at Shaffer Music Company were John Lentz of Cana Amusement, Bob and Gary Berk of J. B. Music Company, George Herman of Modern Music Company, Arthur Kaplan and Fred Lewton of J. C. Music Company, Morris Birkowitz and Larry Werner of Atlas Music Company.



Helen Dugan

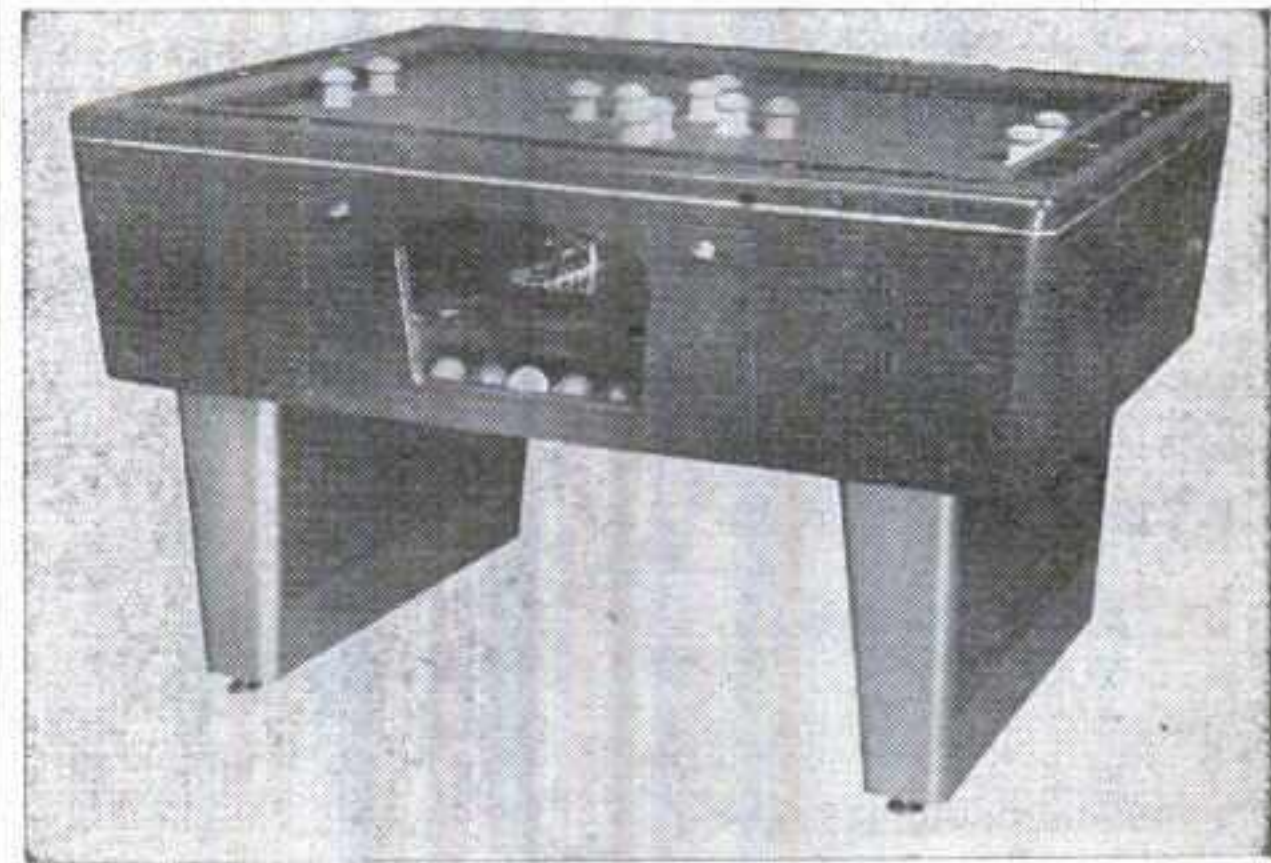
### CHICAGO CHATTER

Mr. and Mrs. Sam Wolberg, Chicago Coin, have just returned from a two-month winter vacation in Orlando, Fla. With Mr. and Mrs. Ed Levin, also of Chicago Coin, off for a month's sojourn in Miami Beach Fla., Art Winand and Mort Secor, handling the backlog of orders on the firm's Princess and Pro Bowler, will be extremely fortunate if they can get as far away as Milwaukee.

World-Wide Distributing Company is undergoing renovation of the firm's headquarters. It will have elaborate showrooms for phonos, venders and games, with paneled stock rooms and shops.

Al Gottlieb returned last weekend from a fishing vacation in Miami. . . . Al Adickes, Nova Apparate, Hamburg, distributor for Rock-Ola and Gottlieb, was a Windy City visitor last week meeting with factory executives. Adickes had a golf date at Bryn Mawr Country Club with Gottlieb's Judd Weinberg that luckily was completed before the big blizzard came. . . . Rock-Ola's E. G. Doris is on the West Coast visiting distributors. . . . Les Rieck, Rock-Ola's Midwest sales head, spent the week at Donan Distributing Company, the firm's new Chicago outlet, as Don Moloney and Mac Brier held an unofficial welcome for Chicago area operators.

Nick Biro.



KLUB POOL is the new game bumper pool released by the Irving Kaye Company last week. New features include a completely recessed drawer and coin chute. Table size is 56 inches by 40 inches, and the slate bed measures 32 inches by 48 inches. Top rails are Formica and bumpers are metal. Legs slip into joints, with no bolts required.

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USE  
AMI  
D-80's  
E-120's

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## SOUTHERN AUTOMATIC NOW IN NEW LARGER BUILDING

As of now, Southern Automatic Music Company is in a new building at Indianapolis.

To better serve our Indiana customers, we are now at

717 N. CAPITOL AVENUE  
INDIANAPOLIS, INDIANA

We have about three times the space we had before, large show room, shop and warehouse. Complete parts and service department.

PARKING LOT LARGE ENOUGH  
FOR 100 CARS

We will carry complete stock of all new and used machines.

Visit us now at

717 N. CAPITOL AVENUE  
INDIANAPOLIS, INDIANA

Sam Weinberger—George Burch—Fred Allen



### Badger Holds Rock-Ola Service School



**JACK BARABASH**, field engineer, is shown with his students. Seated, left: Casey Karpinski, Kewpi Novelty Company, Milwaukee; Jack Barabash; Jerry Stearns, Waupaca, and Art Jones, Marinette. Standing, rear: Art Jones Jr., Marinette, and George Klamm, Badger Novelty Company.

MILWAUKEE — Attendance held up well at Badger Novelty Company's first Rock-Ola service school in the firm's new headquarters, Monday and Tuesday (10-11). Turnout on Monday was hurt by competition of the Milwaukee Braves' opening ball game, according to Badger's Carl Happel.

Jack Barabash, Chicago Rock-Ola factory service engineer, conducted the training sessions for operators and their personnel. Badger Novelty Company staffers on hand included Carl Happel,

Orville Carnitz and George Klamm. A partial list of operators who signed included Robert and Tony Zore, Sheboygan; Roger and Cliff Bookmeier, Green Bay; Ben Ludwig, Oshkosh; Martin Oberdieck, Horicon; Richard Mraz, Rhineland; Mattie Wolf, Waukesha; Ray Jenner and son, Waupaca; Art Jones and his son, Art Jr., Marinette, and Laddie Steinhoff, Kenosha.

Local operators included Casey Karpinski, Kewpie Novelty Company; Harry Cisler Jr., Cisler Music; Casper Reda, and James Basile.

### NAMA Tells How Ops Should Select Route Servicemen

CHICAGO—The National Automatic Merchandising Association recently released the first in a series of "NAMA Special Reports" aimed at assisting operator members with the management of their business.

The initial report, "How to Select Route Servicemen," is based on the association's professionally conducted research on testing and hiring which has been carried on for the past two years, according to Thomas B. Hungerford, executive director.

The booklet contains methods of interview with a description of the battery of tests to be given the potential employee. It is hoped that such testing procedures will not only help operators select better routemen, but also decrease the costs of personnel turnover.

Future "NAMA Special Reports" will deal with specific management subjects concerning accounting, governmental relations, sanitation, employee relations, insurance coverage, public relations, and other topics important to the vending operator.

A minimum of 15 such reports per year, designed for binding, and color-coded as to subject matter, will be furnished to the members.

### United's Durant Slated For Fed. Tax Query

CHICAGO—Lyndon A. Durant, head of United Manufacturing Company here, was indicted last week on federal income tax charges. Durant has to answer government charges at a future date. The government charged that Durant under-reported his income during 1954, 1955 and 1956.

### Final Date Picked For Hurvich Fete

BIRMINGHAM — Birmingham Vending has set May 28 as the date of its 30th Anniversary party. A gala open house is planned by the firm. Max Hurvich, co-proprietor of the firm, said the date is final and supersedes any other previously announced dates for the affair.

GIVE TO DAMON RUNYON CANCER FUND

### Acacia Has Big Hits! LOW FACTORY PRICES

- Tab Style Tickets for Lucky Horoscope Machine (Stars or Numbers)
- Lucky Horoscope Vendors (10¢ or 25¢ Play)

SALESBOARDS TIP BOOKS  
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### ATLAS SERVICE ON EQUIPMENT AND PARTS!



A.M.I. H-200	.....\$445
A.M.I. G-200	..... 245
SEEBURG 222 SH	..... 825
SEEBURG 100-J	..... 495
SEEBURG K-200	..... 395
WURLITZER 2300-S	..... 595
WURLITZER 2204	..... 495
WURLITZER 2100	..... 365

**30 SEEBURG M-100C**—as is, complete  
Pick Up, Uncrated  
LOTS OF 10.....\$150 ea.  
LOTS OF 5..... 170 ea.  
SINGLE PHONOS..... 195 ea.

Support M. O. A.  
... the Association that HELPS the MUSIC Operator

For SERVICE and PARTS ATLAS is STILL Your Best Bet!

Distributors for AMI — ROWE

### USED CIGARETTE VENDORS

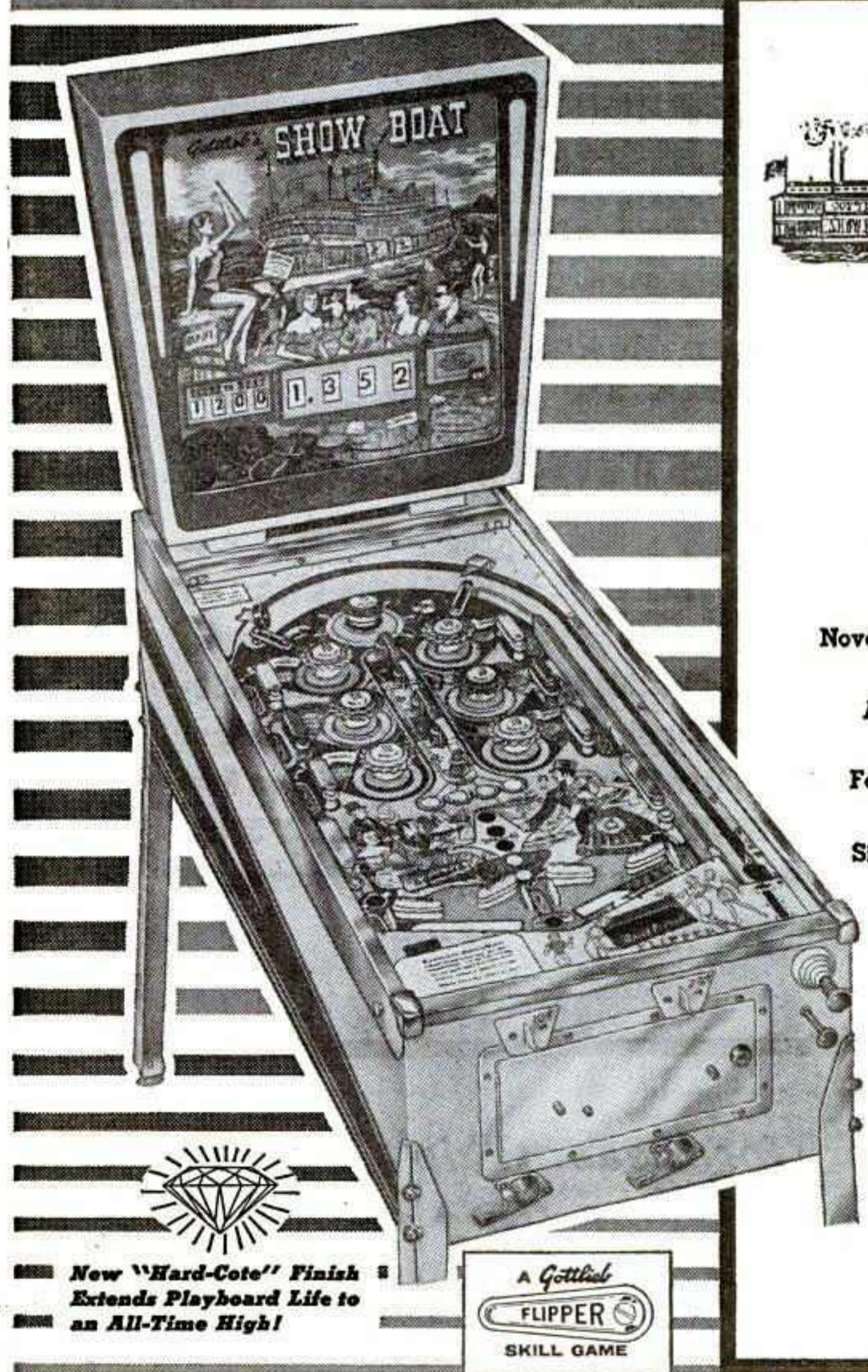
SEEBURG 800 E-1	.....\$225
9-Col. NATIONAL	..... 95
22-Col. EASTERN	..... 135
13-Col. NATIONAL	..... 195
KEENEY 20-Col. RIVIERA	..... 125
10-Col. EASTERN	..... 75
CONTINENTAL COBSAIR "20"	..... 195

Reconditioned—Refinished

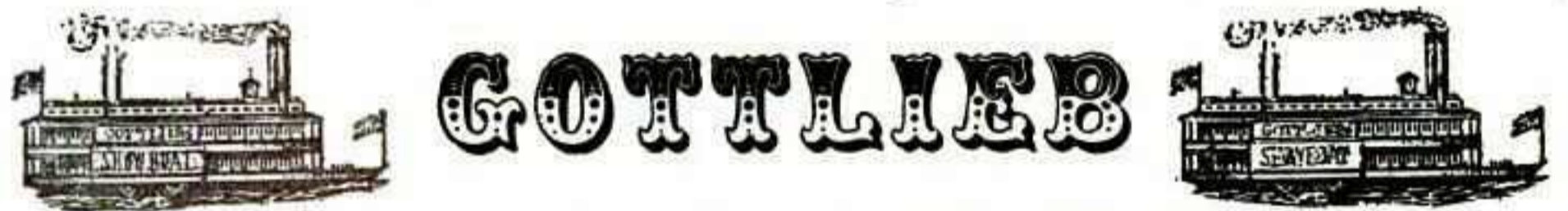
1/2 Dep., Bal. C.O.D. or Sight Draft F.O.B. Chicago



A Quarter Century of Service  
**ATLAS MUSIC COMPANY**  
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## ADVANCE NOTICE



# GOTTLIEB PRESENTS SHOW BOAT

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- Novel Colored Roll-Under Sequence lights bottom rollover for super and special scores
- A-B-C Sequence lights two numbers at end of game for new Duo-Match Feature
- Four Super-Powered Flippers give player control across entire bottom of playfield
- Side rollovers light in rotation with corresponding colored pop bumpers for 100 points

### TOMORROW'S DESIGN TODAY!

- High, wide and handsome tapered light-box
- STAINLESS STEEL mouldings
- Sparkling plated legs and front door panel
- Hard chrome finish corner castings

**D. Gottlieb & Co.** 1140 N. Kostner Avenue  
Chicago 51, Illinois

Now more than ever...it's always profitable to operate Gottlieb games!

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





# 53% INCREASE IN EARNINGS



Kay Austin, Wurlitzer Operator, and John Bare, Owner of the Do-Nut Dinette, Charlotte, N. C., admire TEN TOP TUNES display on Wurlitzer 2510S Phonograph.

## WITH WURLITZER TEN TOP TUNES PLAY STIMULATOR

During the first five weeks that the Ten Top Tunes Play Stimulator feature, offering 10 tunes for 50 cents, was added to the Wurlitzer Phonograph in Johnny's Do-Nut Dinette in Charlotte . . . earnings jumped 53%. During the fifth week the phonograph took in 46 half dollars.

Here is the greatest money-maker since we introduced

stereo. Have it installed on your new Wurlitzers. One button, plus an automatic plug-in selection unit, enables you to offer this MUSICAL BARGAIN for a 50-cent coin . . . at the single push of this special button. See your Wurlitzer Distributor now for details on how quickly the WURLITZER TEN TOP TUNES PLAY STIMULATOR not only pays for itself, but produces extra high earnings every week.

Look to **WURLITZER** for Leadership

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