May 22, 1961

Music-Phonograph Merchandising . Coin Machine Operating Radio-Tv Programming

## Ops Protest Battle Of Record Speeds'

By AARON STERNFIELD

MIAMI BEACH, Fla.-Despite assurances from representatives of leading record labels, the nation's juke box operators still feel that the diskeries "are trying to ram the 33 singles down our throats" without regard to what such a move would do to the current values of coinoperated phonographs.

The battle of the speeds generated the most heat at the threeday convention of the Music Operators of America, which ended here Wednesday (17), although the record-juke box forum was a good

deal more subdued than the previous year's.

As anticipated, attendance was off the 1960 mark due mainly to move from Chicago to Miami Beach. And while exhibit space was about the same as the previous year, several major Chicago-based manufacturers who showed in 1960 failed to make an appearance this year. It is expected that the 1962 convention will return to Chicago.

Record company, participation, too was off, with Capitol, Colum-(Continued on page 45)



JOINING IN AN AFTERNOON FORUM OF MOA'S MIGHT Beach, Fla., conclave on programming, rotation of music and games and location loans, were Jack J. Geldbart, Ted Nichols, William Hullinger (chairman), Harry Snodgrass, Tom Greco and Herbert Tonnell.

#### Birthplace of Dixieland: Russia, Utyosov Insists

By OMER ANDERSON

EAST BERLIN-Russia is the birthplace of Dixieland, according to Alexander Utyosov, Soviet orchestra leader and musicologist who is now appearing in East Berlin.

Writing in the East Berlin newspaper Freie Walt (Free World), Utyosov contended, "What some people now call 'Dixieland' music was played for many years in Odessa, in our Socialist Motherland, before it was called to life tory the Communist bloc has in New Orleans."

here confirmed that Utyosov is voicing what is now the official Communist line on Dixieland—that it is a Soviet "first" which can be played with impunity on any and all suitable occasions anywhere in by playing the folk music of his the Communist bloc.

However, in his article on the Odessa origin of Dixieland, Utyosov admitted there is one drawback to any substantial Dixieland boom in Russia at the moment: the shortage of Dixieland music.

While they may have originated Dixieland by Utyosov's version, the Russians, if so, are rusty now in the Dixieland department. Utyosov hinted that negotiations will be undertaken soon to import U. S. Dixieland waxings and to produce a "Sovietized" version of Dixieland in Moscow.

Latin Music Raging Meanwhile, the Latin American

#### '62 MOA WILL RETURN TO CHI

MIAMI BEACH, FIA. -The 1962 Music Operators of America will return to Chicago. The decision was made late last week by the MOA directors. Dates and hotel will be determined by Ed Ratajack, MOA managing director, and George Miller, MOA president.

music rage is sweeping the Communist bloc, leaving Red music pundits like Utyosov frustrated indeed. For at the moment there seems no possibility of claiming the "Socialist Motherland" as the birthplace of Latin rhythms.

The Communist bloc's Latin music rage has a single place of origin and a single motivation: Fidel Castro's Cuba and Castro's triumph over the anti-Castro invasion.

On the heels of Castro's vicgone overboard for Latin tunes, Communist music authorities with official encouragement of Communist authorities.

A recent Communist Party directive issued here on the subject exhorts the East Germans to "honor our valiant ally, Comrade Castro, brave country."

One title in particular Communist music authorities are pushing is the "Castro Congo," a recital, in calypso style, of the dead-end kid dictator's rise from obscurity in the jungle of the Oriente to "conqueror of the Yankee colos-

(Continued on page 24)

## Here's What Album Manufacturers Say About Proposed Product Price Change

#### East's Producers: A Cool Reception

NEW YORK-Should prices of stereo records be lowered to the level of monaural disks? Reaction of Eastern manufacturers to this question ranged from watchful waiting to outright opposition "for the record" comment entirely.

Dealers, on the other hand, were quick to express their hope that such a development would come, and soon. Consensus of dealer opinion ran to the effect that cost of producing stereo product was not sufficiently higher than that of monaural disks as to justify the generally accepted \$1 differential.

One of the most outspoken man-(Continued on page 44)

#### FIRST COPYRIGHT Mixed Reaction FOR VIDEO TAPE

WASHINGTON-The first videotape deposited for copyright in the U. S. Copyright Office is musical. Gian Carlo Menotti's opera, 'The Consul," reproduced for use in a pay-TV experiment in Toronto, has been added to the Music Division's audio-visual collection. A playbill for the opera accompanied the three 12inch tape reels, weighing in at about 21 pounds, the Library of Congress reports.

The Copyright Office has a few other videotapes, but all previous tapes were sent as gifts, and not for copyright

ригрозез.

HOLLYWOOD - A survey of record manufacturers here drew mixed reaction to a proposed LP price revision. Response was to a plea by Society of Record Dealers' President Howard Judkins Sr. that the industry abandon its present "inflated price structure on LP's, and that, as a start, it remove the "penalizing price inequity" between stereo and monaural albums. (See BMW, May 15.)

While most of the manufacturers (Continued on page 36)

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#### SINGING STOCK BOYS IN STYLE

NEW YORK-The next applicant for a job as stockboy at Republic Music (Sammy Kaye's firm) had better know how to sing. For the second time in a row, a former stockbby at the firm has landed on records and is getting action. Current ex-stockboy is Jerry Norell, who has a record out on Amy called "Dim, Dim, the Lights." Kaye and general professional manager Frank Abramson heard Norell singing in the stockroom one night and decided to cut demos with him. Soon after that they cut a master with the lad and sold it to Amy. Previous singing graduate from the Kaye stockroom was Brian Hyland, who had a million seller last year with "Itsy Bitsy . . . Bikini."

Lopy at led material

## Rack Jobbers Major Source of Disks For W. T. Grant Stores Across Country

By REN GREVATT

NEW YORK—Rack jobbers have become the principal source of disk product supply for the vast chain of W. T. Grant stores across the country, a move which has paid off in excellent results, according to Alfred B. Gwynne, purchasing executive of the Grant chain here.

Gwynne told BMW that Grant's, which first started with records over 30 years ago, now carries disk merchandise in over 700 of its 900 current stores, and that with each new store opening, there is also a new retail disk sales outlet. On the supplier front, the giant Handleman rack operation of Detroit is one of the biggest single sources for Grant, but others include L and F of Atlanta; Wombach of Harrisburg, Pa., and Beacon of Provi-

"We used to buy everything through regular record distributors, but since we started using what we choose to call 'service distributors' three or four years ago, our sales have been growing steadily. We are already about 18 per cent ahead this year over the same period a year ago.

"We buy at regular distributor prices from the rack outfits—that is \$2.47 for a \$3.98 record. It used to be that we would pay them a higher premium price, but with racks, the 38 per cent discount is now pretty much the rule. They have to make their money on how well and how heavily they can buy.

Close to List

close to list as possible, depending

## Kingston Trio's

NEW YORK-The future of the Kingston Trio was clouded last week with various conflicting reports and rumors circulating about the group and its present complement.

On the one hand, it was reliably reported that Dave Guard had decided to sever his connection. The parting, said the reports, was an amicable one, and Guard was said to be willing to remain for six months to participate in all commitments now on the books regarding recording dates and personal appearances. This would also allow the other members of the

group, Bob Shane and Nick Reyn-

olds, sufficient time to audition a

new man to replace Guard.

Meanwhile, Burt Bloch, who operates International Talent Associates, booking agent for the group, received a message from Dave Guard at week's end requesting that in the future he (Guard) be sent all correspondence and contracts for appearances by the group. In the message, Guard described himself as the leader of the Kingston Trio, registered as such with the AFM.

This move, in the view of some, could be interpreted as a move against Frank Werber, of San Francisco, personal manager of the group. Normally, a duly constituted personal manager would handle all such details regarding commit-

TERRE HAUTE, Ind.—The dwelling where Paul Dresser, writer of "On the Banks of the Wabash," was born is about to be moved to Fairbank Park here and maintained there as a memorial. A 'Paul Dresser Birthplace Preservaclearance program.

any good. And if competition is prices.

departments of our stores, along

on neighboring competition. Let's with suggestions from our store say the Handleman man handling people. We also furnish our own a certain one of our stores and the store people with weekly bulletins store manager take a walk or a ride on important records from here, so around their area and check what they know they are getting the other stores are doing. If LP's are best ones. But all the merchandise going for \$2.99, they'll be bagged is of the fast-moving variety. We and stamped at the same price. do stock some catalog items in light We'll meet any price, but we don't classical and semi-classical things, undercut. That doesn't do anybody but we have to work on volume and fast furnover, and only 4 per lacking, we'll sell for straight list cent of our volume is in the light classical stuff. We are not in the 'The rack representatives control | kind of broad catalog business of a what product goes into the disk Goody or a Liberty Record Shop. (Continued on page 41)

## Discounts Outlets' Growth Watched by Disk Makers

#### New Operations by Dept. Stores, Chains Could Mean Added Volume for Product

By BOB ROLONTZ

NEW YORK—Record manufacturers and distributors are watching very carefully the new discount outlets being set up by both department stores and chains to see if they will mean more new outlets for records. The growth of the discount stores all over the country, and the volume of busicaused the Allied department store "Our price policy is to sell as chain, S. S. Kresge, and the F. W. Woolworth Company to announce plans for their own discount chains.

> Discount stores, such as the Korvette chain in the East, have already developed into important the Eastern States. And the discount stores have had a marked effect on many of the old-line record stores, causing many of them to sell records at a discount, as well, to meet the competition. Rack jobbers in supermarkets and drugstores also have turned to discounting to offset the discount store price competition.

A few years ago, the chains, such as Woolworth's and Kresge's, slashed the price of records in their outlets, wherever discount competition was rife. Woolworth's in New York, for instance, where discounting is the most intense, sell most LP's at \$1 off list and singles at 77 cents.

As the discount stores slashed list prices on items from records to refrigerators, department stores,

## Celler to Address

NEW YORK - Congressman Emanuel Celler will address ARMADA members June 27 during the organization's annual convention at the Diplomat Hotel in Hollywood, Fla.

Celler, chairman of the House Judiciary Committee, will discuss the federal legislation against record counterfeiting which he introduced recently in Washington. He will be making his initial appearance before a body of disk industry executives.

Meanwhile, ARMADA president Art Talmadge reports that arrangements have been completed line with the latter firm's new policy for 50 convention exhibit booths which will be made available to by labels other than its own tion Committee" has been formed affiliate members at a nominal fee Mercury and Smash trademarks. to advance the project. The Dresser on a first-come-first-served basis. (BMW, May 15.) nome is in an area which is to be Applications should be made diredeveloped under the city's slum rectly to Jordan Ross, ARMADA ductions, personal management recording contract does not permit with music listeners. executive secretary, in Chicago.

severely hurt by the competition, cut prices, too. This forced the bare-pipe rack type of discount store to clean the place up a bit and offer more service in order to department stores and the chains, as exemplified by Allied and Woolworth are setting up their own discount operations.

(Continued on page 43) loser.

#### Lieberson: Col.'s Album Volume at 35 Million

NEW YORK — Columbia Rec-Lieberson told the Australian trade paper, Broadcasting and Television visit to Sidney, Australia, for the 1961 CBS-Coronet Disk Jockey convention a couple of weeks ago.

paper that he considered radio exposure for records "the life-blood of the recording industry," and opined "some records could attribute 100 per cent of their sales directly to the air medium."

strongly against "Top 40" station formats and advised Australian broadcasters to compile its record shows "from personal taste and personal music preference rather than overseas charts. If a chart is used," said Lieberson, "it infringes SSUE DUE Sept. the moral right of the radio station to present the music it truly believes is good music and is detri- ing deal for the Am-Par Record mental to the record industry and artists who are struggling to make a decent living."

In line with this Lieberson explained that if Australian stations and deejays do depend upon U. S. best-selling lists (either from trade hold its clientele. Now, both the papers or U. S. stations' "Top 40" charts) then the end result might be that Columbia would have to stop recording anything they didn't think would make the U. S. charts. West. ... Wration If this were to happen, Lieberson ness they are racking up will be a chain of discount depart- pointed out, the Australian record ment stores. The present chain of market itself would be the ultimate

"For example," he said, "we may ords distributed 35 million LP's record Australia's own Diana Trask last year and has a projected figure and in America the disk may flop, of 50 million LP's for 1961. That's If this were the case it wouldn't what Columbia President Goddard make the charts and subsequently would not qualify for Australian programs compiled from American (May 11, 1961 issue), during his listings, although it could prove an outstanding success here.

The executive added, "Stations (in Australia) must face the inevi-Lieberson also told the Aussie table conclusion that if their programs are preselected, Australian music can't and won't come into being."

## However, Lieberson came out Am-Par Pacts W'minster Deal;

NEW YORK-The long-pend-Corporation to acquire a controlling interest in Westminster Recording Sales, Inc., (Whitehall Records and Westminster Tape Corporation) was concluded last week. The sale marks ABC-Paramount's entry into the classical field.

Most of the Westminster personnel have already moved over to Am-Par's Paramount Theater Building offices, including Dr. Kurst List, who will supervise recordings, and Sales Manager Howard Stark.

It is understood that Am-Par plans to bring back many of the items which were sliced from the Westminster catalog about a year ago. The label will also release

(Continued on page 43)

### Merc Forms Products Division; sales outlets for the records. Major companies claim that Korvette is the largest record merchandiser in Picks Up Distribution of Ensign

policies, has formed a special products division.

The new division will handle Smash Records, the firm's subsidiary label, as well as the products included in the varied distribution pacts contracted between Mercury and independent record producers.

To date, Mercury has made distribution agreements with the Clock, Pioneer and Ensign labels. Other labels will be released through the same set-up as agreements are reached between the new division and indie producers.

Charles Fach, previously the national promotion director for Mercury, heads the new division as sales manager. Danny Driscoll, promotion manager for Smash, becomes the division's promotional

Replacing Fach in Mercury promotion is Barney Fields, formerly district promotion manager for Capitol Records.

All three men will be headquartered here.

Ensign Joins

CHICAGO — Ensign Records. headed by Buck Ram, has joined those independently produced labels using the distribution facilities of the Mercury Record Corporation.

The agreement between Ram and Irving B. Green, Mercury president, calls for Ensign to produce 20 master sides in the next

of issuing and marketing releases

CHICAGO - Mercury Record | independent production of record Corporation, in a move to consoli- masters. (BMW, April 10.) His MUSIC date recently-initiated expansion labels, Antler and Ensign, had been used in the past primarily for production purposes. Ram, however, has had a long association with Mercury, both as an artist and as manager of the Platters, Mercury vocal group.

#### 1st Calliope Sides Showcase Kimberly Performing 'Pomp

HOLLYWOOD - The Everly Brothers are unveiling their Calliope label this week with its initial singles release. The disk couples "Pomp and Circumstance," a hard swinging variation on the Sir Edward Elgar theme, with "Black Mountain Stomp," an up-dated version of the old Virginia Reel. Sides are recorded by Adrian Kimberly as an instrumental plus voices used as instruments.

The single, being distributed by Warner Bros. Records, the Everlys' disk home base, is aimed directly at the June graduation market. Warner Bros. President Jim Conkling went on record predicting the disk will emerge among the season's top sellers due to its novel approach.

The fact that the Everly Brothyear for distribution through
Mercury.

Ensign's first single, released through Mercury last week, is in line with the latter firm's new policy of issuing and marketing releases by labels other than its own Mercury and Smash trademarks.

(BMW, May 15.)

Ram, head of Personality Productions, personal management management of the postage of personal management of the postage starting their own label was exclusively revealed by BMW (April 24 and May 1), which reported at the time that the Warner Bros. artists would serve their own firm only in an artist-and-repertoire capacity by introducing some of their own recording concepts as well as bringing new talent to the fore. The Everlys' exclusive WB ment management, and High Fidelity, the magazine for the month of the month of the management and High Fidelity, the magazine for the management in the Everly Broths and Canada; Subscription rates payable in advance, One was exclusively revealed by BMW (April 24 and May 1), which reported at the time that the Warner Bros. artists would serve their own firm only in an artist-and-repertoire capacity by introducing some of their own recording concepts as well as bringing new talent to the fore. The Everlys' exclusive WB ment management, and High Fidelity, the magazine for the month of firm, only recently entered into the them to appear on their own label. vol. 73

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No. 20

### Effects of Discounting Varied in Ontario Record Makers' Exhibits

#### Ottawa Accepts It, U. S. Records, But It's Controlled Equipment at

By ARNOLD GOSEWICH

OTTAWA — Canada's capital, aside from setting the example for and civil rights, is also the shining light in the otherwise dismal surfoundings of record retail discounting. Ottawa is one of the few mafor cities in Eastern Canada where discounting is an accepted practice of disk merchandising but is controlled by a gentlemen's agreement between retailers.

With a metropolitan population of over 350,000, Ottawa is well Capitol Records, Columbia Recsaturated with over 25 regular dealer outlets as well as full representation by rack jobbers in supermarkets, drugstores and the to tape recorders, will be demonneighborhood corner store. Competition is agressive, with the major dealers carrying on vigorous and continuing advertising camdio, TV and direct mail.

The fight to capture the consumer dollar is made more difficult because Ottawa's labor force is predominantly Civil Service or white-collar, where average income is lower than most industrialized cities. Customers are much more observant about where, how and what their dollars are used to buy. Discounting has therefore become a necessary evil in this city.

#### Promo Variety

Record dealers use a variety of promotional campaigns to increase store traffic and sales. Across-theboard discount sales are held periodically during the year by most greater rate than normal because stores, but usually one store will not run a discount sale in competition with another. The only exception is manufacturer-sponsored promotions.

busy cosmopolitan Sparks Street, maintains a creative sales-stimulating campaign aimed at attracting They are given special punch the average record collector-and the bargain hunters. By purchasing large volumes of discontinued records from manufacturers, particularly in the classical category, Sherman's is able to satisfy the customer who is out to get a bargain. The additional store traffic also results in the sale of fullprice lines. By offering these cutout albums as well as frequent discounting of regular lines, Musicland has been able to maintain its reputation as one of Ottawas leading record shops.

Last summer, when Sparks Street became Canada's first shoppers mall, Shermans imported 1,000 Mexican bongos and staged live demonstrations of bongo playing in their store windows. By cooperating with the manufacturer of bongo instruction LP's, they were able to sell 400 bongos and lower-than-normal prices for disks. many LP's during the two-week promotion. Musicland also promoted both the Columbia and RCA Victor "Reduce to Music" LP's with live demonstrations.

#### Card System

The Davis Agency, which operates two large record departments in their Sparks Street and Carlingwood Shopping Centre Stores, has an ingenious method of giving customers an opportunity for a bargain. Using the advertised term, "Quality Control," Davis offers increasing discounts on merchandise that has not sold after a determined period of time. All LP's when entering stock for the first time have an inventory card attached to the back of the album ports that there has been a strong cover showing the date the disk response to the announcement of arrived in stock. If after 90 days the first album by the immortal the record has not sold, the price jazz saxist and some 9,000 orders is reduced by 20 per cent; if it are already on the books. Likewise, has not sold by 120 days, the price some 4,500 orders have been taken

## Helsinki Fair

such things as economy, politics plenty of American-made records and American equipment to play them when the U. S. Industries Exhibition goes on view in Helsinki, Finland. Commerce Department's Office of International Trade Fairs says this will be the first time in its seven years of operation that it has shown U. S. wares in the Land of the Midnight Sun.

> Participating in the show will be ords, Mercury Record Company and Grand Award Record Company. Equipment, from phonos strated by RCA, General Electric. Webcor, Zenith Sales Corporation and Philco International. Wurlitzer will exhibit musical instruments, including its electronic organ.

> A trade information area in the Exhibition Hall will be staffed by international Commerce specialists and serve as headquarters for a trade mission of American businessmen. Fair opens May 26 and continues through June 11.

given.

owners, is an inventory that is con- ing." stantly turning over, the fewer "dogs" remaining in stock until exchange time. In addition, it brings customers into the store at a they want to see which LP's have been reduced. The system has been in use over a year and is apparently successful.

Selected customers reap the Sherman's Musicland, located on benefit of an extra discount through continually buying at the Treble Clef, a Bank Street store. cards to keep track of their purchases and receive free LP's after a determined number of records have been acquired. Regular storewide discount sales are also used at the Treble Clef in order to compete with the larger dealers.

> Other dealers maintain merchandising practices of their own, all designed to give the customer a little extra for his dollar when buyin records. Trade-in plans, giveaways, bonus records on purchases are all part of the promotional effort. Discounting, however, lurks as the predominant force in promotion, and dealers in this city, as in others, look toward the record clubs and rack jobbers as the reason for this evil. Ottawa disk collectors are extremely price conscious. While record clubs and rack jobbers continue to offer the full-line dealer must meet this competition with discounting.

#### Charlie Parker's Jazz Album Ships

NEW YORK-Shipments of the first Charlie Parker Records jazz album, "Bird Is Free," began today (22) from RCA Victor's Rockaway, N. J., pressing plant. Production the time to allow them to do it. I and distribution is being carried out by Carlton Records, sole agent for the Charlie Parker firm.

Joe Carlton of the diskery re-

## Sing Blues Refrain

By HARRY ALLEN

WASHINGTON—There will be tern set in the United States with tor trade. the recent stock-up plans of RCA Victor and Capitol is being copied in Ontario, and manufacturers seem destined to suffer, according to tradesters here. So serious a crimp have they put in sales that several Canadian pressing plants are working short weeks.

> The only benefit of the plans, according to competing manufacturers, is for the dealer with money and the supermarket with racks. The big dealer can stock up with heavy merchandise and hold it back to sell at full list after the plan is over.

Many of the smaller dealers in heavy inventory laid in last fall. They failed to liquidate in a slow either 45 or 33 speed. Christmas period.

Most dealers are not happy with the situation. They accept it though, with bowed heads and the realization, "We will just have to get out and promote." Distributors reply in effect, "Fine, now mum discount of 40 per cent is maybe we will get the business off the ground. Too many of the deal-The result, according to the ers are sitting by idly and not sell-

#### Customers Confused

Stores claim that customers are confused by prices, and that they are almost at the money-losing point, what with supplying delivery service, money-back guarantees covering overhead costs. "We have sold more Victor records at discount, but who needs to discount a Belafonte record?" asked one store manager. He said his store had suffered because they have to carry records in depth.

In the suburbs, dealers are being hard hit by rack jobbers in supermarkets. Dealers, however, feel that only with personal service can they compete. The rack jobbers are offering \$4.98 items for \$2.69, almost the same price paid by the dealers.

One distributor predicts, "If the manufacturers don't take a serious look at what they are doing to the industry, the discount situation will become permanent in this country and put the smaller dealers out of business."

Ken McCaul, of Harmony Music, admits discounting is "the coming thing and we have to live with it. You have to sell the customer. If you let the customer out of the store, you are the loser. In some cases, I give 10 to 15 per cent discount, and the customer thinks I have given him a personal bargain. In that way, I can fight the downtown discounters."

McCaul says he is buying only what he can afford, not overloading, and hopes there is a change in the whole price structure by

#### Want to Listen

Wilf Sayers, whose store is in a shopping plaza, said customers want an opportunity to listen to a record before purchasing it. "At discount prices, you can't afford buying product that is on special. BOWS AT MOA go into factory deals only because am forced. And that is what Victor did to us. They advertised the plan to the public and we had to go along with it to keep the Victor product."

The rack jobbers admit they have done a tremendous business in the supermarkets.

## Dominion Dealers At MOA Focus on 45's

company exhibits at last week's per side. Music Operators of America show centered-in the main-on current TORONTO-The discount pat- 45 single hits aimed at the opera-

> Several firms showed 33-single material but the subject still appears to be up in the air as far as diskeries noted they were ready to go full scale into 33 singleswhen a demand develops. But few showed any substantial concentra-

tion in this direction to date. Exhibiting at the show were Capitol, Columbia and Epic, Decca, Dot, MGM, RCA Victor; and through its licensor, Opera- floor. tors Music, Inc.; Pathi Records and 20th Fox Records.

Columbia unveiled a new "Sing Along With Mitch" package for the juke box trade. Included are Ontario are being driven to the five singles with Mitch Miller and wall. Too many of the dealers the gang plus title strips. The were short of cash because of the singles are part of Columbia's Hall of Fame Series and are available in

> The idea is to combine previous hits on one record. Columbia has pushed the series for the juke box trade and now has some 15 country and western and 15 pop packages as part of the Hall of Fame line.

Columbia indicated it planned upstairs. to go further into the 33 speed singles only, rather than so-called open art-fair type show.

MIAMI BEACH, Fla.-Record seven-inch doubles with two tunes

RCA Victor and Capitol both showed 33 singles and doubles. Neither firm, however, indicated it was ready for any really substantial entry as yet.

Dot showed mainly 45 singles and its albums, but officials indimost operators are concerned. All cated it would come out with some 33 singles in the very near future. Officials say the masters have already been pressed.

Other labels concentrated on their current 45 single hits.

Several of the companies had carnival-type displays that added color to the already-festive exhibit

MGM had a pitch-a-coin-in-awell-and-win-a-record booth presided over by a pair of attractive blondes in well-filled leopard skin

Capitol had a large carnival wheel with men in striped shirts and bowlers presiding over the crowd with canes. Anyone picking the winning number on the wheel was given a record gift.

Decca had a different approach -small booth in the exhibit hall with a sign asking operators to join the Decca staff in their cabana by pool-side or in the hospitality suite

RCA Victor had a large orientaldirection but would concentrate on appearing tent, and Dot had an

#### LATE POP SPOTLIGHTS

BOBBY DARIN



NATURE BOY (CRESTVIEW, ASCAP) (2:33)-LOOK FOR MY TRUE LOVE (Adaris, ASCAP) (1:59)-The fine standard of eden abbez is handed a winning performance here by Bobby Darin aided by solid support from a femme chorus. Flip, almost as strong, is a potent rocker sung with enthusiasm by the chanter.

#### THE ECHOES



SAD EYES (Greta, BMI) (2:24)—IT'S RAININ' (Greta, BMI) (1:00)—The Echoes, now on the charts with "Baby Blue," have two more solid follow-ups here. Top side is a tender, pretty tune, sung with feeling by the group. The flip, in the same vein, again shows off their dulcet vocal Seg-Way 106

competition of the discounters in the supermarkets. "I sell less now. but get my full markup and pass up the Capitol and Victor records." He dropped his record investment from \$40,000 to \$6,000. "Why should I warehouse for the manufacturers?"

#### Money Angles

Joe Fraser, of The Melody Shop, who formerly owned four stores in shopping plazas but now owns just two, said he would have taken advantage of the Victor and Capitol offers, "If I had had the money."

Jack Denton of Don Mills Music Store, said that "Victor has tied up all the dealers' money. But customers are discriminating. They DISK MACHINE are not going to be forced into They know what they want."

Gordon Kelly, who operates the Disc Shop in four locations, said his big beef was with the record clubs. Kelly said that the record clubs had never given him any share of commission, either for registering people for the club or for people who put his name down as their dealer. "They should look Harry Gottlieb, of Harry's after us. The dealers are the backis reduced 30 per cent, and if it has not sold by 180 days, the maxipackage.

Hobby Shop, said he was forced bone of the record industry and to limit his record stock by the records are our bread and butter."

#### Goldie Goldmark Exits Moe Gale's Publishing

NEW YORK - Goldie Goldmark, general professional manager for Moe Gale's publishing firms, including Sheldon Music, Springfield, Stratton & Sequence, has announced his resignation from the organization. Gale said no successor had yet been appointed.

Goldmark, one of the mostcolorful music men of the modern era, had been with the Gale pubberies for nine years. He had no comments to make as yet on his future plans.

MIAMI BEACH, Fla. -After a number of abortive announcements of phonograph venders over a period of the past five years, the Vendaversal Manufacturing Company, Compton, Calif., debuted an automatic record vender, priced at \$499.50, during the Music Operators' Association convention here. (See details in the coin machine section.)

#### Kayes Looks at Promo Effect on Classic Artist

pact—coupled with correct tim- his opinion the acquisition of Elvis ing—is the essential element Presley by Steve Sholes was a which catapults a classical artist prime example of timing. into the best seller category, according to Alan Kayes, RCA Victor classical a.&r. chief. Most recent illustration of this, Kayes points out, is the career of Leontyne Price, the operatic star who joined the label in 1957. Miss Price's album of operatic arias is now selling at the rate of 2,500 weekly, Kayes noted, adding that this sales level was achieved on the heels of several large publicity breaks which in toto spelled out the broadest possible communication at the consumer level.

The first impact was the singer's debut as Leonora in "Il Trovatore" at the Met this past season. The electric effect on audience and critics was followed by breaks in Life and Time magazines (cover on the latter). The Time cover was in the March 10 issue, immediately after the release of the Price album.

This pattern of mass impact and timing was also operative in the cases of Van Cliburn, Sviatoslav Richter, and others.

In each instance, Kayes points out, the artist was every bit as matured prior to the establishment of mass impact as before; in each case the artist was well known in musical circles; but the element of dramatic publicity was necessary—such as Van Cliburn's winning of the Moscow award.

#### Arrive Mature

Great classical artists, Kayes states, generally come to records full-blown. Additional illustrations are Caruso, Heifetz, Rubinstein, Toscanini. "So that the a.&r. function in the classical field," Kayes remarked, "involves acquiring better-than-raw product, which you shape rather than develop."... It is only occasionally that we have an opportunity to acquire an immature talent and develop it.

Put another way, Kayes remarked that the essence of the classical a.&r. function is the seeking out of the great interpretative personalities-and the elements of luck and timing. "Without timing, you can find a talent of pure gold and yet fail to achieve anything at the con-

#### **UA to Cut & Handle** Boyd Records Issues; Lease Upchurch Disk

NEW YORK-Bob Boyd, presa ident of Oklahoma City's Boyd Records, was in this city late last week to ink a deal which leased his firm's "You Can't Sit Down" disk by Phil Upchurch to United Artists. Boyd met with UA Prexy Art Talmadge to sign the deal and arrive at an agreement wherein UA will become the manufacturing and distributing agency for Boyd releases for a full year.

Boyd also heads up a group of show business-minded Oklahomans who have formed Arti Productions, Inc. This organization has plans to operate a string of night clubs and also manage talent. The latter wing is headed by Mrs. Faye E. Thomas.

Artist Productions will open its first night club in the Disneyland section of Los Angeles June 1. The club will feature top-named attractions and has a 600-seat capacity. The night spot, which has been erected by the group, will also contain two lounges and two large banquet areas.

API, as talent manager, has a number of artists under contract. Buddy Harmon, the Warner Bros. signed so far.

NEW YORK-Mass public im- sumer level." Kayes added that in

Routine publicity, advertising and promotion can be helpful to an artist in the classical field—to the extent of raising that artist's record sales perhaps 25 per cent after the mass impact has been achieved. "But," he added, "if the ingredient of mass impact is not present, routine promotion is of little value."

The same principles are operative in the classical concert field, Kayes noted. Leontyne Price's concert fee has doubled and is now \$4,500.

Kayes, incidentally, is optimistic as to the effect of the compact 33 in the classical field. "It may restore the classical business in pre-LP terms," he added, referring to such single smashes as Iturbi's "Polonaise." This market, he feels, is completely dormant, and its reactivation would not diminish or detract from the present classical market.

#### MUSIC CONFAB HELD IN ZURICH

ZURICH, Switzerland -The Southern Music Convention took place here under the "Southern Music Links the World." The Swiss Accordion Teachers' Orchestra, under the direction of Jacques Huber, and the Heinz Waldvogel ork played for the occasion.

Attending the convention were Mrs. Monique Peer, Los Angeles; R. P. Iversen, New York; Mr. and Mrs. Arthur L. Fishbein, New York; T. H. Ward, London; T. F. Ward, London; Mr. and Mrs. Bob Kingston, London; Dennis Berry, London; Rolf Marbot, Paris; Mr. and Mrs. Theo O. Seeger, Hamburg; Manuel G. Salinger, Barcelona; Mr. and Mrs. Joseph Hochmuth, Vienna; Alberto Carisch, Milano; Leslie Annable, Milano; Mr. and Mrs. Han Dunk, Amsterdam; Mr. and Mrs. Alfred Zmigrod, Amsterdam; Mr. and Mrs. Ronald Sjogren, Stockholm; Jacques Kluger, Brussels; Felix Faecq, Brussels; Sunny Skylar, New York; Albert Brunner, Zurich.

### Committee Recommends Aussie **Copyright Platters & Broadcasts**

the recent Australian Copyright also discussed by the copyright of national country music week to co-Study Committee report, which fice officials with the New York follows closely the line of Great City Bar Association's copyright Britain's 1955 copyright law revisions. Recommended for copyright under the Australian law would be a 50-year term for recordings or broadcasts.

Also recommended are compulsory license fees of 61/4 per cent of the retail price for record manufacture. Where several works are on the one record, the mechanical royalty would be divided among the copyright owners. The door would be left open to revision of this rate by the Copyright Tribunal of the Australian Commonwealth. Disks are still referred to as gramaphone records Down Under.

In a clear and succinct outline of the 99-page Australian copyright report, Richard S. MacCarteney, chief of the U.S. Library of Congress Reference Division, notes that the Australian committee has been working since September, 1958, on the copyright questions. Reciprocal copyright courtesies would extend to members of the Universal Copyright Convention (of which the U. S. is a member) and the Brussel's revision of the Berne Convention, because of the Australian participation in these copyright agreements.

In our own country a report by the Library of Congress on proposed revision of the 1909 copyright law is currently under way for submission to Congress in the near future.

#### Revisions Evoke Interest

Recording and broadcasting industries have taken a keen interest in the copyright revision, which could recommend copyright for sound recordings and broadcasts. Recent copyright meetings have taken place between record manufacturers' general counsels, representatives of the Record Industry Association of America and a special panel working on "neighboring rights," i.e., protection of performing artists, recordings and broadcasts,

drummer, and the Windjammers, spokesmen met with Abraham L. broadcast or sent to a subscriber are the most prominent names Kaminstein, register of copyrights, service by "diffusion" (rebroad- Ewart Abner, head of Veejay sets by Clifford Jordan, Junior and Arpad Bogsch, legal advisor of cast).

WASHINGTON—Copyright for the copyright office, in New York records and broadcasts of musical in late April. Inclusion of neighborperformance is recommended in ing rights in copyright revision was committee.

> Of further interest to music writers, publishers and recorders. are Australian copyright recommendations that copyright subsist in every legitimate sound recording by "qualified person" (citizen of Australia or of a country adhering to the same international copyright agreements) for a period of 50 years. The record or other instrument of reproduction must bear a mark or label indicating the year of first "publication."

> Infringement of a recording in Australia would include: Making another record embodying the copyrighted recording, public performance or broadcast of the record. Also, the performing right would be conferred on all records copyrighted in Austraia without regard to whether this copyright existed in the country where the record originated. An exception is made for a record heard by broadcast "reception," freeing hotels and inns from infringement liability.

> No specific mention is made in the Australian copyright report of performance royalty of copyrighted music or of recording when used on juke boxes. However, both Great Britain and Canada have a form of exemption for juke box

> Every television or sound broadcast made by the Australian Broadcasting Commission or any of the broadcast licensees has copyright for 50 years, and the broadcaster would be the "first owner" of this copyright.

In other areas, Australian copyright would subsist for 50 years after the death of author or composer. If no publication or recording has been made during the copyright owner's lifetime, copyright continues for 50 years after such publication. Except by arrangement with the owner, these restrictions obtain: No copyright work can be reproduced in any material form, Copyright experts and industry published, performed in public,

#### TOP NAMES ENTERTAIN

#### 4,000 at Big CMA Spec; Officers & Directors Meet

country music spectacular and the try music festival next November. second annual meeting of officers | Congressional proclamation of this and directors of the Country Music event will be sought. Association, shared the country music spotlight here last week.

The spectacular, staged at Dinner Key Auditorium, before 4,000 enthused spectators who paid \$1.50 to \$2 admission, featured a bevy of top name acts. These included Don Gibson, Ferlin Husky, Wilma Lee and Stony Cooper, Porter Wagoner, the Wilburn Brothers, June Carter, Grandpa Jones, Marlene Garner, Jimmy Strickland, Chick Stripling, the Collins Sisters, George Hamilton IV and Jan Howard. Backing was provided by Pee Wee King and his band. The bash was arranged by Cracker Jim Brooker, WMIE deejay, and Hap Peebles, veteran Wichita promoter.

CMA meetings, officers and directors voted to establish a country music hall of fame. A panel of 100 judges will vote for the annual selections for awards, which will be made in Nashville. The judges will be named by the CMA and selections will be voted on by full CMA membership.

An elaborate and colorful 12page trade brochure, prepared by Dorothy Gable, and containing photos of CMA executives, artists, and a detailed description of CMA, its membership and its purposes, will be mailed to CMA members, reps of the country music field and ad agency personnel.

It was also decided to hold a

#### **Anita Bryant Quits** Carlton in Month, **But 12 Sides Due**

NEW YORK — Anita Bryant will be exiting the Carlton label in June. The diskery's president, however, has concluded a deal with the songstress' booking office MCA, whereby she will cut 12 more sides to be selected by him.

Carlton says that it was this "right of choice" that proved to be the bone of contention between the singer and the label. Carlton believes that the manufacturer should exercise its right to choose material, while Miss Bryant and her manager insisted upon picking their own songs.

In summing up, Carlton said: "There is a principle at stake here; namely, the right and the function of the diskery to select material. It's no more than right that a company, after building up an artist, should continue to exercise a selection function, rather than having the company relegated to the position of a distribution agent.

It is reported that Miss Bryant will record for Columbia after the expiration of her Carlton contract.

#### NARM Builds Up Its Recruiting Arm

NEW YORK—Jules Malamud, executive secretary of NARM (National Association of Record Merchandisers) has appointed two new committees to aid him in the organization's current membership drive. In charge of recruiting rack jobber members is Denton Harris of Rack Merchandising magazine. In charge of recruiting associate members (record manufacturers) is Records.

MIAMI BEACH, Fla.-A giant | incide with the annual WSM coun-

An approach will also be made to the National Association of Broadcasters in an attempt to tie in with their regional sales clinics held annually. CMA President Connie B. Gay offered to make speeches on behalf of country music throughout the country. Yet another project okayed here last week was a CMA-sponsored educational program to be made available to schools. Under the direction of Mrs. Margeurite Yelton of South Bend, Ind., the project would tell the story of country music through slides and films.

## At the Thursday and Friday Int. Disk Men's **Club Appointing**

NEW YORK - The International Record Men's Club, first proposed by UA's General Manager-Vice President Art Talmadge and Foreign Operations Director Sidney Shemel, is shaping up, with Gene Moretti, foreign operations chief of MGM Records, set as first chairman, and Shemel as vicechairman.

Plans call for the group to meet at monthly luncheons on an informal basis with no dues. Chairmanship will be rotated among members each month, and a different guest speaker will be invited to discuss foreign record market problems at each session.

French record distrib-manufacturer Eddie Barclay will be the first speaker. Leonard Wood of Britain's Electrical and Musical Industries, Ltd., may also be on the agenda. The first meet will be held sometime next month.

The organization, purpose of which is "to provide a common meeting ground where men with allied interests can meet informally to discuss the foreign record scene," is open to all men who function in the international disk field as recording executives, publishers, attorneys or consultants. Attorney Walter Hofer and Columbia Records' Harvey Shein are among the charter members.

#### Riverside Initiates '7500' Series of Catalog-Type Pop

NEW YORK - Riverside Records has initiated a pop series of records to be added to its line. The series, called the "7500," will sell for \$3.98 mono, \$4.98 stereo.

The titles are of the catalog type with sets by Latin music veteran Noro Morales, a Pachanga set by conga-bongo drummer Ray Barretto, and other albums by Sy Oliver, Chauncy Gray, pianist Paul Renard, Oscar Brand, Father Dustin, and Juan Calle.

The regular \$4.98-\$5.98 jazz line has new titles by the Montgomery Brothers, pianist Bobby Timmons, Vic Feldman, and trumpeter Blue Mitchell with strings and brass. There are also two albums in the "Living Legends" series by New Orleans type artists Sweet Emma and Kid Thomas. Two sportscar albums are also scheduled for immediate release.

The firm's Jazzland subsid has Mance and Joe Harriot on tap.

#### MUSIC AS WRITTEN

New York

Many new labels have been formed recently, vet cleffer Andrew Halmay has started Tibor in Boston . . . John Greene Jr., of Durham, N. C. has started Dial and Pep . . . And in Philadelphia Johnny Salerno has started Salco . . . There have also been a flock of signings by established labels. Argo has signed Dodo Marmarosa, the jazz pianist who has been in obscurity the past decade due to illness. World Pacific's President Dick Bock has signed guitarist Al Viola, orkster Bobby Montez and organist Dick Holmes . . . Alan Dale and Eddie Cari have joined the Sinclair label . . . And Kapp records has signed Abram Chasins and his wife Constance Keene.

Cy Lelsie, of Pickwick, has been appointed to the board of the Joint Defense Appeal and the New York Regional Advisory Board of the Anti-Defamation League . . . Author Mary O'Hara has penned the book, music and lyrics of a new musical, "Oh! Wyoming," which opens at Catholic University in Washington May 31 . . . Mills Music has pacted composer Stan Jones . . . MCA is now booking the Sammy Kaye crew for TV . . . Nashville pubber Kenny Marlow became the father of a boy last week . . . Rudy Sanchez of Elmhurst, L. I., won second place with a song titled "In This World" in a songwriting contest conducted by Songwriters Review magazine . . . Composer and vocal coach Phil Moore is being featured in the comic strip "On Stage" as Doc Philmore . . . Monitor Records has signed folksingers Billy Edd Wheeler and Joan Sommer . . . Harold Orenstein, New York music attorney, visited Europe recently on business . . . Cedric Dumont, Swiss publisher, (Edition Coda) and composer will perform his latest work at a concert in London's Royal Festival Hall June 10.

Caedmon Records is issuing its fourth album of Shakespeare's works, "Romeo and Juliet" this week . . . Wolfie Gilbert has penned a tribute to Commander Alan Shepard's space flight called "Astronaut of Space." Gilbert penned the hit "Lucky Lindy" in 1927 after another historic flight . . . The Smothers Brothers open at New York's Blue Angel May 24 . . . Kathie Keegan opens at Pittsburgh's Horizon Room June 5 . . . Vaughn Monroe starts a night club tour with a two weeker at Washington's Shoreham Hotel June 12 . . . Guy Mitchell is now at the Checkers Club in Sydney, Australia . . . Gloria Lynne opens at the Flame, Detroit, May 26 with the Earl May trio . . . Joe Williams plays the Flamingo in Las Vegas starting June 22 . . . Adam Wade is set for his first South American Tour Bob Rolontz. in July.

#### Boston

A new distributorship—the Penney Company—has opened here under the aegis of John Penney, formerly branch manager of Mercury Records in Boston. Penney is backed up by a full crew of sales and promotion people with Dave Elkins, another Mercury alumnus, as sales manager . . . Gerry Sher of Dot had Tab Hunter in town with his "Wild Side of Life" on a general promotion that covered TV and radio . . . Lawrence Welk's date at the Boston Arena June 8 is already practically sold out . . . Radio Station WMEX still looking for a morning and a mid-morning man. Arnie Ginsburg would like to hear from qualified lads.

Bill O'Brien, former WTAO deejay, back on the air at WILD . . . Bob Taylor of Capitol had Stan Freberg in town two days with his new album, "The United States of America." Bob and him on WBZ's p.m. program, the Louise Morgan TV Show and also doing some tapes . . . Pat Molitieri of Teen Records in town giving boost to "Say That You Love Me."

Cameron Dewar.

#### Nashville

Since RCA Victor tapped the talents of Anita Kerr a few months ago on an exclusive basis as arranger, the attractive lass has turned out some solid instrumental arrangements. One good-listening example is Chet Atkins' newest album, "The Most Popular Guitar." Anita, long recognized as a leading vocal arranger (she heads the Anita Kerr Singers), arranged all 12 sides of the new Atkins etching. . . . Allen Reynolds' first release for RCA Victor, recorded here recently, is "Through the Eyes of Love" c/w "What a Pretty Little Girl."

Louisiana Gov. Jimmie Davis slipped into town recently for Decca sessions at the Bradley Studio under Owen Bradley's direction, with the studio keeping mum before, during and after the Decca artist's visit. . . . Air Force Capt. Paul Atrocian was at the RCA Victor and Bradley studios recently cutting radio ET's for Air Force. . . . Local talk is that Don Gibson has scored another success with his latest release for RCA Victor. "I Think It's Best (To Forget Me)" c/w "Sea of Heartbreak." Eddy Arnold's new RCA Victor album, just released, is "Let's Make Memories Tonight." . . . Decca released a new Wilburn Brothers album May 15. It's titled "The Wilburn Brothers Sing," and is getting good reports. . . . Jan Howard cut a session for Challenge at RCA Victor studio May 11, with Joe Johnson in to direct. . . . Connie and the Cones were at the Bradley Studio May 13 for Skidmore sessions, with Al Gallico directing. Pat Twitty.

#### Hollywood

Harold Baloyan, formerly with Record Sales distributing here, takes over Capitol Classics' merchandising and promotion from John Coveney who has been moved to New York City where he heads Angel's artist, reviewer, radio-TV relations. Coveney had been longhair merchandising manager for both the Capitol and Angel labels.... Liberty's Clyde Otis adds three vocalists to label's artist roster: the Spinners, Gina Boyer, and Len Wyatt.

(Continued on page 6)

#### WILL THEY NEVER STOP?

### Jockeys Work Under Water And at 2,500 Feet Up, Too

By JUNE BUNDY

NEW YORK-In a bid for audience attention in the increasingly competitive local radio market, becoming more and more arduous and in some cases downright dangerous. During the last couple of months deejays have broadcast from tanks of water, taped reactions while in free fall from an airplane; served as targets for ball and pie-throwing contests and participated in a flock of other wild stunts and marathon broadcasts.

Dean Griffith, program director-D. C., recently donned an underwater suit and broadcast from the bottom of an eight-foot tank of water. A special contact mike was attached to his throat and he used staged to ballyhoo the grand opening of 8 Fathoms Deep (a skin balls hit a jock he had to topple diving equipment store), drew 1,500 people. Griffith said he was Grant, program director-deejay of a bit nervous about the whole KNUZ, endured a similar ordeal stayed on the air for 104 hours and thing because "I can't swim."

is equally inexperienced at "sky recorder with him to describe his flight.

light saving time this month with Del.; WIP, Philadelphia; WHEB, deejays are claiming local land- other outlets.

#### Stereoddities Mails New Mag to Booze Club Membership

FORT LAUDERDALE, Fla. -Stereoddities Records, which successfully launched the disk career of Woody (Laughing Room) promoted Woodbury's "Booze Is the Only Answer" Club into a has now embarked in a new direc- hours. Earlier this year, Lou Brink while broadcasting. tion, magazine publishing.

The sheet, a monthly to be known simply as "Party," is being sent out on a subscription basis to all members of the "Booze" club. Joining the club is simply a matter of buying a Woodbury LP and sending in the membership invitation card enclosed. Membership, according to Stereoddities Promotion Manager Frank Shue, is now hovering close to 100,000.

In addition to circulation to club members, the magazine, actually an offshoot of "Booze News," the club's newsletter, will be available in record stores along with a compact 33-speed single called "Party Laffs." The package of disk and magazine will sell for \$1.49. In each month's pack, the compact single will feature a different artist in the firm's comedy catalog. This, it's figured, will build a new market for the firm's album line, not to mention product of other disk firms and products in general of a home entertainment nature. The magazine is expected to carry general advertising along these lines.

Meanwhile, with the magazine already launched, Stereoddities comedy star Woodbury left his familiar beachfront haunts in the Bahama Hotel here for a sojourn in Hollywood, where he's expected to undergo screen tests for United Artists later this month.

Patrol officers.

Goldmar, KTRH, Houston, lived in 60 hours. fall-out shelter for two weeks and made telephone reports on the air deejay of WPGC, Washington, staged a "grudge" match as the nicipal Auditorium last month.

over into a tank of water. Ken tured leg muscle."

tion's jocks are welcoming in day- active at WAMS, Wilmington, the marathon." a clean-up campaign. Armed with Portsmouth, N. H.; WIL, St. buckets, brushes and ladders, the Louis; KQV, Pittsburgh, and many

> about what effect such wake-athons might have on their health.

olis, this month bowled a full 44 the marathon actually showed him hours and 41 minutes without to be in better physical condition stopping, to spearhead the Twin than before the marathon started. Cities' annual drive on behalf of vious bowling record was held by

and played records for 68 hours

marks, starting with the statue of and Larry Wayne, WEZL, Rich-William Seward in Seattle's Vol- mond, Va., broadcast from a deunteer Park. All of KING's spin- partment store window during Naners belong to a station bowling tional Retail Merchants Association team which plays a regular sched- week for 142 hours 9 minutes disk jockey promotional stunts are ule, including games against Navy and 15 seconds, while dialers bowlers, a team of grandmothers, guessed how many hours they teen-agers, housewives and State would remain awake. Dave Diamond, WKGN, Knoxville, helped Texas deejays are particularly raise funds for the Heart drive by active in the stunt field. Eric broadcasting steadily for more than

However willingly most deejays participate in such stunts, some of about "Operation Survival." Dee- them are finding that such promojays Willie Ramons and Joe Luis tions are not without risk. For ex-Amador, KUKA, San Antonio, ample, Andy West, KUDL, Kansas City, Mo., broke his foot during opening bout at San Antonio's Mu- a recent "Go Cart" race with three other jockeys, and was in a cast Jocks at KNUZ, Houston, were for four weeks. Varner Paulsen, on hand at the Houston Boat Show program director of WIP, Philalast month and helped raise funds delphia, reports "Injuries on WIP's waterproof earphones. The stunt, for the Boys Harbor by letting the basketball team are piling up." public throw balls at them. If the Paulsen himself is on crutches and "out for the season with a rup-

Dave Clarke, KVI, Seattle, who this month when he let teen-agers 3 minutes in 1957 when he Frosty Fowler, KING, Seattle, throw pies at him during a Mount was a Spokane deejay, has some Carmel High School record hop. interesting afterthoughts on maradiving," but last month he staged Grant recently swallowed a marble thons. He writes "I had a form of a free fall from an airplane at a during another KNUZ promotion, amnesia at three different times height of 2,500 feet with the help when he and his fellow spinners during the marathon lasting as of the Seattle Sky Divers Club. were all trying to talk on the air long as three hours. During this The jock carried a portable tape with their mouths full of marbles. time I was fully conscious and still Deejay bowling, baseball and talking on the radio, although I basketball teams are becoming a am told most of what I said did Station KING makes stringent common thing at stations all around not make much sense. I also nophysical demands upon its entire the country. Jockey teams (usually ticed that I really didn't feel good deejay crew. For example, the sta- participating to push a charity) are for about a year and a half after

> On the other hand, Stan Major, WJJD, Chicago, who staged an eight-and-one-half-day "Stay Awake Marathon" when he was Marathon stunts and broadcasts with a Peoria, Ill., station, said he also continue unabated, although had "absolutely no repercussions of some jocks have had afterthoughts any kind, physically or mental after 210 hours without sleep." In fact, Major said, his doctor told him that Sam Sherwood, KDWB, Minneap- a physical taken two days following

Charley horses and sprained anthe American Cancer Society. Pre- kles apparently hold no fear for deejay Stan (The Man) Karas, Pat Tallman, KTSA, San Antonio. WDON, Wheaton, Md. He is do-Don Redfield, WBSR, Pensa- ing hour and half-hour remotes Woodbury here, and which later cola, Fla., operated his own board, from Vic Tanny gyms around the Washington, D. C., area and parand 45 minutes. Jim Rud, KXGO, ticipates in many of the activities profitable merchandising venture, Fargo, N. D., broadcast for 137 - weightlifting, bowling, etc. -

> GOOD THINGS HAPPEN WHEN YOU HELP? RED CROSS

(Courtery of The National Certoonists So

This One

### TALENT TOPICS

#### CHICAGO

Satirical Stan Freberg, in town to promote his latest LP (Capitol), put in an appearance on Kup's panel show "At Random" (WBBM-TV) Saturday (20). Today (22) he's practicing what he preached in an album number "Take an Indian to Lunch This Week," by doing just that. Noon will find Freberg and Dan Sorkin, WCFL deejay, having lunch at the Mc-Cormick Place - with two Indians. . . Oscar Brown Jr. held auditions for his forthcoming musical "Kicks & Co." over the weekend. Show may open here in the fall before heading for Broadway . . . Doris Day and spouse Marty Melcher made a Windy City stopover on their way to New York last week.

Count Basie brings his band to the Tivoli Theater Friday (26) for a week. He'll feature his new vocalist Ocie Smith. With the Count will be Lambert, Hendricks and Ross; jazz vocalists, comedian Redd Foxx, and the Norma Miller Dancers. . . June Valli (Mercury) bows at Mister Kelly's June 19 for three weeks. . . . Xavier Cugat and Abbe Lane guest on Ed Sullivan's show Sunday (28). . . . The Smothers Brothers are set for Jack Paar's midnight watch Wednesday (24). . . . Folk singer Bob Gibson, backed by Herb Brown on bass, headlines the Gate of Horn's new show Tuesday (23) for four weeks. With him will be the Grandison Singers, gospel-singing group from the West Coast. . . Jerry Lee Lewis is currently at the Regal Theater, along with Bobby (Blue) Bland, Ben E. King and the Vibrations.

Tom Ayre, recently seen as Riff in Broadway's "West Side Story," and Mimi Turque, fea-

seven, are headliners in ANTA- to make the rounds of the local Chicago's production of "The deejays to plug his new Dot re-Fantasticks." With an extended lease, "The Wild Side of Life." engagement at the Hotel Del Tab was piloted on the local safari Prado ending, the award-winning by Tom Moore, promotion expert off-Broadway musical is looking for another home on the near North Side. Gloria Manlong.

#### CINCINNATI

Ferrante and Teicher planed in from Miami Friday (19) to make the rounds of radio stations to disseminate propaganda on their new UA release. Assisting them in spreading the gospel was promotion man Lee Vogel, of Cosnat Distributing here. The lads appeared on the Rex Dale seg over Braun show over WLW from 2-3 p.m., and indulged in an autograph session in the record department NASHVILLE at Pogue's, one of the town's leading department stores, from 3:30-4:30 p.m. They flew into Chicago late Friday. . . . Carlton Records' Anita Bryant moved into Beverly Hills, Southgate, Ky., Friday (19) for a fortnight's stand.

A show and dance package, spotting Jerry Butler, the Marcels, Ernie K-Doe, Maxine Brown, Rosie Grier and Bobby Peterson and orchestra, set for a four-hour session at Cincinnati Gardens Friday night (26). . . Ork leadersinger Tommy Wills, whose newest on the Wing label is "Mr. Movin' Is Groovin," has his Tomcats (6) doubling between Club Miami, Hamilton, Ohio, and Club Rendezvous, Dayton, Ohio. . . . Esther Roland, who with her husband Del formerly operated the Roland Home for Show People at Fort Wright, Ky., just across the Ohio River from here, died recently following a heart attack.

Tab Hunter spent three days in tured in the original production of town to make a series of appear-"Carousel" at the tender age of lances on WLW and WLW-T and

with Is Nathan's Hit Record Distributing Company, who at the same time was introducing the local deejay fraternity to Gene Mc-Daniels, in town to hustle his new Liberty album, "Hundred Pounds of Clay." Moore reports that his firm's biggest seller these days is Bob Braun's "'Til Tomorrow," on Ruth Lyons' Candee label. Miss Lyons, incidentally, is the writer of "Wasn't the Summer Short," which Johnny Mathis has just recorded for Columbia and which the smart guys say could be the big WZIP at 11 a.m., did the Bob one Johnny has been waiting for. Bill Sachs

When Chet Atkins appeared in Washington Friday night (19), pianist Bill Purcell, drummer Buddy Harman and bass player Bob Moore joined the guitarist to make Nashville music for President Kennedy et al. at the Presidential Press Ball. . . . Monument's Fred Foster was lured into wetting a lure recently by some avid musicians who fish between recording sessions. Result: Foster and fishermen friends ran into striped bass by the boat load and the young Monument exec is now "on the hook" after his first time out. . . . Drummer Buddy Harman has a new 150horsepower houseboat that sleeps six and pulls skis when the skipper is in the mood for speed. . . Sid O'Berry, Bradley Studio's film director, has taken to shooting stills along with his award-winning film strips. Talented cameraman, who also writes songs, does antimated voices on commercials and toys with piano playing, has turned out some tremendous portrait studies of several names in the music business. . . . Brenda Lee is on upcoming Perry Como "Kraft (Continued on page 30)

#### NIGHT CLUB REVIEW

#### Dion Jumps Into Nitery Scene

Yet another took the lead—and a broad one it is—from hit pop disks to the night club floor last week. A lad who calls himself simply. Dion, opened as the lead attraction at Jack Silverman's International Club in Washington and received a sympathetic and sometimes-enthused hearing by tradesters and the public.

The lad has good looks, humility and vocal showmanship that places him considerably beyond the level of many ex-group lead singers. Opening with a snappy "By Myself," from "Bandwagon," he moves smartly into "I Like the Likes of You," and thence a cute special material effort, "I'm the Last of the First Name Singers," referring to such others as Fabian and Hildegarde.

The youngster also plays a guitar, as he demonstrates at a later spot, sitting on a stool to perform a mixture of earlier disk clicks (made with the Belmonts) and standards. The wind-up comes in a flourish of "Heart and Soul" (rock style), a fine "I Won't Cry Anymore," and a swinging "Goodnight Young Lovers," a special lyric version of "Hello Young Lovers." Mike Durso's band lends a neat backing, although singer and band showed the need in spots for more rehearsal.

Impression left is that the boy has a chance to make it in the club milieu. With a tighter show, featuring perhaps a good comic sub-headliner, he'll do even better. As it was, he had to follow the over-long act of the six veteran Treniers, whose performance was disturbingly filled with noise and rather tired banter. Ren Grevatt.

#### MUSIC AS WRITTEN

Continued from page 5

Bob Murphy replaces George Russell as Columbia Records promotion manager here.... Dick Boone leaves TV Westerns long enough to narrate children stories of Jesus for the MGM label linked with Metro's "King of Kings" film.... Averill Pasarow, specialist in entertainment industry law, will address the California Copyright Conference Tuesday (23) evening on "The Unauthorized Duplication of Records."

Publisher Mickey Goldsen (Criterion Music) is applying songplugger techniques in pushing an LP for which master he had sold and is now in release. Package is "Tahiti Dream Island" which Goldsen had peddled to Capitol. Goldsen is amplifying Capitol's efforts by sending out promotional copies on his own, arranging radio plugs, has had movie footage of Tahiti made for TV use, plus other devices aimed at getting the album in orbit.

#### Cincinnati

John Roswick, for the last two years at King Records here as recording engineer, has been named recording supervisor, succeeding Eddie Smith, who left recently after 12 years to join Bell Sound in New York in a similar capacity. Another new addition to the King staff is Chuck Seitz, who joins as studio engineer. Seitz was fulfillment supervisor with Billboard Music Week in Cincinnati the last three years, during which he worked parttime at King. . . . Joseph A. Sadd, divisional manager for Liberty Records out of Los Angeles, on an extended Midwestern tour to plug Gene McDaniels' "Hundred Pounds of Clay" album, spent a day here making the rounds of radio stations and music emporiums. Joe puts in Monday (22) in Cleveland, spends Tuesday and Wednesday (23-24) in Chicago, and heads back to L. A. Thursday (24,

Hugh Dallas, sales and promotion expert with the Command and Grand Award labels out of Detroit, covered local radio stations and music shops Thursday (18) with loud raves on Tony Mottola's new album on the Command label titled "Folk Songs," which he claims has topped the 100,000 mark in sales to date. Another winner, Hugh claims, is "Two Organs and Percussion," by Sy Mann and Nick Tagg, on the Grand Awards label. Dallas wound up a three-week promotion tour in St. Louis and Chicago over the weekend. . . . Is Nathan, head of Hit Records Distributing Company, due back here June 2 from a several months' trek that took him and his wife to Israel, England and the Continent on a combined business and pleasure jaunt. Bill Sachs.

#### Chicago

E. G. Abner, head of Vee Jay, was in New York recently for the "live" recording session of Jimmy Rede's Carnegie Hall concern . . . Barbara Gardner, who's worked with Vee Jay in public relations, is now also doing record promotion for the firm . . . Don Robey, Duke and Peacock Records, held waxing sessions with Bobby Bland (Peacock) and other artists at Universal Recording Studios last week . . . Argo Records recorded the Jazztet with Art Farmer and Benny Golson in a three-day "live" session at the Birdhouse last week . . . Mary Clinton and Jack Ferra, p.r. duo, are now working with Gene Bianco, young harpist (Chord).

Nero Records recently signed the Regals, vocal group presently working local record hops. The firm also inked the Caravelles, a pop instrumental group set to wax a single in the near future . . . Tim Gayle, veteran Chi promo man, was a New York visitor last week making the diskery rounds with Nina Gaylo, new vocal find signed by him recently. . . George Gerken, Capitol Records' district sales manager, spent the last two weeks on jury duty.

Gene Landy, Eureka and Lectern Records, made Chicago a stop-over en route to the West Coast from St. Louis. Landy, who'd flown to the Missouri city for Bob Grossman's opening at the Laughing Buddha, reports that Station WIL, St. Louis, has voted the folk singer its "artist of the month."

Gloria Manlong

#### FOLK TALENT & TUNES

By BILL SACHS

Ed Perry, president of Gala Records, Vidalia, Ga., announces that the firm is entering the country and western market, with 12 releases set for this year. The first, "I've Lost the Only One" b.w. "My Once - a - Week Love," by C. V. Williams, will be released this week. The platter was originally skedded for early-April release but was postponed because of the untimely death of Williams in an explosion in Savannah, Ga. Heywood Wynn has just joined the Gala staff as vice-president in charge of sales and distribution. . . . Ray Sanders begins a tour of the Pacific Northwest for the Americana Corporation at Vancouver, B. C., May 23. On June 4, Americana stages its annual Pa., 10; Chillicothe, Ohio, 11; country music show for the inmates of Chino Prison in California, with 18 members of the firm's talent staff participating.

Roy Drusky, working under the guidance of Hubert Long, makes his first appearance on the Dick Clark ABC-TV-er Tuesday (23) to plug his new-"Three est Decca release, Hearts in a Tangle." . . . The Southland Gospel Trio, of Canton, Ohio, has a new one out on the B-W label coupling "Behold, He Cometh" and "Pathways of Life." Trio is heard regularly on WCNS, Canton, Deejays using gospel

music are asked to drop a line to B-W Music, Inc., Box 337, Wooster, Ohio. . . . The Rocky and Hal Duo (Rocky Rauch and Hal Clampett), rhythm guitar and console steel, continue their tour of dance lounges and show bars in the Pacific Northwest. They are currently in Wenatchee, Wash., after a sevenweek stand in The Dallas,

June bookings for the gospelsinging Blackwood Brothers Quartet find them in Bloomfield, Ind., June 1; Dayton, Ohio, 2; Chicago, 3; Flint, Mich., 5; Raleigh, N. C., 8; Charlotte, N. C., 9; Harrisburg, Davenport, Ia., 16; Minneapolis, 17; Memphis, 23, and Mobile, Ala., 24. . . . Jack Robbins and Joe Poovey, who recently took over as co-producers of "Cowtown Jubilee," presented each Saturday from the stage of the Majestic Theater, Fort Worth, report that business for their first month of operation has been satisfactory. In the regular cast are Cherie Robbins, the Bragga Sisters, Bobby Kriss, John Paul Nichols and Drenda Barnett, with a pair of guest artists rounding out the weekly programs.

"Patti Page has gone and done it again with another waltz," typewrites Grelun

Landon, of Hill and Range Songs, Inc., New York. "Tune is 'Mom and Dad's Waltz,' continues Landon, "which is the Lefty Frizzell standard of many years ago and which ships right away with Mercury. This one has it for everyone's programming and I will fill jockey requests from here," Grelun says. "There'll also be a heap of excitement brewing," Landon predicts, "when the new Claude King record is released on Columbla. Goldie Hill also gave Decca a great slice with Stuart Hamblen's gold standard, 'Remember Me? I'm the One Who Loves You,' which is shipping now."

Guest roster of NBC-TV's "Five Star Jubilee," beamed eached Friday from Springfield, Mo., has Snooky Lanson hosting June Carter and Lew Childre May 26; Uncle Cyp Brasfield and Betty Johnson joining Jimmy Wakely on the June 2 telecast, and Don Gibson visiting Tex Ritter June 16. . The Burlington Railway's first of two Ozark Jubilee Excursions from Chicago and Omaha will provide an audience of 2,000 persons at Springfield's Shrine Mosque for a special show starring Jimmy Wakely and Betty Johnson Saturday, June 3. . . . Red Foley, who

(Continued on page 44)

## IT CAME TO YOU FIRST FROM



## THE HOTTEST SINGLE FROM THE HOTTEST PICTURE OF THE YEAR





## HARRY SIMEONE

ORCHESTRA AND CHORUS



#245



"LA DOLCE VITA" (2:57) [Robbins ASCAP-Verde, Rota] "A GIRL AND A HORN" (3:10) [Shawnee ASCAP—Simeone]

The haunting, title theme from the highly-rated pic import, "La Dolce Vita (The Sweet Life)," receives two stellar wax interpretations this Vita (The Sweet Life)," receives two stellar wax interpretations trues week. One bows the Ray Ellis outfit on Victor while the other features week. Simeone ork & chorus on 20th Fox. Both are ear-pleasers. Ellis Harry Simeone ork & chorus on 20th Fox. Both are ear-pleasers. Ellis pretty trumpet-led cha cha theme from the same pic shines on the same pic shines on a soft romantic lovely.

VARIETY

Jocks, Jukes and Disks

By MIKE GROSS

Harry Simeone Orch & Chorus (20th Fox): "LA DOLCE VITA" (Robbins\*) is the haunting title theme of the new Italian pic and it gets a vivid orch and choral treatment that gives it solid spinning chances.



Strongest sales potential of all records reviewed this week.

HARRY SIMEONE ORK AND CHORUS



LA DOLCE VITA (Robbins, ASCAP) (2:57)—The theme from the top-flight flick gets a beautifully flowing instru-mental reading from the ork with the chorus joining in later on. The flip is "A Girl and a Horn" (Shawnee, 20th Fox 245

#### AFM's Kenin Bids For Govt. Subsidy Of Performer Arts

WASHINGTON-A good deal of Uncle Sam's Voice of America messages go overseas on wings of song, and a good many U. S. Treasury bonds here are sold to the accompaniment of music-all freely provided by the American musician. This point was made by Herman Kenin, president of the American Federation of Musicians, before a House Labor Subcommittee last week, during a hearing on bills to provide federal subsidy for the performing arts and to set up an Advisory Council on the Arts in the federal government.

and the advisory council would not the performing arts.

#### Sill Cops Highland & Kerwood Labels

HOLLYWOOD - Lester Sill has acquired the Highland and Kerwood labels from Sid Talmadge. Sill, in addition to serving as president of the two labels, will continue his publishing activities in heading Gregmark Music, which he jointly owns with writer Lee Hazelwood. The Sill-Hazelwood team which has gained attention as an independent record producing duo, also has its own Gregmark label.

have a cabinet voice, said Kenin. The government also gets a free ride on the "generosity of our union musicians" who provide some 60 per cent of all music broadcast to our Armed Forces in Korea and The bills, both introduced by on occupation duty." Yet the gov-Rep. Frank Thompson Jr. (D., ernment will appropriate nothing N. J.), are a step in the right direc- in return, and ignores the example tion, said Kenin, but do not go set abroad by most other countries nearly far enough. The "matched which showcase their performing funds" to be added to separate talent on the grand scale. Kenin State expenditures on the arts are quoted President Kennedy as pubonly \$100,000 annually at best, licly favoring federal support for

#### STORE'S STAFF PEDDLE DUCATS AS \$\$ SIDELINE

OTTAWA - The Treble Clef Record Centre, a small but well-stocked shop on Bank Street here, has entered an allied business to help increase record sales. Treble Clef sponsors a series of folk, classical and popular concerts through the year and sells tickets to these and other concerts from an outlet within the store. In the past year, such artists as Shelley Berman, Bob Newhart, the Limeliters, Jose Greco, Pete Seeger, the Kingston Trio and the touring show of "Fiorello," to name a few, have performed to capacity audiences in Ottawa. The demand for tickets to these shows has created natural store traffic for the Treble Clef with the bonus of extna record sales.

#### Arren and Broderick Held Over in Vegas

LAS VEGAS—The veteran musical comedy team of Arren and Broderick (Charlotte Arren and Johnny Broderick), now in their eighth week as a feature of Barry Ashton's "Holiday in Rio" at the New Frontier Hotel here, last week was handed a holdover which will keep them here at least 12 weeks.

The team opened March 30 for four weeks, with 12 options of four weeks each. Option picked up last week was the third. The Ashton shows on the Strip and indications banner.

are that it may remain, here well up into the fall season.

Broderick, a pianist, is well known in songwriting circles and has several hit tunes to his credit. In recent years he has written much special material for Mahalia Jack-

HOLLYWOOD - Dot Records last week took over national distribution of Crystallette's "Playboy Lover" single, marking the second time Dot has distributed a Crystalette disk. The first was "Pink Shoe Laces," which several years ago became one of the top-selling singles of its day. Dot is distributrevue is currently one of the top ing "Playboy" under the Crystalette



Sign up and you're saving. You can put any size "installment" you want into Savings Bonds on the Payroll Savings Plan—even 63¢ a day. In 40 months this amount adds up to \$750 saved and \$250 earned at maturity.

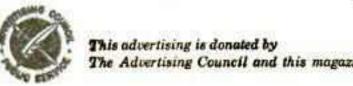
### How to get paid 334% interest for buying on the installment plan

Ever hear of a payment plan that has no interest or carrying charges, and pays you 331/8¢ for every \$1 installment you make? There is one, you know -the Payroll Savings Plan for U.S. Savings Bonds. Your payroll clerk will set aside any size installment you wish (as little as \$1.25 a week) and as the money accumulates, buy your Bonds. You can cash them with interest anytime you need them. But hold them for 7 years, 9 months, and the Government pays you at the rate of 33/4% a year, compounded every 6 months-\$4 guaranteed for every \$3 you invested!

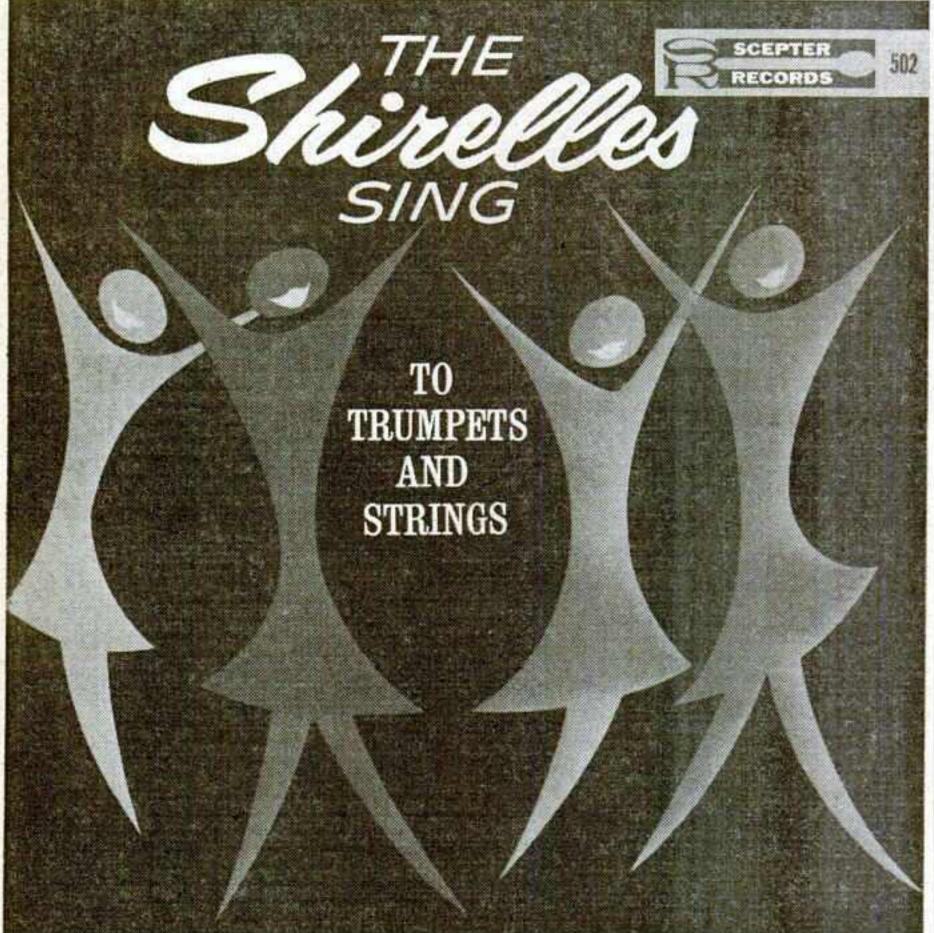
The beauty of Savings Bonds

· You can save automatically on the Payroll Savings Plan, or buy Bonds at any bank . You now earn 83/4% to maturity, 1/2% more than ever before · You invest without risk under a U.S. Government guarantee . Your Bonds are replaced free if lost or stolen · You can get your money with interest anytime you want it You save more than money you buy shares in a stronger America:

#### You save more than money with U.S. Savings Bonds







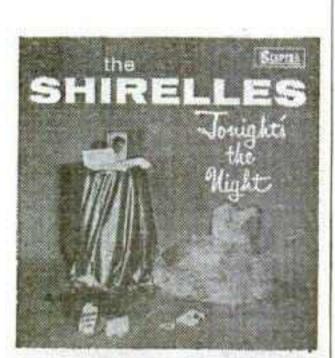
cash in on the HOTTEST VOCAL GROUP with their new album and current best selling album!

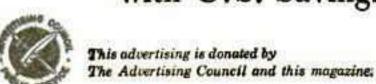
#### TONIGHT'S THE NIGHT

**SLP #501** 

special deals available on both albums!

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PROUDLY PRESENTS

## LAWRENCE WELK

with his 4th hit in a row



B/W
CRUISING DOWN THE RIVER



#16222

"THE NATION'S BEST SELLING ALBUMS"

#### Crowell-Collier's Hope of Acquiring Station WMGM May Hit FCC Snag

Thanks DeTS for Spinning Own 1st Delease

Spinning

on

the

Charts

ROLLER COASTERS
# 100

#1 in Monroe, La., in first 17 days!

PATOLIDAY ININ RECORDS, P.O.BOX 7

bythe

D.J.'s: Write for samples to

Collier's hopes for acquiring Loew's the Federal Communications Com-New York radio station, WMGM, mission, in connection with a highly may snag on complaints of alleged complex round-robin of station payola and other questionable ac- swaps and buys involving RKO, tivities of the publishing firm's NBC and Crowell-Collier, among owned stations in Los Angeles; others. Oakland, Calif., and St. Paul. The although only the general areas of of Washington "good music" sta-

WASHINGTON - Crowell- questioning have been indicated by

FCC has announced that heardetails of the complaints have ings will have to be held concernleaked to the broadcast trade press, ing Crowell-Collier's proposed buy

Bealk Pub., BMI

Time: 2:37

001 Instrumental

tions, WGMS and WGMS-FM here, from RKO General, Inc. The agency makes no mention of the related application for the New York radio outlet, but proposes to look into general questions of whether the Crowell-Collier "pattern of operation" qualifies as broadcasting in the public interest.

Broadcasting magazine, claiming to have had access to an 81-page staff document prepared on these matters for the commissioners' consideration, says the FCC complaints of payola have been raised against C-C stations KDWB, St. Paul; KEWB, Oakland, and KFWB, Los Angeles. The report is alleged to contain acknowledgement by a KFWB employee that a record distributor offered money for pushing his product on the station.

Also, according to the broadcast trade book, the FCC office of complaints and compliance has complaints of "vulgarity" and "bad taste," and airing of "filthy records" over all three C-C outlets. The FCC's pubilc announcement contains charges of vulgarity, operating beyond legal hours, and snagging police and fire broadcasts for sensational rebroadcast which alarmed the communities.

A public hearing will be held on these and many other issues of a complex series of deals involving top stations in Washington, Philadelphia, Boston and San Francisco. In brief, the FCC will question all hands as to possible violation of the public interest involved in the NBC, RKO, Crowell-Collier roles

in these proposed transactions: "
NBC's application to hand over its WRCV and WRCV-TV stations in Philadelphia to RKO. Philco Broadcasting Company is applying for the channel, citing NBC's antitrust record as making it unfit to operate the outlet or transfer it to RKO. In Boston, RKO General proposes to turn over its stations WNAC, WRKO-FM and WNAC TV. In Washington, NBC proposes to turn over its stations WRC WRC-FM and WRC-TV to RKO General. Chronicle Publishing Company is trying to get the station for itself, and Westinghouse Broadcasting wants to be made a party to the proceedings. License renewals are pending on most of the stations involved.

FCC says that in connection with any and all NBC (RCA) proposals, the firm will have to be examined on its antitrust background. The issue of trafficking in licenses, and questionable pay-offs, will be raised on deals involving construction permit for San Francisco-Oakland Television, Inc., in which RKO may have been involved and which Holiday Inn Records, P. O. Box 7127, Memphis 18, Tenn. NBC proposes to acquire.

#### Bills in Congress To Regulate Nets, Set Advisory Board

WASHINGTON — Reform proposals for broadcasting continue to follow the blockbusting criticism of the industry made by FCC Chairman Newton Minow and NAB President LeRoy Collins during the recent National Association of Broadcasting convention. A bill to regulate networks, particularly in the programming area, and one to set up a National Citizens Advisory Board on radio and TV emerged on the Hill last week.

Rep. John Bennett (R., Mich.), ranking minority member of the House Commerce Committee, has introduced a bill to allow the Federal Communications Commission to regulate networks which would: require "balanced programming" by the nets, prevent them from putting undue pressure on affiliate's programming, limit affiliate contracts to two-year terms, and dock the nets \$50 for every day's infraction of the rules. A bill to license the networks was introduced earlier in

#### Victor Pop Issues Stress Chet Atkins' Best Selling LP's

NEW YORK-Victor's pop albums for June will include a special promotion on Chet Atkins, to stress the a. & r. man and guitarist's catalog of best selling albums. Victor is bringing out a new Atkins album, "The Most Popular Guitar," and is repackaging 10 of the musician's former LP releases in jackets. The firm is also springing with a national Atkins promotion featuring a window display contest with barbecue grills to be awarded to winning dealers. The window will feature cut-outs of Atkins plus the slogan, "Chet Atkins and your record dealer invite you to entertain with RCA Victor records at your barbecue."

Other new Victor releases include Ray Ellis' first LP, "La Dolce Vita and Other Great Motion Picture Themes"; "Summer Camp Songs" with Hugo and Luigi's Children's Chorus; Bernie Green's "Futura," and "Crazy Rhythm" with the Guitars Unlimited.

the session by Commerce Committee Chairman Harris (D., Ark.).

Rep. Thomas Ashley (D., Ohio) wants to set up the radio-TV ad visory board of 11 members, presig dentially appointed. The board would make a "continuing study of programming trends," and the pressures brought to bear by networks, advertisers, et al. Reports would be submitted annually to Congress and to the FCC, with recommendations for legislation when necessary,

The SONG of the

By Paul DURAND, Composer "Mademolselle De Paree"

"THE COW AND I"

Theme from the new film

ROGER WILLIAMS on KAPP MILLS MUSIC, 1619 Bdway., N. Y. 19

A Big Smash Record!

HEART AND SOUL

THE **CLEFTONES** 

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YOU NEED THE RED CROSS



Cartoon by Eldon Dedini



# BIG BOSS MAN

#380





#### THANKS TO CONTINUOUS PLAY BY OUTSTANDING HIT-MAKING STATIONS

	AT WA			4 AT WGIV, CH	ARLOTTE, N. C.	17 AT KILT	) HOUSTON	5	AT WYLD,	BIRMINGHAM
7	AT WP	NUMBER OF	ATLANTA	18 AT WKLO, LOL	MEW ODIFANS	16 AT KNUZ	) mosion	24	AT WDXB	CHATTANOOGA
•	AT WO	DXI /		7 AT WHOE	1	8 AT KBOX	DALLAS			SAN ANTONIO
19	AT WA	AIL )	BATON ROUGE,	9 AT WIIX	NEW ORLEANS	6 AT KLIF	)	10	AT KFJZ	FORT WORTH
9	AT WLO	cs	LA.	6 AT WJBW	)	5 AT KXLR, LITTLE	E ROCK	5	AT KNOK	1000

AND BREAKING WIDE OPEN FROM SAN DIEGO TO SEATTLE!

## BUSECARE HTS OF THE WORLD



#### HOLLAND

Week ending May 19, 1961 (Courtesy Fonorama, Amersfoort)

This Last Week Week

> 1 WHEELS-String-A-Longs (London)

2 NON, JE NE REGRETTE RIEN -Edith Piaf (Columiba)

5 BABY SITTIN' BOOGIE-Buzz Clifford (Philips)

4 ARE YOU SURE?-

The Allisons (Fontana) SURRENDER-Elvis Presley (RCA)

CORRINE, CORRINA-Ray Peterson (London)

WALK RIGHT BACK-Everly Brothers (Warner Bros.) 7 AFSCHEID VAN 'N SOLDAAT (Wooden Heart)-Ria Valk

(Fontana) 6 IN A LITTLE SPANISH TOWN -Blue Diamonds (Decca) 15 BLUE MOON-The Marcels

(Colpix) 11 SUCU, SUCU-Ping, Ping (Tivoli)

WOODEN HEART-Elvis Presley (RCA) ROCKING BILLY-Ria Valk

(Fontana) 17 PEPE-Dalida (Barclay); Caterina

Valente (Decca); Duane Eddy (London) CALENDAR GIRL-Neil Sedaka (RCA)

THEME FOR A DREAM-Cliff Richard (Columbia) HAVE I TOLD YOU LATELY?-Blue Diamonds (Decca)

GOOD TIME BABY-Bobby Rydell (Columbia) DANS NOG EENMAAL MET MIJ (Save the Last Dance)-

The Fouryo's (Decca) OCH, WAS IK MAAR . . . -Johnny Hoes (Phillips)

#### SPAIN

Week ending May 19, 1961 (Courtesy Discomania, Madrid)

This Last Week Week

2 15 ANOS TIENE MI AMOR-Duo Dinamico (Voz Amo); Los Tico Tico (Iberofon) 1 MY HOME TOWN-

Paul Anka (ABC-Hispavox) 7 POETRY IN MOTION-Duo Dinamico (Voz Amo) Johnny Tillotson (Hispavox) 3 GREENLEAVES OF SUMMER-Brothers Four (Philips)

PEPE-Shirley Jones (Discophon) ARE YOU LONESOME TO-NIGHT-Elvis Presley (RCA)

5 24,000 BESOS-Adriano Celentano (Zafiro) 11 AL DI LA-Luciano Tajoli

(Discophon) GREENFIELDS-Jose Guardiola (Voz Amo)

SURRENDER-Elvis Presley (RCA) 12 WOODEN HEART-Elvis Presley

(RCA) 13 LA MONTANA DE IMITTOS-Los 5 Latinos (Fontana)

10 IT'S NOW OR NEVER-Elvis Presley (RCA) 14 SUMMER IS GONE— Paul Anka (Hispavox) LA NOVIA-Antoni Prieto (RCA)

CALENDAR GIRL-Neil Sedaka (RCA) 21 APACHE—The Shadows (Voz Amo)

22 STORY OF MY LOVE-Paul Anka (Hispavox) 16 PILLOW TALK-Doris Day

(Philips) ESTANDO CONTIGO-Marisol (Montilla)

#### CHILE

Month of May, 1961 (Courtesy Discomania, Madrid)

Month Month

3 WILL YOU LOVE ME TO-MORROW?-The Shirelles (Top Rank)

4 SURRENDER-Elvis Presley (RCA) POETRY IN MOTION-

Pat Henry (Odeon) WOODEN HEART-Elvis Presley (RCA)

THE STORY OF MY LOVE-Paul Anka (ABC) EXODUS-Ferrante & Teicher

5 SIN TU AMOR-Los 4 Duendes (Odeon) TONIGHT MY LOVE-

Paul Anka (ABC) GREENFIELDS-Brothers Four (Columbia) NEVER ON SUNDAY—

#### BRITAIN

Week ending May 19, 1961 (Courtesy New Musical Express, London)

This Last Week Week

4 RUNAWAY-Del Shannon (London)

BLUE MOON-Marcels (Pye Int.) 2 YOU'RE DRIVING ME CRAZY -Temperance Seven (Paralophone) 3 ON THE REBOUND-

Floyd Cramer (RCA) 6 MORE THAN I CAN SAY-Bobby Vee (London) 6 12 FRIGHTENED CITY—Shadows

(Columbia) 5 DON'T TREAT ME LIKE A CHILD-Helen Shapiro (Co-

lumbia) 7 WOODEN HEART-Elvis Presley

(RCA) 28 YOU'LL NEVER KNOW-Shirley Bassey (Columbia) 13 WHAT'D I SAY-

Jerry Lee Lewis (London) 10 THEME FROM DIXIE-Duane Eddy (London)

WARPAINT-Brook Brothers (Pye) AFRICAN WALTZ-Johnny Dankworth (Columbia)

9 EASY GOING ME-Adam Faith (Parlophone) 15 A HUNDRED POUNDS OF CLAY-Craig Douglas (Top Rank)

18 LITTLE BOY SAD-Johnny Burnette (London) 21 BUT I DO-Clarence Henry (Pye Int.)

HAVE A DRINK ON ME-Lonnie Donegan Pye) 16 EXODUS-Ferrante & Teicher (London)

GEE WHIZ, IT'S YOU-Cliff Richard (Columbia) 22 HOW WONDERFUL TO KNOW -Pearl Carr and Teddy Johnson (Columbia)

- LITTLE DEVIL-Neil Sedaka (RCA)

20 I STILL LOVE YOU ALL-Kenny Ball (Pye) 19 LAZY RIVER-Bobby Darin (London)

WORDS-Allisons (Fontana) HALF WAY TO PARADISE-Billy Fury (Decca)

SPURS SONG-Totnamites (Oriole) MY BLUE HEAVEN-28 Frank Sinatra (Capitol)

ARE YOU SURE?-Allisons (Fontana) I'VE TOLD EVERY LITTLE STAR-Linda Scott (Columbia)

#### MEXICO

For week ending May 19, 1961 (Courtesy Audiomusica, Mexico)

This Last

Week Week 2 AY MEXICANITA-Julio Jaramillo (Peerless)

- LA NOVIA-Antonio Prieto (RCA Victor) 3 NUNCA EN DOMINGO (Never

on Sunday)-Los Diamantes, Beltran Ruiz (RCA Victor) 7 Y . . .- Javier Solis (Columbia) 10 LAS MACARENAS-

Los Espanoles (Polydor) 1 MAS ALLA (Al di la)-Los Diamantes (RCA Victor) 5 EL PESCADO NADADOR-

Aceves Mejia (RCA Victor); Roberto Romano (Musart) 4 CREI-Juan Mendoza (Peerless) 8 PEPE-Carlos Campos (Musart)

10 11 EL CABALLO BLANCO-Lola Beltran (Peerless) 9 LA CHICA ALBOROTADA-Los Locos del Ritmo (Dimsa)

12 POR TU AMOR-Los Galantes (Musart) - HISTORIA DE MI AMOR (Story of My Love)-Cesar Costa

(Orfeon) MATILDA-Los Jokers (Vik) 15 JU-JULIA-Enrique Guzman (Columbia)

#### NORWAY

Week ending May 19, 1961 (Courtesy Verdens-Gang, Oslo)

This Last

Week Week 1 ARE YOU SURE?-

The Allisons (Fontana) ROMANTICA-Robertino (Triola) RAMONA-Blue Diamonds 5 (Fontana)

WOODEN HEART-Elvis Presley (RCA) WHEELS-String-A-Longs

(London) O SOLE MIO-Robertino (Triola) AH MARIE, JEG VIL HJEM-

The Monn Keys (Triola)

BABY SITTING BLUES-Buzz Clifford (Phillips) SURRENDER—Elvis Presley (RCA)

10 — BLUE MOON—The Marcels

#### **NEW ZEALAND**

Week ending May 19, 1961

This Last Week Week

4 CALENDAR GIRL-Neil Sedaka (RCA) 1 SURRENDER— Elvis Presley (RCA) 2 WALK RIGHT BACK-Everly Brothers (WB)

3 YOU'RE SIXTEEN-Johnny Burnette (London/Lib crty) 6 ARE YOU SURE-The Allisons (Fontana)

PEPE-Duane Eddy (London/ Jamie AM I LOSING YOU-Jim Reeves (RCA)

10 LAZY RIVER-Bobby Darin (London/Atco) WHERE THE BOYS ARE-Connie Francis (MGM) 12 CORINNA, CORINNA— Bill & Boyd (Peak)

13 LOOK OVER THE HILL-Toni Williams (La Gloria) 14 YOU ARE MY SUNSHINE-Johnny & the Hurricanes (London)

15 DON'T WORRY-Marty Robbins (Coronel/Columbia - EXODUS-Ferrante & Teicher (London/UA)

LITTLE BOY SAD-Toni Williams (La Gloria)

#### AUSTRALIA

Week ending May 19, 1961 (Courtesy Music Maker, Sydney)

This Last

Week Week 1 RUNAWAY-Del Shannon (London)

3 SCOTTISH SOLDIER-Andy Stewart (Top Rank) 2 EXODUS-Ferrante & Teicher

(London) 4 11 SURRENDER-Elvis Presley

WOODEN HEART-Elvis Presley (RCA) WHEELS-String-A-Longs

(London) 4 ON THE REBOUND-Floyd Cramer (RCA) GOOD TIME BABY-

Bobby Rydell (HMV) ASIA MINOR-Kokomo (London THEME FROM THE APART MENT-Ferrante & Teicher (London)

7 PORTRAIT OF MY LOVE-Steve Lawrence (London) WHERE THE BOYS ARE-Connie Francis (MGM) - STAYIN' IN-Bobby Vce (London)

VIRGIN MARY-Howard Morrison Quartet (W & G) 6 LITTLE BOY SAD-

Johnny Burnette (London) THAT'S IT, I QUIT, I'M MOVIN' ON-Sam Cooke (RCA)

13 BLUE MOON-Marcels (Pye) RAM-BUNK-SHUSH-Ventures (London) THE MAGNIFICENT SEVEN

Al Caiola (London) 10 GOIN' STEADY-Col Joye (Festival)

#### ITALY

Week ending May 19, 1961 (Courtesy Musica e Dischi, Milan)

This Last

Week Week 2 IL MONDO DI SUZIE WONG-Nico Fidenco (RCA) WHERE THE BOYS ARE-

Connie Francis (MGM) GIOVANE AMORE-Domenico Modugno (Fonit) JEALOUS OF YOU-

Connie Francis (MGM) THE GREEN LEAVES OF SUM-MER-Nelson Riddle (Capitol): Frankie Avalon (Chancellor) 6 COME SINFONIA-

Pino Donaggio (Columbia) 10 SURRENDER—Elvis Presley (RCA)

11 NON ARROSSIRE— Giorgio Gaber (Ricordi) JUST THE SAME OLD LINE-Nico Fidenco (RCA)

4 C'EST ECRIT DANS LE CIEL-Bob Azzam (Barclay); Marino Marini (Durium) 7 VALENTINO-Connie Francis (MGM)

Peppino Di Capri (Carisch) 12 FLAMENCO ROCK-Milva (Cetra) 15 1 MAGNIFICI SETTE-

15 - EXODUS-Ferrante & Teicher (London); Edith Piaf (Columbia) 20 18 24,000 BACI-16 13 IL PULLOVER— Gianni Meccia (RCA Camden)

Al Caiola (London)

PARLAMI D'AMORE MARIU'-

#### GERMAN NEWSNOTES

#### Benefit for Disk Artists

By BRIGITTE KEEB

Music Editor, Automaten - Markt, Braunschweig

In co-operation with Polydor Records, the Buchmann Agency man music publisher, is on a trip ance in Stuttgart, June 19, for E. Zerga, director of the Interna-Polydor recording artists Rainer tional Music Publishing Division Bertram, Gina Dobra and Joe of E.M.I., arrived in Zurich, Swit-Klimm, recently seriously injured zerland, for meetings with Jane in a car accident. Participating Peterer of Edition Coda. . . . For in this concert will be top talents the same reason, Harold Orenstein, as Peter Kraus, Gus Backus, Jorg- New York lawyer and rep of var-Maria Berg, Maureen Renee and ious U. S. music publishers, ar-Ines Taddio.

Distribution

Sonet - Storyville Company, Hamburg, has taken over the distribution of Chancellor Records in Germany, up to now represented by Deutsche Grammophon under the Heliodor label.

N. V. Phonogram, Amsterdam, has taken over the distribution of "777" Records, the juke box label Royal Festival Hall in London in of coin machine wholesaler Lambertus B. De Jonge, Rheinhausen, in the Netherlands. N. V. Phonogram is the main distribution organization of Phillips and Fontana and also represents Decca and London there.

Changes

American publisher Paul Siegel, now residing in Berlin, has opened up new offices in the Goldpfeil-Haus, Tauentzienstrasse 16.

Pubber Row "Are You Sure", No. 2 prize winner in the "Grand Prix Eurovision" 1961, has three German versions with the lyrics by Klaus Munro entitled "Ahoi-Ohe" recorded by the Blue Diamonds on Fontana, the Continentals on Decca, Will Brandes on Electrola. Publisher Paul Siegel took over from his U. S. partner Lee Pincus the rights to Gene McDaniels' "100 Pounds of Clay," available in the original already on London. The German version has been recorded by Chris Howland on Electrola with German lyrics by Fred Oldorp entitled "100 Schone Frauden" (Beautiful Women).

New Singles here, distributed by Sonet-Storyville Records. In the meantime, there are also versions by Jimmy Bowen on Roulette as well as By JIMMY JUNGERMANN .

102, Ismaninger Str., Munich The Swiss Scene

Rolf Budde, well-known Gerwill organize a charity appear- through Switzerland. . . . Joseph rived in Zurich.

Combining pleasure with business, Cedric Dumont, "Mr. Music Man of Switzerland," flew to Milan, Italy, with Globe Air, independent Swiss Charter Airlines, in which he has financial interests, for meetings with Italian publishing and recording partners. CD will conduct a concert at the June in which he will perform his "Divertissement Helvetique." . . . The Seeburg Corporation, Chicago, has acquired a further series of background music, mostly com-

pared by CD.

Music Export Romy Schneider will sing the French version of her hit tune "Merci Monpti" composed by Martin Bottcher. . . . The "Electric Rhapsody" by Edmund ("Lichtensteiner Polka") Kotscher scored well in France, England, Japan, and in East Germany. . . . Josephine Baker recorded the German hit tune "Sag Beim Abschied Leise Servus" by Peter .Kreuder in

French and German. "Nous Aurons Demain" (We'll Have a Tomorrow), the winning song in the Swiss "Grand Prix de la Chanson Eurovision 1961" and voted third in the European finals, published by Edition Coda in Zurich, is getting disk coverage with the Franca Di Rienzo version on Vogue in the lead. The number is also climbing fast in France.

U. S. Music in East Germany The Fortunas and the Gerd Natschinski ork recorded "Everybody's Somebody's Fool" for the The Marcels' original "Blue East German Amiga label. . . . The Moon" is now available on Colpix Dance Ork of Radio Leipzig conducted by Walter . Eichenberg taped a Richard Rodgers medley.

German versions by Ursel Jakob to be released in the first German (Decca) and Harry Gluck (Poly- vocal version written by Peter dor) . . . "Wheels", currently No. 1 | Kaegbin and sung by Peter Steffen in Germany, by Billy Vaughn, is and Hannelore Bassen on Polydor.

#### AUSTRALIAN NEWSNOTES

#### Festival Preps Medley Single

By GEORGE HILDER

19 Todman Ave., Sydney Ken Taylor, general sales, A. &

T. manager of Festival Records, stated that as a new merchandising angle in the singles field, the company is issuing a single-play Markham Hit Parade Medley. rent top tunes which are also available in this country on the original best-selling versions on competitive labels. Taylor said that | May 14 for four weeks. this was an attempt to meet the

17 19 1 TUOI VENT'ANNI-

Sergio Endrigo (Ricordi) 17 THE WAY YOU LOOK TO-NIGHT-Ray Conniff (Phillips)

Encore Ensemble (Top Rank) Adriano Celentano (Jolly); Little Tony (Durium)

19 20 PEPE-Les Baxter (Capitol);

increasing demand for overseas top tunes by local artists, without competing with the original bestselling versions.

Home Front

Col Joye and the Joye Boys departed from Sydney May 16 for Port Moresby, New Guinea. . . . 45 disk under the title, "Patty Diana Trask will return home to Australia for a three-week holiday This record will feature six cur- June 30. This week Coronet Records released Diana's first LP issued in America on Columbia. . . . Guy Mitchell arrived in Sydney

Label Move

It has just been reported that the popular duet, the Allan Brothers, are to make a switch in labels from Pye to E.M.I. It is said the new contract begins on June 1. . . . It is also whispered around town that American com-

poser Nat Kippner is to start a new (Continued on page 24)



Destined to be the No.1 group in the nation...

featuring Virgil Johnson

with their current smash...

(Could Be The Night)

45-441



Thanks OP's for keeping our records spinning





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BOOKINGS AND MANAGEMENT

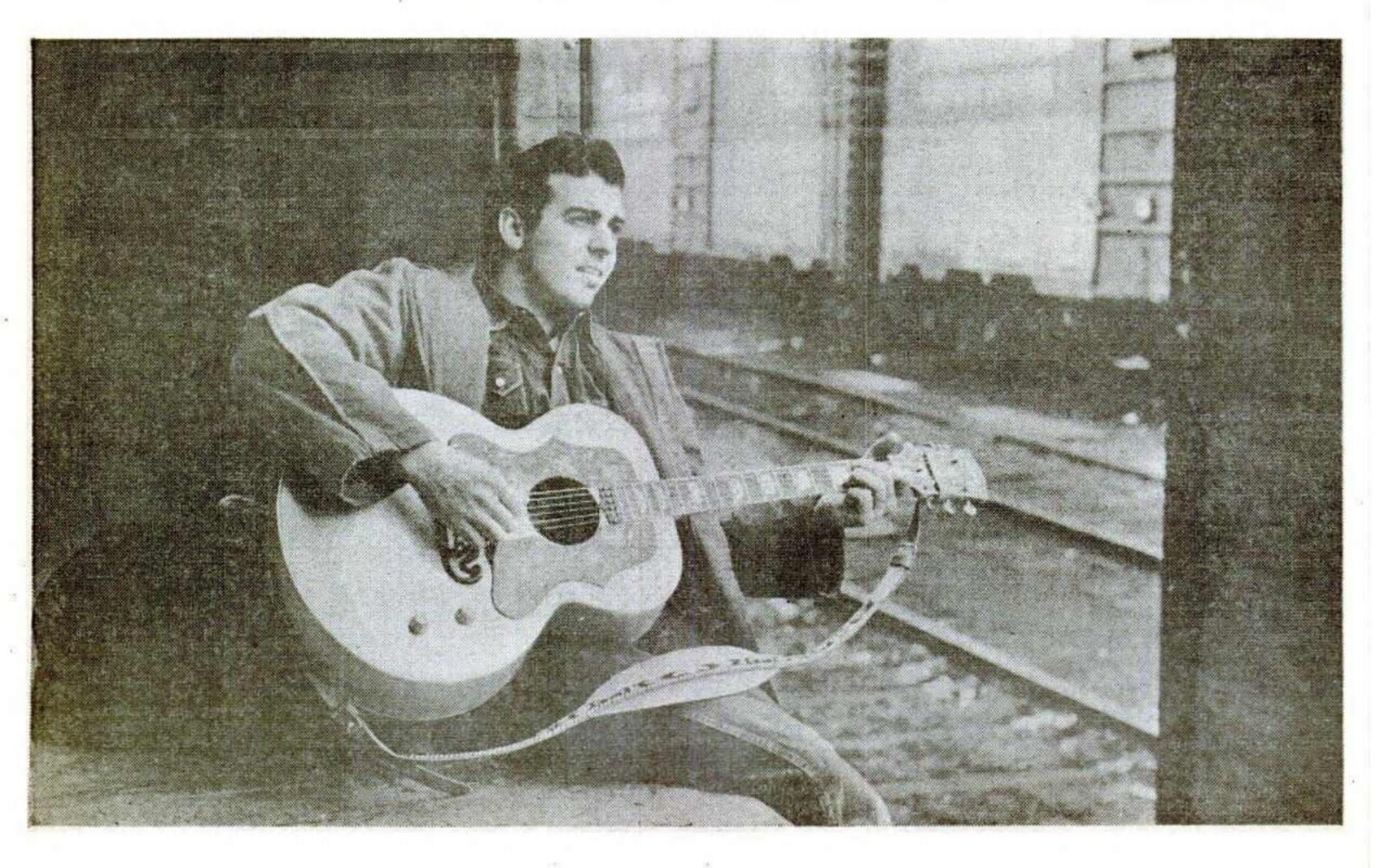


Another Lonely Girl K13007

## MARK DINNER

MGM RECORDS
THE STARPOWER LABEL





Respectable

THE CHANIS

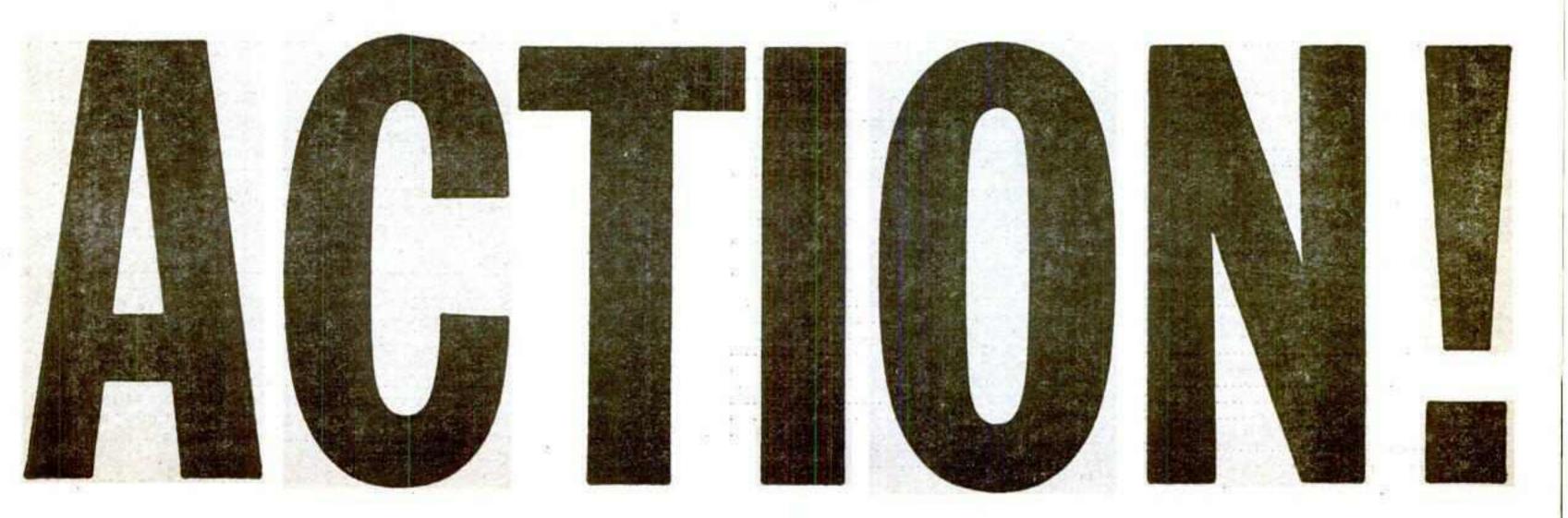


MGM RECORDS THE STARPOWER LARFI

For Your Love K9089

THE WANDERERS





## ALBUM PROGRAMMING & BUYING GUIDE

#### TOP LP's BY CATEGORY

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

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert.

ALL THE WAY (Cop) 8 (14) PAUL ANKA SINGS HIS BIG 15 (ABC) 61 BELAFONTE AT CARNEGIE HALL (RCA) 60 BELAFONTE RETURNS TO CARNEGIE HALL (RCA) 60 BELAFONTE RETURNS TO CARNEGIE HALL (RCA) 60 BELAFONTE RETURNS TO CARNEGIE HALL (RCA) 60 BEBLAFONTE RETURNS TO CARNEGIE HALL (RCA) 60 BOBBY'S BIGGEST HITS (Comeo) 37 CALYPSO (RCA) 62 COME DANCE WITH ME (Cop) 139 DARIN AT THE COPA (AICO) 78 BOBBY DARIN STORY (AICO) 130 DEDICATED TO YOU (ABC) 26 ELVIS IS BACK (RCA) 99 FAITHFULLY (Col) 116 GENIUS PIUS SOUL EQUALS JAZZ (Imp) 17 (47) HEAVENLY (Col) 174 BIGNIUS PIUS SOUL EQUALS JAZZ (Imp) 17 (47) HEAVENLY (Col) 174 BUDDY HOLLY STORY (Cor) 48 BUDDY HOLLY STORY (Cor) 49 FULL BUY YOU A STAR (Col) 77 SOUNT IN ELECTORY (Cor) 49 FULL BUY YOU A STAR (Col) 77 SOUNT IN ELECTORY (Cor) 49 BUDDY HOLLY STORY (Cor) 49 BUDDY HOLLY STORY (Cor) 49 BUDDY HOLLY STORY (Cor) 49 FULL BUY YOU A STAR (Col) 77 SOUNT THE LONELY (Cop) 29 BUCE 'N' EASY (Cop) 29 BUCE 'N' EASY (Cop) 29 BUCE 'N' EASY (Cop) 29 BURGE 'N' EASY (Cop) 29 BURGE 'N' EASY (Cop) 29 BUDDY HOLLY (Cop) 30 BURNARM (Col) 101  Female Vocalists  CONNIE'S GREATEST HITS (MGM) 101  Female Vocalists  CONNIE'S GREATEST HITS (MGM) 101  Female Vocalists  CONNIE'S GREATEST HITS (MGM) 101  BERNDA LEE (Dec) 97  FORDATING ALL ARGE (Cop) 35  BEST MUSIC ON/OFF CAMPUS (Col) 74  DUOS and Groups  BEST MUSIC ON/OFF CAMPUS (Col) 35  BEST MUSIC ON/OFF CAMPUS (Col) 35  BEST MUSIC ON/OFF CAMPUS (Col) 37  MORE WITH THE EVERLY BROTHERS (WB) 111  HILS IS BRENDA (Dec) 35  STRING ALONG WITH MITCH (Col) 36  BESTRIMG ALONG WITH MITCH (Col) 36  BESTRIMG ALONG WITH MITCH (Col) 3	Title (Label)	Mone (Stereo
PAUL ANKA SINGS HIS BIG 15 (ABC.)	Male Vocalists	100
BELAFONTE AT CARNEGIE HALL (RCA)	ALL THE WAY (Cap)	
BELAPONTE RETURNS TO CARNEGIE HALL (RCA). 60 BOBBY'S BIGGEST HITS (Comeo). 37 CALYPSO (RCA) . 85 COME DANCE WITH ME (Cap). 128 COME FLY WITH ME (Cap). 139 DARIN AT THE COPA (Alco). 78 BOBBY DARIN STORY (Alco). 30 DEDICATED TO YOU (ABC). 26 ELVIS IS BACK (RCA). 99 FAITHFULLY (Col) . 116 GENIUS HITS THE ROAD (ABC). 86 GENIUS PIUS SOUL EQUALS JAZZ (Imp). 17 (47) HEAVENLY (Col) . 47 HEAVENLY (Col) . 48 JOHNNY HORTON'S GREATEST HITS (Col). 48 JOHNNY HORTON'S GREATEST HITS (Col). 47 JOHNNY'S GREATEST HITS (Col). 27 JOHNNY'S GREATEST HITS (Col). 37 JOHNNY'S GREATEST HITS (Col). 39 NEARRE THE CROSS (Cap). 33 NEARRE THE CROSS (Cap). 33 NEARRE THE CROSS (Cap). 33 SINATA'S SWINGIN' SESSION (Cap). 96 RING-A-DING-DING (Rep) . 13 SINATA'S SWINGIN' SESSION (Cap). 96 HAH'S ALL (Alco). 14 TOUCH OF YOUR LIPS (Cap). 79 TWIST (Park) . 95 BOBBY VEE (Lib). 93 WARM (Col) . 101 Female Vocalists  CONNIE'S GREATEST HITS (MGM). 49 LATIN A LA LEE (Cap). 150 BEST MUSIC ON/OFF CAMPUS (Col). 75 DATE WITH THE EVERLY BROTHERS (WB). 111 THIS IS BRENDA (Dec). 74  Duos and Groups BEST MUSIC ON/OFF CAMPUS (Col). 75 DATE WITH THE EVERLY BROTHERS (WB). 115 ENCORE OF GOLDEN HITS (MGM). 69 LATIN A LA LEE (Cap). 55 MAKE WAY (Cap). 56 STRING ALONG (Cap). 57 TONIGHT IN PERSON (RCA). 19 (28) MINGSTON TRIO (Cap). 56 STRING ALONG (Cap). 57 TONIGHT IN PERSON (RCA). 19 (28) MERCHOTLES SING ALONG WITH MITCH (Col). 78 DATE WITH THE EVERLY BROTHERS (WB). 115 ENCORE OF GOLDEN HITS (MGM). 69 LATIN A LA LEE (Cap). 55 STRING ALONG (Cap). 57 TONIGHT IN PERSON (RCA). 19 (28) MERCHOTLES SING ALONG WITH MITCH (Col). 39 MARK WAY (Cap). 56 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 56 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 56 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 56 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 57 SOLD OUT (Cap). 56 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 57 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 56 STRING ALONG WITH MITCH (Col). 39 MARCH WAY (Cap). 36 MARCH WAY (Cap). 36 MARCH WAY (Cap). 36 MAR	PAUL ANKA SINGS HIS BIG 15 (ABC).	61
BOBBY'S BIGGEST HITS (Cameo)	BELAFONTE AT CARNEGIE HALL (RCA).	30 (36)
CALYPSO (RCA)		
COME DANCE WITH ME (Cap)	CALYPSO (RCA)	85
DARIN AT THE COPA (Atco)	COME DANCE WITH ME (Cop)	128
BOBBY DARIN STORY (Aico)	COME FLY WITH ME (Cop)	139
DEDICATED TO YOU (ABC)	DARIN AT THE COPA (Atco)	130
ELVIS IS BACK (RCA)	DEDICATED TO YOU (ARC)	
FAITHFULLY (Col) 116 GENIUS PIUS SOUL EQUALS JAZZ (Imp) 177 HEAVENLY (Col) 72 HIS HAND IN MINE (RCA) 145 BUDDY HOLLY STORY (Cor) 48 JOHNNY HORTON'S GREATEST HITS (Col) 44 HYMNS (Cop) 40 IVIL BUY YOÙ A STAR (Col) 67 JOHNNY'S GREATEST HITS (Col) 77 JOHNNY'S GREATEST HITS (Col) 77 JOHNNY'S MOODS (Col) 79 INICE 'N' EASY (Cop) 82 RING-A-DING-DING (Rep) 13 SINATRA'S SWINGIN' SESSION (Cop) 96 INICE 'N' EASY (Cop) 79 INITY (Park) 95 BOBBY VEE (Lib) 93 BOBBY VEE (Lib) 93 BOBBY VEE (Lib) 93 BOBBY VEE (Lib) 93 WARM (Col) 101  Female Vocalists CONNIE FRANCIS AT THE COPA (MGM) 148 EMOTIONS (Dec) 50 ITALIAN FAVORITIES (MGM) 69 LATINA LA LEE (Cop) 97 BRENDA LEE (Dec) 97 BRENDA LONG WITH MITCH (Col) 98 BRENDA LEE (Dec) 97 BRENDA LATING MITCH (Col) 98 BRENDA LEE (Dec) 97 BRENDA LATING MITCH (Col) 98 BRENDA LATING MITCH (Col) 98 BRENDA LATING MITCH (Col) 98 BRENDA LATING MITCH (Col) 99 BRENDA LATING MITCH MITCH (Col) 99 BRENDA	ELVIS IS BACK (RCA)	99
GENIUS PIUS SOUL EQUALS JAZZ (Imp)	FAITHFULLY (Col)	116
HEAVENLY (Col) 72 HIS HAND IN MINE (RCA) 145 BUDDY HOLLY STORY (Cor) 48 JOHNNY HORTON'S GREATEST HITS (Col) 44 HYMNS (Cop) 40 JUNNY'S GREATEST HITS (Col) 77 JOHNNY'S GREATEST HITS (Col) 77 JOHNNY'S MOODS (Col) 77 JOHNST HE THING (Cap) 82 NICE 'N' EASY (Cap) 92 JOHNST'S EASY (Cap) 94 JOHNST'S ALL (Atco) 141 THAIT'S ALL (Atco) 150 JOHNIE'S GREATEST HITS (MGM) 95 BOBBY VEE (Lib) 93 WARM (Col) 101  Female Vocalists CONNIE'S GREATEST HITS (MGM) 108 EMOTIONS (Dec) 79 TWIST (Park) 95 JOHNST (Park) 95 JOHNST (PARK) 148 EMOTIONS (Dec) 74 JOHNST (PARK) 148 EMOTIONS (Dec) 74 JOHNST (PARK) 150 BRENDA LEE (Cop) 150 JOHNST (PARK) 17 JOHNST		
HIS HAND IN MINE (RCA)	GENIUS PLUS SOUL EQUALS JAZZ (Imp	72
BUDDY HOLLY STORY (Cor). 48 JOHNNY HORTON'S GREATEST HITS (Col). 47 HYMNS (Cap). 40 PILL BUY YOU A STAR (Col). 67 JOHNNY'S MOODS (Col). 77 (50) LOVE IS THE THING (Cap). 133 NEARER THE CROSS (Cap). 82 NICE 'N' EASY (Cap). 29 (44) ONLY THE LONELY (Cap). 65 RING-A-DING-DING (Rep) 13 SINATRA'S SWINGIN' SESSION (Cap). 96 ITHAT'S ALL (Atco). 141 TOUCH OF YOUR LIPS (Cap). 79 TWIST (Park) 95 BOBBY VEE (Lib). 95 WARM (Col) 101  Female Vocalists CONNIE'S GREATEST HITS (MGM). 108 EMOTIONS (Dec) 174 LATINA LA LEE (Cap). 97 ROARING 20's (WB). 111 THIS IS BRENDA (Dec). 74  Duos and Groups BEST MUSIC ON/OFF CAMPUS (Col). 75 ENCORE OF GOLDEN HITS (Mer). 25 FROM THE HUNGRY I (Cap). 62 KINGSTON TRIO (Cap). 50 KINGSTON TRIO (Cap). 50 KINGSTON TRIO (Cap). 50 TONIGHT IN PERSON (RCA). 19 (28) MAKE WAY (Cap). 57 TONIGHT IN PERSON (RCA). 19 (28) MAKE WAY (Cap). 57 TONIGHT IN PERSON (RCA). 19 (28) MARCH ALONG WITH MITCH (Col). 90 MARCH ALONG WITH MITCH (Col). 11 (8) MARCH ALONG WITH MITCH (Col). 11 (8) MARCH ALONG WITH MITCH (Col). 11 (8) MARCH ALONG WITH MITCH (Col). 12 (4) MITCH'S GREATEST HITS (Col). 36 (40) MARCH ALONG WITH MITCH (Col). 37 MITCH'S GREATEST HITS (Col). 36 (40) SENTIMENTAL SING ALONG WITH MITCH (Col). 39 HAPPY TIMES SING ALONG WITH MITCH (C	HEAVENLY (COI)	
JOHNNY HORTON'S GREATEST HITS (Col)	BUDDY HOLLY STORY (Cor)	48
FILE BUY YOU A STAR (Col)	JOHNNY HORTON'S GREATEST HITS (Co	ol) 44
JOHNNY'S GREATEST HITS (Col)		
JOHNNY'S MOODS (Col)		<ul><li>(4) (4) (4) (4) (4) (4) (4) (4) (4) (4)</li></ul>
NEARER THE CROSS (Cap)	IOHNNY'S MOODS (Col)	77 (50)
NEARER THE CROSS (Cap)	LOVE IS THE THING (Cap)	
ONLY THE LONELY (Cop)	NEARER THE CROSS (Cap)	82
RING-A-DING-DING (Rep) 13  SINATRA'S SWINGIN' SESSION (Cap) 9 (6)  THAT'S ALL (Atco) 141  TOUCH OF YOUR LIPS (Cap) 79  TWIST (Park) 95  BOBBY VEE (Lib) 93  WARM (Col) 101  Female Vocalists  CONNIE'S GREATEST HITS (MGM) 108  EMOTIONS (Dec) 50  LATIN A LA LEE (Cap) 150  BRENDA LEE (Dec) 97  ROARING 20's (WB) 111  THIS IS BRENDA (Dec) 74  Duos and Groups  BEST MUSIC ON/OFF CAMPUS (Col) 75  FROM THE HUNGRY I (Cap) 62  HERE WE GO AGAIN (Cap) 65  KINGSTON TRIO (Cap) 56  KINGSTON TRIO (Cap) 56  KINGSTON TRIO (Cap) 56  STRING ALONG (Cap) 57  TONIGHT IN PERSON (RCA) 19 (28)  UNFORGETTABLE (Mer) 56  Choruses  FIRESIDE SING ALONG WITH MITCH (Col) 13  MARCH ALONG WITH MITCH (Col) 13  MARCH ALONG WITH MITCH (Col) 13  MARCH SING ALONG WITH MITCH (Col) 13  MARCH ALONG WITH MITCH (Col) 13  MARCH SING ALONG WITH MITCH (Col) 11  MARCH ALONG WITH MITCH (Col) 13  MARCH SING ALONG WITH MITCH (Col) 13  MITCH'S GREATEST HITS (Col) 36  MARCH SING ALONG WITH MITCH (Col) 39  HAPPY TIMES SING ALONG WITH MITCH (Col) 39  HAPPY TIMES SING ALONG WITH MITCH (Col) 39  HAPPY TIMES SING ALONG WITH MITCH (Col) 39  MITCH'S GREATEST HITS (Col) 36  MORE SING ALONG WITH MITCH (Col) 39  SATURDAY NIGHT SING ALONG WITH MITCH (Col) 39  SATURDAY NIGHT SING ALONG WITH MITCH (Col) 39  SENTIMENTAL SING ALONG WITH MITCH (Col) 39  SING ALONG WITH MITCH (Col) 38  Mixed Vocals  OLDIES BUT GOODIES (OS) 132	NICE 'N' EASY (Cap)	29 (44)
SINATRA'S SWINGIN' SESSION (Cap)	ONLY THE LONELY (Cop)	63
THAT'S ALL (Afco)	SINATRA'S SWINGIN' SESSION (Cap)	9 (6)
TOUCH OF YOUR LIPS (Cap)	THAT'S ALL (Atco)	141
### BOBBY VEE (Lib)	TOUCH OF YOUR LIPS (Cop)	79
Female Vocalists   101	TWIST (Park)	95
CONNIE'S GREATEST HITS (MGM)	BOBBY VEE (Lib)	101
CONNIE'S GREATEST HITS (MGM)	WARM (COI)	
CONNIE FRANCIS AT THE COPA (MGM)	Female Vocalists	
CONNIE FRANCIS AT THE COPA (MGM)	CONNIES GREATEST HITS (MGM)	108
EMOTIONS (Dec)  ITALIAN FAVORITES (MGM)	CONNIE FRANCIS AT THE COPA (MGM	)148
LATIN A LA LEE (Cap)	EMOTIONS (Dec)	50
BRENDA LEE (Dec)	ITALIAN FAVORITES (MGM)	
THIS IS BRENDA (Dec)	RDENDA LEE (Cop)	97
Duos and Groups  BEST MUSIC ON/OFF CAMPUS (Col)	ROARING 20's (WB)	111
BEST MUSIC ON/OFF CAMPUS (Col)	THIS IS BRENDA (Dec)	74
BEST MUSIC ON/OFF CAMPUS (Col)		77-
DATE WITH THE EVERLY BROTHERS (WB)		75
ENCORE OF GOLDEN HITS (Mer)	DATE WITH THE EVERLY BROTHERS (W	B)115
FROM THE HUNGRY I (Cop)	ENCORE OF GOLDEN HITS (Mer)	25
KINGSTON TRIO (Cap)	FROM THE HUNGRY I (Cop)	62
KINGSTON TRIO AT LARGE (Cop)		
MAKE WAY (Cap)	KINGSTON TRIO (Cop)	
SOLD OUT (Cap)	MAKE WAY (Cap)	ALL THE REAL PROPERTY AND ADDRESS OF THE PARTY OF THE PAR
TONIGHT IN PERSON (RCA)	SOLD OUT (Cap)	56
Choruses FIRESIDE SING ALONG WITH MITCH (Col)	STRING ALONG (Cap)	57
Choruses  FIRESIDE SING ALONG WITH MITCH (Col)	TONIGHT IN PERSON (RCA)	19 (28)
FIRESIDE SING ALONG WITH MITCH (Col)	UNFORGETTABLE (Mer)	130
FIRESIDE SING ALONG WITH MITCH (Col)	Choruses	
FOLK SONG SING ALONG WITH MITCH (Col)		ol) 58
MARCH ALONG WITH MITCH (Col)	FOLK SONG SING ALONG WITH MITCH	(Col) 90
MEMORIES SING ALONG WITH MITCH (Col)24 (17) MITCH'S GREATEST HITS (Col)		
MITCH'S GREATEST HITS (Col)		
MORE SING ALONG WITH MITCH (Col)22 (45) PARTY SING ALONG WITH MITCH (Col)39 (11) SATURDAY NIGHT SING ALONG WITH MITCH (Col)	MITCH'S GREATEST HITS (Call)	24 (17)
PARTY SING ALONG WITH MITCH (Col)39 (11)  SATURDAY NIGHT SING ALONG WITH MITCH (Col)	MORE SING ALONG WITH MITCH (Col	)22 (45)
(Col)	PARTY SING ALONG WITH MITCH (Co	1)39 (11)
SENTIMENTAL SING ALONG WITH MITCH (Col)73 (46) SING ALONG WITH MITCH (Col)		
SING ALONG WITH MITCH (Col)		
Mixed Vocals OLDIES BUT GOODIES (OS)	DENTINERY OF SIMILE OF THE WITTER WITTER	
Mixed Vocals OLDIES BUT GOODIES (OS)		
OLDIES BUT GOODIES (OS)132	SING ALONG WITH MITCH (Col)	(Col) 38
	SING ALONG WITH MITCH (Col) STILL MORE SING ALONG WITH MITCH	(Col) 38
	SING ALONG WITH MITCH (Col) STILL MORE SING ALONG WITH MITCH Mixed Vocals	

CLASSICAL &

SEMI-CLASSICAL LP's

SIXTY YEARS OF MUSIC AMERICA LOVES BEST,

SIXTY YEARS OF MUSIC AMERICA LOVES BEST,

TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO

BRAHMS: PIANO CONCERTO NO. 2 (RCA)....32 (15)

RACHMANINOFF: CONCERTO NO. 3 (RCA).....143

Vol. 1 (RCA) ......114

Vol. 2 (RCA) ......125

#### INSTRUMENTAL LP's

	INSTRUMENTAL I	.P's
Title	(Label)	Mono (Stereo) Top LP Rank
-	d and Dance	THE PARTY OF THE P
	OF THE POPULAR PIANO CONG	
CALC	CUTTA (Dot)	(2)
MEM	ORIES ARE MADE OF THIS (C	ol) 31 (18)
MR.	LUCKY GOES LATIN (RCA)	
MUSI	IC FOR LOVERS ONLY (Cap).	103
SAY	IT WITH MUSIC (Col)	(42)
SON	GS TO REMEMBER (Lon)	146
	PTATION (Kapp)	
THEM	ME FROM "THE SUNDOWNERS"	(Dot)134
	NDERLAND BY NIGHT (Dec)	
Jazz		
-	FOUNTAIN'S NEW ORLEANS (	Cor)117
	HIRT, THE GREATEST HORN IN	
	CA)	
	OUT (Col)	
Teen	Beat ORE (CA)	A0000000000000000000000000000000000000
HAVE	E TWANGY GUITAR, WILL TRA	VEL (Jam)118
MILL	ION DOLLARS' WORTH OF TWA	NG (Jam)122
	K, DON'T RUN (Dol)	
	ussion and Sound	
	GOS (Com)	
PERS	GOS, FLUTES AND GUITARS UASIVE PERCUSSION, Vol. 1 (C	(Com)(33)
PERSI	UASIVE PERCUSSION, Vol. 2 (	Com)(29)
PERS	UASIVE PERCUSSION, Vol. 3	(Com)(10)
PROV	VOCATIVE PERCUSSION, Vol. 1 VOCATIVE PERCUSSION, Vol. 2	(Com)(23)
QUIE	ET VILLAGE (Lib)	147
34	SHOW MUSIC	
Origi	inal Cast	
	BYE BIRDIE (Col)	
	RE MI (RCA)	
FIOR	RELLO (Cop)	83
	WER DRUM SONG (Col) SY (Col)	
IRMA	A LA DOUCE (Col)	112
MUSI	IC MAN (Cap)	
THE !	FAIR LADY (Col)	
SOUT	TH PACIFIC (Col)	46
UNSI	DERLOIN (Cap)	p)
WEST	T SIDE STORY (Col)	45
	DCAT (RCA)	20 (39)
_	ALAMO (Col)	51
BEN-	-HUR (MGM)	52 (32)
	DUS (RCA)	
G. I.	. BLUES (RCA)	1 (19)
	I (MGM)	
NEVE	ER ON SUNDAY (UA)	
PORC	GY AND BESS (Col)	49 (23)
SOUT	TH PACIFIC (RCA)	
STUD	DENT PRINCE (RCA)	64
	ic From Musical Films and TV	
EXOL	DUS (UA)	
FILM	ENCORES, Vol. 1 (Lon) AT MOTION PICTURE THEMES	140
MR.	LUCKY (RCA)	124
MUSI	IC FROM EXODUS AND OTHER	GREAT THEMES
PETE	R GUNN (RCA)	
THEM	ME FROM A SUMMER PLACE (De	98 98
	COMEDY LP's	
The bright death in	EVENING WITH MIKE NICHOLS	
	AY (Mer)	
BUTT	TON-DOWN MIND STRIKES BAC	K (WB) 12
	E OF SHELLEY BERMAN (Ver).	

KICK THY OWN SELF (RCA).....126

KNOCKERS UP (Jub) ..... 16

MOMS MABLEY AT THE U. N. (Chs)............ 54

OUTSIDE SHELLEY BERMAN (Ver) ......109

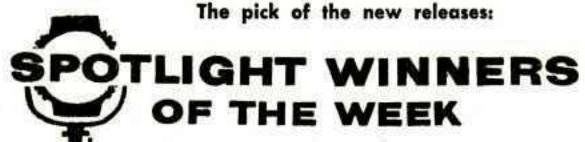
REJOICE DEAR HEARTS (RCA) ......119

WONDERFUL WORLD OF JONATHAN WINTERS (Ver). 91

WOODY WOODBURY LOOKS AT LOVE AND LIFE

#### **REVIEWS OF**

#### THIS WEEK'S LP'S



Strongest sales potential of all albums reviewed this week.

Pop

#### DREAMSTREET



Erroll Garner, ABC-Paramount 365—Erroll Garner's first album in almost three years was worth the wait. It is one of his best LP's in many years of recording, and that is saying a lot. On this set, which sounds as though Garner enjoyed doing it, he shows off his wonderfully inventive style on a flock of standards and originals, which he plays with the imagination and engaging quality that have kept him on top of the piano heap. His interpretations of "Lady Is a Tramp," and his "Oklahoma Medley", are delights; and his new composition "Dreamstreet" could be another hit for him. Solid sales are sure here.

#### AN EVENING WITH ME



Don Knotts. United Artists UAL 4090— Don Knotts, a very funny alumnus of the Steve Allen show, and now an Emmy Award winner for his supporting role in Andy Griffith's TV outings, has his LP debut here and it's packed with funny sketches, which naturally highlight Knott's hilarious nervous, stuttering delivery. There are seven skits in all, with such titles as "The Analyst," "The Sportscaster," and "The Weatherman." The set can grab plenty of sales, particularly on the strength of the Emmy award, and deejays will find funny programming segs too.

#### THE SONGS AND COMEDY OF THE SMOTHERS BROTHERS



Mercury SR 60611 (Stereo & Monaural)—The Smothers Brothers are both a comedy and singing duo, funny enough and vocal enough to appeal to the college crowd. One brother handles the comedy routine with the other helping him out with correct words and pronunciation. The lads attack such tunes as "Tom Dolley," "Marching to Pretoria," "I Wish I Wuz in Peoria" and "Down in the Valley," and it's a wonder they make it. Set was waxed live at the Purple Onion in San Francisco. Strong wax for the young adults.

Jazz

#### REJOICE



Red Mitchell. Pacific Jazz PJ 22—This is an impressive new album, spotlighting Red Mitchell on pizzicato cello with Jim Hall on guitar and the Frank Sutler rhythm trio. Mitchell gets sounds out of his cello that are driving and funky, and they add up to a depth and variety of jazz stylings that makes the set mighty attractive. Jim Hall on guitar and the bright drumming of Frank Butler add much to the disk. Tunes include the title songs and other originals, including "Jim's Blues," and the standards, "Night in Tunisia" and "You'd Be So Nice to Come Home To." Strong wax.

#### LIVE AND DIRECT



Cal Tjader Quintet. Fantasy 3315—One of Fantasy's topselling jazz groups does a live performance on this disk that should prove to be mighty good listening to jazz fans. The music is swinging and thoughtful, with an occasional touch of Latin. The set is very relaxed, with vibist Cal Tjader playing with much feeling. "Live and Direct" should be a must for the many Tjader fans and might even appeal to hipper pop listeners.

Classical

#### BRAHMS: INTERMEZZI

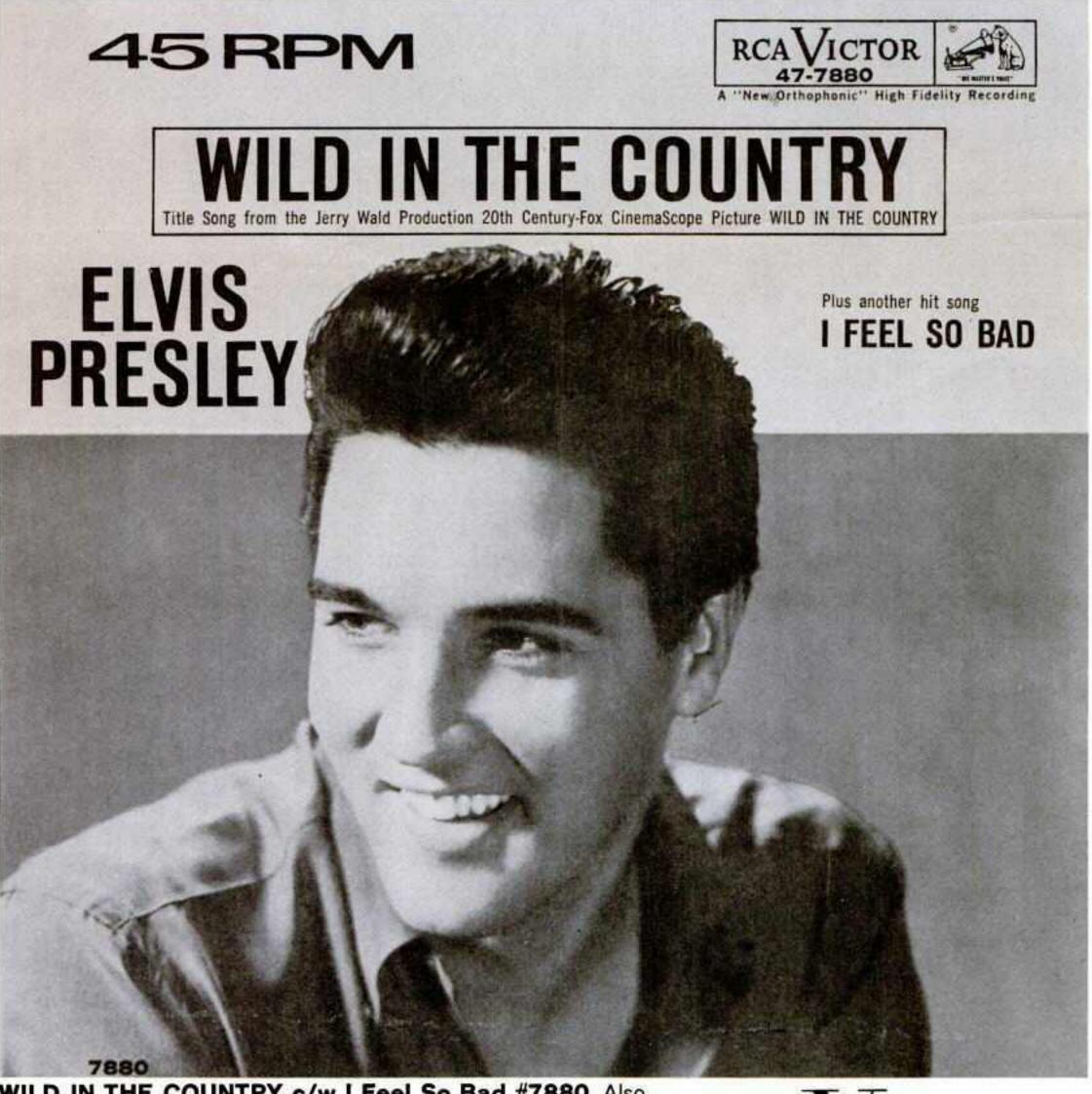


Glenn Gould. Columbia MS 6237 (Stereo & Monaural)—
The colorful young Canadian has another standout package in these solo piano performances of the lovely, moody and haunting Brahms Intermezzi. Ten of the composer's 17 works in this category are represented here and they are given a deeply lyrical performance. Like the other albums in the Gould catalog, this too can receive a strong reception at counter.

(Continued on page 26)

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# NEW SINGLE FROM ELVIS!



## BILLBOARD HOT 100

STAR PERFORMERS—Selections register- ing greatest upward progress this week.	rates that 45 r.p.m. stereo single Indicates that 33½ r.j	p.m. mono single Indicates that 33½ r.p.m. stores single version is available.
WK. Age WKs.	W.E. Ago W.E. Ago Will Ago Wil	M.K. Ago W.K. Ago W.K
1 2 2 2 MOTHER-IN-LAW	41 44 46 57 EXODUS	→ — TELL ME WHY
2 1 1 1 RUNAWAY	COLOR VIZZORIO NERIO DE PERO ENGRE PERO ENGRE EN ESPERANDO DE COLOR DE COLO	→ — — ANNA
3 5 12 15 DADDY'S HOME	4 FOOT (00 BINE 1111 BINE BANE	MILORD
3 3 4 ONE HUNDRED POUNDS OF CLAY 10		84 86 97 — SON-IN-LAW
(5) 8 18 34 TRAVELIN' MAN	45 52 57 87 I'M A FOOL TO CARE	85 40 37 38 SAVED
Ricky Nelson, Imperial 5741  6 9 14 18 MAMA SAID	57 60 80 THOSE OLDIES BUT GOODIES	86 98 — BROTHER-IN-LAW (He's a Moocher) 2
16 19 24 RUNNING SCARED	47) 46 52 58 (IT NEVER HAPPENS) IN REAL LIFE 7	87 91 — I CAN'T DO IT BY MYSELF 2
8 11 13 16 BREAKIN' IN A BRAND NEW "	76 — YOU ALWAYS HURT THE ONE	88 38 47 41 I'M IN THE MOOD FOR LOVE 9
Connie Francis, MGM 12995  15 27 73 HELLO MARY LOU	(49) 33 35 37 CONTINENTAL WALK	89 93 99 — OUR LOVE IS HERE TO STAY 3
Ricky Nelson, Imperial 5741  10 4 4 3 I'VE TOLD EVERY LITTLE STAR 11	Hank Ballard and the Midnighters, King 5491  50 30 17 13 TONIGHT MY LOVE, TONIGHT	90 89 96 97 A CROSS STANDS ALONE 4
Linda Scott, Canadian-American 123	51) 37 28 21 ASIA MINOR	91 PICK ME UP ON YOUR WAY DOWN 1
Brenda Lee, Decca 31231  7 5 5 BLUE MOON	(52) 61 79 — NEVER ON SUNDAY	92 RONNIE
Marcels, Colpix 186  13 12 9 11 PORTRAIT OF MY LOVE	53) 53 55 66 GLORY OF LOVE	93 95 — — FOR YOUR LOVE
Steve Lawrence, United Artists 291  10 7 7 TAKE GOOD CARE OF HER	(54) 62 67 88 BUZZ BUZZ A-DIDDLE-IT	94 LONESOME WHISTLE BLUES 1 Freddy King, Federal 12415
Adam Wade, Coed 546	65 86 — YOU'D BETTER COME HOME 3	95 99 — THE GIRL'S A DEVIL
Neil Sedaka, RCA Victor 7874	Russell Byrd, Wand 107  77 — THE WRITING ON THE WALL 2	96 I FALL TO PIECES
43 — 1 FEEL SO BAD	Adam Wade, Coed 550  68 76 89 LITTLE EGYPT	97 — 93 98 NOBODY CARES
Elvis Presley, RCA Victor 7880	75 85 94 COUNT EVERY STAR	98 HEART AND SOUL
Faron Young, Capitol 4533  19 18 15 17 TONIGHT   FELL IN LOVE	59 63 61 71 BILBAO SONG	99 QUARTER TO THREE
20) 19 23 23 BONANZA	74 83 — IN MY HEART 3	100 DRIVING WHEEL
21) 20 22 23 JUST FOR OLD TIME'S SAKE	61) 64 68 79 THAT'S THE WAY WITH LOVE 5	BUBBLING UNDER THE HOT 100
22) 24 26 36 GIRL OF MY BEST FRIEND	62) 67 77 78 WAYWARD WIND	MY KIND OF GIRL
23) 17 10 10 ON THE REBOUND	81 — EVERY BEAT OF MY HEART 2	4. JURA (I SWEAR I LOVE YOU) Les Paul & Mary Ford, Columbia 41994 5. I LIKE IT LIKE THAT
24) 21 11 6 BUT I DO		7. DREAM Etta James, Argo 5390 8. RING OF FIRE Duane Eddy, Jamie 1187 9. RESPECTABLE Chants, MGM 13008
25) 31 36 53 THAT OLD BLACK MAGIC	65) 72 78 96 HALFWAY TO PARADISE	10. HONEYDRIPPER
26) 13 8 8 ONE MINT JULEP		14. LOCKED UPSonny Fulton, Big Daddy 102 15. HOLD BACK THE TEARSDelacardos, United Artists 310
27) 14 16 19 FLAMING STAR	30hnny Burnette, Liberty 55318  30 — EVERY BEAT OF MY HEART 2	16. BIG BOSS MAN
41 75 — STAND BY ME	Gladys Knight, Fury 1050  68) 71 81 — A LOVE OF MY OWN	19. CAN'T HELP LOVIN' THAT GIRL OF MINE Excels, R.S.V.P. 111 20. BRING BACK YOUR HEART Del Vikings, ABC-Paramount 10208
29 25 25 29 FUNNY	G9 56 58 70 BE MY BOY	HOT 100 — A TO Z  A Cross Stands Alone 90 Lonesome Whistle Blues 94 A Love of My Own 68 Lullabye of Love 33
30 28 21 26 BUMBLE BOOGIE	70 70 73 84 THREE HEARTS IN A TANGLE 7	Anna
54 74 95 MOODY RIVER	90 — — BOLL WEEVIL SONG	Be My Boy     69 Moody River     31       Better Tell Him No     64 Mother-in-Law     1       Big Big World     66 Never on Sunday     52       Bilbao     59 Nobody Cares     97       Blue Moon     12 On the Rebound     23
32 27 24 28 (DANCE THE) MESS AROUND 5	72) 47 45 43 GOOD, GOOD LOVIN'	Blue Moon
33 35 43 55 LULLABYE OF LOVE	94 — IT KEEPS RAININ'	Bumble Boogie
34 36 48 48 TRIANGLE	74 78 — — SPRING FEVER	Count Every Star
59 — BARBARA ANN Regents, Gee 1065	75 34 30 31 WHAT'D I SAY	Every Beat of My Heart (Knight) 67 Saved 85 Every Beat of My Heart (Pips) 63 Some Kind of Wonderful 37 Exodus 41 Son-in-Law (Biossoms) 84 Flaming Star 27 Son-in-Law (Brown) 80 For Your Love 93 Spring Fever 74
48 51 63 PEANUT BUTTER	76) 87 — MISS FINE 2	Funny 29 Stand by Me 28 Girl of My Best Friend 22 Take Good Care of Her 14 Girl's a Devil, The 95 Tell Me Why 81 Glory of Love 53 That Old Black Magic 25
37 32 36 40 SOME KIND OF WONDERFUL 10	[ ( / / ) O = -   DUN   PIND	Good, Good Lovin'
51 62 90 RAINDROPS Dee Clark, Vee Jay 383	78) 49 44 64 UNDERWATER	Hello Walls
(39) 42 56 69 WHAT A SURPRISE	79) 69 72 76 LULLABY OF THE LEAVES	Feel So Bad
(40) 29 20 12 BABY BLUE	Ventures, Dolton 41  80 88 100 — SON-IN-LAW	(It Never Happens) in Real Life 47 What'd I Say
Echoes, Seg-way 103	Louise Brown, Witch 1	Little Egypt 57   You'd Better Come Home 55

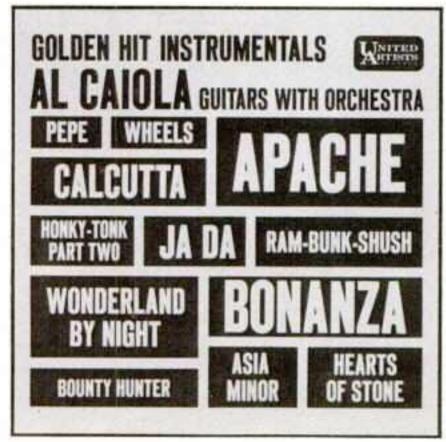


## MONEY MAKING ALBUMS



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UNITED ARTISTS UAS 6150 (Stereo) UAL 3150 (Mono.)



"BONANZA" plus ELEVEN OTHER
CAIOLA VERSIONS OF HIT SINGLES

UNITED ARTISTS UAS 6142 (Stereo) UAL 3142 (Mono.)



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'TIL · TSCHAIKOWSKY CONCERTO WARSAW CONCERTO · MISERLOU NEAR YOU · BEGIN THE BEGUINE CANADIAN SUNSET · BEWITCHED AUTUMN LEAVES · QUIET VILLAGE

ULTRA AUDIO WWS 8505 (Stereo) UNITED ARTISTS WWR 3505 (Mono.)



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UNITED ARTISTS UAS 6122 (Stereo) UAL 3122 (Mono.)



ALL THE WAY!

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WE'LL SEE YOU AT THE DIPLOMAT HOTEL HOLLYWOOD, FLA. JUNE 28TH.

## BILLBOARD MUSIC WEEK

FOR WEEK ENDING MAY 28

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

9 Those LP's on the Chart 9 weeks or less designated in weeks on chart column via boldface numeral.

#### 150 Best Selling

This Week	Las	t Wks. on Chart
1	1	6. J. BLUES 30
$\stackrel{\sim}{=}$	2	CALCUTTA
0	4	CALCUTTA Lawrence Welk, Det DLP 3359  CAMELOT
<u>③</u>	_	Original Cast, Columbia KOL 5620
<u>(1)</u>	3	Sound Track, RCA Victor LOC 1058
<u>(5)</u>	5	MAKE WAY
<b>(6)</b>	6	GREAT MOTION PICTURE THEMES 17 Various Artists, United Artists UAL 3122
1	8	BUTTON-DOWN MIND OF BOB NEWHART. 54 Warner Bros. 1379
0	7	ALL THE WAY 7 Frank Sinatra, Capitol W 1538
9	9	SINATRA'S SWINGIN' SESSION 15 Frank Sinatra, Capitol W 1491
10	10	NEVER ON SUNDAY
(11)	17	HAPPY TIMES SING ALONG WITH MITCH. 11 Mitch Miller, Columbia CL 1568
12	12	BUTTON-DOWN MIND STRIKES BACK 28 Bob Newhart, Warner Bros. 1392
愈	21	RING-A-DING DING
4	13	MUSIC FROM EXODUS AND OTHER GREAT THEMES
(15)	14	THE SOUND OF MUSIC
<u>(16)</u>	16	
$\overline{0}$	18	GENIUS PLUS SOUL EQUALS JAZZ 9
18	11	Ray Charles, Impulse A-2 SING ALONG WITH MITCH
19	15	
<u>a</u>	22	A CONTRACTOR OF THE PROPERTY O
(ZI)	26	
(22)	20	Participation of the Control of the
23	27	Making Ukawa and Arabi A
24)	25	
<u>(25)</u>	36	ENCORE OF GOLDEN HITS
<u>26</u>	29	Platters, Mercury MG 20472 DEDICATED TO YOU
27)	33	SOUTH PACIFIC
28	19	JOHNNY'S GREATEST HITS
29	24	NICE 'N' EASY
30	28	BELAFONTE AT CARNEGIE HALL 81 Harry Belafonte, RCA Victor LOC 6006
(31)	23	MEMORIES ARE MADE OF THIS 15
32)	65	BRAHMS: PIANO CONCERTO NO. 2 22 Sviatoslav Richter, RCA Victor LM 2466
33)	30	KINGSTON TRIO
<u>34</u> )	34	MITCH'S GREATEST HITS
35	45	UNSINKABLE MOLLY BROWN
36	39	
(37)	38	BOBBY'S BIGGEST HITS
38)	41	STILL MORE SING ALONG WITH MITCH. 92
39	31	PARTY SING ALONG WITH MITCH 73
49	35	HYMNS
(4)	43	MY FAIR LADY
$\stackrel{\sim}{\sim}$	52	Original Cast, Calumbia OL 5090 TCHAIKOVSKY: PIANO CONCERTO NO. 1 95
(42)	-	Van Cliburn, RCA Victor LM 2251 SINSATIONAL
=	32	JOHNNY HORTON'S GREATEST HITS 13
(4)	42	WEST SIDE STORY 33
(45) (46)	47	SOUTH PACIFIC
<u>40</u>	37	Original Cast, Columbia OL 4180 INSIDE SHELLEY BERMAN
(48)	44	BUDDY HOLLY STORY
(49)	53	OKLAHOMAI
171.	59	Sound Track, Capitel WAO 595 EMOTIONS 3
<u> </u>	40	Brenda Lee, Decce DL 4104
(51)	40	THE ALAMO

M	10	NAURAL LP
This Week	Las	ek Title, Artist, Label Wks. on Chart
<u>52</u>	56	BEN-HUR Rome Symphony Orchestra (Savina), MGM 1E1
53	60	AND ELAINE MAY
歃	79	MOMS MABLEY AT THE U. N 4 Chess, 1452
(55)	50	KINGSTON TRIO AT LARGE 99 Capitol T 1199
<u>56</u>	49	SOLD OUT
<u>(57)</u>	48	STRING ALONG
58	51	FIRESIDE SING ALONG WITH MITCH 51 Mitch Miller, Columbia CL 1389
<b>59</b>	55	DO RE MI
<u>60</u>	96	BELAFONTE RETURNS TO CARNEGIE HALL 21 Harry Belafonte, RCA Victor LOC 6007
<b>(61)</b>	46	PAUL ANKA SINGS HIS BIG 15 47 ABC-Paramount LP 323
62	54	FROM THE HUNGRY I
63	75	TENDERLOIN
64)	87	STUDENT PRINCE
65	57	
66)	63	HERE WE GO AGAIN
愈	103	I'LL BUY YOU A STAR 2 Johnny Mathis, Columbia CL 1623
68	58	GIGI
69	62	ITALIAN FAVORITES
70	61	MUSIC MAN
<u>(1)</u>	66	Sound Track, Capitol W 1321
12)	68	Johnny Mathis, Columbia CL 1351
(B)	70	SENTIMENTAL SING ALONG WITH MITCH. 46 Mitch Miller, Columbia CL 1457
(N)	71	THIS IS BRENDA
( <u>15)</u>	81	BEST MUSIC ON/OFF CAMPUS
(F)	67	LAUGHING ROOM
(TB)	74	JOHNNY'S MOODS
1	95	TOUCH OF YOUR LIPS
80	102	FLOWER DRUM SONG
100	77	ENCORE
(82)	73	NEARER THE CROSS
<u>®</u>	82	FIORELLO
84	85	KING AND I
85	72	CALYPSO 92 Harry Belafonte, RCA Victor LPM 1248
86	76	GENIUS HITS THE ROAD
(87)	84	BYE BYE BIRDIE
88	86	WOODY WOODBURY LOOKS AT LOVE AND LIFE
89	89	MR. LUCKY GOES LATIN
90	92	FOLK SONG SING ALONG WITH MITCH 54 Mitch Miller, Columbia CL 1316
(9)	93	WONDERFUL WORLD OF JONATHAN WINTERS
92	97	PORGY AND BESS
愈	108	BOBBY VEE 9
94)	69	LANZA SINGS CARUSO— CARUSO FAVORITES
95	80	TWIST 29 Chubby Checker, Parkway P 7001
96	88	THE LORD'S PRAYER
97	91	BRENDA LEE
98	94	THEME FROM A SUMMER PLACE 56 Billy Vaughn, Det DLP 3276
99	78	ELVIS IS BACK
<u>(100)</u>	99	Original Cast, Columbia OL 5420

9		
	et Wks. o	
100 100	Johnny Mathis, Columbia CL 1078	4
102 101	LIKE LOVE	3
103 107	MUSIC FOR LOVERS ONLY	_
<del></del>	Capitol W 352	_
(IU4)	Lawrence Welk, Dot DLP 3350	_
(05) -	The Ventures, Dolton BLP 2003	
106 83	Various Artists, End LP 310	-0
104	Henry Mancini, RCA Victor LPM 1956	-
108 109	CONNIE'S GREATEST HITS	5
110	OUTSIDE SHELLEY BERMAN	2
110 123	STRAUSS WALTZES	9
111 124	ROARING 20'S Derothy Provine, Warner Bras. W 1394	2
112 128	IRMA LA DOUCE	4
(113) 137	GROFE: GRAND CANYON SUITE 2 Morton Gould, RCA Victor LM 2433	7
(114) 90	SIXTY YEARS OF MUSIC AMERICA	30
_	LOVES BEST, VOL. 1 Various Artists, RCA Victor LM 6074	-
115 105	Warner Bros. WB 1395	0.5
113	Johnny Mathis, Columbia CL 1422	1
114	PETE FOUNTAIN'S NEW ORLEANS 2	0
118 115	HAYE TWANGY GUITAR, WILL TRAVEL 7	8
(119) 116	Brother Dave Gardner, RCA Victor	8
(120) 117		-0
	RAYEL: BOLERO 3. Morton Gould, RCA Victor LM 2345	•
(2) 118	EXODUS	7
(122) 120		i
123) 119		4
(124) 130	Re Mincelles Incours	1
(125) 131	SIXTY YEARS OF MUSIC AMERICA	0
(26) 139	Various Artists, RCA Victor LM 6088	
<del></del>	SOLID AND RAUNCHY	0
(127) 141 (128) 148	COME DANCE WITH ME 10	N
129 -	Frank Sinatra, Capitol W 1069  YOUNG AT HEART	ī
$\frac{\vee}{\bullet}$	Ray Conniff, Columbia CL 1489  BOBBY DARIN STORY	-
	Afte 131	(1)
(1)	Roger Williams, Kapp KL 1217	-
(32)	Various Artists, Original Sound 5001	•
(33) 111	Nat King Cole, Capitol W 824	au Bor
(34) 121	Billy Yaughn, Det DLP 3349	
(35) 122 (C) 122	Dave Brubeck, Columbia CL 1397	-
136 133	Dinah Washington, Mercury MG 20572	3
(137) 135	AL HIRT, THE GREATEST HORN IN THE WORLD	2
(138) 136		5
(139) 147	COME FLY WITH ME 31	1
140 146	Frank Sinatra, Capitol W 920 FILM ENCORES, VOL. 1	9
(14) 150	Mantevani, London LL 1700 THAT'S ALL	
	Bobby Darin, Atco 104  BEST OF THE POPULAR PIANO CONCERTOS 1	
(42) -	RACHMANINOFF: CONCERTO NO. 3 16	- 55
(43) -	Ven Cliburn, RCA Victor LM 2355	- 12
4	Billy Yaughn, Det DLP 3165	
145 140	Elvis Presley, RCA Victor LPM 2328	
146 143	SONGS TO REMEMBER	6
149	QUIET VILLAGE	3
<b>(48)</b> –	CONNIE FRANCIS AT THE COPA 2 MGM E 3913	
149 -	TILL	3
150 -	LATIN A LA LEE	5
		•

#### 50 Best Selling

#### STEREO LP's

	I The I am	1 This Last Wks. on	This Last
This Last Week Title, Artist, Label Wks. on Chart	Week Week Title, Artist, Label Chart	Week Week Title, Artist, Label Chart	Week Week Title, Artist, Label
1 6. I. BLUES 30 Elvis Presley, RCA Victor LPM 2256	52 56 BEN-HUR Rome Symphony Orchestra (Savina), MGM 1E1	Johnny Mathis, Columbia CL 1078	2 EXODUS Sound Track, RCA Victor LSO 1058
2 CALCUTTA Lawrence Welk, Det DLP 3359	53 60 AN EYENING WITH MIKE NICHOLS	102 101 LIKE LOVE	2 1 CALCUTTA Lawrence Welk, Det DLP 25359
3 4 CAMELOT	Mercury OCM 2200	103 HUSIC FOR LOVERS ONLY	3 CAMELOT
3 EXODUS	79" MOMS MABLEY AT THE U. N 4 Chess 1452	104 112 LAST DATE	4 5 MUSIC FROM EXODUS AND OTHER
5 MAKE WAY	55 50 KINGSTON TRIO AT LARGE 99	105 - WALK, DON'T RUN	Mantovani, London PS 224
	56 49 SOLD OUT	106 83 12 PLUS 3 EQUALS 15 HITS 13	Various Artists, United Artists UAS
Various Artists, United Artists UAL 3122	(57) 48 STRING ALONG	(62) 104 PETER GUNN	6 7 SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitel SW 1491
8 BUTTON-DOWN MIND OF BOB NEWHART. 54 Warner Bros. 1379		109 CONNIE'S GREATEST HITS	11 MAKE WAY
8 7 ALL THE WAY 7 Frank Sinatra, Capitol W 1538	Mitch Miller, Columbia CL 1389	110 OUTSIDE SHELLEY BERMAN	8 HAPPY TIMES SING ALONG WITH
9 SINATRA'S SWINGIN' SESSION 15	59 55 DO RE MI	77	27 WONDERLAND BY NIGHT
10 10 NEVER ON SUNDAY	60 96 BELAFONTE RETURNS TO CARNEGIE HALL 21 Harry Belafonte, RCA Victor LOC 6007	Mantovani, London LL 685	10 10 PERSUASIVE PERCUSSION, VOL. III
17 HAPPY TIMES SING ALONG WITH MITCH. 11	61 46 PAUL ANKA SINGS HIS BIG 15 47	Dorothy Provine, Warner Bros. W 1394	19 PARTY SING ALONG WITH MITCH
12. See Without Supersition of the State of	62 54 FROM THE HUNGRY I	Original Cast, Columbia OL 5560	6 THE SOUND OF MUSIC
Bob Newhart, Warner Bros. 1393	63 75 TENDERLOIN	Morton Gould, RCA Victor LM 2433	
21 RING-A-DING DING	87 STUDENT PRINCE 25	90 SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 1	Original Cast, Columbia 05 2015
13 MUSIC FROM EXODUS AND OTHER GREAT THEMES	65) 57 ONLY THE LONELY 1053	115 105 DATE WITH THE EVERLY BROTHERS 23	Frank Sinatra, Capitol SW 1538
(15) 14 THE SOUND OF MUSIC	63 HERE WE GO AGAIN	TIE 113 FAITHFULLY	Sviatoslav Richter, RCA Victor LSC
Original Cast, Columbia KOL 5450  16 KNOCKERS UP	Kingston Trio, Capitol T 1258	117 114 PETE FOUNTAIN'S NEW ORLEANS 20	Billy Yaughn, Dot DLP 25364
17) 18 GENIUS PLUS SOUL EQUALS JAZZ 9	Johnny Mathis, Columbia CL 1623	115 HAVE TWANGY GUITAR, WILL TRAVEL 78	Mitch Miller, Columbia CS 8342
18 11 SING ALONG WITH MITCH	68 58 GIGI	116 REJOICE DEAR HEARTS	Ray Conniff, Columbia CS 8374
10 15 TONIGHT IN PERSON. 13	69 62 ITALIAN FAVORITES	LPM 2083	Elvis Presley, RCA Victor LSP 2236
Limeliters, RCA Victor LPM 2272  20 22 WILDCAT	70 61 MUSIC MAN	117 TCHAIKOVSKY: 1812 OVERTURE; RAVEL: BOLERO	Original Cest, RCA Victor LSOD 200
26 WONDERLAND BY NIGHT	71 66 CAN CAN	121) 118 EXODUS	20 TCHAIKOVSKY: PIANO CONCERTO N Van Cliburn, RCA Victor LSC 2251
Bert Kaempfert, Decca DL 4101	79 68 HEAVENLY	United Artists UAL 3123	22 21 BONGOS Los Admiradores, Command RS 801
22 20 MORE SING ALONG WITH MITCH	73 70 SENTIMENTAL SING ALONG WITH MITCH. 46 Mitch Miller, Columbia CL 1457	Duane Eddy, Jamie J 3014	23 22 OKLAHOMAI
Comp ranging, per per 3306	71 THIS IS BRENDA	119 EDGE OF SHELLEY BERMAN 44	24 29 PROVOCATIVE PERCUSSION, VOL.  Enoch Light and the Light Brigade Command RS 810 SD
Mirch Miller, Columbia CL 1542	75 81 BEST MUSIC ON/OFF CAMPUS 15	130 MR. LUCKY	25 24 PROVOCATIVE PERCUSSION, VOL. I
Platters, Mercury MG 20472	76 64 LAUGHING ROOM	131 SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II	Command RS 806 SD
26 29 DEDICATED TO YOU 12 Ray Charles, ABC-Paramount 355  (27) 33 SOUTH PACIFIC 165	77 67 JOHNNY'S MOODS	139 KICK THY OWN SELF 39 Brother Dave Gardner, RCA Victor	101 Strings, Stereo Fidelity SF 660
Sound Track, RCA VICTOR LOC 1032	78 74 DARIN AT THE COPA	LM 2239	Mitch Miller, Columbia CS 8004
Johnny Mathis, Columbia CL 1133	95 TOUCH OF YOUR LIPS	127) 141 SOLID AND RAUNCHY	28 26 TONIGHT IN PERSON Limeliters, RCA Victor LSP 2272  28 PERSUASIVE PERCUSSION, VOL. II
Frank Sinatra, Capitol W 1417	80 102 FLOWER DRUM SONS	Frank Sinatra, Capitol W 1069	29 PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 SD
30 28 BELAFONTE AT CARNEGIE HALL 81 Harry Belafonte, RCA Victor LOC 6006	81) 77 ENCORE 29	Ray Conniff, Columbia CL 1489	30 30 KING AND I
31 23 MEMORIES ARE MADE OF THIS 15 Ray Conniff, Columbia CL 1574	CALP 1002	Afce 131	31 31 LAST DATE Lawrence Welk, Det DLP 25350
32) 65 BRAHMS: PIANO CONCERTO NO. 2 22 Sviatoslav Richter, RCA Victor LM 2464	82 73 NEARER THE CROSS	Roger Williams, Kapp KL 1217	32) 35 BEN-HUR Orchestra (Savina)
33 30 KINGSTON TRIO	Original Cast, Capitol WAO 1321	Various Artists, Original Sound 5001	MGM 15E1  22 47 BONGOS, FLUTES AND GUITARS
34 MITCH'S GREATEST HITS 12	Sound Track, Capitol W 740	Hat King Cole, Capitol W 824	Los Admiradores, Command RS 812  — NEVER ON SUNDAY
35 45 UNSINKABLE MOLLY BROWN	85 72 CALYPSO 92 Harry Belafonte, RCA Victor LPM 1248	134) 121 THEME FROM "THE SUNDOWNERS" 20 Billy Yaughn, Dot DLP 3349  122 TIME OUT 21	36 PERSUASIVE PERCUSSION, VOL. I
36 39 SATURDAY NIGHT SING ALONG WITH MITCH	86 76 GENIUS HITS THE ROAD	Dave Brubeck, Columbia CL 1397	Command RS 800 SD
37 38 BOBBY'S BIGGEST HITS	87 84 BYE BYE BIRDIE 30 Original Cast, Columbia KOL 5510	136 133 UNFORGETTABLE 13 Dinah Washington, Mercury MG 20572	36 32 BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 60
38 41 STILL MORE SING ALONG WITH MITCH. 92	88 WOODY WOODBURY LOOKS AT LOVE AND LIFE 63 Stereoddities MW 1	137 THE WORLD 2 RCA Victor LPM 2366	37 33 UNSINKABLE MOLLY BROWN Original Cast, Capital SWAO 1509
39 31 PARTY SING ALONG WITH MITCH 73	89 MR. LUCKY GOES LATIN	138 MARCH ALONG WITH MITCH 15	38 36 SOUTH PACIFIC Sound Track, RCA Victor LSO 1032
40 35 HYMNS	92 FOLK SONG SING ALONG WITH MITCH 54	(139) 147 COME FLY WITH ME	39 38 WILDCAT Original Cast, RCA Victor LSO 1060
41 43 MY FAIR LADY	93 WONDERFUL WORLD OF	140 146 FILM ENCORES, VOL. 1	40 39 SATURDAY NIGHT SING ALONG WITH
52 TCHAIKOVSKY: PIANO CONCERTO NO. 1. 95	Verve MGV 15009	141) 150 THAT'S ALL	- MR. LUCKY GOES LATIN
A - SINSATIONAL 1	92 97 PORGY AND BESS	142 — BEST OF THE POPULAR PIANO CONCERTOS I	42) 34 SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282
Rusty Warren, Jubilee J 2034	108 BOBBY YEE	- RACHMANINOFF: CONCERTO NO. 3 16	43 40 TCHAIKOVSKY: 1812 OVERTURE; CAPRICCIO ITALIEN
Columbia CL 1596	94 69 LANZA SINGS CARUSO— CARUSO FAVORITES		Minneapolis Symphony Orchestra (Dorati), Mercury SR 90054
Original Cast, Columbia OL 5230	RCA Victor LM 2393	Billy Yaughn, Det DLP 3165	44 MICE 'N' EASY Frank Sinatra, Capitol SW 1417
Original Cast, Columbia OL 4180	Chubby Checker, Parkway P 7001	Elvis Presley, RCA Victor LPM 2328	45 MORE SING ALONG WITH MITCH .
47 37 INSIDE SHELLEY BERMAN	96 88 THE LORD'S PRAYER	146 143 SONGS TO REMEMBER	46 48 SENTIMENTAL SING ALONG WITH P
48 44 BUDDY HOLLY STORY 20	97 91 BRENDA LEE	149 QUIET VILLAGE	47 — GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS 2
(49) 53 OKLAHOMAI	98 94 THEME FROM A SUMMER PLACE 56	148 - CONNIE FRANCIS AT THE COPA 2	48 50 BLUE HAWAII
59 EMOTIONS 3	99 78 ELVIS IS BACK	149 — TILL	49 - MUSIC MAN
51) 40 THE ALAMO	100 99 GYPSY	150 - LATIN A LA LEE	50 - JOHNNY'S MOODS
CE 1338	Strigent Santy Selection of 2420		Committee Co. 5225

## SINGLES PROGRAMMING & BUYING GUIDE

#### TOP MARKET BREAKOUTS

#### NEW YORK

- -HEART AND SOUL
- Cleftones, Gee -TELL ME WHY
- Belmonts, Sabrina
- -BETTER TELL HIM NO
- Starlets, Pam
- -EVERY BEAT OF MY HEART
- Gladys Knight, Fury
- -MILORD Teresa Brewer, Coral

#### CHICAGO

- -THAT'S THE WAY WITH LOVE
- Pierio Soffici, Kip
- BILBAO SONG
- Andy Williams, Cadence
- -PICK ME UP ON YOUR WAY DOWN Pat Zill, Indigo

#### LOS ANGELES

- -I DON'T MIND
- James Brown, King
- -EVERY BEAT OF MY HEART Pips, Vee Jay

#### PHILADELPHIA

- -QUARTER TO THREE
- U. S. Bonds, Le Grand
- -I DON'T MIND
- James Brown, King
- -BOLL WEEVIL SONG
- Brook Benton, Mercury
- -EVERY BEAT OF MY HEART Pips, Vee Jay
- -IN MY HEART
- Time-Tones, Times Square

#### DETROIT

-HALFWAY TO PARADISE Tony Orlando, Epic

#### SAN FRANCISCO

- -LITTLE EGYPT
- Coasters, Atco -EVERY BEAT OF MY HEART
- Pips, Vee Jay
- -HALFWAY TO PARADISE
- Tony Orlando, Epic -IN MY HEART
- Times-Tones, Times Square
- -YOU'D BETTER COME HOME Russell Byrd, Wand

#### **PITTSBURGH**

- -BROTHER-IN-LAW (He's a Moocher)
- Paul Peek, Fairlane

#### CLEVELAND

-BOLL WEEVIL SONG Brook Benton, Mercury

- -LONESOME WHISTLE BLUES Freddy King, Federal
- -THREE HEARTS IN A TANGLE
- Roy Drusky, Decca -BUZZ BUZZ A-DIDDLE-IT
- Freddy Cannon, Swan

#### BUFFALO

-EVERY BEAT OF MY HEART Pips, Vee Jay

#### BALTIMORE-WASHINGTON

- -I LIKE IT LIKE THAT Chris Kenner, Instant
- -BETTER TELL HIM NO
- Starlets, Pam
- -I DON'T MIND James Brown, King
- -YOU'D BETTER COME HOME Russell Byrd, Wand
- -EVERY BEAT OF MY HEART
- Pips, Vee Jay

#### SEATTLE

- -BILBAO SONG
- Andy Williams, Cadence
- -RONNIE
- Marcy Jo, Robbee
- -WAYWARD WIND
- Gogi Grant, Era
- -BE MY BOY Paris Sisters, Gregmark

#### NEWARK

- -HEART AND SOUL
- Cleftones, Gee
- -TELL ME WHY
- Belmonts, Sabrina
- -EVERY BEAT OF MY HEAR'
- Gladys Knight, Fury -DRIVING WHEEL
- Little Junior Parker, Duke
- -BETTER TELL HIM NO
- Starlets, Pam

#### MIAMI

- -SPRING FEVER
- Little Willie John, King
- -SON-IN-LAW
- Louise Brown, Witch.
- -BETTER TELL HIM NO
- Starlets, Pam
- -A LOVE OF MY OWN Carla Thomas, Atlantic

#### MINNEAPOLIS-ST. PAUL

- -BOLL WEEVIL SONG
- Brook Benton, Mercury
- -WAYWARD WIND
- -SPRING FEVER
- Little Willie John, King

Gogi Grant, Era

#### BEST BUYS IN RECORDS

These records, of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (\*).

- \*MOODY RIVER, PAT BOONE.........(Keva, BMI) Dot 16209 BARBARA ANN, REGENTS..... (Cousins-Shoestring, BMI) Gee 1065
- \*PEANUT BUTTER, MARATHONS...... (Arvee, BMI) Arvee 5027 RAMA LAMA DING DONG, EDSELS.....(Maureen-Jimbo, BMI) Twin 700
- TOSSIN' AND TURNIN', BOBBY LEWIS . . . . . . . (Steven, BMI) Beltone 1002 THOSE OLDIES BUT GOODIES, CAESAR AND THE ROMANS....
- (Maravilla, BMI) Del-Fi 4158 \*YOU ALWAYS HURT THE ONE YOU LOVE, CLARENCE HENRY . . . (Pickwick, ASCAP) Argo 5388

C&W

No selections this week

#### R&B

- \*STAND BY ME, BEN E. KING . . . . . . . . . (Trio-Progressive, BMI) Atco 6194
- \*RAINDROPS, DEE CLARK......(Conrad, BMI) Vee Jay 383
- RAININ' IN MY HEART, SLIM HARPO . . . . . . (Excellorer, BMI) Excello 2194

**REVIEWS OF** 

#### THIS WEEK'S SINGLES

the pick of the new releases:



Strongest sales potential of all records reviewed this week.

#### THE EVERLY BROTHERS



STICK WITH ME BABY (Cedarwood, BMI) (1:55)-TEMPTATION (Robbins, ASCAP) (2:08)—An ingratiating Latin rhythm marks this fine vocal effort by the boys on the first side. Tune was penned by Mel Tillis. The boys lend a wild rocker interpretation to the standard on the Warner Bros. 5220

#### FERRANTE & TEICHER



THEME FROM "GOODBYE AGAIN" (United Artists, ASCAP (3:10)—POSSESSED (Arlou, ASCAP) (2:39)— Moving title theme from the new Ingrid Bergman-Tony Perkins movie gets a lush reading with strings from the piano team on the first side. The flip is a lovely interpretation of a familiar classical theme.

United Artists 319

Dot 16220

#### DON GIBSON



I THINK IT'S BEST (TO FORGET ME) (Acuff-Rose, BMI) (2:18)—SEA OF HEARTBREAK (Shapiro-Bernstein, ASCAP) (2:29)-Two feelingful sides by Don Gibson here. The first is a tender ballad sung in moving style with simple backing. The second is a weeper theme sung RCA Victor 7890 with compassion by the artist.

THE CAPRIS



TEARS IN MY EYES (Maureen, BMI)—WHY DO I CRY? (Maureen, BMI)-The boys have strong chart material in these new sides. Lead item is a rockaballad warmly read by the lead singer. The flip, too, is a rockaballad with another fine performance from the lead and the Old Town 1103

#### BILLY VAUGHN



RED WING (Talisman, ASCAP) (2:00)—The old favorite is taken for a solid instrumental ride here by the Billy Vaughn crew featuring a smart rock and roll beat. Could be big. Flip is "Blue Tomorrow" (Tivador, BMI) (2:21).



CUPID (Kags, BMI) (2:30)—FAREWELL MY DAR-LING (Wemar, BMI) (2:20)—Two fine warbling stints here by the smooth-voiced Sam Cooke and both could happen. "Cupid" is a tenderly told story of love, and the flip has a Western flavor. RCA Victor 7883

#### LAWRENCE WELK



YELLOW BIRD (Frank, ASCAP) (2:13)-Here's a wonderful version of the Norman Luboff calypso tune featuring fine harpsichord work in a lovely arrangement. This could be a strong seller. Flip is "Cruising Down the River" (Warock-Campbell-Connelly, ASCAP) (1:57). Dot 16222

THE STRING-A-LONGS



TAKE A MINUTE (Dundee, BMI) (2:23)—SHOULD I (Robbins, ASCAP) (1:48)—The String-A-Longs should continue their hit string with this new waxing. Top side is an engaging new instrumental, while the flip is the old standard done up in a neat arrangement. Both could make Warwick 654

THE GENTS



JUMP IN THE LINE (Fiji-Ultra, BMI) (2:18)—The vocal group swings in happy fashion on a strong medium beater with a touch of calypso in the beat. The song idea incorporates a new dance step, which gives it even more potential. Watch it. Flip is "Why Do I Love Her" (Fiji-Ultra, BMI) (2:00). Liberty 55332

THE EARLS



LIFE IS BUT A DREAM (Maureen-Patricia, BMI) (1:47) -Here's a revival of the fast-stepping rocker that was a hit for the Harptones back in 1955. The boys do a bang-up job here with a fine lead performance. This one can go. Flip is "It's You" (December, BMI) (2:05). Rome 101

(Continued on page 23)

This announcement is an offer to sell, and a solicitation of offers to buy, any of these securities.

May 19, 1961

New Issue

2,000,000 RECORDS

THE EVERLY BROTHERS

"TEMPTATION"

"STICK WITH ME BABY"

#5220

ISSUED OVER THE COUNTER

Immediate Dividends

Copies of the recording may be obtained from any of the authorized Warner Bros. Records distributors in the United States.

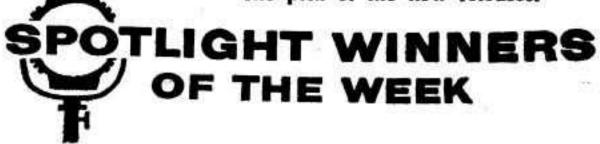
#### WARNER BROS. RECORDS INC.



the first name in sound

4000 WARNER BLVD., BURBANK, CALIFORNIA . ORDER FROM YOUR NEAREST DISTRIBUTOR

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Continued from page 21

THE ROSETTES



YOU BROKE MY HEART (Republic, BMI) (2:10)-An exciting side. The femme lead singer comes on in great fashion and the gal group chants a dazzling backing. Strong Latinized rocker wax that should step out. Flip is "It Must Be Love" (Republic, BMI) (1:50).

Herald 562

EVELYN DELL AND THE VIBRA-TONES



SINCERELY (Arc, BMI) (2:20) — The Moonglows and the McGuires both had big hits with this one and this wailing new version by Miss Dell can bring the tune back again. Solid performances with good backing. It should be watched. Flip is "Please Tell Me Why" (Am-ABC-Paramount 10218 shell, BMI) (1:55).

RONNY DOUGLAS



RUN, RUN, RUN (Shepley, BMI) (2:11)—On the order of the current hit "Runaway" is this bright effort by the new singer on the label. Side really moves and the backing is groovy, too. Flip is "You Say" (Shepley, BMI) Everest 19413

NEIL SCOTT



BOBBY (Darnel, BMI) (2:45)—Here is a tragedy record that turns out well in the end. The story of the girl who calls for her love "Bobby" is told here with emotion by the singer. Strong stuff. Flip is "I Haven't Found It With Another" (Miron, ASCAP) (2:27). Portrait 102

Country & Western -

**JUSTIN TUBB** 



MY HEART KEEPS GETTING IN MY WAY (Starday, BMI) (2:27)—ONE FOR YOU—ONE FOR ME (Starday, BMI) (2:14)—Tubb has a fine side in this moving saga of a broken romance, which he sells with sincerity and heart, while the piano pounds away behind him a la "On the Rebound." One for You-One for Me," is an effective weeper with good lyrics. Both sides are strong.

Starday 549

#### 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

MITCH MILLER AND THE GANG

\*\*\* BYE BYE BLACKBIRD (Remick, ASCAP) (2:39) \*\*\* THE GUNS OF NAVARONE (Columbia Pictures, ASCAP) (3:57) Columbia 42016

CHET ATKINS

\*\*\* WINDY AND WARM (Acuff-Rose, BMI) (2:33)

\*\*\* MAN OF MYSTERY (Allied, ASCAP) (2:01) RCA Victor 7891

\_ Pop Talent \_\_\_\_\_

NEIL DARROW

\*\* I TRUST IN YOU (Kalmann, ASCAP) (2:36)

\*\* DON'T LET OUR LOVE GO WRONG (Lowe, ASCAP) (2:37)

Cameo 189

#### \*\*\* STRONG SALES POTENTIAL

#### POPULAR

JIMMY BELL

★★★ Lunch in a Bucket—HICKORY 1146-Jimmy Bell comes through with a bright, zingy performance of a tale of love that also spotlights fine work by ork and chorus. Side could break through with exposure. Watch it. (Acuff-Rose, BMI) (2:12)

\*\*\* (Yes) Here I Go Again-Tender ballad by Don Gibson receives a heartfelt reading by Bell, again supported by a listenable arrangement. Both sides are good although flip has slight advantage, (Acuff-Rose, BMI) (2:18)

BUZZ CLIFFORD ★★★★ The Awakening — COLUMBIA 42019-Wistful vocal job by Clifford on poignant ballad. Lad has strong sales poten-tial with this new disk. Watch it. (Abilene, ASCAP) (2:50)

CHET ATKINS

\*\*\* Man of Mystery-RCA VICTOR \*\* Wishbone-A pert little ditty that 7891—An exotic theme is handed a tasteful bounces along neatly. Brooks hands it an guitar solo treatment by Atkins, Melodic jockey wax that can grab a lot of action. (Allied, ASCAP) (2:01)

\*\*\* Windy and Warm-Attractive instrumental theme is wrapped up in Atkins' guitar solo work. Spinnable. (Acuff-Rose, \*\*\* Dinky Doo-RIC 9981-Showmanly

WILBERT HARRISON

\*\*\* After Graduation-NEPTUNE 123 -A relaxed blusey tune is sung with feeling and heart by Harrison, the "Kansas City" man. Side is worth a hearing, (Pri-Gan-Wilberton, BMI) (2:28)

\*\*\* Off to Work Again-An exuberant vocal on a rocking blues item by Harrison, Side has a good bit of appeal. (Lloyd-Logan & Wilberton, BMI) (2:16)

MITCH MILLER AND THE GANG

and the boys have made all their own, JANICE HARPER Strong wax. (Remick, ASCAP) (2:39)

\*\*\* The Guns of Navarone-The group comes through with a dramatic- reading of the title song from the new flick, and the side has a chance to make it. (Columbia Pictures, ASCAP) (3:57)

PATTI PAGE \*\*\* You'll Answer to Me-MERCURY 71823-A pretty ballad, written by Sherman Edwards and Hal David. The gal hands it her soft, crooning touch and it gets a fine, persistent backing with chorus. Side should be watched, (Shapiro-Bernstein, ASCAP) (2:45)

\*\*\* Mom and Dad's Waltz-Lefty Frizell wrote this waltz weeper and it fits Miss Page to a tee. Strong performance with soft piano and choral backing. From her recent c.&w. album. (Hill & Range, BMI) (2:29)

SIV MALMOUIST

\*\*\* Wedding Cake-XAPP 400-The thrush essays the story of the wedding cake, underneath her pillow. Melody is similar to the flip with the lyric in English. Good wax. (Trinity, BMI) (2:29)

\*\* Danke Fur Die Blumen-The gal is a big disk act in Sweden and she can make new friends here with this bright, bouncy, well-arranged side. It's done in German and it perks along. Worth spinning. (Trinity, BMI) (2:29)

BOBBY LORD

\*\*\* Fascination — COLUMBIA 42012 (33)-Wild and wooly side here for Bobby that could get much play. Strong backing is in the revival groove with wild singing and chorus and country type ork. Watch it. Side is not the standard, (Acuff-Rose, BMI)

\*\* A Rose and a Thorn-Lord has a very danceable item in this medium tempo item. The strong rhythm accent is tunefully augmented by vocal chorus and ork. (Cedarwood, BMI) (2:13)

THE PETE KING CHORALE ★★★ If It Isn't Ev'rything—KAPP 407-The Pete King gang sing this happy

tune from the musical "Donneybrook" in robust manner. Big trombone sound with strings in the accompaning ork make for a

\*\* The Day the Snow Is Meltin'-This lovely melody from "Donneybrook" is sung in wide, warm tones by the Pete King Chorale. The three-quarter-time ballad is given a lovely reading by the accompanying ork. (Harms, ASCAP) (2:26)

THE EXOTICS

\*\*\* Darling, I Want to Get Married-CORAL 62268-Strong vocal performance by lead warbler and the group on a pleasant rockaballad. Listenable effort. (Champion, BMI) (2:34)

\*\*\* That's My Desire-The great old Frankie Lane hit is wrapped up in a lively reading by the lead singer and the group. (Mills, ASCAP) (2:18)

CONWAY TWITTY \*\*\* I'm in a Blue, Bine Mood-

MGM 1301-Infectious rhythm with Spanish undertones gives this ballad much appeal. The boy's strong reading is enhanced by powerful choral, ork and multi-track effects.

\*\* A Million Teardrops-The countrysound comes across on this fine side by Conway. Medium tempo rocking side gets a firm rhythm with a Latin-touch while strings and chorus embellish the background.

DONNIE BROOKS

\*\*\* All I Can Give-ERA 3049-The gal chorus starts this pretty rocker off OTIS WILLIAMS with Brooks pleading why he can give the gal only love. A modern day version of the idea of "I Can't Give You Anything But Love." And it's done to a nice turn. He can get spins here. (Faire, BMI) (2:25)

agreeable reading with femme chorus support. (Bamboo, BMI) (2:20)

EDDIE BO

rendition by Bo on a catchy r.&r. rhythm ditty with solid beat. This one has a chance. (Ron, BMI) (2:10)

\*\*\* Everybody, Everything Needs Love-Expressive chanting by Bo on a pretty rockaballad. Flip rates a slight edge, however. (Ron, BMI) (2:12)

VIRGIL HOLMES

\*\*\* Ghost Train-ATLANTIC 2103-A down-home train type blues by Holmes. The chanter gives out with plenty of frantic feeling, against a train whistle and propulsive guitar and horn support. Good sound. (Conley, ASCAP) (2:06)

\*\*\* Al Di La-CAPITOL 4578-An

award winner in the San Remo Italian song sompetition, this ballad has an agreeable melody and a warm performance by Miss Harper. It has had plenty of action in Europe and this reading could get attention here. (2:35)

\*\* Lovers Gotta Cry (Once in a While) -A pretty ballad sung expressively by the gal, against slow triplet rhythm, Nice arrangement features voices and strings. Good teen wax. (2:21)

MERV GRIFFIN

\*\*\* You Came A Long Way From St. Louis-CARLTON 552-The fine old rhythm standard gets a touch of Latin for the rhythmic reading from Merv. The boy sings with much feeling. Infectious small group backing with strong tenor sax work makes for an appealing disk. (Jewel Music, ASCAP) (2:33)

\*\*\* Would You-Against a backdrop of scintillating strings and piano with chorus, Mery sings this lovely ballad with much deep-throated feeling. (Robbins, ASCAP)

E. C. BEATTY

\*\*\* The South Really Won the War-COLONIAL 7016-Deep-voiced vocalizing a catchy march-tempo novelty which should grab off plenty of play in the South. (Bentley, BMI) (2:46)

\*\*\* Don't Turn Around-Beatty sings out with sincerity and heart on plaintive country-flavored ballad. (Brewer, ASCAP)

JACK TOOMBS

\*\*\* What's He Got-DOT 16218-A weeper is sold tenderly here by Toombs over simple support. Two sides with a chance for coins. Watch them. (Excellorec-Jamil, BMI) (2:37)

\*\* Sweet Love Letters-Jack Toombs sells this country effort with warmth as he tells his ex-love that he's returning her love letters. A side that could get both pop and country action. (Excellorec, BMI) (2:41)

LONNIE HEARD THE FIVE KNIGHTS

\*\*\* Times Are Getting Harder -MINIT 626-A medium-tempo undulating high-flying side. (Harms, ASCAP) (2:10) rhythm figure is the key to this one. The boys sing the side in exciting style and and moving fashion by the thrush on this there's a great piece of piano playing in side. Piano and guitar work provide full the combo. (Minit, BMI) (2:19)

> \*\* Let Me In-Solid shouting lead in a talk-sing manner makes this frantic side in a medium tempo. Simple piano and rhythm background with the rest of the boys filling in makes this an effective side. (Minit, BMI) (2:16)

THE LA-RELLS

\*\*\* Public Transportation - ROB-BEE 114-The boys have a cute swinging rocker that has to do with the inconveniences of buses. Combo jumps in the background with good tenor sax solo out front. (Jeff-Paul-Starfire, BMI) (3:00)

\*\* I Just Can't Understand - Lead singer takes over the solo spot on this rockaballad. Side might see action with some jocks. (Jeff-Paul, BMI) (2:27)

WALLIE HAWKINS

\*\*\* Don't Believe Them-JOY 253-Here's an impressive chanter who has something of the sound of Roy Hamilton. It's a good tune, well-arranged in medium tempo and using a chorus. A spinnable side that could move. (Wemar, BMI) (2:30)

\*\* Feeling This Thing Called Love-A tribute to that great feeling that comes with love. Nicely chanted but the flip rates the edge here. (Drury Lane, BMI) (2:15)

\*\*\* You Know How Much I Care-KING 5497-A blues and it's done up in stylish performance by Williams with a top beat backing. The guy did well recently with "Little Turtle Dove," and this could move too. (Lois-Starflower, BMI) (2:14)

\*\* Just Forget About Me-A mediumpaced ballad is also well sung by Williams. Backing is a bit on the thin side here and flip appears the one to watch. (R. &., BMI) (2:30)

FABIAN

\*\*\* You're Only Young Once -CHANCELLOR 1079 - From the flick "Love in a Goldfish Bowl" comes this attractive ballad which is sung brightly by Fabian over an up-tempo arrangement. Worth exposure. (Debmar-Famous, ASCAP)

\*\* The Love That I'm Giving to You-Fabian turns in a soft-voiced reading of a tender ballad which also spotlights a good performance by the ork and chorus, Could move. (Debmar, ASCAP) (2:19)

MARTY HILL

\*\*\* Summer Job—COLUMBIA 42018 \*\*\* I'll Never Forget - Effective \*\*\* Bye Bye Blackbird-COLUMBIA \*\* Walkin' Alone-A pleasant rocks- - Bouncy ditty with timely teen-appeal gimmicky vocal background by group on Clifford's attractive rendition of catchy Along Gang turn in a bright, happy reading chanter, with chorus support. (Conley, ASCAP) (2:30)

\*\*\* Scimetar—Here's a wild-sounding inchanter, with chorus support. (Conley, ASCAP) (2:31)

\*\*\* Scimetar—Here's a wild-sounding inchanter, with chorus support. (Conley, ASCAP) (2:33)

\*\*\* Scimetar—Here's a wild-sounding inchanter, with chorus support. (Conley, ASCAP) (1:53)

\*\* Full Time Mama-Heartfelt reading by Hill on blues-flavored theme. Lad has a warm style. (Ripley, BMI) (2:45)

THE ELEGANTS

\*\*\* I've Seen Everything - ABC-PARAMOUNT 10219 - Standout performance by lead singer and group on plaintive up-tempo rockaballad. Two strong sides. (Atlantic, BMI) (2:30)

JOHNNY ZORRO

\*\*\* Kangaroo Hop-INFINITY 002-Tenor sax and guitar team up to provide a highly stimulating instrumental side in a medium tempo. There also are some fine piano licks. (Bloor-Garcliff, BMI) (1:53)

\*\* Bongo Guitar - Much hard-hitting guitar work on this punching uptempo instrumental by Johnny and his combo. In addition to the fine guitar ork there's much good growling tenor sax. (Bloor-Garcliff, (BMI) (1:59)

KEN LYON

\*\*\* Fallen Idol - EPIC 9446 - Ken Lyon uses his strong and convincing voice on this unusual theme. The Latin-tinged ballad has some fine string writing and an infectious beat. (Wemar, BMI) (2:32)

\*\*\* Oh Father - The boy does a really fine job singing this ballad. It has a touch of the folk and the West in it. Fine guitar work in the background and strong vocal chorus all add to the performance (Wemar, BMI) (2:13)

THE DIXIE FLYERS

\*\*\* Dynamo - GUYDEN 2055 - Blues figures come in for a handsome instrumental treatment on this side by the combo. side features fine guitar and tenor sax work against a Latin-rock beat. (Duchess, BMI) (2:00)

\*\* Nall It-The familiar melody on this side getting the rocking treatment is the "Anvil Chorus." Hard-biting tenor and guitar work make the instrumental side move right along. (Duchess, BMI) (2:02)

ETTA JONES

\*\*\* I Thought About You-A nice even-swinging tempo sets the mood for Etta on this side. Besides a fine vocal, side also sports good rhythm and tenor sax work. (Burke-Van Heusen, ASCAP) (2:40)

\*\*\* Don't Worry Bout Me-The lovely standard ballad is handled in a very slow background. (Mills, ASCAP) (2:20)

THE FOUR PREPS

\*\*\* Dream, Boy, Dream-CAPITOL 4568-A smart ballad styling by the boys featuring lead spots as well as harmony. Side is done to a nice, tricky beat. Rates a listen and it could move out. (Dolfi, ASCAP) (2:32)

\*\* Grounded-A novelty rocker by the boys about the youngster who gets "grounded" on a Saturday night because he stayed out too late. Cute idea, well done by the group. (Lar-Bell, BMI) (2:34)

FELIX SLATKIN

\*\*\* The Pleasure of His Company-LIBERTY 55329-Here's the title theme from the big, upcoming picture. It's slow and sensuous, with voices and strings against subtle triplets. Strong melodic content here and a lot of mood. Watch this one. (Famous, ASCAP) (2:34)

\*\* Street Scene-The familiar air is accorded a stirring version by the Slatkin ork, with voices. Triplets are used here, too. Listenable wax with a nod to the flip. (Robbins, ASCAP) (2:33)

HELMUT ZACHARIAS ★★★★ Innocence Abroad-DECCA 31259

-A bouncy, frothy instrumental, featuring singing strings and horns of the Zacharias ensemble, with light "la la" spots from a solo femme voice. A highly spinnable side. (Leeds, ASCAP)

\*\*\* Tres Jolle-Zacharias and his singing fiddles turn out a lush piece of Continental-styled melodic material. It's in three-quarter time and handsomely recorded. Dreamy, Romantic wax. (Tee Pee, ASCAP)

JERRY HOLMES

\*\*\* On the Rebound-RCA VICTOR 7889-Here's Floyd Cramer's big instrumental hit done smartly with vocal by Jerry Holmes. He works against an infectious beat and a cute-sounding chick chorus. This could make noise. (Cigma, BMI) (2:04)

\*\* With These Hands-The familiar tune is done with feeling by Holmes against triplets and flowing string backing. Another good side. (Ben Bloom, ASCAP) (2:15)

MARTIN DENNY

\*\*\* My First Romance — LIBERTY 55328—Denny's big ork sound is heard to advantage here in something of a concertish effort against a persuasive medium tempo. Big choral and string effects with a scratcher used in the rhythm. (Regent, BMI)

Copyrighted material

#### **BRITISH NEWSNOTES**

#### MRS Confabs on Infringements

By DON WEDGE

News Editor, New Musical Express

The Mechanical Rights Society is planning to hold a conference of interested parties to prevent copyright infringements by unlicensed tape recording. The move follows a recent High Court hearing when two publishing houses, Lawrence, Wright and Ascherberg, obtained a judgment in an action. Counsel for the plaintiffs said the proceedings were brought to establish infringement even when recording of a copyright work was made in private.

Travelers

Leeds Music's Lou Levy was ending a month's London stay Saturday (20) to return to New York . . . Al Nevins visiting London . . . In the quest for new repertoire, Melodisc director Emil Shalit is due to visit the U. S. next month.

Publishing Dominion Music's Noel Rogers is back from a visit to Athens to investigate new repertoire possibilities . . . EMI's publishing head, Joe Zerga, to Zurich for discussions with Jane Peterer of Edition Coda.

Disk Business

Decca claimed an advance order of 431,000 — a new high -10 days before the issue (on RCA) of Elvis Preley's "Surrender" . . Fontana has the British rights to Jorgen Ingmann disks; the first, "Cherokee," was issued last week . . . EMI's Norman Newell planning an LP of "Oliver!" using the label's leading artists; it is scheduled for Capitol release when the show reaches Broadway . . . The first United Artists disk to be re-

#### FRENCH NEWSNOTES

#### S.D.M.A. to Debut New Disk Vender

By EDDIE ADAMIS

92 Quai du Marechal Joffre Courbevoie (Seine)

France will soon have a modern automatic record vending machine called Discomatic, manufactured and distributed by S.D.M.A. This new machine has a full capacity of 405 45-r.p.m. records (singles and EP's). It offers nine different titles (six EP's and three singles) with a reserve of 45 records for each title. The record sale price can be fixed by regulating the coin mechanism.

Record Sales

Rika Zarai has recorded "Exodus" in German under the title of "Ein land ist Mein." The record will be issued in Germany by Telefunken from Bel Air.

Personals Eddie and Nicole Barclay are flying to the U.S. May 19 on a month visit to Barclay's licensees. ... After visiting Spain, Publisher Jack Mills will spend a week in Paris for a series of conferences. ... Audio Fidelity Records President Sydney Frey is in Europe for negotiations on his label representations over here.

Signings Jean-Noel Grinda as well as actor Pierre Nicaud have been signed exclusively by Barclay Records. ... Ricordi has signed a new instrumental group, the Golden Gui-

Hot Wax

leased following the move to EMI was a current hit first released through the previous affiliation with Decca-Ferrante and Teicher's "Exodus" theme.

U. S. writers Sid Tepper and Roy Bennett have penned two numbers, including the title song, for "The Young Ones," an ambitious British musical starring leading teen idol Cliff Richard . .

Films

Paul Anka's "Look In Any Window" went on release May 14 with no West End showing.

Television

"Sammy Davis meets the British," an ABC-TV production screened here last summer, was a last-minute entry for the Montreux (Switzerland) International Television Festival held last week . . A"Perry Como Music Hall" with Brenda Lee guesting was added to the schedule by BBC-TV for

Classical This month EMI launched a new four-disk EP set, "Instruments of the Orchestra." It has a commentary spoken by Yehudi Menuhin, with John Hosier acting as script consultant . . . Also in May, EMI issued the last major work recorded by Sir Thomas Beecham -Richard Strauss' tone poem,

'Ein Heldenleben."

May 23.

New Singles EMI group releases included Bobby Rydell: "Black Magic' (Columbia from Cameo); Chubby Checker: "Good, Good Lovin'' (Columbia from Parkway); Patti Page: "Dondi" (Mercury), and Tommy Edwards: "The Golden Chain" (MGM) . . . On Phillips (from U. S. Columbia) were three titles from "Bye, Bye, Birdie"-Tony Bennett: "Put On a Happy Face" b-w "Baby, Talk to Me" and the Kirby Stone Four: "Kids" . . . Decca group issues included the Limeliters: "A Dollar Down," (RCA), the String-A-Longs: "Brass Buttons" (London from Warwick) and the Cappello Kids: "Dondi" (Brunswick from U. S. Decca).

#### N. Z. NEWSNOTES

#### RCA in Camden LP Series Issue

By FREDERICK GEBBIE P. O. Box 2443, Auckland

RCA has released the Camden series selling at under 30 shillings per LP. First release is a selection from Gilbert and Sullivan's "HMS Pinafore" with Al Goodman and his ork. Also on Camden, the Velvet Voices in "An Evening With Jerome Kern."

LP News

Festival Records followed up last week's release with another LP from Warren Covington and the T.D. orchestra. This time it's "It Takes Two to Fox Trot," waltz, etc. Phillips' release for the month: "Everything Goes," the Four Lads (Coronet - Columbia); "Bye Bye Birdie" by the original Broadway cast (Coronet-Columbia) and "Brubeck and Rushing."

Hot Singers

Local boys seem to have the hottest singles this week. On La International tennis champion Gloria, Toni Williams has two on the Hot Top 15, Bill and Boyd are "Wheels" is making big move rocha. toward becoming a hit here.

A recent RCA release by Elvis "La Pachanga" gets good play Presley, "Wooden Heart," is exon the juke boxes. It has more pected to make the charts soon, than five different versions on the the Warner Bros. disk by the French market—the French vo- Everly Bros., "Walk Right Back," cal version by Orlando (Bel Air), hasn't yet been their biggest here. four instrumental versions by Joe If it can make the top place within

#### 24 Songs Qualify In French Contest

PARIS-A card of 24 songs has been selected for entrants in the forthcoming "Le Coq de La Chanso Francaise," the yearly song contest which is slated to take place at the Olympia Music Hall May 29 through 31. This is the most important of all French song competitions.

Among the candidates for recognition are "Cathy" by Alan Barriere published by Lemarque: "Ton Adieu" published by SEMI; "Ton Vieux Tacot," by Lioret and Motta published by DMF, and "Alors" by Elaine Lubin published by Pathe-Marconi. The same firm has "Un Peu Plus de Chansons" by Saka and Jean Bernard; while Barclay publishing has three entrants with "Le Voyeur Sans Etoile," by Marnaw and Magenta; "Cherbourg Avait Raison," by the same team. and "Je Suis Le Disque" by Contet and Mirelli. Chappell has two entrants in "Pour Une Seguedille" by Datin and Nougaro and "Le Coeur Au Chaud" by Cour and Popp.

#### Mathis European Sojourn in July

NEW YORK — Johnny Mathis will take off on his first European trip this summer. The Columbia vocalist is set to arrive in London the second week of July for a TV recording date on the 13th. (The taped show will be broadcast in September). Mathis will then embark on a five-week tour of England, Scotland and Germany.

Arrangements have been made by the singer's manager, Helen Noga, whereby Mathis will work only weekends in the respective countries visited. Mrs. Noga has also arranged to have the Ted Heath band accompany him on all but two of his dates.

#### MEX. NEWSNOTES

#### Olga Guillot In Mexico City

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

Cuban bolero singer Olga Guilott, extremely popular with our public, arrived (May 12) for her eight-week engagement at fashionable night club Terrazza Cassino. Miss Guillot arrived with her 18month-old daughter and declared that she wil take up residence in Mexico, where she will again SPANISH NEWSNOTES record for Musart. The Castro government took all her possessions from her: two apartment houses and her jewelry which represented her life savings.

Tape Distrib

Altec De Occidente, a subsidiary of Equipos Radio Cinematograficos, will promote recording 32 Av. Jose Antonio, Madrid tapes manufactured by Sarkes-Tarzian.

Heavy Promotion

"The Month of the Spanish Recbig promotion of their whole catalog of zarzuelas (Spanish operettas). folklore, and records of their exback after a week's absence, with clusive artists such as singers Sa-"Corinna Corinna," and although rita Montiel and Monna Bell and France. not on the Top 15, Peter Posa's the classical pianist, Alicia Lar-

Show Shorts

Pitman spent a few days here, tryof Harry Belafonte. . . . Chuck An- by Gilbert Becaud of France. derson, 'a young American, who Sherman (Kapp), the Trinidad the next few weeks it could really played the trombone with several the name of Jose Francis, Span-

#### Dixieland Product of Russia!!

Continued from page 1

sus," as the Communists now bill Castro, Castro on the strength of his vic- "imperialists. tory in the Bay of Pigs invasion fiasco.

The trio had used the "Castro Union and Russian satellites. Congo" to do a take-off on Mr. K., titling their spoof of Khrushchev the "Krushchev Congo," transmuting the musical into the geographic Congo and transplanting K. from the Kremlin to darkest Africa, where he became a tribal chieftain leading a revolt, a la

#### AUSTRIAN NEWS

#### **Yankee Stars** Hit in Austria

By FRED ZILLER

Moliwaldplatz 1, Vienna

Australian record buyers show great interest in U. S. hits. Among the best sellers are: Del Shannon ("Runaway" on Heliodor), Brenda Lee ("You Can Depend on Me" on Brunswick), and the Shadows ("Apache" on Columbia). The Blue Diamonds (Fontana) still sweep the country with "Ramona" and "Down by the Riverside."

New Singles

Hoagy Carmichael's "Lazy River" has been waxed in German, sung by Jorg Maria Berg. . . . Teen- | Stalin's day when Latin Americans age idol Peter Kraus is rising for where considered almost iredeeminternational hit potential with able captives of capitalistic cor-"Blue Melody" by Werner Schar- ruption, have spurred juke box fenberger. . . . Ex-G.I. Gus Backus play. This results from the simple made a new disk of Eberhard fact that to do musical homage to Storch's "Auf Wiedersehen." . . . | Castro and future such heroes in Meanwhile, Gus Backus' English- the Communist pantheon you must German version of "Wooden either have a band or a juke box. Heart" climbs Austrian sales with more than 70,000 disks sold.

The Brook Brothers' "Warpaint," Joe (Mr. Piano) Henderson's "Midi- there is apparently little political Midinette," various Chris Barber disks and the Kenny Ball jazz band with "Samantha" promise to be good waxing for deejay, juke boxes and live record hops. "Samantha" will be special-released on Austrian label Amadeo in the near

future. Haydn Concerts

Amadeo's representative, Dr. Heinrich Haerdtl (also Pye), now back from a U. S. visit, is pushing the famous "Five Lyren Concerts by Joseph Haydn. ... The Vienna Chamber Music Orchestra directed by Paul Angerer gives a fine performance on these classical LP's.

#### Promo Men Work On Merc, Roulette

By RAUL MATAS

Editor Discomania

Promotion men on two labels are busy working on American Gamma, the Mexican outlet of labels which they are distributing Madrid's Hispavox, is organizing here. Iberofon is pushing Mercury's Wing subsid and Phillips ord" in June. They are preparing a has acquired Roulette's Tico line.

> Much stir here over Jose Greco's | aganda. new flamenco set on Hispanavox. Set is to be issued in the U. S. on Columbia and on Barclay in

> > Disk Shorts

Disks by Don Costa, Terry Snyder and Nick Perito are now on The Teatro Iris announces Jane the Spanish market. . . . The UA the first diskery to open in that Russell in a show called "Broadway Ultra Audio series has been re- city. Holiday".... Impresario Edmund leased in mono and stereo. . . . Serino, a new name launched by ing to arrange the first appearance Roulette, singing "Marie" written include Ray Melton singing "Little

(Barclay) and the German vocal film is due for early release and it as a producer for the Mexican Co- the Argentinian star, to wax for mic string and woodwind back- version by Audrey Arno (Polydor). could be a very big seller here. lumbia.

white against

Musical Inroads

The Castro Latin rhythm surge It is reported that police arrest- underlines the increasing liberalied three youths in Dresden for zation and internationalization of "disrespect" to Nikita Khrushchev. music taking place in the Soviet

> As in the case of Dixieland and Latin music, once the bars are lowered there is a general influx of Western music. For example, rock and roll is being heard extensively in Russia at the moment, and when they are attacked by Communist Party music pundits, the rock and rollers profess merely to be playing a "modern folk style of Dixieland."

> In the case of Latin rhythms, a number of hit tunes originating in anti-Castro lands are now being played openly in the Communist bloc. The top tune is "Pepe," and the disks heard in East Berlin of this tune arrived from Mexico.

> The 40-selection juke box at the Warsaw, a center of Communist cafe society here, devotes 10 titles to Latin themes, unprecedented and due entirely to Castro's rise to Red affluence.

> Throughout the Communist bloabistros and night clubs are mushrooming which capitalize on Castro's emergence as a persona grata, and extremely so in the Communist camp. These niteries adopt Latin names and splash on Latin themes.

Such goings-on, unheard of in

At least in the case of music, the Castro-Communist courtship is a two-way exchange. Although ideology Castro can ship the Soviets, the Cubans, as a music-mad nation, are sending the Communists music-literally.

Cargo From Cuba

Commy sources here, quizzed about the rapidity of the Latin music boom in the Communist bloc, disclosed that Communist aircraft airlifting VIP's and priority arms cargoes to Cuba have been bringing back Cuban top tune pressings and Latin musical instruments, among other cargo.

Perceptive Westernsobservers in this cold war capital are worried by the Russian bear's embrace of Western music-not because they begrudge the Reds their highlife, but because of the skill with which the Communists are exploiting Western music for Communist propaganda.

For example, the "Castro Congo" is performed to the accompaniment of a congo line extolling communism's coming victory over capitalism as exemplified by the Communist David's victory of the capitalist Goliah.

And the Reds are misusing Dixieland to push Communist propaganda in Africa and Asia. Music, the Reds appear belatedly to have discovered, makes a superb cover for Communist prop-

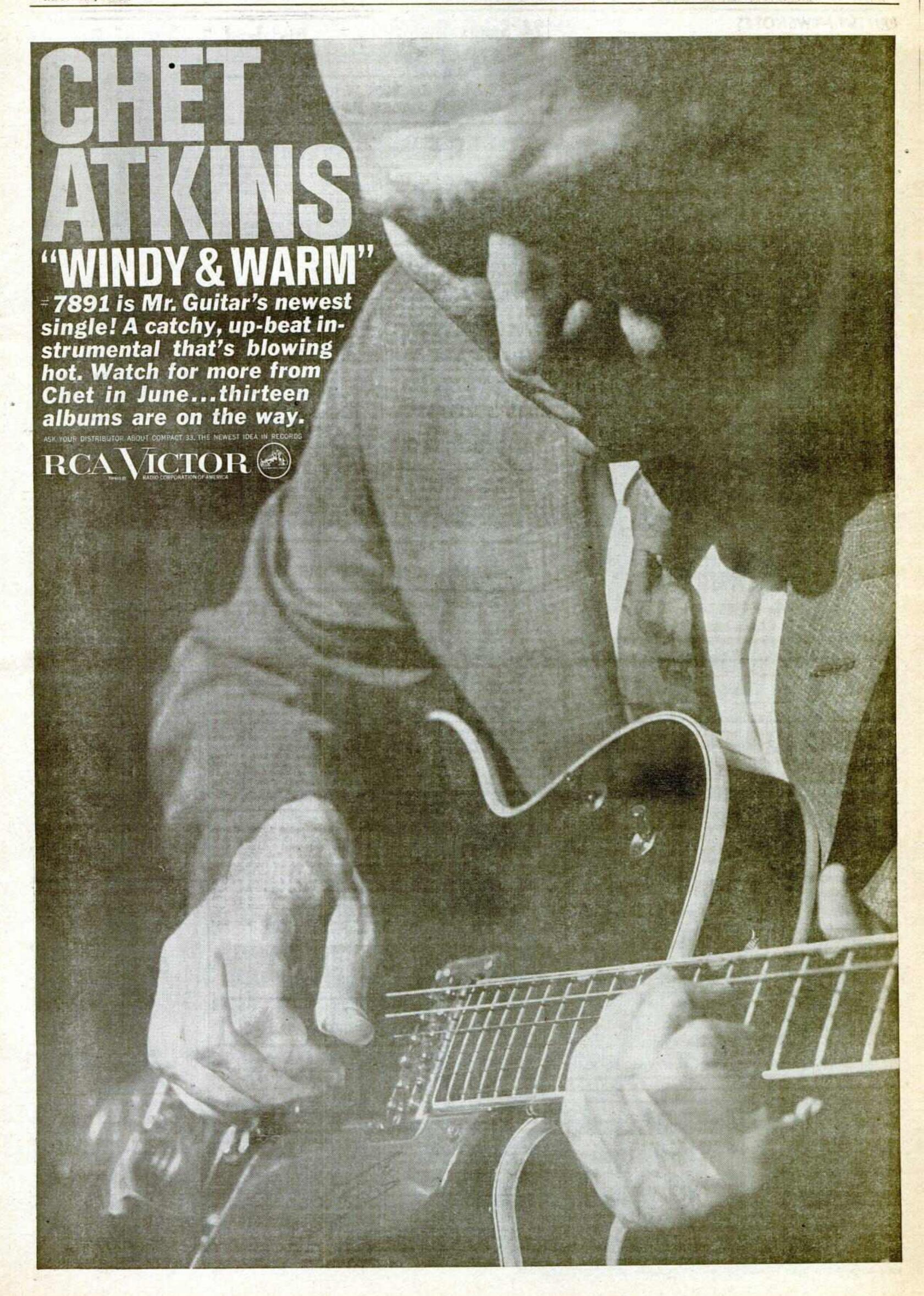
#### Aussie Newsnotes

Continued from page 12

record company in Brisbane very shortly. If this is true it will be

New Records

Interesting releases this week by Little," composed by Ken RCA confident of action on Taylor and Hal Saunders. . . . From the E.M.I. group on Cap-Steel Band (Bel Air) Bambo Re- break out... Everybody is witch- orchestras in Hollywood, formed ish singer born in Paris and touring itol is a new Peggy Lee album galo (Fontana), La Playa Sextet ing Duane Eddy's "Pepe." The his own dance band and will work Spain. . . Libertad Lamarque, "Pretty Eyes" with the lush rhyth-



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ON YEN

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ON KING

"CONTINENTAL WALK" by HANK BALLARD King 5491

"SPRING FEVER" by LITTLE WILLIE JOHN King 5503

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ON Federal

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#### POP LP'S

### STRONG SALES POTENTIAL

\*\*\* THE WAYWARD WIND

Gogi Grant. Era EL 106-The thrush presents 12 fine tracks here including her original hits, "The Wayward Wind," now on the charts and "Suddenly There's a Village." The lyrical vocal sound is beautifully assisted by a large ork and in some cases, vocal chorus. A number of the tracks consist of well-known standards and show tunes like "I Don't Want to Walk Without You" and "You're In Love." Set has good jock and counter appeal.

\*\*\* PERCUSSION PARISIENNE David Carroll and His Orchestra. Mer-

cury PPS 6008 (Stereo & Monaural)-Here's a fine-sounding new entry in Mercury's Perfect Presence series, with maestro Carroll offering a flock of Parisian-oriented tunes in danceable, handsomely recorded fashion. Strings and various percussion are used with harpsichord and concertina much in the spotlight. Attractive book-fold set shows colorfully garbed can-can girls on the cover. Good sound all the way, and a highly displayable package.

\*\*\*\* GONE WITH THE WIND Ornadel and the Starlight Symphony Orchestra. MGM E 3954-This handsomely packaged double-fold LP should cash in on the publicity surrounding the reissue of the 1939 movie "Gone With the Wind" and the Civil War Centennial. There are several versions of the score on the market but this lush instrumental treatment ranks with the

\*\*\* PERCUSSION ITALIANO Charles Magnante. Grand Award GA 257 label's well-known stablemate, Command. to name just a few.

Accordionist Magnante fairly sparkles on a wonderful collection of Italian melodies. Also sparkling in stereo are guitars, mandolins, piano, bass and some interesting percussion. Tops for stereo sound effects and the melodies like "Come Prima," "Marina," "Arrivederci Roma," etc., all make for nice listening.

\*\*\* GET READY FOR THE PROM The Hollywoods. MGM E 3877-Here's a danceable package of oldies with strong appeal for teen-agers. The standards are wrapped up in catchy r.&r.-flavored instrumental treatments with a vital sound. Selections include "Begin the Beguine," "Smoke Gets in Your Eyes," and "Blue Moon."

\*\*\* THE WONDERFUL TEENS

Dick Powell. RPC M 105-Veteran film actor-producer-director Dick Powell handles the nostalgic narration on this salute to his teen-years in the 1920's and reminds older fans of his "42d Street" film musical comedy "days when" by warbling the title tune. Otherwise the vocal chores and "character comedy" bits are handled capably by Linda Wells, the Collegiates, and Bob Grabeau, Interesting chatter-angle wax for jocks.

\*\*\*\* ARAGON TRIANON MEMORIES

Lawrence Welk. Wing MGW 12214-The combination of Lawrence Welk and the low price tag on this set should make a strong item despite the fact that it is a grouping of reissues. The Welk rhythm, which so much of the nation finds just right for dancing, SD (Stereo)—A delightful set, cloaked in some of the best possible kind of sound recording, just about equal to that of the That I Give You" and "Mama's Samba,"

#### MODERATE SALES POTENTIAL

\*\*\* PIPES OF TRINITY COLLEGE Carlton LP 136-The 10-boy chorus on this LP is from Trinity College in Connecticut. The boys are a full-voiced group who sing a fascinating repertoire of beerdrinking type melodies in the accepted barbershop-plus manner. A number of the tracks are composed of material indiginous to Trinity: "The Pipes" " 'Neath the Elms" (the school's alma mater) are perfect examples. Paradies of oldies and barroom warhorse favorites make up the rest of the album. The boys sing a capella.

\*\*\* DANCING AT THE "MARK" Bob Wellman and Orchestra, Fantasy 3312-A striking photo of "the top of the Mark" (at the Mark Hopkins Hotel) silhouetted against the San Francisco skyline, gives this double-fold package nice display value. Wellman plays a danceable, pleasant brand of ballroom instrumental wax. Selections include "The Poor People of Paris," a "My Fair Lady" medley, and a Scottish medley.

\*\*\* ADAM FAITH

MGM E 3951-One of Britain's top disk stars, Adam Faith makes his American debut in this collection of romping, happy rock numbers, done to pleasant arrange-

Russ Conway. MGM E 3868-A flock of programming favorites are given lush orchestral treatments by the noted English pianist, Russ Conway, with Michael Collins and his concert orchestra. Selections in-clude "Till," "The Warsaw Concerto," "Cornish Rhapsody" and "La Mer." Well made disk should find many fans.

\*\*\* RUTGERS UNIVERSITY GLEE

Imperial LP 12069 (Stereo & Monaural-Under the direction of musical director F. Austin Walter, the Rutgers Glee Glub offers a program of highlights of their successful 1960 spring touring concert program. Ozzie Nelson, a Rutgers alumnus, impressed with their performance, suggested the album and does the intros for each selection. Set includes "The Drinking Song." "Everytime I Feel the Sprit" and "A Hymn to Queens." A salable item.

\*\*\* AND NOW

Katyna Ranieri, MGM E 3880-Katyna Ranieri is one of Italy's outstanding night club singers. She knocked them dead at the Swank Persian Room in New York's Plaza Hotel last season, and she comes through with a first-rate performance on this disk of a fine collection of both American and Italments with triplet rhythm and femme chorus ian tunes. She handles all of them with and various different instrumental comple- sock emotional impact over fine arrangements ably back Faith. Many of the songs ments by her husband, conductor Riz Orhere have been important for the singer in tolani. Most impressive sides include "Little England, "Wonderful Time," "Diamond Child," "Anema E Core" and "Ciao Ciao Ring," "I'm a Man," etc.

#### JAZZ LP'S

#### $\star\star\star\star$ STRONG SALES POTENTIAL

**★★★★ BLOCKBUSTIN' DIXIE** Al Hirt, Pete Fountain. Verve V 1028-The interpid new trumpet star and classy clarinetist tear off 12 Dixie performances that have a good, if a bit tight, swing. Verve claims the disk is the only one the two jazzmen have made playing together and from the sound of it, it must have been recorded some time ago. The disk is also unusual for it is one of the rare instances where Fountain plays tenor sax as well as clarinet. The boys are in front of a Dixie type small group which works over such Dixie standards as "Panama" "Tip Roof Blues" and "Royal Garden Blues," among others,

\*\*\* CANNONBALL EN ROUTE Julian (Cannonball) Adderley, Mercury MG 20616 - The Adderley boys are together again in a swinging set. Though there are different label tags now, this package is right up to the minute in terms of robust, driving performance and clean sound. Nat Adderley appears on his cornet along with Cannonball and the two are

backed up by fine piano of Junior Mance. Sam Jones is on bass and Jim Cobb appears on drums. "Lover Man," "I'll Remember April," and a solid "That Funky Train," are samples.

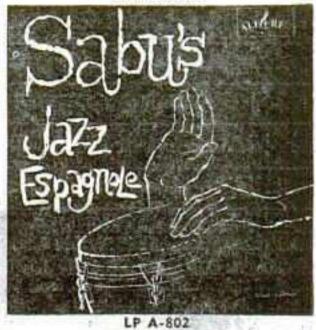
\*\*\* PERFECT PERCUSSION Roy Harte and Milt Holland. World Pacific WP 1405-Those who love percussion have a rare package here. In addition to the usual rhythm section, 44 percussive instruments and special effects are used, including Chinese cymbal, Cuban cowbell, Mexican chocols, bird whistles, African talking drum and many others. These are played by Harte and Holland. Well re-corded. In addition to being good stock for dealers, this package should prove of considerable interest to deejays. The reper-toire includes "That Old Devil Moon," "The Kick," and "Misty."

\*\*\* NEW GROOVE Bud Shank, Pacific Jazz PJ 21-Shank (Continued on page 28)

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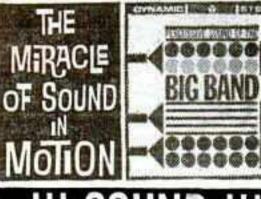


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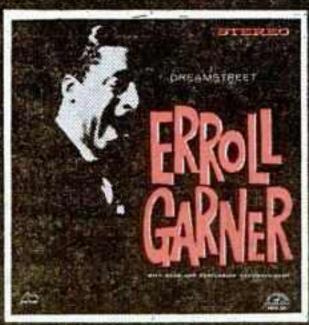
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#### Reviews and Ratings of New Albums

Continued from page 26

long associated with the so-called cool and highly organized West Coast school of jazz, shows that lately he has dipped into the currently popular "soul" and "out" style. While the dash and melodic qualities are still very much with Bud as a soloist, this group can get a rather funky sound, Mel Lewis is the drummer and two newcomers, guitarist Dennis Budimer and bassist Gary Peacock round out the rhythm section in fine style. A very strong soloist, too, is trumpeter Carmel Jones.

\*\*\* HORNFUL OF SOUL Bennie Green. Bethlehem BCP 6054-Trombonist Bennie Green has one of his best albums in some time in this new set. at tempos and in material that's perfectly originality to the set.

suited to his ability. Lem Davis, Jimmy Forrest, Mal Waldron and organist Skip Hall play well in ensemble and in their solo spots, "Summertime," "Indiana" and "Foolish Heart" are among the more familiar of the eight titles.

\*\*\* BIRTH OF THE BLUES Oscar (Papa) Celestin. Imperial LP 9149-Collectors of the New Orleans and Dixieland sound will be interested in this album by the late trumpet-playing Celestin. The sides here are rather typical of the traditional movement. Among the more prominent titles are "High Society," the "Jazz Me" and "Basin Street" blues, while there are a few tunes included like "Just a The album is a perfect showcase for the Closer Walk With Thee" and the creole instrumentalist-highlighting his full sound tune "A-La-Bas," that add variety and

#### $\star\star\star$ MODERATE SALES POTENTIAL

\*\*\* FRENCH QUARTER JAZZ Tony Almerico & Molly Duncan. Imperial LP 12072. (Stereo & Monaural)-Almerico plays a bright, infectious brand of Dixieland in this package, and Molly Duncan's vivacious vocals are a standout. Selections include "In a Little Spanish Town," "Just a Closer Walk With Thee," "Rosetta," and "Lady Be Good." Spinnable jazz wax.

\*\*\* SABU'S JAZZ ESPAGNOLE Alegre LPA 802-Latin drummer Sabu, with a group of jazz and Latin performers, turns in some interesting jazz work herejazz with a Spanish touch. Listenable work, with strong performances by Sabu, on conga, and Louie Ramirez and Eernie Newsum on percussion. All of the tunes are originals with a few more familiar pieces by Horace Silver, Dizzy Gillespie and Victor Young.

\*\*\* DUAL PIANO JAZZ Dave McKenna and Hal Overton, Bethlehem. BCP 6049-A twin piano ball, "I Concentrate On You."

featuring Hal Overton, a student of the Powell-Monk modern school, teaming with Dave McKenna, whose roots seem to be more with traditionalists like Teddy Wilson. Working only with bass and drums, the two pay tribute to everything from Fats Waller ("Keeping Out of Mischief") to Thelonious Monk ("Monk's Mood" and "Ruby My Dear"). Good sound and a lot of swinging going on.

\*\*\* DUSTY BLUE

Howard McGhee. Bethlehem BCP 6055-Veteran modern trumpeter Howard Mc-Ghee has a nicely paced and easy listening jazz set here. The instrumentalist has surrounded himself with a fine group of musicians, especially trombonist Bennie Green; Pepper Adams, baritone sax; Roland Alexander on tenor; and pianist Tom Flanagan. The music is easy and swingy for the most part and McGhee has picked some tunes which are not ordinarily played in jazz, namely, "Sound of Music," and

### CLASSICAL LP'S

#### \*\*\* Marie . STRONG SALES POTENTIAL

prime item for opera fans.

\*\*\* BEETHOVEN: SONATA NO. 8 well recorded and performed here with the (PATHETIQUE) SONATA NO. 23 (Ap- aid of the La Scala production staff. A

Svintoslav Richter. Bruno BR 14045-This recording, featuring Sviatoslav Richter playing two familiar Beethoven Sonatas should be a strong seller for the label. Richter plays them both with the feeling and skill that made his recent American tour a triumph. This recording of the "Appassionata" was made originally at a concert, although the label does not say where or when. The sound is very good. Recordings of these same works have been released previously with Richter on other

\*\*\* WEST POINT SYMPHONY

Morton Gould. Mercury SR 90220 (Stereo & Mono)-A beautiful album of performances, and dealers with customers interested in the wind band should demonstrate this. Morton Gould's "West Point Symphony," a classic for the wind band, is the opener. Other pieces are Julian Work's "Autumn Walk," Clifton Williams' "Fanfare and Allegro" and Robert Russell Bennett's "Symphonic Songs for Bands."

MASCHERA

Sooists; Teatro Alla Scala Deutsche Grammophon SLPM 138-680-82-Sterling performances are on record here by Antonietta Stella, Gianni Poggi and Ettore Bastianini in this first complete stereo waxing of Verdi opera "Un Ballo In Maschera." It's a beautifully boxed package in red and gold with a complete libretto included in four languages with full color photos of the artists in scenes from the opera. Although this is no Verdi's best or most popular work, it is

Johann Molter. An artful production, of greatest interest to collectors and students. \*\*\* ALFRED CORTOT

\*\*\* MODERATE

SALES POTENTIAL

History of Deutsche Grammophon Ge-sellschaft. Archive ARC 73151—Another in

the extensive Archive series, originally

brought out here on Decca Gold Label,

but now available on disks imported di-

rectly from Deutsche Grammophon. This

one contains material from the 12th "Ar-

chive" research period, that of the so-

called Mannheim-Vienna period (1760-1800)

of Mozart, Gluck, etc. The recording con-

tains two concertos by Haydn and one by

Distinguished DR 104-These sides by the great French planist were transcribed from piano rolls-as was a companion package in this label's recent release. The repertoire contains romantic material by Chopin and Schubert, and includes Saint-Saens' "Litany." An interesting package with much appeal for students of keyboard performances.

\*\*\* JOSEF HOFMANN. Distinguished DR105-Package is a companion one to several just released by the label, containing performances transcribed from piano rolls. Hofmann, one of the late giants of the keyboard, is heard here in selections by Rachmaninoff, Beethoven, Rubinstein, Chopin and Mendelssohn. A package of much interest to devotees of piano music in the grand tradition.

\*\*\* LISZT: HUNGARIAN RHAPSO-

Piano Recital featuring Cortot, Friedman, Ganz, Hofmann, Paderewski. Distinguished DR 106—Certainly an interest-ing package. The sides are transcribed from piano rolls. The romantic and flashy rhapsodies are performed here by giants of the keyboard. The repertoire includes No. 11, played by Cortot; No. 12, by Hofmann; Nos. 2 and 10 by Paderewski; No. 14 by Friedman and No. 15 by Ganz,

\*\*\* PROKOFIEV: SYMPHONY NO. 5; SHOSTAKOVICH: FESTIVE OVERTURE | Charlie Manna is a funny lad indeed. USSR Radio Symphony Orchestra (Sto- Familiar on the Manhattan club circuit, kowski, Gauk). Bruno BR 14050-This

recording of the Prokofiev Fifth was recorded in Moscow last year by the USSR Radio Symphony Orchestra under the baton of Maestro Leopold Stokowski. The work is handed a stirring performance and the sound is good. A recording of the same work with Stokowski was released a few months ago on the Russian MK label, imported by Artia. Also on the disk is the Shostakovich "Festive Overture" with the same orchestra under Alexander Gauk.

\*\*\* KERR: CONCERTO FOR VIOLIN AND ORCHESTRA; COWELL: SYM-PHONY NO. 7

The Imperial Symphonic of Tokyo (Strickland); The Vienna Symphony Orchestra (Strickland). Composers Recordings, Inc. CRI 142-Here are two previously unrecorded works by the two contemporary composers. Much of the mood of both is of an introverted nature but both, too, display moments of lyrical, romantic charm. The works, with their ocunique harmony, will be of interest mainly to students and collectors of the offbeat in the modern genre.

\*\*\* BEETHOVEN: VIOLIN SONATAS IN D MAJOR, OP. 12 NO. 1: A MAJOR, OP. 12 NO. 2; G MAJOR, OP. 30 NO. 3. Carl Seemann, Piano; Wolfgang Schnelderhan, Violin. Deutsche Grammophon SLPM 138121 (Stereo & Monaural) -Here is a collection of first-rate performances of three Beethoven piano and violin sonatas. Carl Seeman on piano and Wolfgang Schneiderhan on violin, make a winning combination. Their work is exceptional, and the sound on the DGG disk is excellent. Good wax for the collector.

\*\*\* MOZART: MAZZ IN C MAJOR; BASSOON CONCERTO IN B FLAT

Lamoureux Orchestra (Markevitch) Deutsche Grammophon SLPM 138131-Fine stereo recording of these two Mozart pieces. Both are performed with technical precision and imagination. There are few stereo versions of these works, which should help make this package desirable to the Mozart

#### SPECIALTY LP'S

#### \*\*\*\* STRONG SALES POTENTIAL

#### LATIN AMERICAN

\*\*\* CHARANGA PACHANGA

Bouffartique y su Charanga. Columbia ES 1751 (Stereo & Monaural)-The new dance fad gets a masterful interpretation by Oscar Bouffartique, Cuban composer and arranger. With the group are three vocalists, Yao el Indio, Frank Souffront and Tony Molina. Fine sound. Excellent stock for dealers seeking to cash in on the new dance excitement.

\*\*\* KAKO Y SU COMBO GIGANTE

Alegre LPA 803-Maestro Kako leads his big Latin band through a dozen numbers highlighting the pachanga and closely related Cuban-oriented rhythms. It's a big ensemble, with banks of trumpets and saxes plus percussion and rhythms. Solid sound for the dancers in the set can have good pop appeal as well, in view of the current new pachanga craze.

\*\*\* VIVA MONTEZ

Bobby Montez and his Orchestra. World Packie WP 1404-A mighty sharp Latin combo. The group consists of vibes and piano on the melody chores, assisted by conga, timbales and base in the rhythm. The boys play eight numbers with humor and rapport and the sound quality is unusually good. Excellent dance material and the practiced ear will enjoy the fidelity,

#### INTERNATIONAL

\*\*\* THE CLANCY BROTHERS & TOMMY MAKEN

Tradition TLP 1042-The Clancy boys and Tommy Maken sing a finely paced variety of sides on this LP. The Irish folk music comes from a multitude of sources and the boys sing and play it with much authority and feeling. (Bruce Langhorne plays guitar as does Liam Clancy; Tommy Makkem plays the pennywhistle and Eric Darling is on the banjo.) There are bright tunes and ballads included in the set all sparkling with Irish wit and emotionsome 15 in all.

\*\*\* I AM THE WEE FALORIE MAN David Hammond. Tradition TLP 1028-A collection of folk songs from Hammond's native Belfast that have Irish, English and Scottish elements. Young David Hammond has an engaging voice and sings with style and sincerity. The highlights of the set include, "The Doffin' Mistress," "The Maid of Ballyhoo," "The Wee Falorie Man" and "The Irish Girl." The program is a good one; it's well performed and should appeal to collectors of folk music in general and Irish in particular.

#### COMEDY

\*\*\* MANNA OVERBOARD Charle Manna, Decca DL 4159-Young (Continued on page 30)

Watch these three! "SHATTERED DREAMS" "MY DARLING BERNICE"

Arena Allen with Mike Mitchell

& His Men of Music FA-221 "I'LL BE OH SO GOOD"

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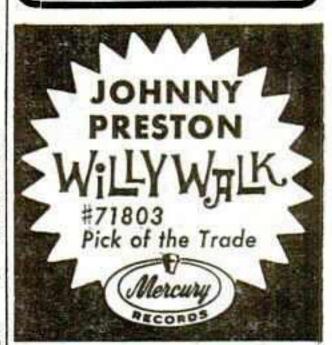
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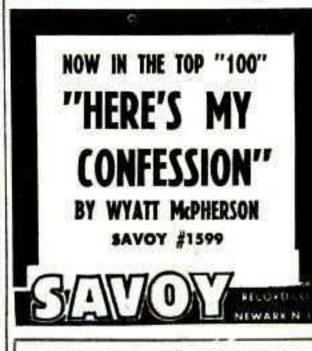
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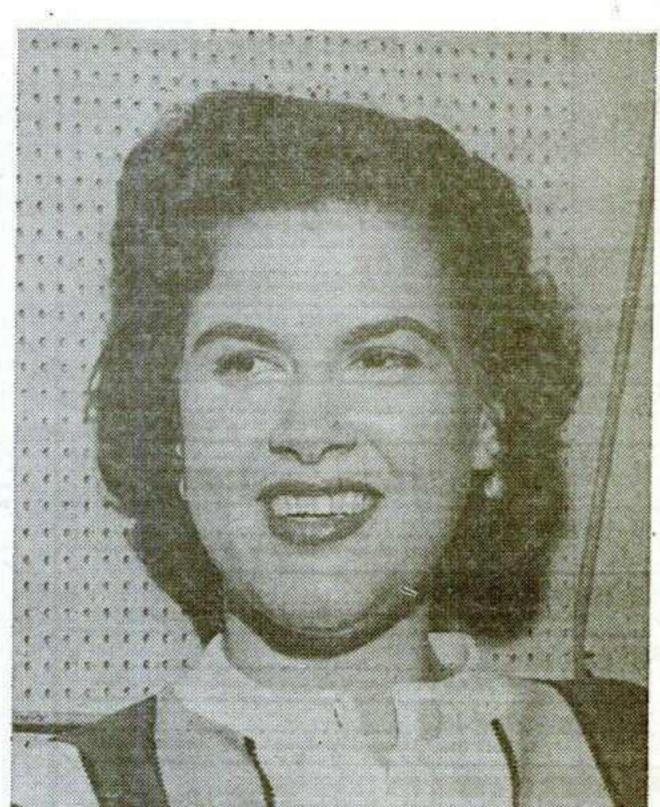
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FOR WEEK ENDING MAY 28

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 Las	Weeks	
Week We	\$100 \$200 \$100 \$100 \$100 \$100 \$100 \$100	
<u>0</u> 1	RUNAWAY	
<u>্</u>	ONE HUNDRED POUNDS OF CLAY	
<u> </u>	By Elgin-Dixon-Rogers—Published by Gil (BMI)  DADDY'S HOME	
0	By James Sheppard-Clarence Bassett-Charles Baker— Published by Keel-Betalbin (BMI)	
5 16	RUNNING SCARED	
6 4	BLUE MOON	
① <sup>10</sup>	TRAVELIN' MAN	,
<b>8</b> 5	I'VE TOLD EVERY LITTLE STAR	
9 18	MAMA SAID	
10 8	PORTRAIT OF MY LOVE	
(11) 17	BREAKIN' IN A BRAND NEW BROKEN HEART	
12 19	HELLO MARY LOU	
13 6	YOU CAN DEPEND ON ME	
(A) 11	JUST FOR OLD TIME'S SAKE	
<u> </u>	ON THE REBOUND11	
(16) 13	TAKE GOOD CARE OF HER	
17 12	BUT I DO	
(18) 21	TRAGEDY By Nelson-Burch—Published by Bluff City (BMI)	
(19) 22	BONANZA  By Livingston-Evans—Published by Livingston-Evans (ASCAP)	
20) 14	ONE MINT JULEP	
$\frac{2}{(21)^{28}}$	HELLO WALLS	
22) 29	LITTLE DEVIL	
(23) <sup>20</sup>	TONIGHT I FELL IN LOVE	1
<u>~</u> (24)	I FEEL SO BAD	
<u></u>	By Chuck Willis—Published by Berkshire (BM1)  EXODUS	
<u>26) 15</u>	FLAMING STAR	
27 27	By Wayne-Edwards—Published by Gladys (ASCAP)  CALCUTTA	
<u></u>	GIRL OF MY BEST FRIEND.	55
<u></u>	THAT OLD BLACK MAGIC	

#### RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)

- 1. MOTHER-IN-LAW Ernie K-Doe, Minit 623; Four Sportsmen, Sunnybrook 2.
- 2. RUNAWAY-Del Shannon, Big Top 3067.
- 3. ONE HUNDRED POUNDS OF CLAY - Gene McDaniels, Liberty
- 4. DADDY'S HOME-Shep and the Limelites, Hull 740
- 5. RUNNING SCARED-Roy Orbison, Monument 438.
- 6. 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; Marcels, Colpix 186; Naturals, Hunt 425; Elvis Presley, Vic 0613; Jimmy Smith, Blue Note 1685; Dante Varela, Kem 2719.
- 7. TRAVELIN' MAN Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
- 8. PVE TOLD EVERY LITTLE STAR -Bing Crosby, Dec 23679; Robert Maxwell, MGM 12546; Linda Scott, Canadian-American 123.
- 9. MAMA SAID Shirelles, Scepter 1217.
- 10. PORTRAIT OF MY LOVE-Sieve Lawrence, United Artists 291; Matt Monro, Warwick 624; Bob Wilson, Dec 31212.
- 11. BREAKIN' IN A BRAND NEW BROKEN HEART-Connie Francis, MGM 12995.
- 12. HELLO MARY LOU Ricky Nelson, Imperial 5741.
- 13. YOU CAN DEPEND ON ME -Brenda Lee, Dec 31231.
- 14. JUST FOR OLD TIME'S SAKE-McGuire Sisters, Coral 62249; Joan Proctor, Vic 47-7802.
- 15. ON THE REBOUND-Flowd Cramer, Vic 7840.
- 16. TAKE GOOD CARE OF HER -Adam Wade, Coed 546.
- 17. BUT I DO Clarence (Frogman) Henry, Argo 5378.
- 18. TRAGEDY Fleetwoods, Dolton 40; Wayne Thomas, Fernwood 109.
- 19. BONANZA Al Calola, United Artists 302; David Rose, MGM K 12965.
- 20. ONE MINT JULEP-Chet Atkins, Vic 47; Ray Charles, Impulse 200; Clovers, Atlantic 963 & United Artists 209; Willie Mitchell, Home of the Blues 119; Buddy Morrow, Mer 30042 & Vic 0205; Mac Wiseman, Dot 15497 & 16045.
- 21. HELLO WALLS-Faron Young, Cap 4533.
- 22, LITTLE DEVIL-Neil Sedaka, Vic 7874.
- 23. TONIGHT I FELL IN LOVE -Tokens, Warwick 615.
- 24. I FEEL 50 BAD-Elvis Presley, Vic 7880.
- 25. EXODUS-Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Col 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Cap 4564.
- 26. FLAMING STAR Elvis Presley, Vie LPC 128 (33 Compact).
- 27. CALCUTTA Four Preps, Cap 4508; Werner Muller, Dec 31189; Vic Torriani, London 1965; Valiants Col 41931; Lawrence Welk, Dot 16161.
- 28. GIRL OF MY BEST FRIEND-Ral Donner, Gone 5102; Eddie Wood, Ember 1064.
- 29. THAT OLD BLACK MAGIC -Clovers, United Artists 174; Billy Daniels, Gene Norman Presents 111; Billy Daniels, Mer 30007; Sammy Davis Jr., Decca 29541; Herb Geller, Bethlehem 11075; Tiny Grimes, Atlantic 858; Glenn Miller Orch./S. Nelson & Modernaires, Vic 0044; Robins, Whippet 203; Bobby Rydell, Cameo 190; Bobby Troup, Bethlehem 11006.
- 30. APACHE Jorgen Ingmann, Atco 6184; Sonny James, Vic 7858; Shadows, ABC-Paramount 10138.

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#### Reviews and Ratings of New Albums

Continued from page 28

POLKA

Wally fans.

POLKA

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RELIGIOUS

WLADZIU SPIEWA

\*\*\* HIT PARADE

here, including one about the astronaut chorus sings this second volume of Catholic refusing to take off before he's given his hymns. The material is nicely recorded crayons and another about the show agent and the organ background is perfect for who has breakfast at the White House. The boy has a sharp sense of humor in his situations and he delivers them with effect. For this, he was caught live at the Village Vanguard. Set has a novel cover, too.

Li'l Wally. Jay Jay 1032-This could be

called the Polka Hit Parade. It features the

Midwestern polka favorite, Li'l Wally and

his ork, playing some of the hits of the

past decade, with vocals in both English and Polish. Some of the tunes include "Que

Sera," "Doggie in the Window," "San An-

tonio Rose," "Margie," and "Tennessee Waltz." They are played in perky fashion

and the set should appeal to the many Li'l

\*\*\* STRONG

SALES POTENTIAL

\*\*\* SMUTKU NIE MA, JAK MALY

Jay Jay JJ 1031-Polish speaking polka

music is in the traditional polka instrumen-

tation. Set can be a seller in the right

\*\*\* CATHOLIC HYMNS VOL. II

Manna offers some of his best new routines | (Stereo & Monaural)-A very fine mixed the choir's work. There are a number of tracks that should be more than familiar like "Jesus My Lord, My God, My All," "Tantum Ergo," "Come Holy Ghost" and "Ava Maria."

#### LIMITED SALES POTENTIAL

#### POPULAR

ON CAMPUS WITH THE DEAXVILLE TRIO Jubilee 1121.

CRUSING WITH ANSON Anson Weeks and Orchestra. Fantasy 3

A STUDY IN SADNESS

#### Bob Bianco. Lano LLP 1001.

#### CLASSICAL

WYNER: SERENADE; SHAPEY: EVOfans should go for this high-stepping set of CATION waltzes and hops from Maly Wladziu. Tunes getting vocals are sung in Polish and the

Various Artists. Composers Recordings, Inc. CRI 141.

#### RELIGIOUS

SING . . . WITH US, VOL. I The Ralph Carmichael Chorus, Christian St. Charles Choir. Imperial LP 12070 Faith 391. (Stereo & Monaural).

#### TALENT TOPICS

Continued from page 6

Music Hall" and is skedded for more West Coast shooting for her first flicker. Pat Twitty

#### BOSTON

George Shearing finished up the Storyville season here and made the rounds on TV and radio. Capitol's Bob Taylor got the idea to team him up with Nancy Wilson and she made some hay with "Give Him Love." Gimmick had appeal and worked well. . . . Dakota Staton, on her visit here to Storyville, made a recording for Capitol which will be released in September or October.

Blinstrub's big bistro is bursting at the seams this 10day stand by the McGuire Sisters. Decca did lots of promotion in the Hub for the gals and it's paying off for the record firm. . . Mutual Distributors working out a big deal with Metrecal on the Mantovani record, "Theme From the Valiant Years." . . . Ethel Merman blew kisses to Boston and trotted off stage at the Colonial, closing a recordbreaking three-week run of "Gypsy." This is the theater's biggest three-week gross in 60 years. The show grossed \$199,062.72 exclusive of federal taxes, and did it without any benefits, Show of the Month or Theater Guild gim-Cameron Dewar. micks.

#### ST. LOUIS

The second capsule revue spotlighting young new personalities began a two-week run (15) at the Crystal Palace, a Gaslight Square cabaret theater. The new personalties, appearing under the title, "Rights of Spring - an Orgy of Talent," are singing comedienne Jorie Remus, song stylist Enid Mosier and comedians Jack Burns and George Carlin. Burns and Carlin joined wits at a Texas radio station as disk jockey-comics and last year embarked on the night club circuit, including stops at Los Angeles' Cosmo Alley, San Francisco's hungry i, New York's Composer East, Philadelphia's Celebrity Club and Chicago's Cloister and Playboy Club. The Jimmy Williams Trio is backing up the show. John Hicks.

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except April to July	1960—Complete

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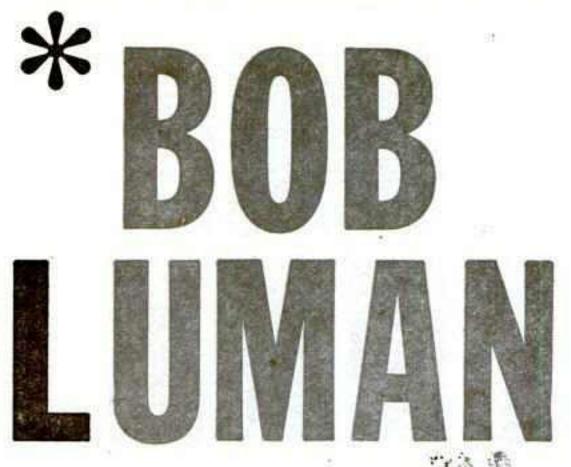
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#### Reviews and Ratings of **New Records**

Continued from page 23

predominating with fancy flourishes against a compulsive rhythm. Flip figures as the side to watch. (Exotica, ASCAP) (2:30)

DAVE (BABY) CORTEZ \*\*\* Tootsie-CLOCK 71824-The big gospel instrumental sound comes through in this blues by Cortez. The side swings along in a medium tempo groove with some fine trombone solo with a plunger mute. (Emit, BMI) (2:18)

\*\* Second Chance-The boy sings the second blues flavored rockaballad with much verve. The combo right behind him does a fine job of backing up the date. Disk is his first to be distributed by Mercury. (Emit, BMI) (2:31)

CARL DOBKINS JR. \*\*\* That's What I Call True Love-DECCA 31260-A pleasant medium rhythm ballad is sung with considerable heart by Dobkins against a good arrangement with a



## CHARLIE RICH



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strumental with the sound of the Near East | femme chorus. Nice wax that can grab coins. (Aldon, BMI) (2:40)

> \*\*\* Pretty Little Girl in the Yellow Dress-Dobkins performs neatly a new tune by Dimitri Tiomkin and Ned Washington. Flip gets the nod here, however. (Leeds, ASCAP) (2:15)

THE FIRESIDERS

★★★★ One and All—SWAN 407—A slow and pulsing rockaballad by the new vocal group. The boys turn in a listenable performance and they're backed by flourishes of strings. (Claridge, ASCAP) (2:33)

\*\* No One Cares for Me-A rhythmic tune with weeper overtones. It's done to a snappy, cake-walk type rhythm. Two spinnable efforts, (Claridge, ASCAP) (2:06)

KRIS JENSEN

\*\*\* Tender Hearted Baby-KAPP 393 -Appealing Boudleaux Bryant ballad is sung wistfully by Jensen. Lyric concerns boy who is drafted and wants his high school "baby" to wait. (Auuff-Rose, BMI) (2:15)

\*\* The Jackie Look-Cute teen-appeal tune (about First Lady lookalikes), penned by the Bryants, is sung pleasantly by Jensen with femme chorus. Interesting jockey wax. (Acuff-Rose, BMI) (2:08)

THE ONDIOS

\*\*\* The Old Spinning Wheel-EVER-EST 19414—Cute instrumental performance on organ and horn of the fine old standard, with a chorus adding a warm quality. It's in the Bill Black style and it could grab coins. (Shapiro-Bernstein, ASCAP) (2:06)

\*\* The Black Widow-This tune is based on "Dark Eyes" and the Ondios combo swings it with verve, again featuring a good danceable beat. Two commercial sides. (Reis, BMI) (2:05)

VALERIE CARR

\*\*\* I Left There Crying-ROULETTE 4365-Solid vocal stint by the canary on strong gospel-flavored material. Effective performance that could make it. (Tyrol, BMI) (2:32)

\*\* Come Home-Emotion-packed delivery by the thrush on a tender ballad, Attractive side that merits a hearing. (J & C, BMI) (2:44)

RICK AND THE KEENS

\*\*\* Peanuts - SMASH 1705 - Kid chanter sells this rocker in gimmicky fashion and its cute enough to have a chance for coins, Watch it. (Cranford, BMI) (2:03)

\*\* I'll Be Home-On this side the young singer intones a ballad with feeling, but the flip has the edge. (Arc, BMI) (212)

KITTY FORD

\*\*\* Gee Mom-SMASH 1704-Kitty Ford bows on the new label with a plea to her mother about staying out late with her date. Cute and well handled. Worth exposure. (Darnel, BMI) (2:29)

\*\* Rules of Happiness-Likable tale is sold with warmth by the lass as she explains the rules of staying happy. Flip has more power. (Lyle, ASCAP) (2:07)

#### MODERATE SALES POTENTIAL

#### POPULAR

JOHNNY HUGHES

\*\*\* After Tonight-UBC 1024-Johnny Hughes has a torchy plea for young love in this ballad with a Latin rhythm. A BOB BRAUN vocal group and good combo assist the boy. | \*\* Til Tomorrow - CANDEE 505-(Geny's) (2:04)

\*\* Junior High Doll-The young boy who sounds and looks like a pre-teener has a swaying Latin rocker in this item. Vocal group and rhythm combo assist. (Dellwood, BMI) (1:59)

THE YOUNGHEARTS

★★★ Unwelcome Guest-INFINITY 006 -There's a bit of the novelty in this jumping medium tempo rocker by the boys. Loser lyric is sung with good rhythm by the lead man with strong backing from the rest of the boys and the combo. (Lansdowne-Winston, ASCAP) (1:50)

\*\* Do Not Forsake Me-Lead singer and the bass singer of the group come on strong on this rockaballad. Lead man carries the melody with much feeling; the bass and rest of the group back him up in broad and rhythmic way. (Bloor-Hoffman-House, BMI) (2:28)

TENNYSON STEPHENS

\*\* Rain, Rain, Rain-BACK BEAT 533 -The boy sings up a storm on this punching Latinied rocker. Shouting big band, fine tenor sax work and effective use of multi-tracking all make the side interesting. (Lion, BMI) (2:35)

\*\*\* Everybody-Big brass figures from the band make this a very listenable ballad from the boy. He sings with much feeling. Lion, BMI) (2:43)

GENE AND RUTH

\*\* Harchy Carchy-KING 5498-Part nonsense lyric on this tune by the boy and the girl gets a nice medium swing treatment. Side is slanted toward the school crowd and could do a bit of business there. (Wisto, BMI) (2:05)

\*\* If and When It happens-The blues get a walking, Latin-touched treatment by Gene and Ruth on this one. Good backing from the combo with grinding tenor sax all add to the side. (Lois, BMI) (2:30)

FIVE KEYS

\*\* Do Something for Me-KING 5496-A pleasant ballad effort by the boys against triplet backing. Lead does an effective hunk of chanting. Tune was once a hit for Billy Ward and the Dominoes. (Armo, BMI)

\*\* Stop Your Crying - Medium paced pleader tune is given a satisfactory reading by the lead. (Earl's, BMI) (2:02)

FRANK PERRY

\*\* You're the One-EPIC 9445-Appealing delivery by Perry on catchy teenstyled theme. (Daywin, BMI) (1:58)

\*\* High School Dance-Boy-girl dialog about a gal who came to the dance with

the wrong escort is wrapped up in showmanly fashion by Perry and Dorothy Porter. (Daywin, BMI) (2:21)

Cincinnati deejay Braun warbles pleasantly on the "Fiorello" ballad. Disk has done some business in Ohio. (ASCAP) (2:28)

\*\* There's No Place Like Home-Melodic ballad penned by Cincinnati's Ruth Lyons is sung with relaxed nostalgia by Braun. (ASCAP) (2:38)

CARTER-RAYS

\*\* Keep Listening to Your Heart-MALA 433-Feelingful stint by lead singer and group on emotion-packed rockaballad. (Caldwell, BMI) (2:18)

\*\* Bless You-Pleasant reading by lead warbler and group on pretty theme. (Spier, ASCAP) (1:50)

JESSIE & FRANK

\*\* The Seed of Love - SOUTHERN SOUND 102-Thoughtful rockaballad with message is handed strong vocal by duo. Could get action. (Cannon Point, BMI)

\*\* Why, Why Baby - Infectious rhythm marks this bright duo vocal on bouncy r.&r. item. (Cannon Point, BMI) (2:02)

KENNY BALL

\*\* Samantha-GUYDEN 2054 - This disking was recently a hit for Kenny Ball in England and it could get some action in the U. S. It features the trumpeter in a pleasing vocal on the attractive Porter item. over Dixie support. (Buxton, ASCAP) (2:19)

\*\* I Still Love You All-The English chanter, who sounds like a cross between Woody Herman and Jackson Teagarden, sells this story of 18 girls with enthusiasm over wild Dixie-styled backing. Could happen. (Leeds, ASCAP) (2:07)

TY WHITNEY

\*\*\* It's Not as Easy-CARMEL 22-Cheery effort is handed a good go by the chanter over a listenable arrangement played with spirit by the ork. Lad sells it well and it has a chance. (Thayer, BMI) (2:06)

\*\* Big Brown Eyes-Pleasant tune, in the style of a round, receives a tender vocal from the chanter aided by femme group in the support. (Thayer, BMI) (2:24)

THE KNOCKOUTS

\*\*\* Fever - MGM 13010 - This is the wildest performance of "Fever" extant, and it shows off the group in their swinging fashion, sparked by a strong lead. Listenable side. (Jay & Cee, BMI) (1:59)

\*\* You Can Take My Girl - The Knockouts have a wild, gimmicky item here and they sell it in just that fashion. It's a sort of combination Marcels-Coastersstyled item, that could get some action. (Stargazer, BMI) (2:05)

(Continued on page 35)

## 

FOR WEEK ENDING MAY 29

TITLE, Artist, Company, Record No. 5 5 WINDOW UP ABOVE, George Jones, Mercury 71700 ......29 7 7 8 I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732 20 (10 (11)(12) (13) 14 18 21 THE TWENTY-FOURTH HOUR, Ray Price, Columbia 41947 ..... 9 ❿ 24 30 30 HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863 ...... 5 21 22 22 EVERYBODY'S DYIN' FOR LOVE, Jimmy Newman, Decca 31217 ....... 6 - - THERE'LL ALWAYS BE SADNESS, Marion Worth, Columbia 41972 .... 1 27 - MENTAL CRUELTY, Buck Owens and Rose Maddox, Capitol 4550..... 2 (27) 



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## BILLECAER

WEEKS AGO WEEK AGO WEEKS 1¥0

FOR WEEK ENDING MAY 29

TITLE, Artist, Company, Record No.

1	1 1	1	MOTHER-IN-LAW, Ernie K-Doe, Minit 623 8
2	5 7	18	MAMA SAID, Shirelles, Scepter 1217 4
<b>①</b>	6 16	11	FUNNY, Maxine Brown, Nomar 106 5
<u>(1)</u>	4 8	13	DADDY'S HOME, Shep and the Limelites, Hull 740 8
<u>③</u>	13 —	_	DRIVING WHEEL, Little Junior Parker, Duke 335
(6)	9 3	2	ONE MINT JULEP, Ray Charles, Impulse 200
1	27 —	-	STAND BY ME, Ben E. King, Atco 6194
1	7 4	4	TRUST IN ME, Etta James, Argo 5385 8
$\overline{oldsymbol{0}}$	10 10	5	HIDEAWAY, Freddie King, Federal 1240111
<b>(10)</b>	2 2	3	BLUE MOON, Marcels, Colpix 18611
(II)	8 6	9	SOME KIND OF WONDERFUL, Drifters, Atlantic 2096 7
<b>(12)</b>	3 5	6	RUNAWAY, Del Shannon, Big Top 3067
(13)	12 11	21	ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308 4
<b>(1)</b>	17 14	12	PLEASE TELL ME WHY, Jackie Wilson, Brunswick 55208 6
<b>(15)</b>	15 18	27	I'M A FOOL TO CARE, Joe Barry, Smash 1702 4
(1)	18 17	24	BIG BOSS MAN, Jimmy Reed, Vee Jay 380
0	11 9	15	BUT I DO, Clarence (Frogman) Henry, Argo 537811
1		_	RAINDROPS, Dee Clark, Vee Jay 383 1
19	14 12	16	CONTINENTAL WALK, Hank Ballard and the Midnighters, King 5491 4
<b>20</b>			RAININ' IN MY HEART, Slim Harpo, Excello 2194 1
1	22 25	29	SAVED, La Vern Baker, Atlantic 2099 4
1	29 26	30	<b>EXODUS, Eddie Harris, Vee Jay 378</b>
<b>®</b>		_	BEWILDERED, James Brown, King 5442 8
<b>®</b>	19 21	10	I PITY THE FOOL, Bobby Bland, Duke 332
<b>(35)</b>	20 27	_	TAKE GOOD CARE OF HER, Adam Wade, Coed 546
26		_	WHAT'D I SAY, Jerry Lee Lewis, Sun 356
1	30 15	8	THINK TWICE, Brook Benton, Mercury 7177414
28		-	CONTINENTAL WALK, Rollers, Liberty 55320
<b>1</b>	26 20	17	AIN'T IT BABY, Miracles, Tamla 54036
_		22	ON THE REBOUND, Floyd Cramer, RCA Victor 7840

#### 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
1. EXODUS (Chappell)	. 1	26
2. SECOND TIME AROUND (Miller)		12
3. CALCUTTA (Pincus-Symphony House)	. 2	21
4. HEY, LOOK ME OVER (Morris)	. 4	17
5. ON THE REBOUND (Cigma)		6
6. GREEN LEAVES OF SUMMER (Feist)	. 5	22
7. APACHE (Regent)	. 7	11
8. PORTRAIT OF MY LOVE (Piccadilly)		4
9. ASIA MINOR (Barbrob)	. 8	9
10. MISTY (Octave)	. 10	48
11. CLIMB EVERY MOUNTAIN (Williamson)	. 13	55
12. JUST FOR OLD TIME'S SAKE (Aldon)	. 11	3
13. WHEELS (Dundee)	. 12	14
14. BONANZA (Livingston-Evans)		1
15. IF EVER I WOULD LEAVE YOU (Chappell)	•	1

#### Reviews and Ratings of New Records

Continued from page 32

THE DYNAMICS

the oldie receives a listenable performance makes the side effective. (R&S, BMI) by the lads over big band support. Could get spins. (Mills, ASCAP) (2:33)

\*\*\* Wrap Your Troubles in Dreams-Another evergreen is sung brightly by the group, again aided by the large ork support. Two nice sides. (Shapiro-Bernstein, ASCAP)

APRIL STEVENS

\*\*\* Love Kitten - CONTRACT 429-April Stevens returns to wax with a huskyvoiced performance of a pretty little effort about a lass looking for love. Purring effect aids the disk. (Aragain, ASCAP) (2:08)

\*\* You and Only You-On this side the thrush handles a pretty tune in straightforward fashion over simple backing. Flip is more commercial, (Aragain, ASCAP) (2:24)

THE COUSINS

\*\* St. Louis Blues-PARKWAY 823-Swingy instrumental version of the Handy standard by the Cousins with trumpet and organ in the lead over rhythm support. Side builds nicely and could get juke coins. (Handy, ASCAP) (2:26)

\*\* No One Knows-A tune in the groove of traditional New Orleans marches is played brightly by the combo with a tenor getting a lot of solos. (Mayland, BMI) (2:08)

DENNIS BELL

\*\*\* Kangaroo—LEP-RA-CHAUN 175— Australian melieu in the lyric tells the story of this dance step tune sung with rhythm by the boy. Effective multi-tracking and rocking support add to the disk. (Parker-Astor, BMI) (2:05)

\*\* So Many Lonely Girls-The boy does a top-notch job on this rockaballad. The lonely theme is carried with feeling. (Parker-Astor, BMI) (2:25)

JOHNNY CRAWFORD

\*\* Daydreams-DEL-FI 4162-A soft THE DERRINGERS and tender ballad reading by the young chanter, who appears on the TV show, "The Rifleman." The youngster handles the material well and the side is spinnable. (Maravilla-Kemo, BMI) (1:53)

\*\* So Goes the Story-A bouncy, rhythmic, folk-styled effort and the young chanter is again heard to good advantage. Nice arrangement also features chorus. (Bobby-Petkere, ASCAP) (2:32)

RAY BRYANT

\*\*\* Moonrise - COLUMBIA 42015 (33) -Pianist Bryant has a strong ballad in this instrumental. Ray plays beautifully in a slow tempo. Tasteful use of strings also is effective. (Ludlow, BMI) (3:12)

\*\* First Lady - Lovely melody on this side is feelingfully executed by Ray. Side also sports fine string and rhythm work in a medium groove. (Brynor, BMI) (2:44)

THE INTRUDERS

\*\* Camptown Rock — BELTONE 1009 -The old "Camptown" ditty gets an easyswinging instrumental reading by this group. Side features some strong sax work and clippity-clop rhythm. (P.D.) (2:05)

\*\*\* Morse Code-Musical dots and dashes on this instrumental come across with a medium tempo rocking rhythm. Side sets strong infectious rhythm and hard tenor sax work. (Lescay, BMI) (2:05)

JOE HOUSTON AND HIS FABULOUS TENOR

\*\* Slip-N-Out - KEM 2762 - Walking blues tempo is the rhythm feel of this finger-snapping side by tenor saxist Houston. Fine guitar work is also spotted on the danceable side. (Combo, BMI (3:15)

\*\* Hush Your Mouth - Repetitious blues figure is the basis of this rocker. Houston's honking tenor comes across with a beat as the accompanying combo swings behind him. (Combo, BMI) (2:15)

JACK CONSTANZO

\*\* Theme From "Route 66" -LIB-ERTY 55333 - Dramatic TV theme is handed an exciting instrumental treatment by Constanzo, Interesting wax for jazzminded jocks. (Gower, BMI) (2:30)

\*\* Naked City Theme - Billy May's frantic TV title theme is presented in tasteful jazz-oriented instrumental style. (Gower, BMI) (1:49)

LORI ROGERS

\*\* Someday You're Gonna Be Sorry -OLD TOWN 1102 - Lori Rogers gets the lad. Shuffle rhythm is attractive. (ABC, ASCAP)

\*\*\* Tell Her You Love Her — The chanter handles this pretty melody with

\*\* Please Don't Tell Him - The girl \*\* I Can't Give You Anything But wants to hide her emotion on this soft Love-LaVERE 186-Cha cha version of rockaballad. Fine string work in background

VERN STOVALL

\*\* Long Black Limousine - CREST 1080 - A plaintive reading by Stovall on a moving country weeper. Has a good sound. (American, BMI) (2:32)

\*\* Loving on Borrowed Time - Another effective rendition by Stovall on an effective piece of country-oriented material. (American, BMI) (2:26)

WADE CAGLE

\*\*\* Groovy Train - SUN 360 - Hard driving sax solo work on a bluesy instrumental side. Spinnable. (Knox. BMI) (2:25)

\*\*\* Highland Rock - "Irish Washer Woman" theme is handed a rocking instrumental treatment, (Hi-Lo, BMI) (2:08)

DEAN MARTIN

\*\*\* Guggiola - CAPITOL 4570 - A moderate-paced ballad is done to a listenable turn by Martin in his crooning style. Nelson Riddle handles the backings in pleasant form. (Comet, ASCAP) (2:03)

\*\*\* The Story of Life - An inspirational ballad with a ripping concerto-type piano backing. Martin hands it a fittingly sincere reading which can gain spins. (Chappell, ASCAP) (3:10)

DIANN MAXWELL

\*\*\* Rainbows - CAPITOL 4571 - Her heartaches are like rainbows, sings the gal in small-voiced style, with dual track spots. Its a good performance and it merits spins. (Sherman-DeVorzon, BMI) (2:11)

\*\* I'm the One Who Loves You -The gal puts a lot of heart into this ballad with an after hours type of piano support, along with fiddles. A chorus also lends good support. (Hill & Range, BM1) (2:15)

\*\*\* Maybe Baby — CAPITOL 4572 — Here's a tune that was once a big hit for the late Buddy Holly and the Derringer boys do it in good, rockabilly fashion. Side is worth a hearing. (Melody Lane, BMI) (2:03)

\*\* Don't Deceive Me - An Everly Brothers type vocal combo turns out a rockaballad with an interesting organ support against triplet rhythm. (American, BMI) (2:20)

CARL McVOY

\*\*\* Rainin' In My Heart - TRI 212 -Plaintive chanting by McVoy on a wistful blues theme. (Excellorec, BMI) (2:17)

\*\*\* Your Magic Love - Pleasant wailing on an attractive tune with churchy flavor. (Diary, BMI) (2:21)

LYN CORNELL

\*\* Theme From La Dolce Vita -LONDON 1986 - The theme from the hit flick "La Dolce Vita," receives its first vocal performance here from thrush Lyn Cornell. It is played in "Mack the Knife" manner and it could grab action. Watch it. (Robbins, ASCAP) (2:55)

\*\*\* When Is Sunday - The lass, who has the sound of Connie Francis here, sells this strong tune with feeling, aided by double tracking and a good arrangement. Two strong sides. (Imogen, ASCAP) (2:25)

LOUIS PRIMA AND KEELY SMITH \*\* Mustapha - DOT 16221 - The tune that was a hit in Europe a few seasons ago is handed a swinging performance by the duo over happy support. (Jaybar,

\*\* The Shepard Man - Louis and Keely sell this slight effort about Cmdr. Alan Shepard with their usual enthusiasm but the material, though topical, is not very

strong. (K & L, ASCAP) (2:00)

CAMELOTS

ASCAP) (2:45)

\*\* Luiu - NIX 101 - The boys turn in a driving reading of a rhythmic rocker here, performing the tune with a lot of spirit over bright backing. Has a chance. (RTD, BMI) (2:35)

\*\*\* Never Been in Love Before - On this side the boys turn to a medium tempo rocker and perform it smoothly. Flip is more important. (RTD, BMI) (1:45)

RON MURPHY

\*\*\* A Long, Long Way - BEVMAR 962 - A very listenable performance of a tender rockaballad handled with style by the chanter. Watch this onc. (Benjamin, ASCAP) (2:04)

feeling here, aided by a good ork arrangement. Two good sides. (Mr. Music. BMI) (2:24)

LARRY ELGART

\*\*\* For the Soul - MGM 13012 - Fine piano work gets this gospel-flavored instrumental off and running. The side features punching brass and strong rhythm accents. (Touring, ASCAP) (1:50)

\*\* Green Valley - The leader presumably sings this one accompanied by his ork. Side is a floating ballad at a slow tempo. (Touring, ASCAP) (2:50)

RENARDO AND HIS MOVIE ORK

\*\* The Whistler's Serenade - LON-DON 1984 - This side, from a German film "Baiso," features a very pretty melody whistled neatly here over quiet band support. Side has a chance. (Edition Marbot)

\*\* Pater Brown Theme - From the German flick "Das Schwarze Schaf" comes this moody theme that is played in sincere fashion by the Renardo movie ork. Side is worth spins. (Bavaria-Tonverlag) (2:50)

BOB MATTICE & THE PHAETONS \*\* Camel Walk - CUCA 1034 - The combo swings into this walkin' tune with gusto and hands it a strong instrumental

reading. (Kirchstein, BMI) (2:25)

\*\* Safari - Same comment. (Kirchstein, BMI) (2:13)

ROLF HARRIS

\*\* The Big Black Hat - 20TH FOX 230 - Here's a folkish-styled effort that bears traces of "Old MacDonald" and it's done with spirit by Harris and colleagues. (Beechwood, BMI) (2:55)

\*\* Lost Little Boy - A novelty that doesn't quite take hold. (Beechwood, BMI) (2:53)

LAURENCE HARVEY

\*\* The Long and the Short and the

(Continued on page 36)

BREAKING IN ALL MARKETSI **Carla Thomas** "A LOVE

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#### Reviews and Ratings of New Records ...

Continued from page 35

the forthcoming film of the same name actor Laurence Harvey turns in a creditable job singing the oldie aided by a gang sing chorus. Could get lots of spins. (Sam (2:22) Fox, ASCAP) (2:16)

\* HI-Jig-A-Jig - This is also from the picture "The Long and the Short and the Tall," and Harvey again sells it nicely. Both sides are good for jock programming. (Leeds, ASCAP) (2:00)

GARRETT G. STRONG

\*\* Walkin' On - JAF 2022 - Garrett Strong turns in a good vocal on this Fats Domino-styled ditty. He handles it with life and warmth and it could get spins. (Balladeer, ASCAP) (2:22)

\*\* By My Side - Chanter tries hard JUSTIN TUBB here but it's a weak side compared to the flip. (Balladeer, ASCAP) (2:32)

THE BLUE BELLS \*\* Atlantis-LAST CHANCE 107-The



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Tall - COLUMBIA 42017 (33) - From | Blue Bells handle this instrumental of the lost continent neatly, adding a gimmicky sound of running water for good effect. Interesting wax. (Moccison-Maverick, BMI)

> \*\* Moccison-Another listenable instrumental by the group, although without the impact of the flip. (Moccison-Maverick, BMI) (2:20)

#### \*\*\*\* STRONG SALES POTENTIAL

#### COUNTRY & WESTERN

\*\*\* One for You - One for Me -STARDAY 549 - The young Tubb sings this story of heartache and heartbreak with sincere feeling and the backing is in the country groove. A good side. (Starday, BMI) (2:14)

\*\* My Heart Keeps Getting in My Way -Justin Tubb sells this story of a broken romance in strong fashion with a lot of meaning, while the plano pounds away behind him in "On the Rebound" fashion. (Starday, BMI) (2:27)

#### \* \* \* MODERATE SALES POTENTIAL

#### COUNTRY & WESTERN

WADE MAINER

\*\*\* On the Banks of the Ohio - KING 5499 - Strong multi-track warbling stint on a heartfelt country ditty about a man who drowns his love. (Lois, BMI) (2:30)

\*\* My Home Is Down in Dixle - More solid multi-track vocalizing on plaintive country theme. (Lois, BMI) (2:30)

GOLDIE HILL

\*\* I'm the One Who Loves You -DECCA 31261 - The fine country thrush gives a warm, moving performance on this lovely country weeper. Simple backing with voices brings added appeal. (Hill & Range, BMI) (3:04)

\*\* Lonely Heartaches - This weeper, concerned with loneliness, is handled in gentle fashion by Goldie Hill. Tune moves along nicely at midde tempo. (Cedarwood, BMI) (2:41)

AL BRUMLEY

\*\* Not Mine - CAPITOL 4573 -Brumley croons this pleasant ballad in soft tones, against chorus and a piano-guitar support. Nice performance by a good chanter. (Central Songs, BMI) (2:42)

\*\* I Don't Thrill You Anymore - A bouncy ditty about a love that's no more. Typical country subject matter, well handled. (Central Songs, BMI) (2:13)

LUKE GORDON

\*\* 13 Steps Away - EMPIRE 512 -Gordon sings this condemned man weeper tune in a big wide voice. Traditional country backing is the accompaniment. (Cedar, BMI) (2:55)

\*\* Lonely Heartache-Weeper material on the flip too. Lost love is the theme and Gordon sings as some fine fiddle work backs him up. (Cedar, BMI) (2:27)

#### \*\*\*\* STRONG SALES POTENTIAL

#### RHYTHM & BLUES

SMOKEY SMOTHERS \*\*\* Midnight and Day - FEDERAL 12420 - An emotion-packed rendition by the artist on a feelingful blues. (Lois, BMI)

\*\* Honey, I Aln't Teasin' - Fervent vocalizing by Smothers on relaxed bluesy item. (Sonlo, BMI) (2:55)

#### \*\*\*\* STRONG SALES POTENTIAL

#### SPIRITUAL

SWANEE QUINTET

\*\*\* I'll Be There-NASHBORO 698-Beautiful and inspiring message of this religious item is handled with much feeling by the lead singer of the Quintet. The rest of the boys back him roundly. (Excellorec, BMI) (2:16)

\*\*\* Holy Ghost Got Me- The boys | Before I Saw You Smile - Bargain Love. really have the feeling on this rhythmic

gospel item. Lead singer shouts and sings with much excitement while the rest of the group assists with feeling, (Excellorec, BMI) (2:54)

CROSS JORDAN SINGERS

\*\*\* Doesn't Matter - REVELATION 138-The singers tell about the importance of coming back to God on this sincere spiritual disking. The group is a mighty good one and the lead is excellent too. Strong wax. (Fast Music, BMI) (2:54)

\*\*\* Trial of Jesus-This is the story of the trial of Jesus told with emotional meaning by the lend singer, while the boys hum behind him. It's a sermon with the group supplying the answers. A fine performance. (Fast Music, BMI) (3:03)

THE CHARIOT WHEELS

★★★★ I Want You Lord—REVELATION 136-The group turns in a fast moving reading of a driving spiritual effort with a male lead selling the tune with emotional impact. Good wax here. (Fast Music, BMI)

\*\*\* Sinner Testimony-Another strong spiritual effort by the male group with the lead again coming through in solid style. Two potent waxings by the Chariot Wheels. (Fast Music, BMI) (-)

THE FAMOUS WILLIE WEBB CHOIR \*\*\* I'm Traveling Home-B & F 1352 -A wild and frantic femme lead carries the burden here and she does it nobly. Much hand-clapping excitement on this big sounding side. This one can sell. (Pamlee, BMI)

\*\*\* Comfort Me-A male lad is heard on this side, slower in beat and more quietly rendered, but still with plenty of soul. (Pamlee, BMI) (2:16)

THE CANAANITES

\*\*\* Land of Mercy-NASHBORO 693 -The group harmonizes beautifully on this inspirational side in the spiritual mood. The side is done a very slow tempo with a fine simple backing built principally on guitar. (Excellorec, BMI) (3:04)

\*\* I Want to Be Thine-The tempo picks up a bit on this gospel tune sung by the boys. Lead singer does an exceptional job with fine if simple backing. (Excellorec, BMI) (2:55)

#### \*\*\* MODERATE SALES POTENTIAL

#### SPIRITUAL

THE REVELATION SINGERS ★★★ I Just Didn't Know (Parts I & II)-REVELATION 136-This meaningful spiritual starts out in a subdued mood with the femme group sparked by a straightforward lead singer. On Side II the record slowly builds as the lead lets go as the spirit moves her. Good wax for spiritual fans. (Fast Music) (2:28)

#### LIMITED SALES POTENTIAL

#### POPULAR

THE ASTRONAUTS

STARR SISTERS Deedle-Dum-Dee - Dancing in the Moonlight. LUTE 6012.

RICHARD PETERS'HAGEN Richard Finds a Parking Place - Lazy Bones. HAPPY HEARTS 116.

DAVE KENNEDY Wooden Heart - You Didn't Listen. CUCA 1036.

Tryin' to Get to You - Come Along Baby. PALLADIUM 610.

JACK BARTLEY My Heart Stood Still - The Jackie Look. KENCO 5016.

THE SOFISTICATS Flamingo — Caravan. - SOUVENIR 1005.

THE BLUE JEANS Cool Martini - Since You've Gone. SOUVENIR 1006.

ITTLE DENNY The Flying Fish - Rock and Roll Blues. PERRY 1A.

JOHN CONTE You Lips Are Tender - Cargo Watch. CHATTAHOOCHEE 716.

TERRY PARKER A Bit of Heather - He Taught Me to Yodel, RODEO INT'L 3134.

LES JENKINS Picture in the Golden Frame - Mansion on the Hill. RODEO INT'L 3135.

KELLY LEE I Want You to Know - Law of Life. RODEO INT'L 3133.

LONNY AND THE ANGELS PLEDGE 102.

#### **Mixed Reaction on Price Revision**

• Continued from page 1

prices, almost all the label executives felt that bringing stereo prices down to the monaural level would in itself mean very little. Some manufacturers strongly supported Judkins' stand for a price change, while others were equally strong in their opposition to such a move.

Capitol Records President Glenn Wallichs said: "The squeeze on profits which nearly every manufacturer complains of these days would become more acute if prices were 'revised.' The question still remains whether a price reduction would help business." Wallichs pointed out that the industry today is experiencing an all-time high in labor and operating costs, cutting deeply into the manufacturers' profit margin. He seriously questioned the advisability of a price slash at this time.

Dot Records President Randy Wood said: "Unless the price structure of our industry is readjusted, and present discounting policies are corrected, I believe the entire record business will suffer. Lowering the stereo price alone is not the answer. What we need is a sensible price structure." Wood explained that he feels "some prices should be adjusted upward, and some should be adjusted downward." The record business is unique among all others in that the same price is charged for a top-flight attraction as for an unknown newcomer, Wood added.

Liberty Records President Al Bennett said: "I feel that the overall price structure should be DUKE 335 changed, but I don't think changing stereo alone would do it. I am strongly in favor of the whole industry reviewing the price struc- 旨 ture. We at Liberty do not have any plans right now to make any price changes, but we are studying the problem. We will be watching with interest to see how Vee Jay Records will fare (BMW, May 15) now that it has reduced stereo to the monaural price. We do know from our experience that when we cut our stereo prices by 20 to 25 per cent each summer as part of a special program, there is no appreciable increase in stereo sales."

Bennett said it costs 5 cents more to manufacture a stereo LP than a monaural record, and he agreed with Judkins that the additional charge of \$1 per stereo album "is considerably out of line." He said he would gtadly absorb the nickel loss if he felt reducing stereo prices would pay off in increased sales.

Warner Bros. President James Conklin pointed out that at a time when the consumer has to pay

#### COUNTRY & WESTERN

BOOTH KINNER

With Open Arms - Call the Landlord. NU-STAR 1007.

JIMMY HALL Bitter Tears - Sawed Off Shot Gun. RAZORBACK 113.

#### SPIRITUAL

RADIO FOUR Jesus Never Left Me Alone - Walk

Around My Bedside. NASHBORO 692. SACRED

GEORGE BRADY Tell Me: Why? - Within My Heart. HAPPY HEARTS 118,

**Good things** happen when YOU help

THRU RED CROSS

questioned here agreed that some-imore for everything as compared thing should be done with LP to 10 or 15 years ago, he is paying less for his records now, without a further reduction in LP prices. As to bringing stereo prices down, Conklin said: "Stereo manufacturing prices are beginning to go down, but they haven't dropped that far to warrant a complete reduction of a dollar per album. If stereo prices were reduced down to the monaural \$3.98 level, we, the manufacturers, would suffer about a 40 per cent loss on stereo."

> In contrast, World Pacific President Richard Bock pointed out that his label dropped stereo prices to the monaural level as of the first of the year, and found that it paid off in increased sales. Said Bock: "We felt it was unfair to charge more for stereo records, because it doesn't cost much more to manufacture them. Our sales went up approximately 20 per cent ... we feel it was a good move for us, and we're glad we did it."

Judkins called for "sanity in LP pricing in an open letter to the eading record manufacturers. He blamed the industry's "current chaotic conditions" on what he called an "unrealistic, inflated price structure" which he said created "excessive discounting, placement of record racks at locations unable to support them" that results in the "wholesale dumping of merchandise" unable to bring the high price.

He said the elimination of the "watered LP price" would cure the ills it now suffers.

"SEVEN DAYS" Little Jr. Parker

> IT'S THE BIG ONE!

#### FOR ANY AND ALL ADVICE CONTACT:

THE SAGE

**NEW WINNER!** FATS DOMINO I JUST CRY IT KEEPS RAININ' #5753

IMPERIAL RECORDS 6425 Hollywood Blvd. Hollywood 28, Calif.

THE FUNNIEST ALBUM!!! "COMEDY

Scatman Crothers DTL 814 DTE 818-819 D.J.'s . . . SEND FOR YOUR COPY!



### AN ADVANCE NAMM CONVENTION MESSAGE

for Manufacturers of Records • Phonos • Radios • Accessories and Other Equipment of Profit-Value to Record-Selling Dealers

### BILLBOARD MUSIC WEEK

RADIC-TV PROGRAMMING . RECORD-PHONOGRAPH MERCHANDISING . COIN MACHINE OPERATING

THE BILLBOARD PUBLISHING COMPANY . Billboard Music Week Overseas Edition — Amusement Business — Vend — High Fidelity

DAN COLLINS Advertising Manager 1564 BROADWAY NEW YORK 36, N. Y. Flora 7-2800

Advance Notice of SOMETHING YOU CAN REALLY

SINK YOUR SALES TEETH INTO:

It's true, isn't it, that a good way to sell is to dangle an honest profit opportunity before your prospect...and then sock home with the story of how your particular product will make that profit opportunity come alive?!

Now--see how you can put that proven sales technique to work.

Advance word of Billboard Music Week's NAMM Convention Issue editorial plans is covered briefly at the right. That's the profit opportunity for record-selling dealers...an opportunity to make more money in all types of sound equipment and accessories related to music and records.

We lay the ground work with an honest, survey-backed presentation of the sales opportunities...tell how other dealers are making important money with these products...

...and that's where you come in--with a dramatic hardhitting advertisement on how your line...your equipment...
your special sales features will make the profit opportunity
really come to life:

We said this is "advance notice." It is, because Billboard Music Week's NAMM Convention Issue, with full distribution at the convention, will be dated July 17. That's almost a couple of months off, but not too far off to urge you to make room in your promotion budget now for a strong, dominating ad in Billboard Music Week's hard-selling NAMM Convention Issue.

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

Dan Collins,
Advertising Manager.

Here's a Listing of the Profit-Packed
Features and Articles Contained in the 1961

### BILLBOARD MUSIC WEEK

# 1961 NAMM CONVENTION ISSUE

### ANNUAL DEALER SURVEY OF EQUIPMENT SALES-

What are the best selling models of the year in phonos, radios, tape recorders and accessories? How do sales compare with a year ago? These questions and numerous others will all be answered in Billboard Music Week's annual survey of equipment dealers.

### TESTED SELLING TIPS-

Proven, practical, pointers on how to sell more phonos, radios, tape equipment, raw tape and accessories. A special feature aimed at boosting dollar equipment profits.

### PHONO SALES-

Trends in the months ahead. A careful culling of the views of dealers and manufacturers.

### TAPE EQUIPMENT AND THE RECORD-PHONO DEALER-

Many think this will be the biggest year to date, thanks to the new FCC decision on FM multiplex stereo broadcasting, which will enable music lovers to tape stereo right in their own living rooms. Here's what dealers and suppliers think.

### THE COMING RADIO SALES PICTURE-

Again, FCC decision on stereo broadcasting can have a vital effect not only on radio sales, particularly FM radio, but on multiplex adaptors. Here Billboard Music Week gives the early indications based on actual survey results and manufacturer contacts.

### ACCESSORIES, HOW THEY PAY THEIR WAY-

There's a fol of money to be made from needles, cartridges, etc.

Are dealers making the most of them? Here's the experience from the grass roots.

### WHAT DEALERS WANT FROM MANUFACTURERS-

In this feature, dealers tell their needs, in terms of merchandising and service, that will help sell more units.

### BEST SELLING PHONO CHART RECAP-

Here's a complete breakdown of Billboard Music Week's best selling phono charls for the first six months of 1961—in a broad range of price categories.

# Mitch's Sing Along Show Takes TvQ Poll Honors

kids under 17 are inordinantly fond showed up on this poll in the No. of Mitch Miller's NBC-TV "Sing 7 spot. Along" show, according to TvQ's Miller has made 11 "Sing Along" national attitude poll for April. albums for Columbia to date, and The poll, which measures the 10 all 11 LP's are on BMW's album best liked TV shows, breaks down chart this week-eight in the top its result into 14 different charts 50. Since the first "Sing Along" covering various income groups, ages, and market sizes.

a favorite on all but two of those come of around \$23 million. Durcharts-children 6-11, and teen- ing the first quarter of 1961 alone, agers, 12-17 years old. In view of the label chalked up 1 million Miller's long proclaimed disdain sales on the Miller packages. for rock and roll and the "corner candy store" set, the Bear probably been a top-10 item, NBC reports isn't too worried over his failure that mail response on the program to score with youngsters.

only musical telecast to make the adults (50 and over). The only other musical show to make the age group polls was ABC-TV's "Lawrence Welk Show," No. 2 favorite of older adults. Garry Moore's CBS-TV program, essentially a comedy-variety show but featuring some music, was No. 10 on the same poll.

The Miller show was No. 1 in all TV cities of market sizes over 50,000. Oddly enough, the program—commonly thought to have N. Y. Conviction strong farm appeal-dropped to No. 5 on the rural market poll.

Viewers with incomes of \$5,000 or more put Miller first, while dialers in the under-\$5,000 income group rated him only slightly less lower in the No. 2 slot. The only other musical show to score was Perry Como's "Kraft Music Hall" which was rated No. 9 by viewers his attorney, Benjamin Shedler. in the \$8,000-and-over income

# 'Caught in Act' Show Will Air Live-Only Acts

NEW YORK — "Caught in the Act," featuring recorded live performances of nitery and concert acts, will be a new Saturday night (6:35-7:30) feature on WNBC here starting May 27, with Wayne Howell as emsee.

Brain child of WNBC Program Director Steve White, the new hour show will spotlight vocal, instrumental and comedy album selections - the only prerequisite being that they were all sliced during live performances. The first show will feature selections culled from comedy albums by Bill Dana, Bob Newhart, and Jonathan Winters and "Peggy Lee at Basin Street."

The local program is slotted between two segments of NBC's network show, "Monitor." White believes the "Caught in the Act" format will simulate the feeling of live pickups from night clubs and later. theaters all over the world.

NEW YORK—The Professional Music Men are holding their annual golf get-together this year on Crane last week was named Cincin-June 15. The outing will be at nati sales manager for WLW, effec-Pocono Mountains in Pennsylvania. in 1952 as an account executive on contributed toward the advance- time, appointment of David F. ment of the country's songs and Strubbe as sales manager for at Mills Music in New York.

NEW YORK - Everybody but | group. The Moore show also

album was released in 1958, Columbia has sold more than 5 mil-The Miller program was voted lion of them for a total gross in-

Although the TV show hasn't exceeds that accorded any other "Sing Along With Mitch" was program on the web. As a result, the No. 1 show on TvQ's total- NBC has paid Miller the rather audience-top-program poll - the dubious compliment of switching him from his current alternate Frigrade; No. 2 on the 18-34 age poll; day nighttime slot next season to and the No. 1 favorite of middle- one of the most competitive spots aged viewers (35-49), and older on the web-Thursday, 10-11 p.m., opposite ABC-TV's top-ranked "Untouchables."

NEW YORK-Peter Tripp, for-

appeal of the conviction would be the area. held in abeyance until after sentencing, now scheduled for June 30. Shedler pointed out that Tripp is in severe financial difficulty now and that costs of an appeal would also be a factor in the final decision.

Meanwhile, Assistant New York District Attorney Joseph Stone, who returned to his desk last week following a collapse in the courtroom during the Tripp case due to exhaustion, said he expected that a date for trial would be set in the next of the series of payola cases, that of Alan Freed, on Wednesday (24).

Stone said it was possible that the Freed action would be set for June. If not, the case would hold over until September, since Special Sessions justices do not sit during July and August. There was a feeling in some quarters that the Freed case would not be scheduled until the Tripp sentencing was out of the way. This would put the case over until fall.

Stone insisted, however, that the case of Freed and the other deejays indicted on similar charges would definitely go on sooner or

### **Crosley Sales Shifts**

Fred Waring's Shawnee Inn in the tive June 10. Crane joined Crosley with Crosley since January, 1957. winner.

# Label-D.J.'s **Promotions**

By NIKI KALISH

### RCA Victor

RCA Victor's LP, "The Stardust Road," came in for a lot of play recently by John Ademy, deejay, music director at CBS affiliate WBIG, Greensboro, N. C. Ademy runs an afternoon show called "Club 1470" which is often interrupted by network features. A short time ago, CBS carried a feature called "Personal Story" on Hoagy Carmichael, so Ademy immediately followed locally with a different version of Carmichael's "Stardust" every afternoon. Ademy reports Victor's LP "The Stardust Road" came in handy for the album. It contains 14 different versions of the tune.

In the Michigan-Northern Ohio territory covered by RCA Victor distributors Gordon (Specs) Bossin and Dave (Dock) Hollis, RCA Victor's new compact 33's are mailed in bright red envelopes, so that jockeys will know in a flash that an RCA Victor platter has arrived. . . . . When Norman Luboff visited the area to plug his new RCA Victor album "Apassionata" recently, Bossin and Hollis had some terazzo tile ashtrays made in the likeness of the Luboff LP cover. The artist autographed the tiles for local deejays.

Atco Records recently gave Stamer WMGM deejay, convicted in tion KSYD, Wichita Falls, Tex., Special Session Court last week on permission to use Jorgen Ingmann's payola charges based on the New instrumental waxing of "Apache" York State commercial bribery stat- as a background for local teen-ager ute, returned to San Francisco to Roger Fudge's "Apache" lyrics resume his work there as a deejay. which he had written and record-Tripp was paroled in custody of ed with the help of the station's p.d., Mike Hoey. As a result Ing-Shedler told BMW late Friday, mann's disk got plenty of play, on that any decision on a possible KSYD and much sales action in

### Capitol

Capitol Records recently supplied KALL, Salt Lake City, with a truckload of Four Preps LP's as giveaways for a promotion billed as "A Sneak Preview of Summer Fun With the Four Preps at Lagoon." The station launched the summer season with a sneak preview of what the listeners could enjoy at Utah's noted resort, Lagoon. KALL's music men made the scene along with 8,000 folks who carted away the Capitol albums. ... Peggy Lee appealed for donations to feed the world's hungry entitled "Meals For Millions," especially pressed and distributed nationally to disk jockeys by Capitol. A letter to the deejays from BILLY VAUGHN: Red Wing (Talisman, ASCAP) (2:00) Dot Capitol's Executive A.&R. Producer Dave Cavanaugh, accompanied the disk.

### Multi-Label Tie-Ups

Cadence Records, Capitol Records and Leeds Music participated in Buddy Deane's "Amateur Band Contest" on WJZ-TV, Baltimore, last week. Cadence Records President Archie Bleyer and Tommy Chianti of Leeds Music served on the panel to judge the CINCINNATI-James J. (Steve) Capitol picked up the tab for a trip to New York for the winner.

### Montel

Montel Records' "Cajun" Kling As usual, the song pluggers will the WLW-T sales staff and has helped to promote his new LP, present their Apollo Award to an been sales manager of the station "Cajun Humor on the Bayou," by outstanding personality who has since February, 1956. At the same assisting Station KILT, Houston, in their "Cajun Kling Contest" recently. The listeners were to write music. Song pluggers who haven't WLW-T was announced by John T. in their best Cajun joke and the received their notice of the clam- Murphy, vice-president in charge winning joke received a first prize

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.

Climber Rank	100 Rank	Title, Artist, Label
1	7	Running Scared, Roy Orbison, Monument
2	9	Hello Mary Lou, Ricky Helson, Imperial
3	15	Little Devil, Hell Sedaka, RCA Victor
4	16	Tragedy, Fleetwoods, Dolton
1 2 3 4 5 6 7 8 9	17	I Feel So Bad, Elvis Presley, RCA Victor
6	18	Hello Walls, Faron Young, Capitol
7	28	Stand by Me, Ben E. King, Alco
8	31	Moody River, Pat Boone, Dot
9	35	Barbara Ann, Regents, Gee
	36	Peanut Butter, Marathons, Arvee
11	38	Raindrops, Dee Clark, Vee Jay
12	43	Rama Lama Ding Dong, Edsels, Twin
13	44	Tossin' and Turnin', Bobby Lewis, Beltone
14	46	Those Oldies But Goodies, Caesar and the Romans, Del-Fl
15	48	You Always Hurt the One You Love, Clarence Henry, Argo
16	55	You'd Better Come Home, Russell Byrd, Wand
17	56	The Writing on the Walt, Adam Wade, Coed
18	57	Little Egypt, Coasters, Atco
19	58	Count Every Star, Donnie and the Dreamers, Whale
20	60	In My Hearf, Time-Tones, Times Square
21	63	Every Beat of My Heart, Pips, Vee Jay
22	64	Better Tell Him No, Starlets, Pam
23	67	Every Beat of My Heart, Gladys Knight, Fury
24	71	Boll Weevil Song, Brook Benton, Mercury
25	73	It Keeps Rainin', Fats Domino, Imperial
26	81	Tell Me Why, Belments, Sabrina
27	82	Anna, Jorgen Ingmann, Afco
28	83	Milord, Teresa Brower, Coral

### DEBUT DISKS

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

Warwick

### Title (Publisher) - Artist, Label

81. Tell Me Why (Lion, BMI)—Belmonts, Sabrina 82. Anna (Hollis, BMI)-Jorgen Ingmann, Atco

83. Milord (Alame, ASCAP)—Teresa Brewer, Coral

91. Pick Me Up on Your Way Down (Pamper, BMI)-Paf Zill, Indige

92. Ronnie (Jeff-Paul, BMI)-Marcy Jo, Robbee 94. Lonesome Whistle Blues (Sonlo, BMI)—Freddy King, Federal

96. I Fall to Pieces (Pamper, BMI)—Patsy Cline, Decca

98. Heart and Soul (Famous, ASCAP)—Cleffones, Gee

99. Quarter to Three (Pepe, BMI)-U. S. Bonds, Le Grand 100. Driving Wheel (Lion, BMI)—Little Junior Parker, Duke

### 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

EVERLY BROTHERS: Stick With Me Baby (Cedarwood, BMI) (1:55)—Temptation (Robbins, ASCAP) (2:08) Warner Bros.

FERRANTE & TEICHER: Theme From "Goodbye Again" (United Artists, ASCAP) (3:10)-Possessed (Arlou, ASCAP) (2:39) United Artists

people in a recording of a new song DON GIBSON: I Think It's Best (To Forget Me) (Acuff-Rose, BMI) (2:18)—Sea of Heartbreak

(Shapiro-Bernstein, ASCAP) (2:29) RCA Victor CAPRIS: Tears in My Eyes (Maureen, BMI) (---)---Why Do I Cry? (Maureen, BMI) (---) Old

Miss Lee, who penned the tune with SAM COOKE: Cupid (Kags, BMI) (2:30)-Farewell, My Darling (Wemar, BMI) (2:20) RCA Victor LAWRENCE WELK: Yellow Bird (Frank, ASCAP) (2:13) Dot

STRING-A-LONGS: Take a Minute (Dundee, BMI) (2:23)—Should I (Robbins, ASCAP) (1:48)

GENTS: Jump in the Line (Fiji-Elfra, BMI) (2:18) Liberty EARLS: Life Is But a Dream (Maureen-Patricia, BMI) (1:47) Rome

ROSETTES: You Broke My Heart (Republic, BMI) (2:10) Herald EVELYN DELL AND THE VIBRA-TONES: Sincerely (Arc. BMI) (2:20) ABC-Paramount

RONNY DOUGLAS: Run, Run, Run (Shepley, BMI) (2:11) Everest

NEIL SCOTT: Bobby (Darnel, BMI) (2:45) Portrait

BOBBY DARIN: Nature Boy (Crestview, ASCAP) (2:33)—Look for My True Love (Adaris, ASCAP)

ECHOES: Sad Eyes (Greta, BMI) (2:24)—It's Rainin' (Greta, BMI) (2:00) Seg-way

### COUNTRY AND WESTERN

best band out of three finalists and JUSTIN TUBB: My Heart Keeps Getting in My Way (Starday, BMI) (2:27)—One for You, One for Me (Starday, BMI) (2:14) Starday

### RHYTHM AND BLUES

No selections this week.

### POP DISK JOCKEY PROGRAMMING

MITCH MILLER AND THE GANG: Bye Bye Blackbird (Remick, ASCAP) (2:39)—The Guns of Navarone (Columbia Pictures, ASCAP) (3:57) Columbia CHET ATKINS: Windy and Warm (Acuff-Rose, BMI) (2:33)—Man of Mystery (Allied, ASCAP) (2:01) RCA Victor

### POP TALENT

bake should contact Bernie Pollack of television. Strubbe has been of \$100. Kling selected the NEIL DARROW: I Trust in You (Kalman, ASCAP) (2:26)—Don't Let Our Love Go Wrong (Lows, ASCAP) (2:37) Cameo

# VOX JOX

By JUNE BUNDY

JOCKO'S FAVORITE DISK: Douglass (Jocko) Henderson, WDAS, Philadelphia, and WADO, New York, was supposed to be part of last week's "Programming Panel" (wherein deejays named their all-time favorite records) but his answer arrived too late for publication. His comment was as follows: "My all-time favorite is Bill Doggett's 'Honky Tonk Part Two.' It was my top choice because it happened to fit perfectly into my programming. It also was the most-requested record on my rocket ship show. I have heard and played thousands of records during my radio career. In my opinion, 'Honky Tonk Part Two' was the boss." We hope to have Henderson as a panelist in the near future, at which time we will run his photo-in a space suit!

NOTES FROM NIAGARA: Joe Niagara, one of Philadelphia's biggest deejays a year or so ago, is spining 'em now at KBIG, Hollywood, from 6 to 10 a.m. and says the "request reaction" is "just about as good as my old Philadelphia days, but the hours hurt a bit." The jock notes that he attended a Patti Page recording session recently and adds, "Look for a new dance craze called 'Slicin' Sand.' Elvis Presley gave me a demonstration on the 'Blue Hawaii' set the other day. Charles O'Curren (Patti Page's husband) is responsible for this one. A couple of bits are being worked up for me to do with Elvis in the pic. Niagara for a nomination, I say. Oscar nomination, that is. BMW is still the most sought-after sheet in Hollywood."

DEALER'S SON A DEEJAY: Sidney Reinwasser of Save-Rite Stores, Pittsburgh, writes to brief us on his son Bill Reiner, WAZZ-FM, Pittsburgh: "At 21, Bill is an honor senior student at the University of Pittsburgh," pens the proud father. "Besides his two-and-a-half-hour Saturday show, 'Jazz on Campus,' he writes the weekly column, 'The Ivy Scene,' for Pittsburgh's largest neighborhood newspaper. . . . In spite of two hours of daily post-operative physio therapy at the hospital, his Bill Reiner's Summer Fun Book' a discount coupon set-up, is being pitched on five local radio stations for the third year and is going great guns. No wonder we're proud of Bill. P.S.: Tell the 'boss' BMW is our top buying guide every week."

GAB BAG: Kirk Northcott, CJRL, Kenora, Ontario, would like to see more about Canadian jockeys in BMW. He writes, "I also would like to see the American record distributors shoot us some of their best. It's so hard to get in touch with every party and often we miss or are extremely slow in receiving good disks." . . . Andy West, production manager-deejay, KUDL, Kansas City, Mo., writes, "My co-deejay, Ted Atkins had a spot for Brooks Catsup. The copy read, 'Good cooks use books to get a sizzle in the flavor.' Atkins' rendition was 'Good crooks use Brooks to get a chisle in the flavor."

### WITH THE COUNTRY JOCKEYS

By BILL SACHS

KARA, Albuquerque, N. M., where Golden says he'd like to be considhear from jocks who use such material. He promises to keep 'em supplied with samples. Capps is also Wheeler's new version of the oldie, "I Saw Mother With God." . . . Jimmy Work, head of All Records, 14188 E. Close Street, Whittier, Calif., invites c.&w. deejays to send in their names for his new-releases mailing list.

Louis Albert Schriver, better known to the trade folk as Ramblin' Lou, c.&w. platter spinner and booker at WJSL, Niagara Falls, N. Y., joined the ranks of benedicts Saturday (20) when he took unto himself a bride in the person of Joan Carroll Marshall at the Salem United Church of Christ, Tonawanda, N. Y. . . . Dean Lilly, who puts out both pop and country at WVOW, Logan, W. Va., says he'll lean heavily on any worthwhile release sent him. He reports that Danny Harrison's new platter, "All the World Is Lonely Now" b.w. "No One to Love Me," is netting a mess of attention in his area.

B. L. Golden, who does his deeaving under the name of Barney Lee, typewrites from Fresno, Calif.,

Additions to the ever-growing that he has applications filed with list of all-country-music stations are the FCC for two AM radio stations WCAY, Cayce, S. C., where Pleas- in California. With both stations ant Ray whirls the wax, and slated to go into operation soon, the turntable is manned by Johnny ered by the artists and diskeries for Appleseed. . . . Johnny Capps, of all c.&w. releases—old and new, K-Ark Records, Box 2724, Soulard singles and albums. Golden gives Station, St. Louis 4, reports that his address as 295 N. Valentine, his firm has just installed a blue Fresno. . . . Mel Browne, record ligrass line and that he's anxious to brarian at Station CFOX, 203 Hymus Boulevard, Pointe Claire, Que., writes: "We would like the country and western boys to send along sending out deejay samples on Onie | their releases to us. We are the only station in the Montreal area programming western music. We give 'em an hour and a half nightly, Monday thru Friday. With Montreal's population of more than 1,500,000, you can see that we reach quite an audience."

> Gala Records, Vidalia, Ga., which recently entered the country and western market, is anxious to service c.&w. deejays with its new releases. Shoot your request to the firm's promotion director, Jim English, at 1315 Newcastle Street, Brunswick, Ga. . . . Bob (Barefoot) Kinney, who serves up c.&w. music and chatter six mornings a week, 5:30-7, and five afternoons, 3-4, over WCHN, Norwich, N. Y., will be showing Sunday afternoons at Echo Lake Park, Route 41, Afton, N. Y., starting June 4 with the Sunshine Boys. . . Deejay samples of the new Johnny Horton release, "They Can Never Take Her Love From Me," are available by writing to Tillman Franks at 604

(Continued on page 40) | basis.

### PROGRAMMING PANEL

THE QUESTION

What - if any - personality qualities are peculiar or unique to Chicago radio listeners and how do you appeal to same on your show?

THE ANSWERS

MAL BELLAIRS WBBM, Chicago

Chicago listeners are basically



interested in honesty - both in music and speech. People here don't care for a fast brittle pitch. I've worked this market for some time and feel the people here are my friends. I think if you combine a good

honest pitch with a balanced musical program-no wild extremesthe people will react favorably by buying the sponsor's product. You can characterize the entire Midwest by its high degree of stability, few fads.

### ERNIE SIMON WJJD, Chicago

Audiences in Chicago want to

be part of the program - you don't laugh unless you tell them what it's about. They want to know about you your family your apartment —anything that concerns you. They like to hear about the



Cubs and the White Sox — anything local. They don't just want to hear a voice that spins records and reads one-liners from a book. They want to associate themselves with you. Another good rule don't talk down to Chicago audi-

### DAN SORKIN WCFL, Chicago

Basically, I don't think Chicago listeners are any



different from those in any other part of the country. On my program we spend a lot of time knocking over sacred cows. We discriminate against rock and roll - also against teen-

agers, because rock and roll is primarily teen-age music. We don't script our show, it's strictly ad lib, mostly influenced by what was in the paper that morning or what is in current news magazines.

### NORMAN ROSS WMAQ, Chicago

Chicago and Midwestern listeners in general are an excellent combination of big city sophis-

tication and oldfashioned American wholesomeness. Very often New Yorkers become so inverted and their interests become s o specialized that they don't

really communicate with the rest of the country, but just with other Madison Avenue habitues. Chiand culture of the world but still adopt the new policy. have good solid Midwestern roots. I try to appeal to them on that Paul Coss notes, "The effectiveness aired on WADO, here Saturdays



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 Zhito, Billboard Music Week, 1520 N. Gower St., Hollywood 28, Calif.

Station WKPA, New Kensington, Pa., boasts a unique music policy. Approximately 85 per cent of the music programmed is from LP's and the emphasis is on jazz. Approximately 40 hours of jazz is programmed each week. Inasmuch as WKPA is a daytime station and AM only, this is unusual. Very few AM operations schedule as high a ratio of jazz. The station, although not located in Pittsburgh proper, covers the Pittsburgh market and is considered one of the leading voices of jazz in its area.

WKPA began experimenting with this modern music policy in 1957. The response was immediate and so overwhelming that the management gave its blessings and co-operation in an effort to reach a completely neglected audience—the adult who appreciates jazz. With the exception of a two-hour segment of teen-age music Saturday mornings, the station beams its programs to this adult audience. Station breaks, promos and all other means of advertising media carry the slogan: "The Sound of Jazz Begins at WKPA."

The station's leading jazz jocks are Jim Gray and Phil Brooks. Both have a musical background and attempt to stress intelligence and taste in their shows. "A jazz jockey must be thoroughly familiar with the art and artists in order to present an authoritative picture of the scene," the station's program director, Phil Brooks, said.

"The Jim Gray Show," from 6:45 a.m. til 9 a.m., is a combination of peripheral and pure jazz plus a balance of standards and pop. Bob Tatrn runs the 10 to 12 noon slot, programming "good music" for the first hour.

"We believe that 'good music' has a very broad scope and can cover everything from the classics to jazz. We do not program the classics at WKPA, and the reference to 'good music' here refers to music of the great contemporary pop composers as recorded by quality performers," Brooks said.

The second hour of the a.m. slot is devoted to show music. This hour is called "Best of Broadway" and, as the name implies, is devoted to the scores of great Broadway productions. In this segment the station not only presents the original scores, but also features a large variety of performances. It also stretches the point a bit once in a while and features songs of leading composers: Porter, Gershwin, Kern, Harburg, etc. Tatrn and Gray return between 12 noon and 2 p.m. to continue programming good, solid pop and standards from the LP's.

The Phil Brooks show, 3-8 p.m., is made up of light jazz and standards for the first two hours and then becomes strictly jazz for the remaining hours. On Sunday afternoon, Brooks conducts "House of Jazz" from 2 through 6 p.m. This show is solid, pure jazz and for two years is said to be the leading program of its type in Western Pennsylvania. Some of the outstanding features of this show have been an open-line segment where the listener is invited to call in and discuss various aspects of the jazz scene, a segment devoted to LP's, a segment devoted to audience requests, live interviews with the jazz artist. Guests on "House of Jazz" over the past two years have been Erroll Garner, Dorothy Donnegan, Cal Tjader, Les McCann, Art Farmer, Benny Golson, Jon Hendricks and Dave Lambert, Billy Taylor, the Four Freshmen and Maynard Ferguson, among others.

As for maintaining its LP library, it is done according to category, i.e., big band, small combos, vocals, vocal groups, and then special bins for LP's that feature particular instrumentalists on trombone, reeds, guitar, etc. "We receive excellent service from Blue Note, Prestige, World Pacific, Argo, Columbia, Capitol, Riverside, Vee Jay, and a number of smaller labels," says Brooks.

"In summing up, we believe that WKPA is proof that an AM station can successfully program jazz on LP's as an integral part of its music policy in spite of the taboo that seems to surround this area of music," Brooks said. "Jazz on WKPA is not a gimmick, rather a genuine desire to reach a long-neglected audience and a dedicated effort to expose jazz as a great art. It is only musical art form indigenous to America and should be treated as such."

# Plough Stations Irving Rose Debut To Personalize **Jockey Shows**

BOSTON-The Plough Stations -once the most rigorous "Top 40" anti-personality-deejay chain operation in the business-has decided to emphasize personality-type spincagoans, on the other hand, are ners again. Station WCOP here is interested in all the music and art one of the first Plough outlets to

(Continued on page 44)

# As WBNX Deejay Docketed May 27

NEW YORK - Irving Rose, who runs the Times Square Record Shop here, is turning deejay. The dealer has purchased time on Station WBNX, New York-Saturday nights, 10:30 p.m. - midnight—and starting May 27 he'll be "spinning 'em" himself.

Ironically, Rose will be in competition with deejay Alan Freder-However, WCOP Manager icks' "Night Train" show, which is

(Continued on page 44)

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hoffest 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.

FATS DOMINO, the portly piano pounding stalwart of the rhythm and blues scene has garnered a Billboard Music Week Spotlight with his latest Imperial release, It Keeps Rainin'-a fine New Orleans walkin' rhythm styled item. Flip is a relaxed bluesy tune called I Just Cry. The former jumped to number 73 on this week's Hot 100 earning it a Star Performance rating. Some of Fats' other hits are I'm Walkin', Blue Monday, I Want To Walk You Home, Country Boy and Walkin' to New Orleans.

THE EMBERS, talented new group on Empress Records, a subsid of Valmor, netted a three star review for their new rock-a-ballad release, Solitaire. Flip is the easy swinging tune, I'm Feeling Alright Again.

CONNIE FRANCIS, currently starring at the Copacabana, has her dual track, country flavored Breakin' in A Brand New Broken Heart at the number 8 position on the Hot 100. Her other hits, Where The Boys Are and Jealous of You are holding the number one spots in Japan and Italy respectively. This, plus Connie being the recepient of the Golden Lion Award from Radio Luxembourg for Everybody's Somebody's Fool, makes the lady from New Jersey a truly international star. Miss Francis is scheduled to open at the Sahara Hotel, Las Vegas, June 20.

CATHY JEAN, the hit producing teen-queen whose Please Love Me Forever enjoyed a 12-week stay on the Hot 100 has a new Valmor release titled, Make Me Smile Again. Cathy has been singing since she was seven years old and has studied both pop and classical music. Besides her vocal interests, the versatile teen-ager plays guitar- and flute. Her hobbies include ice skating and dancing.

BIRTHDAYS OF THE WEEK: May 23, Rosemary Clooney, Helen O'Connell, Artie Shaw; May 25. Kitty Kallen; May 26, Bob Hope, Poggy Les.

ERNIE K-Doe, the ninth of eleven children is now number one, along with his hit, Mother-In-Law, on the Hot 100. Born Ernest Kador Jr., the phonetic pronunciation was acquired at the outset of professional singing career. A native of New Orleans, Ernie began singing in his father's, the Rev. Ernest Kador Sr., choir. The Minit recording star developed his talent enough to win a series of local talent shows. Between singing and studying, Ernie also managed to win honors in football, basketball and track while attending high school. His latest Minit release is Real Man b/w Te-Ta-Te-Ta-Ta.

CHARLIE "I WANT MY CRAY-ONS" MANNA, a familiar figure on the Manhattan club circuit, offers some of his best new routines in his current Decca album, Manna Overboard. The album features his hilarious bit on the astronaut who refuses to take off before he's given his crayons and another about the show agent who has breakfast at the White House, Album was recorded live at the Village Vanguard in New

THE McGUIRE SISTERS, whose hot single, Just For Old Time's Sake, is currently number 21 on the Hot 100, have an album of the same title. The fabulous Coral recording artists offer a lusty program of close harmony in this album with such fine tunes as Birth of the Blues; Goody, Goody; Bye Bye Blackbird and a flock of oldies.

RICKY NELSON, celebrates his 21st birthday by netting a Billboard Music Week Cpotlight for his latest Imperial album, fittingly titled, Rick Is 21. He is also holding down two of the top 10 spots on the Hot 100. Travelin' Man at number 5 and Hello Mary Lou crashing the number 9

\*\*\*\*\*\*\* To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

TOMMY SANDS & ANNETTE sing the title song from the soon to be released movie, The Parent Trap. Their effort merited the talented pair a Billboard Music Week Spotlight. The Walt Disney comedy features Hayley Mills, the little star of Tiger Bay and daughter of John Mills, Maureen O'Hara, Brian Keith, Leo G. Carroll and Joanna Barnes.

PROMOTION DAYS & WEEKS: May 22, National Maritime Day; Empire Day in Canada; Whit Monday in the United Kingdom. May 28, Quarterly Temperance Sunday.

Denis Hyland

### THIS WEEK'S NEW Records Money

. . . an alphabetical listing of the records manufacturers are backing with special feature freatment in big-space Billboard Music Week ads.

### SINGLES

ALBUMS

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!

ww.americanradiohistory.com

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.

### ARTISTS' BIOGRAPHIES

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



### JOE BARRY

Joe Barry, born Joseph Barios July 13, hails from Cut Off, La., "where the land meets the sea." Barry started singing with gospel groups in the area and in 1952 began his professional career playing the guitar. Three years later he added his vocal talents to the act.

Currently Joe Barry has scored with a solid disk on the Smash label called "I'm a Fool to Care." His own band backs him up on the disk. Barry is

presently on the record hop-TV-personal-appearance tour promoting the waxing. Traveling with him is his personal manager, Huev P. Meaux.

The versatile young man also plays piano and drums in addition to being a songwriter and arranger. Barry gives credit to his two music teachers, Al Hirt and Pete Fountain, for encouraging his talents.

In his leisure time Barry's hobby is fishing.

### B. BUMBLE AND THE STINGERS

This unusual group recording on the Rendezvous label consists of B. Bumble, guitar; Ron Brady, drums, and Fred Richard, piano. Bumble, whose real name is William Bumble, shortened to Billy, shortened to B., comes from Ada, Okla. Brady and Richard, the Stingers, both come from California. Their birthdays: Bumble, July 11; Brady, June 11, and Richard, January 4.



Bumble's first interest in music was in his brother's small band which played local school dances. One night he sat in for the guitar player. Although he had never picked up the instrument, Bumble managed to keep the rhythm, and even impressed a young girl so well she asked him for his autograph. As a result, Bumble decided on a musical career and began to take lessons.

Soon after, B. Bumble formed the trio and, in July 1960, the group was discovered by Rod Pierce and Gordon Wolf of Rendezvous Records. Their initial release, "Bumble Boogie," was an immediate success, moving up rapidly on the "Hot 100."

### YESTERYEAR'S HITS

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

POP - 5 Years Ago MAY 26, 1956

- 1. Heartbreak Hotel, Elvis Presley,
- RCA Victor
- 2. Moonglow & Picnic, Morris Stoloff, Decca 3. Hot Diggity, Perry Como, RCA Victor
- 4. Wayward Wind, Gogi Grant, Era
- 5. Moonglow & Picnic, George Cales, Coral 6. I'm in Love Again/My Blug Heaven,
- Fats Domino, Imperial
- 7. Ivory Tower, Cathy Carr, Fraternity 8. Standing on the Corner, Four Lads,
- Columbia
- 9. Blue Suede Shoes, Carl Perkins, Sun 10. Magic Touch, Platters, Mercury
- POP 10 Years Ago MAY 26, 1951
- 1. How Righ the Moon, Les Paul and Mary Ford, Capitol
- 2. On Top of Old Smoky, Weavers-
- Terry Gilkyson, Decca 3. Too Young, Nat King Cole, Capitol
- 4. Sound Off, Yaughn Monroe, RCA Victor
- 5. Mockin' Bird Hill, Les Paul and Mary Ford, Capitol
- 6. Mocking Bird Hill, Patti Page, Morcury 7. Jezebel, Frankie Laine, Columbia
- 8. Be My Love, Mario Lanza, RCA Victor 9. Lovilest Night of the Year,
- Mario Lanza, RCA Victor Rose, Rose I Love You, Frankie Laine,

Treasure of Love, Clyde McPhatter, Atlantic

### R.&R. - 5 Years Ago - MAY 26, 1956

Corrine, Corrina, Joe Turner, Atlantic I Want You to Be My Girl, Frankie Lymon and the Teenagers, Gee Fever, Little Willie John, King Ivory Tower/In Paradise. Otis Williams and the Charms, DeLuxe Little Girl of Mine, Cleftones, Gee

Little Willie John, King Please, Please, Please, James Brown and Famous Flames, Federal Church Bells May Ring, Willows, Melba Long Tall Sally/Slippin' & Slidin', Little Richard, Specialty

Meed Your Love So Bad.

### WITH THE COUNTRY **JOCKEYS**

Continued from page 39

Commercial Building, Shreveport, La. The tune was written by Leon Payne, of San Antonio, and recorded by Hank Williams years ago. Arrangements for the Horton version

were written by Anita Kerr. Her singing group also provides the background.

Neal Bunch, who operates Country Music Promotions at Suffolk, Va., invites deejays to list with him for issues of free releases of the various disk firms he represents. His address is Route 1, Box 544. Suffolk. . . . Jim Howell, P. O. Box 346, East Point, Ga., has available deejay samples of "Shorty," by Jimmy Smart, and "You'll Find a Way," by Bill Leatherwood. Drop him a note on your station's letterhead.

# 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 \$201 AND \$300

Position This Issue	Position 2/20/61 Issue	Brand	of Total Points
1	1	Magnavox	35.7
2	2	Columbia	10.6
3	7	Zenith	8.0
4	4	Motorola	6.4
5	3	RCA Victor	5.7
6	-	Stromberg-Carlson	4.9
7		Capitol	4.8
8	5	Mathes	4.6
8		Silvertone	4.6
10	9	Voice of Music (V-M)	4.2
		Others	10.5

### DISKS HITCHED TO SALE DAYS

ST. LOUIS-Stereo and monaural records on the Victor, Columbia, Decca, Mercury and other top labels were offered at bargain prices in the record department of the downtown Still Baer & Fuller Company store for three days during the recent "downtown sale days" campaign here. Some hi-fi LP record albums sold for \$1.69. A special "early bird" scoop of odds and ends were sold for \$1.29 each. These regord albums included one and two of a kind in a wide variety of selections by many artists on leading brand labels. A limited number of stereo classical, pops and jazz records went for \$1.69 and \$1.89 each. Name artists' recordings on 45 EP's were sold for 49 cents.

During the downtown sale days, free bus rides home were provided by several transit companies participating. Validating the tickets at stores taking part in the sales campaign authorized holders to a free ride home.

### **Ember's Silver Claims** Right to Next Comedy LP by Justin Wilson

NEW YORK — Al Silver, head of Ember Records, stated last week that he still had a contract to release the next Justin Wilson comedy LP. He also stated that he had not been in touch with Si Rady of Project Records, who said last week (BMW, May 8) that his firm would issue the next Justin Wilson disk.

first LP issued on the Ember label sold slightly over 83,000, accordby Sonora Music of Baton Rouge, tract to release it is still valid."

# Planning Set for Philly Hi-Fi Show

PHILADELPHIA — Plans for the first Greater Delaware Valley High Fidelity-Stereo-Record Music Show have been completed according to Harry Bortnick, head of the Harry Bortnick Advertising Agency here, who is managing director of the industry show.

Dates have been set for October 27-29 at the Benjamin Franklin Hotel. Bortnick also revealed that the show will be under the auspices of the Mid-Atlantic chapter 225,722 total in February. of the Electronic Representatives Association, Inc., made up of representatives of the component parts manufacturers. In addition, the public show will carry the endorsement of the Pennsylvania Record Dealers Association.

The show will carry an admission charge and will feature special demonstrations, including the government's new multiplex sound system. There will also be contests, prizes, awards and special events to attract maximum attendance. Advertising is planned through newspapers, radio, television, outdoor billboards and posters, and by direct mail. All dealer mailing lists will be utilized, and Bortnick estimated that at least one million pieces of promotional mail will be sent out over a threemonth period in advance of the show's opening date.

La., the firm headed by Joe Di Stefano and Willie Serpas, from

whom Silver obtained the master. Silver told BMW that there has been a dispute between Ember and Sonora concerning the sales of the first Wilson LP. Silver said, "Our books are open to inspection by the Sonora executives. They think we sold more but that's the honest count to date." The Ember chief Wilson is the Cajun comic whose also said that since the dispute the Sonora principals had refused to turn over to him the second ing to Silver. The disk was made Justin Wilson master, "but our con-

# Do SORD Nod

BUFFALO-Buffalo disk dealers last week unanimously ratified the plan previously adopted for the Record Dealers of Greater Buffalo to join the Society of Record Dealers of America. The group will now be known as SORD of Buffalo.

The special meeting also heard short talks by President Lou Dell, and visiting SORD board member, Joe Waldhorn of Fulton, N. Y. All members at the meeting paid a full-year's dues of \$25, \$15 of which was earmarked for SORD and \$10 for the local group. In this case, however, the full \$25 was turned over to SORD.

Other matters discussed were group buying, either through the existing DISC operation in Metropolitan New York, or through a possible new Buffalo operation. There was also talk centering on a proposed boycott of an unnamed local distributor for selling to a discount chain. Waldhorn, impressed with the Buffalo dealers holiday display card series, suggested that SORD should adopt the cards on a national basis.

# **EIA Report Notes Phono Sales Hike** In March Period

WASHINGTON — An upswing in retail and factory sales of phonographs has been registered in the March report of the Electronic Industries Association's Marketing Data Department. Some 11,686 more sets were sold at the factory over the February figure and close to 2,500 more sets were sold across the counter on the retail scene.

Stereo sets marked the biggest gains with 227,469 factory sales for March as compared to 204,638 for the prior month. Retail sales were up to 237,537 in March from a

Although this upsurge was noted, the EIA report went on to state that phono sales of all types and in both categories were still below figures registered for the 1961 January-March period as compared to those same sales recorded during the same period last year.

At the factory level, 80,841 fewer mono and 65,028 fewer stereo sets were sold this year than last. In retail stores, the report showed that the mono figure was 83,588, and the stereo 230,815 below the 1960 three-month mark.

### Messinger Heads Col. National Sales Promo

NEW YORK-Bob Messinger has been appointed national promotion manager, field sales, for the Columbia Records Sales Corporation. Appointment was made by Joe Lyons, field sales manager for CRSC. Messinger's new post will encompass the development and co-ordination of national promotion for Columbia product. He will supervise personal appearances and promotional tours and do liaison work with radio and TV networks.

Messinger had worked as promotion manager at Columbia's Boston branch before coming to Comanager of pop albums.

# Buffalo Dealers WONDERLAND MAKING STRONG KID DISK BID

NEW YORK-Riverside Records is making an intensive bid for a larger share of the children's record market with its Wonderland label subsidiary.

"One of the first things we learned," says Bill Grauer, Riverside president, "is that a \$1.98 price is essential in the children's field." Another important factor in the Wonderland story, says Grauer, was the acquisition of Larry Sockell as

Wonderland general sales manager. "Since Larry took over the series we have sold as many children's records so far this year as we did through all of 1960."

Sockell has instituted sweeping changes in Wonderland's marketing and production of kiddie disks.

Sockell bases his record production and image on three basic tenets: art, title and artists. He feels that the artwork is the initial hook that catches a children's record buyer. "It must be clear, tell the story of the album, and represent the artist in some way." As far as titles are concerned, Sockell believes that it is important to have established or familiar stories or situations as the basis of the product. The firm, for instance, will soon bring out "Cinderella" and "Snow White" on one album, back to back.

The third key to successful sales is the name value of the

artist, according to the Wonderland chief.

Ed Wynn, Cyril Richard, Alex Templeton, Irene Wicker are just a few of the names included in the Wonderland catalog. But all three must be prominently worked into the cover art of the album, says Sockell. The line has done this by using artwork that gives the names of titles and the narrating artists a strong place, and then working a caricature of the artist into the cover drawing itself.

Combining all three, again, the label has planned a seven-album set of "Alice in Wonderland" as told by Cyril Richard of which two volumes have already been released. This is a reading of the entire Lewis Carroll work, chapter by chapter.

The line has also begun an education series, of which Julian (Cannonball) Adderley's "An Introduction to Jazz" is only the first number. Others, of pre-school and post-school age, will be released subsequently. They, too, will be done by prominent name artists.

On the business end, Sockell is very much interested in building outlets in chains and racks, but feels the individual dealer, when interested enough, is still one of the strongest merchandisers.

# 700 W. T. Grant Stores Carry Disks From Racks

Continued from page 2

We turn our inventory over three | We have been extremely successand a half times a year. We have ful with phonographs. to, to make it pay out."

### Night-Flying Singles

Gwynne has some firm opinions regarding the ourrent situation with singles. "The singles business has been going steadily downhill since the one-shot, fly-by-night groups and solo singers took over the business. Over-all, the record business has grown, but singles haven't even stayed even. They've declined. A lot of the money that used to be spent on singles is now going into albums by Frank Sinatra, Mitch Miller and the show and movie albums.

No, I don't think a 33-speed player will necessarily help the singles field, any more than a 33speed single record will help.We're now beginning to get away from the rock and roll, and this is good. This can help. There's nothing really wrong with the singles business that good songs and good performances won't help. The old 78 speed singles used to be 65 or 70 per cent of our business. Now singles are down to about 25 or 30 per cent. We would like to see singles snap back, because they're still an important part of the building of an artist.

### Equipment Action

The Grant chain has been aggressively active in the companion field of equipment as well. Gwynne said the firm's Bradford trade name for phonos features highly competitive models at all prices from \$19.95 for a manual, three-speed portable to a \$400 de luxe stereo console unit. "These, we warehouse quick movement into the stores. divisions.

"As far as central warehousing goes, the answer is yes for phonographs, but we'll never get into that on records. Some of the chains do that and do it well, but much of the warehousing involves major line cut-out items of all descriptions. Our business is in new, fresh merchandise and our good set-up with our service distributors (rack jobbers) makes it unnecessary to get involved in that. For the time being, our deals with the rack people is fine. Our business is big and it's getting bigger and we're quite

### Bishop Is Bell Sound, **Bel Canto Supervisor**

COLUMBUS, Ohio — K. L. Bishop has been given a managership of all consumer products of Thompson Ramo Wooldridge, Inc. In addition to his function as general manager of the firm's Bell Sound Division, Bishop will also take over as supervisor of the company's Bel Canto stereophonic recordings subsidiary. R. A. Malloy will continue as manager of Bel Canto.

Bishop's assignment is designed to produce a co-ordination of marketing activities of both Bell Sound and Bel Canto. Under the new combined marketing operation, J. A. O'Hara has been named marketing manager for all product

lines. A plant currently being constructed in Worthington, Ohio, will lumbia in 1960 as assistant product at key points on both coasts for be the combined home for the two

Copyrighted material

# **NEW DEALER PRODUCTS**

### Browser Holds Tape, Disks, Film

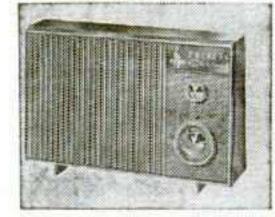


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Up to a dozen seven-inch reels of recording tape, 100 seven-inch records or seveninch-and-smaller cans of movie film can be held in this new browser storage rack being introduced by Robins Industries Corporation. The rack, ideal for counter displays, measures 5 inches by 8 inches by 934 inches, and sells for \$1.25.

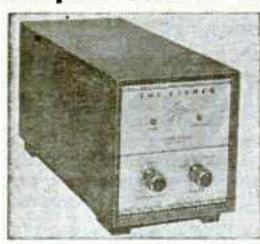
### Table Set Finished Front & Back

Emerson Radio & Phonograph introduced a new, slim model table radio that is finished front and back. The set, called Century Model 1701, is a five-tube outfit featuring a slim line, three and onehalf inches deep. The molded cabinet is available in a variety of colors: Ebony, ivory, rose-beige, pale turquoise, soft pink and sage green. Sets have suggested list prices of



\$14.88 for the ebony model and \$17.88 for the others.

### Multiplex Stereo Beacon Tuning



Special feature of the MPX-100, a multiplex adaptor made by the Fisher Company, Long Island City, N. Y., is Stereo Beacon tuning. The adaptor, which functions in accordance with the FCC approval of stereo multiplex, has an exclusive circuit which, the company claims, automatically indicates whether or not a station is broadcasting in stereo.

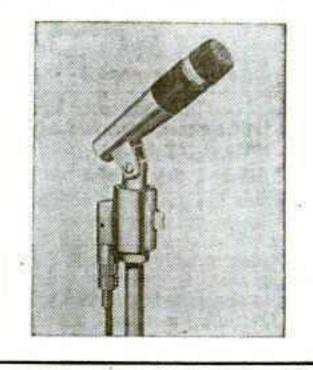
The adaptor can be used with all Fisher tuners and receivers as well as with other tuners and receivers employing FM wide band design and multiplex output.

The unit also has frontpanel stereo balance control, special selector switch which eliminates the need for auxiliary inputs. The suggested list price of the unit is

### Chi Parts Show Sees New Mikes

Leading the new microphone line introduced by Shure Bros. at the Chicago May Parts Show was this Model 546 Unidyne III. The mike has been developed primarily for the broadcast market, but is also suited for public address installations and recording. List price on the new unit is \$135.

In addition, Shure introduced a new Sonodyne II mike that is compact and applicable in many varied sound amplification areas. It sells for \$49.95.



### FLOWERY BONUS

### Added Sales Grow From Gift Bouquet

SAN DIEGO, Calif.-Plenty of | tenance, the best methods of prophonograph and a unique gift as lar points. part of the delivery has had a lot to do with a profitable volume in the upper-price category where stereo phonographs are concerned, for Thearle Music Company, here.

Harry Callaway, veteran San Diego retailer, doesn't believe that the sale stops when an expensive piece of stereo euipment is delivered. Rather, he expects the pleased customer, who has spent \$500 or more for a fine combination, to become such a booster that he will automatically create other prospects. So, even the most proevery customer is dramatized.

The two men carry a kit which contains polishing cloths and spray cleaner and they spend plenty of time positioning the phonograph, giving it a thorough cleaning, and

flourish in delivering a new stereo tecting records from dust, and simi-

All of this may consume a half hour or 45 minutes. After they are sure that the customer has been completely familiarized with the stereo phonograph, the "crowning touch" comes in. This is the delivery of a handsome bouquet in a vase which looks well on the stereo phonograph, which is Callaway's gift to the customer.

"It's quite a surprise," he pointed out, "and, of course, it makes such a difference in the appearance of the phonograph, which we know saic elements in every contact with the customer will be exhibiting proudly to all of her friends and It doesn't cost the manufacturer so relatives for the next couple of days, that it is bound to draw record as to justify a \$1 difference. comment. We have developed a I've been given to believe the cost steady flow of new prospects who difference is only a few cents. The were simply told by a friend or prices as they are now are deas a final step, polishing the finish acquaintance that 'we were the signed to support the club price to a mirror-like gloss. The customer | nicest people to deal with!' Invest- structure only. We feel that extra gets a thorough check-out on ing \$2.50 or so for a bouquet in sales could result and that we, and everything which the phonograph this way is very economical in the record companies themselves, will do, including tips on main- terms of the prospects it creates." would benefit by a price break. years.

reducing stereo LP prices to the monaural level? THE ANSWERS DAVE AVILA

RETAILING

**PANEL** 

If you have a provocative

question to ask the nation's

retail music-phonograph deal-

ers, please send it to this de-

partment, 1564 Broadway, New York 36, N. Y. Your

name will be credited when it

THE QUESTION

Do you favor manufacturers

appears.

Chicarelli Music Madera, Calif.

If stereo LP prices were equalized with monaural album prices,



you'd find a substantial increase in stereo sales. A number of customers have been discouraged from stereo by the fact that the albums cost an additional dollar. We have just completed

a two-for-one sale (buy one album and get one free), and found that business booms when the customer gets a break. The same will happen with stereo if prices are cut.

### MRS. RUDI POCK Rudi Pock Stereo Ontario, Calif.

Yes, for the same reason customers want the price reduced. Cus-

tomers feel the stereo and monaural prices should be the s a m e because they don't get any more music on a stereo LP than they have on a monaural record. It's the exact, same record as far as the customer is con-



cerned. I've noticed that quite a few customers to whom we have sold stereo equipment will go back to buying monaural records as soon as the newness of stereo has worn off. The only reason is price. Furthermore, higher prices generally mean less sales. Therefore, I'd like to see lower prices without going discount.

### IRVING RANDOLPH Bandwagon Records East Orange, N. J.

I've felt for a long time that stereo and monaural pieces should be the same. At first, stereo was a new idea and the companies were trying to push it with a big splash, including a premium price. At that time, possibly it was more expensive to produce, but now I don't believe it. And I do know there is a lot of resistance to stereo prices even if they are discounted. They still are higher than monaural, and stereo, three years after the start, is still only 25 per cent of the business.

### ROG NAVARA Bergenfield Music Bergenfield, N. J.

We have felt all along that there should be a price break on stereo. much more to produce the stereo

### 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 through-out the country. See page 10. April 10 issue, for details, CONCERT-DISC-Limited time only. Started May 8, 1961.

Dick Schory's "Re-Percussion" album is specially priced to the consumer at \$2.98 (mono or stereo) instead of \$4.98. Dealer maintains full mark-up.

ARTIA-MK Expires May 31, 1961.

Distributors offered one LP free for every five purchased of Artia's "Moiseyev Spectacular." Dvorak's "Slavonic Dances" in double album is available to consumers at the price of a single LP, mono or stereo. Richter's LP of Beethoven's "Apassionata" on MK label listed at \$5.98, is discounted to distributors at \$3.98.

CAMEO-PARKWAY—Expires May 31, 1961. Started May 1, 1961. Distribs are offered 20% discount on all LP's. Also included is new Cameo release "Burlesque Show," a two-LP package tagged at \$4.98 retail.

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.

EVEREST—Expires May 31, 1961. Started May 1, 1961. One free single for every Cloria Lynne LP ordered,

LONDON-Expires May 31, 1961. Started May 1, 1961. "May Is Mantovani Month." Distribs are offered 10% discount on all Mantovani LP's including new LP by the artist titled "Italia."

MGM—Extended through May 31, 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.

MERCURY—Expires May 31, 1961. Started May 1, 1961.

"Maypole Sales Plan." Dealers to receive one LP free for every five LP's purchased within a given price category. All "PPS" albums and "LPS" albums issued up to May 1 will be included. Program covers May release of 12 Mercury LP's, two Wing LP's and three EP's.

PRESTIGE—Expires May 31, 1961. Started April 20, 1961. Distribs are offered 15 per cent discount on Prestige International and Prestige Bluesville series.

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.

AUDIO FIDELITY—Expires June 2, 1961. Started May 1, 1961. Spring Merchandising Sales Program. Dealers receive one LP free for every six purchased. Plan covers complete catalog. See page 171, May 8 issue, for details.

DECCA—Expires June 2, 1961. Started May 8, 1961. "7-11"—Dealers are offered one free LP for every seven purchased or two free LP's for every 11 purchased, Program covers the Decca May release of 10 LP's for every 11 purchased. Program covers the Decca May release of 10 LP's and five EP's, plus entire country and western catalog. See page 4, May 8 issue, for

DOT—Expires June 30, 1961. Started 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. LIBERTY—Expires July 10, 1961. Started May 8, 1961.

Special 20 per cent discount programs to back up two Liberty LP releases: Cene McDaniels' "100 Pounds of Clay" and original sound track of "One-Eyed Jacks." Discounts are available on each for minimum orders of five LP's (stereo or monaural) plus 20 per cent off on recorders. CARLTON-IMPACT—Expires July 15, 1961. Started May 8, 1961.

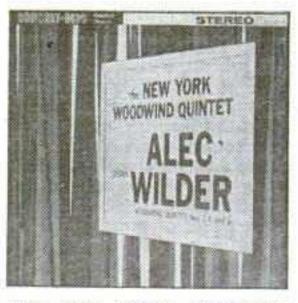
"Summer Special" merchandise program, Distribs are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

LIBERTY-DOLTON—Expires June 16, 1961. Started May 15, 1961. "Teensville" Sales Program. 20% cash discount on minimum orders of 25 packages and reorders in assortments of five LP's. Program covers new LP's by Bobby Vee, Johnny Burnette, an "Original Hit, Vol. III" package and Dolton's Fleetwood and the Ventures. See page 23, Music as Written, May 15 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

TIME—No expiration date. Started April 1, 1961. Dealer is offered one LP free for every six purchased. Progam covers complete

### ALBUM COVER OF THE WEEK



THE NEW YORK WOODWIND QUINTET PLAYS ALEC WILDER'S QUINTETS Nos. 3, 4 and 6, Concert-Disc CS-223. Can't miss this cover in bright red, yellow, green and brown stripes, with a stand-out box in black and white. Potent display item.



I AM THE WEE FALORIE MAN-David Hammond, Tradition TLP 1028. Attractive cover, modern in design and predominantly in purple and green tones with a flash of red and white. Cover by Albert Amatulli. Fine display material for folk sections.

### Emery Gates, Chi Dealer, Dies

CHICAGO—Emery M. Gates, 56, veteran Chicago dealer and head of Gates Village Music Shop, Oak Park, Ill., died last week after a prolonged illness. He had been in business in Oak Park some 13

Services were held last week in Oak Park. He is survived by his widow, Frances, who will continue to operate the store.

Gates has long been active in local dealer circles. At one time he was president of the now discontinued Chicagoland Record Retailer Association. He was also a member of the Sertoma Club in Oak Park.

# No Sales on Sunday, But 500 Show, Shop Later

DETROIT — Taking an inverse approach to the stereo market has paid profitable dividends for M. L. Keverson, owner of Uptown Radio Company,

When sales began going down late last year, due to the general recession and layoffs in the automobile industry, Keverson didn't resort to price cutting, premiums, extended time payments or any of the usual panaceas. Instead, his sense of humor came into play, and he surprised the public by using six newspaper ads to inform people that "You can't buy stereo equipment from Uptown Radio!"

Closer examination of the ad revealed that it referred to a special Sunday afternoon open house when ¿Uptown Radio Company, one of the largest retail dealers in stereo phonographs, tape recorders, built-in sound systems, components and radios, would stage an all-day demonstration. Every seriousminded music lover in Detroit and its suburbs was invited to VISIT.

For the 12-hour event, Keverson split the store up into a dozen display areas, each representing a major manufacturer whose products are included in the inventory. Every manufacturer sent a representative thoroughly accustomed to dealing with the public in demonstrations, along with special display materials and demonstration equipment, which lent a lot of extra authority to the pro-

Particularly effective was a big separate display of tape recorders in operation, all the way from the smallest portable up to elaborate professional equipment, and with visitors invited to operate the units themselves. Correct techniques for making stereo tape were demonstrated, as were record-cutting examples.

To draw traffic, Keverson arranged for a prize drawing, with a \$350 stereo phonograph combination as the piece de resistance. Other prizes, most of them contributed by manufacturers, were also offered, all on a simple drawing basis.

Detroit residents accustomed to energetic selling efforts were thoroughly surprised by this offer, and many responded. By the close of the demonstration program more than 500 people had registered, nearly all of them serious-minded music lovers who were more critically interested in the performance and use of good stereo equipment than in price. This encouraged Keverson to concentrate display and demonstration on lines priced all the way from

### CHURCH HONORS HAMMERSTEIN

LONDON - A memorial plaque to Oscar Hammerstein is to be unveiled in Southwark Cathedral Wednesday (24). This is the first time a pop composer has been honored in such surroundings. Hammerstein bequeathed a sum exceeding \$6,000 to the cathedral to support the church's choirboys. They will will be known as the Hammerstein Chanters.

\$500 to \$3,000, and to do away with the "price tag atmos-

phere" altogether.

Despite all of the emphasis on the fact that nothing was for sale, people literally clamored to buy equipment shown, and were told that they would have to come back on the following Monday to make the actual purchase since Detroit was prohibiting actual sales of merchandise on Sunday. All of the prospects included in this category did return, their purchases covering the expenses of the show.

Because of the co-operative atmosphere which the "No Sales" promotion brought about and the huge number of people attracted, Keverson plans to use this "soft approach" to the market whenever sales curves begin to point downward.

### Disk Makers Watch Discounters

· Continued from page 2

will still continue. Woolworth's has not said where it will open its first discount store, but operations are expected to start this year. Each of margins, too. the stores will comprise no less than 60,000 square feet. Some of the discount departments are expected to be leased to concessionnaires.

Kresge stated last week that it was considering a discount store type operation as a result of the competition from the discount stores.

According to many veterans in the department store business, discount department stores have betoo. They have done this by work- "Carnival" album at \$2.39.

over 3,500 Woolworth's, however, ing on a much smaller markup. This, in turn, has forced stores that have cut prices to meet the competition to work on lower profit

> Many record dealers who sell at less than list work on a 20 to 25 per cent profit margin instead of new Westminster product in Septhe formerly standard 38 per cent tember. markup.

at a profit. Often the discount others. come firmly embedded in the re- stores get into price wars of their tailing structure of the country, own, fighting each other on dis-They have virtually eliminated list counts. One week in New York a prices on big-ticket items such as while back, Korvette, Goody and refrigerators, washers, TV sets, and S. Klein (the Jesse Selter concesmany other items. In the field of sion) all advertised disks at better records they have to all intents than 50 per cent off list. This week and purposes eliminated list prices, Goody was selling MGM's new

The new discount department stores could develop into more new outlets for records. At the same time it could mean even more intense price competition for the consumer sales than exists even now.

### **Am-Par Pacts**

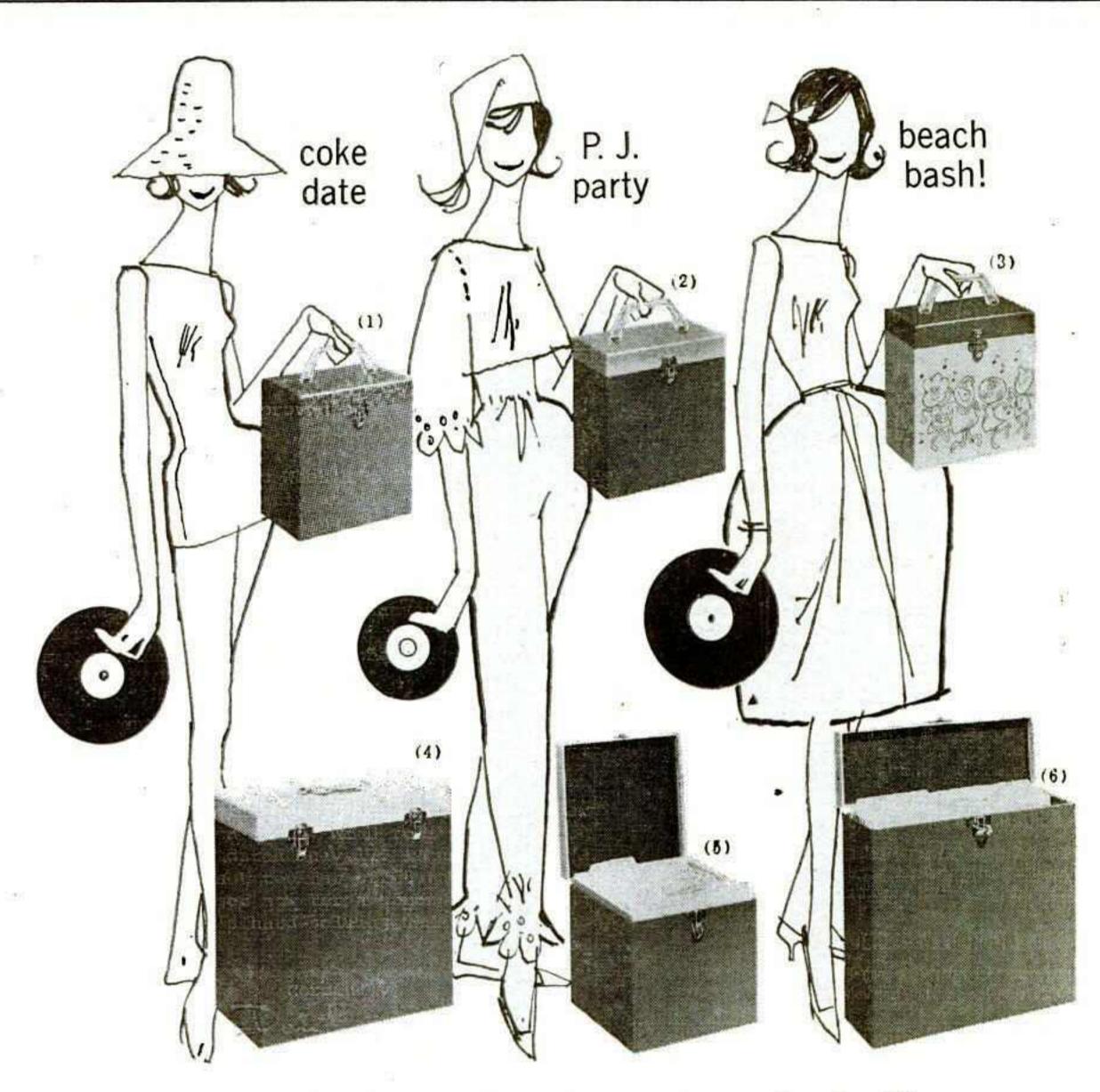
• Continued from page 2

List leaves for Europe shortly, Many of the large discount where he will record several new stores have been accused of using packages. The executive, who records as a lure to bring custom- plans to divide his time equally ers in the store to get traffic for the each year between here and Eubig-ticket items. Korvette's record rope, reportedly has made a deal buyer, however, claims that all whereby he will be free to do records sold by the chain are sold outside recording for La Scala and

Accessories and/or Phono Mirs.:

Resident Indiana Record Salesman wishes to represent good accessories line and/or radio, phonograph line. State-wide coverage, excellent fol-lowing. Write BOX 351, Billboard

1564 Broadway New York 36



## New! Extra profit makers from Capitol!

The new sensation that means big profits for you...Capitol's new Record and Tape Carrying Cases! They're specially designed to carry 7" or 12" records or tape reels. Available in three series and six models, they have tremendous appeal to teen-agers. Each is solidly built of long-wearing binders board, covered with water-repellent, scuff-resistant "Kivar," each with complete index dividers.

(1) Model 710-TUNE TOTER - gold or silver stripes, marbelized top. Holds 50 · 7' records. Suggested Retail: \$1.39. (2) Model 720 - CAP CASE - Red, blue or grey. Holds 50 - 7" records. Suggested Retail: \$2.25. (3) Model 725 - DANCE PARTY- Teenage design in azure, seafoam and rose multicolor combinations. Holds 50 - 7" records. Suggested Retail: \$2.25. (4) Model 1230 - CAP CASE DELUXE - Red, blue or grey. Holds 50-12" albums. Suggested Retail: \$3.70. (5) Model 730 - CAP CASE DELUXE - Red, blue or grey. Holds 75 . 7" records. Index cards and gummed numbers only. Suggested Retail: \$2.95. (6) Model 1220 - CAP CASE - Red, blue or grey. Holds 24 - 12' albums, Suggested Retail: \$3.95.



ORDER NOW! All sizes and colors now available from your CRDC branch.

### FOLK TALENT & TUNES

Continued from page 6

has just concluded personal appearances in Texas and Pennsylvania, is enjoying a four-week breather before launching a busy summer schedule that will find him touring more than 20 States.

The Fifth Annual Hillbilly Jamboree to be held in Monticello, Ill., May 28, will present Roy Drusky, the Louvin Brothers, Jan Howard, Grandpa Jones, Jimmy Martin and the Sunny Montain Boys, Jim Hadley, the Barton Family, the Saginaw Valley Boys, Mar-

### Irving Rose

Continued from page 39

from 11 p.m. to midnight, and originally started his "Night Train" show, Rose supplied him with a steady supply of old rock and roll hits, and Fredericks in turn sparked Day (30). a new sales demand for the old platters. Rose later took over sponsorship of the program, and for the past two years says he has also written and produced it.

In addition to turning deejay, Rose recently also became a record manufacturer. Currently he has two disks on BMW's "Hot 100"-"In My Heart" by the Time Tones on Time Square Records, No. 60; and "Miss Fine" by the New York-

ers on Wall Records.

The Time Tones were named by a Fredericks fan as a result of a contest the jock and Rose conduct- of the glib-tongued youngster who ed on WADO to find a moniker for the group. Rose plans to conduct a similar contest on his own no longer valid." WBNX show—offering \$200 for Coss believes the listener wants the best name submitted for another new vocal group he has signed to his label.

In New York It's the New HOTEL

143 WEST 49th ST., NEW YORK

400 ROOMS Single from \$6 - Double from \$9 Also Weekly Rates COMPLETELY REFURNISHED

AIR CONDITIONED. TELEVISION. Walking Distance to Radio City TV

Center, Theaters and Restaurants. \*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\*\* vin Lee and the Happy Valley Boys.

Dusty Rhodes and the Bar K Gang recently shifted their weekend activity from Bresemann Park, Ballroom, Olympia, Wash. During the week they continue to hold forth at the Britannia nitery, Tacoma. . . . Ferlin Husky, with sidekick Shadow Lake Ballroom, near Seat-Jack Roberts and the Evergreen Drifters. . . . Little Dickie Chaffin booker-promoter, has taken over ing and takes and retakes of the feature top c.&w. talent each Sunheretofore was sponsored by Rose's day thruout the season. Chaffin, record store. When Fredericks who appeared at Sandy Lake, Pa., Saturday (20), displays his wares at Millie Ruton's Hillbilly Park, near Newark, Ohio, Decoration

> Hank Thompson and His Brazos Valley Boys wind up their 21-day stay in Las Vegas May 31 and hop to Salt Lake City for a June 2-3 stand. The group follows with Kansas City, Mo., June 14-17, and Stephenville, Newfoundland, June 24-July 4. . . . June book-

### **Plough Stations**

• Continued from page 39

could plug a dozen products in succession, impressing no one, is

a little warmth with the personality, and to that end WCOP has developed a new one under the name of Ed Mitchell. "This was the air given Ed Hides, who switched from WMEX here and worked under the name of 'Fen-

way'." Coss explains. The "Mitchell" label is a believable one which fits the image, Coss feels, but he says there will be no question of the deejay running away back to the style of the glip-talking announcer of the past. The plan is to develop more entertainment in WCOP's record programs with the use of a personality name in a controlled manner. Another deejay working along similar lines at WCOP is Phil Christy.



# East's Producers: A Cool Reception

Continued from page I

London Records Vice-President look for a price reduction of good Lee Hartstone, who pointed out in stereo product." the strongest terms that the additional cost of stereo recording lay not in pressing alone. "Stereo recording is far more expensive to-Tacoma, Wash., to the Evergreen day than ever," Hartstone asserted, "with prime factors being the tre- factors which can't be overlooked. mendous cost of equipment like 10 Frankly, I feel that if you have a channel mixers, and the cost of time for balancing and editing, and Simon Crum in tow, visits Heiser mixing. In many recording dates done especially for stereo effects nature, why hasn't stereo done bettle, May 27, for an appearance with you employ more musicians and more engineers as well.

"I can give you an example of will be the opening attraction at just how costly it can be," he con-Pennsylvania's Pine Hedge Ranch, tinued. "In Europe recently it took which Carl Day, Coshocton, Ohio, nine hours of tedious experimentfor summer operation. Day plans to orchestra to come up with four minutes of music. That costs money. And with all these costs

> ings for the Andy Doll band stack up as follows: Oelwein, Ia., June 1; Dyersville, Ia, 2; Waterloo, Ia., 3; Prairie du Chien, Wis., 4; Janesville, Ia., 5; Madison, Wis., 8; Dubuque, Ia., 9; Muscoda, Wis., 19; Fort Dodge, Ia., 11; Janesville, Ia., 12-13; Worthington, Ia., 13; Waterloo, Ia., 15; Fennimore, Wis., 16; Guttenberg, Ia., 17; La Crosse, Wis., 18; New Vienna, Ia., 19; Prairieburg, Ia., 20; Fort Dodge, Ia., 22; Mount Horeb, Wis., 23; Decorah, Ia., 28; Marion, Ia., 28; Madison, Wis., 29, and Fennimore, Wis., 30.

Don and Lea Gibbs, who recently took option on all available Sunday and holiday dates at Tomsik United Artists Records stated that Park, located just outside the city UA has no plans for a price reduclimits of Akron, usher in the sea- tion on stereo product. son Decoration Day with a jamboree layout highlighting Teddy holds the view that nobody argues and Doyle Wilburn, the Singing with the fact that stereo disk pro-Troubadours and Chet Good and duction costs are not much higher Lea Gibbs. Good's new release, than those of monaural disks. But, doing well in the Akron sector. . . . | dollars provided by stereo disks to Songwriter Johnny Finch, of Ol- help cover the ever-increasing costs ney, Ill., who in the past year has of pressing, packaging, artist guarcollaborated with Pee Wee King antees and royalties and general on several slick tunes, traveled to overhead. Louisville recently for the Kentucky Derby and to take in the Derby Festival Music Show pre- tled for a \$50,000 guarantee five sented the night before at the Fair- years ago, wants \$100,000 today, ground Coliseum there under the it was said. Beyond this, the big sponsorship of the Philip Morris firm feels that it serves broad tastes cigaret people. Headlining the by bringing out all types of prodnight's proceedings was TV's Do- uct, some with a very limited aubie Gillis (Dwayne Hickman), with dience. The higher cost of proother features including Marty ducing such product, due to lower Robbins, Jimmy Dean, Pee Wee unit sales, can partly be written King and Redd Stewart and the off with the stereo price differen-Golden West Cowboys, Carl Per- tial. In other words, the hit prodkins, Marijohn Wilkin, Marilyn uct helps pay for the marginal Rockafellow, Lonzo and Oscar, product. Johnny Burnette, Ferlin Husky, the Dakota Cloggers, the Derby Towners, and a number of Louisville's top deejays.

Billy Deaton, who doubles between recording for TNT Records and spinning the country wax on KMAC, San Antonio, typewrites that the "Grand Ole Opry" unit featuring Jim Reeves, Red Foley, Kitty Wells, Johnny and Jack, James O'Gwynn, Jimmy Dickens, Claude Gray and Bill Phillips played to capacity business at the Auditorium there May 7. . . . Wild man Roger Miller was a recent San Antonio visitor to promote his new disk, "When the Worlds Collide," which is reported catching on well in the Southwest. During his San Antone stay, Roger bought a scooter and made the rounds of the local radio stations in his usual ribbing style. . . . Charlie Walker has a new release out on Columbia, "Way to Free Myself" b.w. "Right Back at Your Door." Deejay samples may be had by writing to Curtis Artists Productions, Goodlettsville, Tenn.

ufacturer opinions was voiced by going up, not down, it's foolish to

At Kapp Records, sales chief Phil Skaff noted, "We're not interested in setting trends and we will wait to see what happens. But manufacturers have certain cost good product, people will buy it. And with 60 to 70 per cent of the business today being of a discount ter than 25 per cent of the business anyway?

"Ive been in the distributing business until recently and I can tell you of one label we carried where the price of monaural and stereo LP's was the same and we couldn't give either kind away. Price was not a factor."

### MGM Waits Out

Meanwhile, at MGM Records, a wait - and - see attitude prevailed. There was the feeling here that there was no reason to believe that a drop in the price of stereo would produce enough additional business to justify the step.

One prominent indie diskery here feels that to lower the price of stereo product would remove much of the "room to move around in" a record company requires to make special offers and incentives from time to time. Some firms have been highly successful with specials to dealers, but feels that would lose this opportunity with a lower base price.

Larry Newton, sales chief for ABC - Paramount Records, stated his firm is not in favor of such a price-break move. A spokesman fo

A prominent major company 'Blindfold Love," is reported to be it is held, firms need the extra

Artist Tab Up

An artist who would have set-

Another factor raised was that even though some firms are now offering monaural and stereo disks for the same \$4.98 price, this in effect amounts to an increase of the monaural price rather than a decrease in the stereo tag.

Other New York-based major firms have declined comment on the matter at this time.

-In the Midwest, a top indie firm takes the position that it's doubtful that a price slash of any kind would necessarily broaden the industry base. The argument is advanced that a company is better off to sell a given amount of merchandise at existing price levels rather than to cut prices and not sell enough more to make up the difference.

Prestige Move

Meanwhile, Prestige Records reduced the price of its stereo from \$5.98 to \$4.98, the same as its monaural tag. Ron Eyre, sales chief of the label, said the firm had mulled the idea for several months prior to making its decision last week as the result of an editorial appearing in last week's BMI taking a favorable view of the price cut idea. Last week, Vee Jay Records in Chicago took the

same step.

Everest Records, which has for some time had the same prices for stereo and monaural (3.98 for pop and \$4.98 for classical) has announced that it will advance stereo prices by \$1. A spokesman said the move was taken because "dealers were selling our stereo for \$1 more anyway, so why shouldn't we get the benefit instead of just the dealers?"



If you like the sweet smell of success -you read your businesspaper carefully and regularly. You know there's no other place you can get so much of what you need to be outstanding in your job, or in your field, as the information you find concentrated in the advertising and editorial pages of your businesspaper.



PHOTO ON LOCATION BY ENRENDERS

Where there's business action, there's a businesspaper

. . . where there's record/phono business, there's

> One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS

# Ops Protest 'Battle Of Record Speeds'

Continued from page 1

bia-Epic, Decca, Dot MGM and RCA Victor the only labels with booths.

Record Panel

Fielding questions from the operators was the record panel of buyers of the 45 single. Joe Lyons, Columbia; Sid Goldberg, Decca; Sal Peruggi, RCA-Victor, and George Urey, Dot.

Lyons said his company will continue with its policy of issuing no one disagreed. no 45 stereo releases, confining all stereo single releases to the 33's. Lyons predicted that the industry will eventually be one speed-and that 33 will be that speed.

Answering charges that operators have invested heavily in 33 phonos only to discover that adequate programming in 33's is difficult, Lyons said, "We'll make as many as you need."

He explained that the 33 single was pioneered primarily for the adult single market. Lyons added that currently, teen-agers and juke box operators are virtually the only

When Goldberg suggested that "stereo or monaural, 45 or 33, who can tell the difference when listening to a juke box at a bar?"

Glen Johnson, vice-president of the United Music Corporation, juke box manufacturer, said that while his firm makes both stereo and monaural capable of playing both speeds (with a conversion kit), makes any difference when it comes to operator collections.

(Continued on page 60)



KICKING OFF MUSIC OPERATORS OF AMERICA forum discussions at last week's Miami Beach, Fla., convention was a panel covering vending, rides and games, location sales, copyright legislation and tax. Participating were Frank Fabiano, Buchanan, Mich.; Clinton Pierce, Broadhead, Wis.; Lewis Ptacek, Manhattan, Kan.; George Miller, MOA president; E. R. Ratajack, MOA managing neither the new 33 speed nor stereo director and co-ordinator; Nick Allen, legal counsel, and Leo Kaner, tax counsel.

# Operators Warned of Stepped-Up War With Music Licensing Agencies This Year

tors were warned that the age-old tion was only incidental. copyright fight was far from dead and that the juke box industry could expect a stepped-up legislative battle from the licensing agencies this year.

ica convention at a special forum there to compromise? on copyright presided over by George Miller, president; Clinton Pierce, board chairman; Ed Ratajack, managing director and coordinator, and Nicholas Allen, le-

Miller noted that a new licensing bill, a type which MOA has fought for 12 years, had again been introduced in the House and was now being studied by a subcommittee. (The bill is H.R. 70, and was introduced by Congressman Emanuel Seller January 3, 1961.)

**Based on Theory** 

Miller noted that MOA's fight was based on the theory that a juke box play was not a public performance and hence not subject to licensing under provisions of the U. S. copyright law.

Miller further explained the theory behind MOA's argument, point-The "Big Challenge" pro- ing out that a juke box play was basically for the enjoyment and benefit of the man putting the coin (Continued on page 60) in the machine and the listening to

MIAMI BEACH, Fla.—Opera- the tune by other persons in a loca- was a case where the juke box oper-

by proponents of the Celler bill to compromise the MOA position.

Clearly Exempt

The warning was issued at last copyright law, juke box operators week's Music Operators of Amer- were clearly exempt, so what was

E. R. Ratajack said that the fight

ators plainly had the law on their Miller noted that he'd been asked side. He pointed out that any licensing provisions would, by minimum estimates, take some \$5 million out of the industry and that he Miller explained that under the questioned whether the "business could take it."

Miller noted that operators were in favor of raising the mechanical (Continued on page 46)

# SEE IT, HEAR IT TODAY

it's NEW-EXCITING REVOLUTIONARY





- You've got to hear it to believe it!
- · Real-as-life stereo that needs no remote speakers.
- Plays 33½ RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard ... no extras to buy.

SEE FULL COLOR AMI INSERT ON PAGE 33 SEE IT, HEAR IT TODAY AT

ROYAL DIST., INC.

222 E. Third St. and 1000 Broadway, Cincinnati, Ohio

# AMI-Rowe Unveils Phono in Big Way

MIAMI BEACH, Fla.-Rowe- a quarter of the exhibit floor at AMI Sales Company unveiled its last week's Music Operators of new Continental 2 phonograph in a America convention here. giant exhibit that easily took up Rowe-AMI also introduced its



"Big Challenge" campaign-a plan whereby operators can earn premiums ranging from small appliances to full-sized cabin cruisers and luxury vacation trips, with their purchase of AMI phongraphs.

The Continental 2 was part of the general Rowe-AMI exhibit gal counsel. that included the firm's full line of Rowe vending machines, AMI background music units, ABT currency changers and some of the sample prizes.

Features

Chief features of the new Continental 2 are its "Stereo Round" speaking system, consisting of twin speakers within the phonograph giving stereo without accessory speakers; restyled cabinet with more chrome and changed color motif from last year's model; and various engineering improvements within the machine, including 33 and 45 speed inter-mix play.

gram awards operators "Big Challenge Certificates" of 4,000 prize

# Good Service Top Answer to Location Sales Problem, Operators Agree at MOA Session

MIAMI BEACH, Fla. — The old location-sales problem was because locations: (1) Knew noth- tor had nine men on the street sellkicked around during a forum ing about records or programming; ing to locations, Fabiano said, and meeting at last week's Music Oper- (2) would keep a machine as long that operators couldn't fight this ators of America show here, but the as eight years; (3) couldn't give type of pressure. only and best solution still seems proper maintenance. to be-give top service, programming and maintenance.

Operators agreed that location sales are a headache and generally bad for the industry, but because of anti-trust legislation and stiff competition from various distributors, the only way to combat the problem is through good service.

Frank Fabiano, Buchanan, Mich., opened the discussion noting that in Detroit there are some 1,500 pieces of location-owned equipment. He attributed this to distributors who were selling locations because they felt they weren't getting first place. Wasn't the operator to ice and salesmanship was the best their proper share of business.

Fabiano said a good operator rotates a machine about every two years or less.

Fabiano said the end result was involved. that the machine in the location would run down, customers would lose interest, play would be off, and the entire coin machine industry would suffer. He said the public, in addition, would get a poor impression of the coin machine industry.

Op to Blame?

Ed Holstein, Chicago, asked why machines. locations bought equipment in the blame? Fabiano said not always. In and only answer.

Fabiano said the difficulty arose | Detroit, for example, one distribu-

Willie Blatt, Miami, asked: "All distributors?"

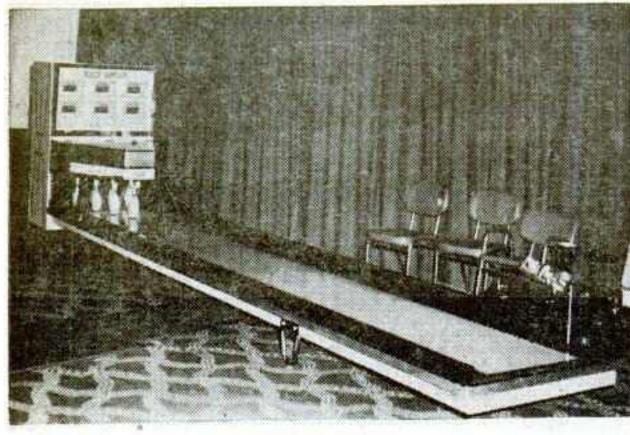
Fabiano said "No, only three," though he didn't name who was

Not Distribs

Paul Brown, Chicago, noted that in the Windy City unethical operators rather than distributors sold machines to locations.

Al Denver, New York, cautioned those present that under anti-trust laws, locations had the right to buy

The group agreed that top serv-



BALLY BOWLER

# Bally Displays See Yourself as **New Alley Unit Television Star**

MIAMI BEACH, Fla.—The Bally Manufacturing Company bowed its new bowler at the MOA show here. The 16-foot unit can be expanded in five-foot sections and is set up for official bowling.

Action of the pins simulates the action of regular bowling pins when hit. The modernistic scoreboard is encased in a chrome frame.

Feature of the game is the relative lack of noise as the ball travels down the alley and hits the pin.

Other units in the Bally exhibit included the firm's kiddie ride line and the Marksman gun game (BMW, May 15).

MIAMI BEACH, Fla.—The Radio Engineering Company displayed its coin-operated TV camera machine at the MOA show.

When a quarter is dropped in the coin chute, the TV camera flashes the person's picture on a television screen for 15 seconds. Advertisements appear on the screen when the unit is not in play, offering the perator an opportunity to pick up advertising revenue.

Two cameras are housed in an all-steel cabinet. The monitor screen is 17 inches. The advertising display mechanism is automatic, as is the TV camera switch and timer.

The unit sells for \$2,500. A similar unit, without advertising facilities, sells for \$1,500, with quantity discounts.

# MOA Panel Urges Ops Eye Vending as Opportunity Field

ited discussion on vending with product to insure freshness. considerable floor-questioning of the panelists kicked off last week's Music Operators of America forum meetings at the Deauville Hotel

General consensus was that the coin machine business was changing He said too many operators wanted and that operators would do well to examine the various opportunities available in the vending field.

Operators were, however, cautioned that vending is an entirely different field than music and games, and that although rewarding, there are numerous pitfalls to avoid. Chief of these is the realization that in vending, merchandise is involved, and operators have to watch such things as inventory and turnover-and in general operate on a narrower margin than in music and games.

### Panel Members

were Louis Casola, Rockford, Ill.; Corporation; K. A. Cormney, Rich-W. Va.; James Tolisano, St. Petersburg, Fla., and Max Hurvich, Birmingham.

Bob Breither traced the history of the coffee vending machine from instant, through pre-brew, concentrate, fresh brew (batch) and fresh brew (single cup), pointing out there was still a use for each type depending upon the type of location involved.

Jim Tolisano, a veteran of 14 years in the coin machine business, said he started vending coffee recently and has now expanded to full-line equipment. Among points to watch in vending, said Tolisano, are (1) good, fast servicing set-up; (2) use of name brand products;

MIAMI BEACH, Fla.-A spir- (3) cleanliness and (4) rotation of giving background music with a

### Need to Diversify

Max Hurvich, who is about to celebrate his 30th year in the coin machine business, said he couldn't exist today on music alone but needed games, rides and vending. only the top-earning equipment, but Hurvich said he's found that unless you diversify, you stand a chance of losing your location to another operator who can offer everything.

In answer to a question on candy machine commissions by Roy George, Bainesville, Ohio, John cent. Snodgrass agreed with Toli-Wallace said he generally gave 10 per cent, except to schools where he gave 15 per cent. Wallace said | had slowly been trying to fight this. he serviced about once a week, oftener in high traffic spots, and could ords, Chicago, asked if operators make money if he grossed \$8 per should keep separate books for week from a machine.

Participating in the discussion how it was possible to expand a ly yes, to achieve individual prodkiddie ride operation when in his uct control. Robert H. Breither, Bally Vending area most of the big chains were serviced by large, national operatmond, Ky.; John Wallace, Oak Hill, ing companies. Lou Casola said the only solution was to keep contacting the chains, personally, stressing the advantage of having a local operator who can give better on all rides. service.

### Commissions

Ted Nichols, Fremont, Neb., kicked off a hot exchange with a question on what commissions should be paid to a good location for drink machines.

Jim Tolisano suggested 10 per cent for cold drinks, 10-15 for coffee. He said on some big-traffic locations, though, his cold drink commissions could hit 25 per cent.

Cormney said he generally took \$10 off the top, gave 10 per cent for gross above \$15, and as high as 20-25 per cent for locations with gross as high as \$50-\$60.

### Not Over 10 Per Cent

Casola took issue with anything over 10 per cent. He said operators they are providing a service or employees. He said it was imand appealed to operators not to year's MOA convention. ruin the vending business as some had done to music and games with sion'by answering that he "assumed 50-50 splits.

ing operators should offer a loca- pected to "continue to receive the tion other attractions instead of support of all manufacturers," in higher commissions. He suggested MOA's copyright fight.

vending installation to make it more appealing.

Breither said a sliding scale may be okay for hot locations but if an operator gives 25 per cent in cof-

### **Bottler Competition**

fee, he's in trouble.

Wallace said 10 per cent is adequate, even for the hottest of locations.

Tolisano interjected that he had suggested 25 per cent for cold drinks only and that he was facing pre-mix bottler competition with commissions approaching 40 per sano that bottlers gave as high as 40 per cent and that he (Snodgrass)

Norman Dolph, Columbia Rec- . each type product in a vending op-Tom Greco, Glasco, N. Y., asked eration. Snodgrass said emphatical-

In answer to a question on kiddie ride insurance, the panel pointed out that there were several firms offering the service. Casola said he paid \$18 per year per horse; Hurvich said he had a group policy

### **Operators Warned**

Continued from page 45

royalties on phonograph records from their present level of 2 cents per side, but that MOA would vigorously fight all performance fees.

Open Door Counsel Allen pointed out that the danger of compromise was that this would open the door to higher and higher performance fees.

Allen said the licensing agencies might well start with a low initial fee but that the ultimate cost to the juke box industry would be high.

A potentially hot question arose when a Detroit operator rose to must sell locations on the idea that ask why "all manufacturers weren't supporting MOA in its copyright needed by locations for customers fight?" The reference was obviously to the fact that of the five phonopossible for a vending operator to graph manufacturers, only two grow giving more than 10 per cent AMI and United-exhibited at this

Miller broke off further discus-3-50 splits. he was receiving support of all manufacturers," and that he ex-

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- Plays 33½ RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard ... no extras to buy.

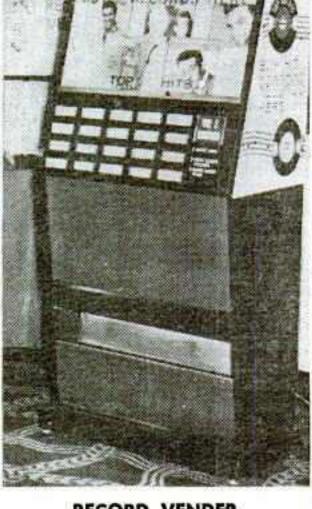
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when answering ads . Say You Saw It in Billboard Music Week



RECORD VENDER

# Disk Vender Bows At MOA Conclave; Holds 45's, 33's

MIAMI BEACH, Fla. - The United States Automatic Merchandising Company bowed at 20-selection record vender at the MOA show. The unit has a capacity of 300 45 r.p.m. records and may be converted to vend seven-inch 33's. Records may be vended at any price from 5 cents to \$1.25 by the setting of a dial.

Dimensions are 30 inches wide, 15 inches deep and 58 inches high. The display window is illuminated with flashing lights. Standard title strips may be used for selection buttons.

Standard color combination is black, green and white, with hammertone finish. Price is \$499.50.

## JAZZ JUKE BOX TUNES NO LONGER RED TABOO

EAST BERLIN-East German juke boxes are giving toptune treatment to hot jazz, which hitherto was proscribed as the music of "decadent capitalism." But the Reds, without the slightest semblance of a red face, have reversed themselves: jazz is not the music of decadent colonialists-but of noble African natives.

A brochure which is distribuited in the Budapest, a top East Berlin restaurant, explains the Communist hot jazz upsurge: "Jazz originated with the American Negro, whose ancestors

were Africans and not American imperialists. "Essentially, jazz was conceived in protest against the oppression of Negro slaves by their white masters in the American South. Let us honor the music of our African friends." A sign over a juke box at the Warsaw, another East Berlin eatery, expatiates on jazz, "Jazz is not a synonym for imperialism and the saxophone is not the birthchild of colonialism. Jazz goes back in its roots not to the bank safe, but to the povertystricken Negro quarters. The Negro's musical talent is remarkable." Some East German juke boxes offer as many as 30 jazz selections in a 40-selection box.

And the Communists seem to be bestowing a tenuous benediction on the capitalistic institution of the night club,

although the word itself is shunned like the plague. The newspaper of the Free German Youth credits the juke box with brightening the lives of proletarians as well as capi-talists, and concludes: "Our cafes should be small clubs for people with common interests. Preferably with small tables around the walls and a sunken floor in the center for dancing, with the music to be supplied either by a band or by an automatic music box."



REGISTRATION FOR LAST WEEK'S Music Operators of America Convention at the Deauville Hotel, Miami Beach, Fla., kept MOA's fleet of secretaries busy. Identified in the picture: Behind the counter, Les Montooth, Peoria, III.; in front waiting to sign up, Elmer Cummings, Brookings, S. D.; Harry Abrams, Omaha; Buddy Basch, entertainment co-ordinator; unidentified man handing card to secretary; George Malick, Akron; Harry Snodgrass, Albuquerque, N. M., and in the rear, Nick Biro and Aaron Sternfield, BMW.

# HIGH AT BEACH, 2 TO HOSPITAL

MIAMI BEACH, Fla.-The casualty rate at the recently concluded MOA convention at the Deauville Hotel here was a bit excessive. On the opening day of the show, Sol Lipkin, of American Shuffleboard, fell off a ladder at his company's booth and was last seen walking with a cane. The following afternoon Frank Provenza, Ohio Vending, North Ridgeville, Ohio, collapsed with a heart attack and was taken to Mount Sinai Hospital. He was joined in the evening at Mount Sinai by Tom Greco, Glasco, N. Y., operator, who was stricken by an attack of appendicitis.

# N. Y. High Court lem. Rejects BAC's Injunction Bid

BINGHAMTON, N. Y. - New York Court Judge J. P. Molinari has denied a temporary injunction sought by the Binghamton Amusement Company against Bob Buckley and Tony DiRado (BMW, March 27).

The local operation has sued Buckley and DiRado, former employees of the company, charging them with interfering with loca-tions owned by Binghamton Amusement, Also named in the suit was the Davis Distributing Company, Syracuse Seeburg distribu-

The ruling was that Buckley and DiRado may solicit any locations not under contract to ABC. They are restrained from interfering with locations under contract.

Briefly, Buckley and DiRado claim that Mrs. Robert Charles, widow of the late Bob Charles, had been in the process of selling the route to them, and, when the negotiations were in the final stages, sold out to another party.

Mrs. Charles claims that Davis conspired with DiRado and Buckley to interfere with her locations.

# CASUALTY RATE Ops Diagnose Loan Pains; Tell How to Live With 'Em

tion loans are an evil which the such loans only if the location is juke box operator must learn to capable of repaying them within 10 live with. But as long as he has to weeks. live with this evil, he ought to be able to do it at a profit."

These words, spoken by an operator at the MOA forum on location loans Monday (15), summed up the attitude of operators toward one of the most troublesome problems in the industry today.

The suggestion that operators simply stop making loans to locations was written off as wishful thinking. Most of the operators agreed that loans might be controlled, but not eliminated.

Tom Greco, Glasco, N. Y., operator and one of the two panelists, told how he handles the prob-

### Greco Solution .

Greco's firm will not make a direct loan to a location owner, but it will help him get a bank loan by acting as a co-signer.

After the loan is put through, part of the weekly collections are put aside to repay the loan. This procedure, explained Greco, helps the location build up his credit standing with the bank.

N. M., operator, and the other pan- refuse loans to any location with a elist, said his firm has a limit of poor credit history.

MIAMI BEACH, Fla.-"Loca- \$250 on small loans, and makes

### Larger Loans

On larger loans, Snodgrass has the location work through the bank, and pay bank interest. Such loans are not made unless the location is capable of repaying in 12 payments.

Snodgrass pointed out that few bars are capable of getting bank credit on their own.

Until the loan is paid, all collections are set aside for repayment. If the collections are insufficient, the location owner must make up the difference.

### Contract Required

Cy Jacobs, Boston operator, says he never makes loans unless the location has a full liquor license, and unless a five-year contract goes with the loan.

Jacobs added that he gets a 10 per cent interest rate on loans, so that these loans are actually a source of added income.

Willie Blatt, Miami operator, said local operators should maintain files on location loans in order to determine which locations are Harry Snodgrass, Albuquerque, deadbeats and that operators should

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THAT OLD BLACK MAGIC  AND  DON'T BE AFRAID (To Fall in Love)	BOBBY RYDELL Cameo 190			
SUMMER KISSES, WINTER TEARS  AND AND AND IT'S NOW OR NEVER	ELVIS PRESLEY  RCA Victor  LPC 128  (33 Compact Double Disk Only)			
(DANCE THE) MESS AROUND  AND  GOOD, GOOD LOVIN'	CHUBBY CHECKER Parkway 822			
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 5753			
SPRING FEVER  AND FLAMINGO	LITTLE WILLIE JOHN King 5503			

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# BULK VENDING

# Bulk Vending Trade Notches Solid Gain Meet at NAMA In 1960, U. S. Census Report Indicates

vending industry registered a healthy gain last year over 1959. according to a report issued last rebuilt or repaired machines. Dolweek (11) by Commerce Department's Census Bureau. Last year, manufacturers' shipment of bulk freight charges and excise taxes. venders totaled 88,055, an increase of 7,731 over the previous year. Value of the machines shipped in 1960 was set at \$1,414,000, compared with \$1,346,000 for 1959. Seven companies reported shipping these venders.

Shipments of all types of vending machines last year totaled \$165 million, an increase of 20 per cent over 1959 shipments of \$127 million. Data collected by Census includes reports from all known manufacturers of machines. Figures represent shipments of new ma-

WASHINGTON — The bulk | chines from the reporting company, | as those for apples, bread, eggs, including products shipped on consignment. No data is included for

> Value of shipments of machines for vending confections and foods increased 26 per cent, from \$19 million in 1959 to \$23.9 million last year. Shipments of all other vending machines totaled \$31.2 million last year, compared with \$32.6 million a year earlier.

> Some 35,437 candy bar venders were shipped by eight companies last year. Value of the machines was \$12,019,000. This compares with 30,639 a year earlier, valued at \$9,415,000. Packaged chewing gum machines, shipped by five companies, totaled 3,747, valued at \$137,000. In 1959, 5,649 machines were shipped, valued at \$202,000.

Cookie, cracker and biscuit machines were shipped by five companies, but a separate breakdown on the number shipped was not given. This category was lumped with statistics from 17 other comice cream and other venders, such \$2,465,000.

packaged dry beverage ingredients and popcorn. Total of all these types of machines shipped was lar values are f.o.b plant after dis- 16,575, valued at \$6,764,000. In counts and allowances, and exclude 1959, 15,842 were shipped and valued at \$4,565,000.

Number of cigarette venders was 85,970, valued at \$26,165,000. This compares with 95,851 in 1959, valued at \$27,643,000. Reports came from 12 companies. Some 785 ice venders were shipped by four companies, and were valued at \$1,751,000. In the earlier year, number was 776, with a dollar the agenda. value of \$1,543,000.

Shipments of postage stamps venders totaled 12,640 last year, with a value of \$576,000. A year earlier, total was 15,908, valued at \$996,-000. Shipments were made by eight sus as "all other vending machines except for beverages, confections and foods." Category includes coin problems. changers and vending machines for aspirin, cigars, combs, cosmetics, pencils, newspapers. Number shipped in this category totaled 148,287, valued at \$2,690,000. In panies who shipped multiple unit, 1959, total was 97,709, valued at

# **NVA** Board to

CHICAGO— National Vendors Association has scheduled an open board of directors meeting simultaneously with the National Automatic Merchandising Association convention to be held here in October.

The NVA session will be held Sunday evening, October 29, at the Congress Hotel. Although only board members have actual voting rights, all NVA members are invited to attend.

Agenda has not been announced. but at least one certain item will be NVA's next annual conclave to be held in Miami in spring. Membership discussion and establishment of local affiliate State associations are also expected to be on

NVA board sessions are generally exceeded only by the association's annual convention in attendance. Usually upward of 100 persons are on hand. In addition to the regular business discussed at companies. Twenty-nine companies the meeting, there are always inshipped machines classified by cen- formal discussions on operating, new equipment, new fill, merchandising and numerous industry

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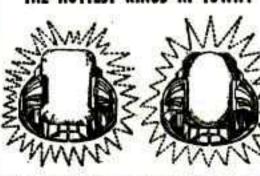
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# NAMA Convention Lures Overseas Delegations for Special Symposium

Automatic Merchandising Association is making a concerted pitch to the overseas trade with its First charged for foreign delegates and International Symposium of Automatic Merchandising—a part of the giant NAMA annual convention to be held here in October.

From 300 to 500 foreign vending executives are expected, according to Thomas B. Donahue, NAMA president.

Donahue explained the purpose of the international meeting as three-fold: To exchange ideas and know-how about vending as a marketing method with vending executives from foreign countries; to create further export markets for American vending machine manufacturers; and to better acquaint businessmen of other countries with the American economic and distribution system.

### Past Years

"Without special invitation, some foreign visitors have come to our national equipment exhibit in past years," he said.

A full day of addresses, discussions and workshops will be devoted to the international conference on October 31, while foreign delegates will be taken on tours of typical vending and manufacturing installations in Chicago on November 1.

"The American vending industry has aroused much interest in foreign countries because of its many innovations and growth in recent years," Donahue said. "By contrast, several European countries are using advanced methods in other areas of automatic selling. Thus, both foreign and American vending executives will benefit from this exchange of ideas."

### Draw 10,000

The regular Chicago convention will draw nearly 10,000 American vending executives. The equipment exhibit, now in its 15th year, will occupy some 100,000 square feet at the new McCormick Place exhibition hall on Chicago's lake front. Vending machine and product manufacturers traditionally in-

CHICAGO — The National | troduce their new equipment at the NAMA Show.

No registration fee will be special arrangements are planned to assist foreign visitors with hotel and other needs, Donahue said.

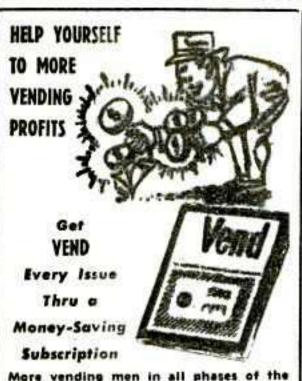
Jack B. Low of Wittenborg, Inc., Brooklyn, N. Y., is chairman of the Symposium planning committee. Other members are: Richard Cole, Cole Products Company, Chicago; Eric Dunn, New York City; William S. Fishman, senior vice-president, Automatic Retailers of America, Inc., Chicago; Robert I. Logan, senior vice-president, Interstate Vending Company, Chicago; J. R. McNutt, Standard Changemakers, Inc., Indianapolis; K. C. Melikian, executive vice-president, Rudd-Melikian, Inc. Hatboro, Pa.; Norval B. Rader, president, Canteen International, Inc., Chicago; M. B. Rapp, executive vice-president, Continental Vending Company, Inc., New York City; Howard M. Tripp, executive vice-president, Vendor-lator Manufacturing Company, (subsidiary of the Vendo Company) Fresno, Calif.; Fred Wallin, Universal Match Corporation, St. Louis

Walter W. Reed, National Automatic Merchandising Association, Chicago, is secretary of the planning committee.

Companies interested in the conference should contact Mr. Reed at the NAMA headquarters, 7 South Dearborn Street, Chicago, Ill.

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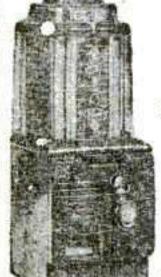
ì	N W Madel 40 14 14	
	N.W. Model 49, 1¢ or 5¢	\$14.50
l	N.W. Deluxe 1c or 5c Comb	12.00
	N.W. 10-Col. Ic Tab Gum Machine	18.00
	N.W. Model =33, 1¢ Porc. Con-	
	verted for 160 ct. B.G	6.50
	Silver King 1c B.G. or Mdse	8.50
	ABT Guns	30.00
	Mills 1c Tab Gum	12.00
	Model =33 Peanut, 1¢	

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Pistachio Nuts, Jumbo Queen, Red 5 Pistachio Nuts, Jumbo Queen, White	.75
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, 500 ct	.47
Hershey-ets	.47
	-
Rain-Blo Gum, 72 ct	.30 .35
210 Ct.	.30
Rain bio ball Gum, 100 cf.	.32
Rain-Blo Rall Gum	
Adams Gum, all flavors, 100 ct \$	.45
WINDLEY'S GUM, BIL Flavore 100 et	.45
Beech-Nut, 100 ct.	.45
Minimum order, 25 Boyes assorts	.30
Complete line of Parts, Supplies, Stan Globes, Brackets, Charms. Everyth	4.

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LOngacre 4:6467

# Ind. Officials Dismiss Idea of Comprehensive Per-Machine Vender Tax, Despite Fee Move

INDIANAPOLIS—Even though | ule of graduating rates applied to | the Indiana State Department of Revenue is determined to assess every vending machine at the graduated fees provided by the State's store license law if they are on unlicensed locations, tax officials here are dismissing the possibility that the move may lead to the enactment of a comprehensive per-machine tax.

Adopted in 1929, the Store License Act provides that a license must be obtained for every place the tax arises from a steep sched- policy.

tax is popularly known as the 'chain store tax."

Where 20 or more stores are operated under common ownership, the fee for each store is \$150.

Holding that a vending machine is also "a store," the Store License Division of the revenue department is currently engaged in a drive to collect the fee wherever the location is without a license.

Predict Block State tax officials said last week where goods are offered for sale— that any proposal for a new tax either at retail or wholesale. While on coin-operated equipment would only a fee of \$3.50 is charged for be blocked by what virtually a single store, the significance of amounts to a fixed Indiana tax

They pointed to the fact that "chain store" operations, and the the Indiana Commission on State Tax and Financing Policy, a body created by the General Assembly and appointed by the Governor, has repeatedly rejected the special taxation of coin machines.

"Nor does the Commission believe that a license for revenue purposes should be applied to vending machines," it advised the Legislature. "Many of them offer only 1-cent merchandise. Their receipts are now part of the gross income tax base."

However, the Commission urged "tighter" administrative processes in the collection of the State's gross income tax from the machines. To achieve that end, it recommended a closer check on the ownership, location and receipts of such equipment. .

At the Commissioner's behest, the Legislature has passed a law which provides that the name and address of the owner must be shown on each machine.

**Great Time Saver** COIN WEIGHING SCALE 1c or 1c & 5c

Combination

Weighs \$10.00 in pennies, \$30.00 in nickels. Springs are precision cali-brated. Heavy metal base. Glasscovered dial protects pointer when

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# Machines Spotted Near Window Draw Patrons

DENVER-If bulk vending machines are located immediately behind the all-glass front in modern drugstores, supermarkets and similar spots, they can sell as much as 25 per cent more per week, in the experience of Lou Malone, of Kap's Vending Company here.

Malone, with nearly a thousand machines on location in the Colorado capital, stumbled on this fact by accident-when he installed a six-head twolevel stand in a drugstore in a busy shopping center.

Since most traffic passing into the shopping center passed within a few feet of the drugstore front, Malone decided to capitalize on a spot just inside the front door and behind the window, where every machine, was completely visible to traf-

Realizing that more than 50 times as many people entered the shopping center as actually came into the drugstore, Malone likewise experimented

\*\*\*\*\*\*

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5c.

Operator.

BULK VENDING.

with using bright colors, both in the vending machines and in the fill.

Large size ball gum, with every emphasis on contrasting color, went into three of the machines, gay yellow capsules in another and equally colorful confections into a third. Spotted in this way, the set-up began getting attention almost from the first.

Shopping mothers entering the shopping center quickly noted the machines and saw in them the ideal solution to keeping youngsters' taste for sweets satisfied in exchange for a few pennies.

Now there is a steady procession of shopping mothers who note the bulk venders, dig in their pocket books for a few pennies and keep their youngsters happy with gum, nuts or confections while they are shopping in the center.

# C. D. Gill Heads New Op Assn.

CHICAGO-C. D. Gill, Memphis, has been elected president of a new bulk vending association formed in Tennessee. The group, known as Tennessee Bulk Vendors Association, was launched at an initial meeting in Memphis May 2.

Leonard Robbins was named vice-president and Joe Burstyne was named secretary - treasurer. Both are from Memphis. Jimmy Wilkie, well-known operator in Memphis was one of the chief organizers.

Assisting the group in its formation were Jane Mason, National Vendors Association, executivesecretary, and Don Mitchell, NVA legal counsel.

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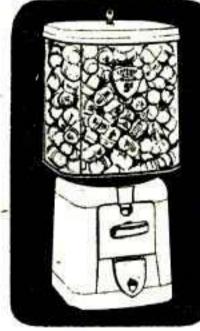
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- All equipment standard ... no extras to buy.

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ROANOKE VENDING EXCHANGE, INC. Exclusive Distributors for Virginia, West Virginia,

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North Carolina and East Tennessee

625 Ohio Avenue Charleston, West Va.

John Anselm, who operates his bulk vending route exclusively on the Illinois side of the St. Louis area, is working at making his twoacre site on the bluff in the Collinsville area into a garden spot. Anselm recently moved into a new home at the site. His hobby is organic gardening, including shrubs, fruit trees of all kind, specimen trees and grafted trees.

Sam Signorino and his wife, Josephine, are the parents of a daughter, Katherine, born April 21. Baby Kathy is the sixth child of the Signorinos. The parents have a son, John, 7, and four other daughters, Paulette, 12; Virginia, 10; Victoria, 3, and Sally Ann, 1.

Gerald Leavitt, known in this area as a softball pitcher, has entered the bulk vending industry on his own. He has been soliciting stops for his brother, Julian Leav-

Jason Koritz, of Marjay Vending Company, left April 28 for a combination business and pleasure trip to the South for a week. While he was gone, his son Mark minded the store. . . Meanwhile, Mrs. Koritz has received a 1961 Chevy Impala for her birthday April 19. The new car was a gift from her husband and son. John Hicks.

### Chicago

Bernard K. Bitterman, Kansas City, Mo., distributor, was in Chicago last week to celebrate the 87th birthday of his mother Sarah. Bernie confided he was also looking for Confederate money. He 000 bills in nickel capsules in Kansas City and is having a hard time legislation.

# Bulk Banter Memphis Ops Meet, Elect State Officers

MEMPHIS-Fifteen bulk vend-| pertaining to the \$1 permanent reging operators have elected officers for a newly organized Tennessee Bulk Vendors Association and laid plans to try to organize operators all over the State.

C. D. Gill, Gill Vending Company, one of the largest independent operators in the area whose large route extends into nearby Mississippi and Arkansas, was elected president.

Vice-president is Leonard Robbins, American Vendors, Inc., and secretary-treasurer is Joe Burstyne. Joe Burstyne Vending Company.

The group met at Bill & Jim's Restaurant, 1835 Madison, in their banquet-meeting room, agreed to meet the first Tuesday night of each month and set monthly dues at \$1 per member.

Jimmie Wilkie, Wilkie Distributing Company, one of the moving forces behind the new organization, said the group expects 30 operators to be present next month-twice the number at the first meeting.

### Slow Process

He said the group realized it would take a long time to organize the State, that it was a slow process, but they were determined to do it. He said they would try to contact all bulk vending operators in Tennessee through the National Vendors Association or Billboard Music Week, or in any manner they could.

He said the dues would be used to build up a fund for future legislative battles to protect the industry E. F. Flippin, Flippin Vending Co. said he is using Confederate \$100,- against unfair, discriminatory, arbitrary and unreasonable taxes and ing Co.; Harold Troxell, Troxell

istration fee on each penny gum machine, he said.

Sticker Problem

The law requires a sticker to be on each globe. Wilkie says during the year an operator loses about half the stickers because children scrape them off or they are lost when a globe is broken.

The present law is all right as to taxes, he said, but when a sticker is lost, there is so much red tape, time and trouble consumed trying to get a duplicate, that no operator bothers with that but goes ahead and buys a new stamp.

Thus, if an operator has 1,000 machines, he is out an extra \$500 a year buying a second stamp for machines, he said. Wilkie said some solution is sought whereby the \$1 registration fee can be paid once and for all and forgotten about.

He said he welcomes letters from other operators in the nation who might have a solution. He can be addressed at 1820 Kendale, Memphis.

Present at the meeting were: J. J. Deering, Deering Vending Co.; Russ Thomas, Vendor Distributing Co.; Robert Roll, Roll Vending Co.; C. D. Gill, Gill Vending Co.; Andrew T. Manning, Manning Vending Co.

Jimmie Wilkie, Wilkie Distributing Co.; Leonard Robbins, American Vendors, Inc.; John Dawson, Dawson Vending Co.; J. R. Herndon, Herndon Vending Co.; Joe Burstyne, Burstyne Vending Co.;

Allen P. Lawing, Lawing Vend-Vending Co.; Fred Thomas, Venkeeping the machines filled with One of the main things they hope dor Distributing Co.; Charles W. money.

During last week's MOA Convention . . .

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# Runyon Sales To Host Giant Party for Ops



BARNEY SUGARMAN

NEW YORK—What is probably the largest party ever held by a single distributer is scheduled for June 3 in the grand ballroom of the Astor Hotel here.

Host will be Barney Sugarman of Runyon Sales, local AMI outlet, and some 600 persons are expected to attend.

The festivities will get under way with a cocktail hour and dinner, after which Runyon will announce plans for its operator contest. Sugarman said that from 80 to 100 operators and their wives will be taken to Florida at Runyon's expense as a result of the contest. Complete details will be announced at the dinner.

To be displayed at the affair will be a complete line of Rowe-AMI music and vending equipment. Door prizes will also be awarded.

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# EUROPEAN NEWS BRIEFS

### Europe Trade Reps May Meet

BRUSSELS—The European juke box industry is weighing plans to convene a general meeting of representatives of the various national branches here in August. Almost the same agenda is proposed for the coin machine conclave as was used for an earlier film and TV meeting: leveling of customs duties in such a way as to remove inequities, unreasonable taxation, royalty fee payments, uniform production standards, uniform distribution and operator procedures. There is strong sentiment for combined action to standardize taxation on the industry within the six Common Market countries-West Germany, France, Italy and Benelux. . . . Moreover, there is need for standardization of procedures. An example is the German practise of issuing a title with each new juke box. Effort is now being made to get agreement on a standard title form for the six countries. . . . Finally, the formation in Italy of a Common Market diskery, a private firm catering to the entire Common Market as a single unit, has generated speculation that this may set the pattern for the emergence of huge operating combines serving the Common Market as a unit.

### Dist. Court Upholds Op Contract

HAMBURG—The Hamburg district court has ruled that a site owner must assume responsibility for a contract with a juke box operator when selling the site to a third party before expiration of the operator agreement. The case in point involved a five-year agreement between an operator and a Hamburg tavern proprietor, the agreement stipulating that the owner, in event of sale of the premises, took responsibility for the honoring of the juke box contract by the new owner. The agreement in dispute was signed November 1, 1960, and the site owner soon afterward sold out, but failed to mention the juke box contract to the buyer. The court awarded the operator \$225 damages.

### Wurlitzer Begins Lyric Promo

HANOVER-Wurlitzer is beginning promotion of its new Lyric juke box, which is being produced in West Germany specifically for the European market. In effect, the Lyric is being offered as the "compact" version of American-produced Wurlitzers. It is designed to offer European operators Wurlitzer quality and technical excellence at a price competitive with European equipment. The new box is an entirely European venture. It is being manufactured at the newly founded Deutsche Wurlitzer GmbH's plant at Huellhorst, near Hanover. Distribution is being handled by Wurlitzer Overseas AG, of ug, Switzerland. Lyric is a 100-selection box produced in stereophonic and monaural models. It has Wurlitzer mechanical features, including Wurlitzer's "carrousel" record-changing mechanism. The box is unique in that it is the first model to be designed by a major U. S. juke box producer specifically for the European market and produced entirely abroad. Wurlitzer's standard American models will continue to be sold in West Germany by Erich Schneider, the Wurlitzer general importer. Schneider obtains his Wurlitzers direct from the U. S., and the Huellhorst operation in effect is independent of the sale in Germany of American model Wurlitzers. A new plant has been constructed at Huellhorst to manufacture the Lyric, with production in charge of Dr. Wilhelm Voelkel, a veteran German juke box production expert. Wurlitzer Overseas AG is headed by Hans Scheidegger, former Wurlitzer European sales manager.

## Nova Making New Console Box

HAMBURG-A. W. Adickes' Nova-Apparate-Gesellschaft is producing a new console music box for exclusive locations closed to the conventional juke box. Nova's console is designed to harmonize with a ritzy setting in quiet good taste. The box is equipped with a 100-selection Rock-Ola wall box mechanism, but Adickes produces the remainder of the console in his Hamburg plant. The selection mechanism is built into the top of the box, which, when closed, resembles furniture. Connections for supplemental loudspeakers and remote selection are included. The console comes in stereo. Adickes is also producing a new miniaturized stereo hide-away which is less than half the size of the conventional hide-away. The pint-size hide-away is also equipped with the Rock-Ola 100-selection wall box mechanism.

### French Exhibits at Paris Fair

PARIS—The French coin machine industry is represented in force at the 1961 Paris Fair which is being held from May 18 to 29 at the exposition park of the Porte de Versailles. French coin machine exhibitors include Marchant, Socodimex, Sodima, Automatic Distribution, Automatic International, Electro-Kicker, Rene Pierre, Bussoz, S.A.I.E.M., Georges Clerge Le Soccer, and Jean Paricat. Canteen Automatenbau, GmbH, of Neu Isenburg, heads the list of foreign coin machine exhibitors.

The Paris Fair is rated by the European coin machine industry as a prestige showing. Last year the fair was attended by nearly four million persons.

## Loeffler Re-Elected Assoc. Head

DUESSELDORF-Hasso Loeffler has been unanimously re-elected president of the Deutscher Automaten-Verband, the North-Rhine Westphalia State association of coin machine operators. Loeffler, whose father was a German coin machine pioneer, has been a leading figure in the postwar German industry, the principal operator in the Cologne area. Elected with Loeffler were Willi Wesberg, vice-president, and Willi Duecks, treasurer.

v.americanradiohistory.com

# **B-G Music & Full-Line Vending** Effective Pkg., Tolisano Says

in on a package deal, is effective in lining up new locations, according to Jim Tolisano, St. Petersburg, Fla., operator.

Speaking at the background locations. forum at the MOA convention here, Charles Brown, Daytona Beach, Fla., operator, added that an operator must have a good library to enter background music.

He said that few operators are capable of selecting a library, and advised using professional services.

### Mixed Tempos

Tempos must be mixed accurately, and a random use of commercial LP's will never do, he explained.

Depend on the location to do nothing, Brown said. The system should be fully automatic, for as soon as the location owner changes a tape, he begins to fiddle with tone and volume controls and is apt to foul up the system.

Brown advised operator sto make their first contact with the architect when attempting to have a background system installed in a new building, and then sell the builder.

### License Fees

ASCAP and BMI both prefer to deal with the operator who has several locations, then deal with the locations individually, Brown

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MIAMI BEACH, Fla.—Oper- said. The license fee generally runs ators entering full-line vending will \$5 a month for both, with this find that background music, thrown | bite coming out of the \$35 to \$50 a month paid by the location.

> Licensing agencies prefer to have one point for collections as opposed to dealing with various

Generally, places which have a transient patronage have continuous music, while industrial locations have an on-and-off system.

### THE BEST FOR LESS

**PHONOGRAPHS** 

Wurlitzer 2100 ... \$345.00 AMI E-120 ..... 85.00

WALLBOXES

Rock-Ola-120 Chrome W.B. . . . . . . . . . . . \$27.50

Seeburg 200-Selection W.B. ..... 62.50

ARCADES

C.C. Rocket Shuffle . . . \$65.00 Bally Strike Bowler . . . 65.00 Bally Magic Shuffle... 65.00

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# House Group in Hearings On Gaming Shipment Bills

foreign commerce and to launch a grown local authorities." campaign against organized crime The following day, Rep. William and racketeering.

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All LP's—Regular Distributor. Wholesale-Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.

The Musical Sales Bldg. Baltimore 1, Maryland

Say You Saw It in Billboard Music Week floor action.

WASHINGTON-House Judici- was Attorney General Robert Kenary Subcommittee last week (18) nedy, who asked the group to apbegan six-day hearings on the nu- prove the legislation so Justice Demerous bills that have been intro- partment can go after the rackduced to outlaw the shipment of eteers who "have become so rich gaming devices in interstate or and so powerful that they have out-

C. Cramer (R., Fla.) appeared be-Principal witness Wednesday fore the Subcommittee and said the program advocated by the Attorney General was not strong enough to do the job. He wanted approval of his Omnibus Bill that would, among other things, amend the Johnson Act to outlaw the shipment of many gaming devices in interstate and foreign commerce and tighten up the registration requirements of the Johnson Act.

In addition, the Cramer Bill would make it possible for agents of the FBI to look at records kept by those engaged in "manufacturing, repairing, reconditioning, dealing in, or operating any gambling device. . . . " Still further, it would establish an office of syndicated crime in the Justice Department and legalize wire-tapping. (Billboard Music Week, May 15.)

Spokesmen for Treasury Department and Federal Communications Commission then testified and expressed approval of the Attorney General's proposals.

Hearings were still in progress at BMW's deadline, and are expected to run this Wednesday, Thursday and Friday (24, 25, 26). equipment. After all testimony has been heard, the Subcommittee will report its plorer, Helicopter, Chuck Wagon, conclusions to the full Judiciary Wells Fargo Stagecoach. Cow fashion show and drawing for committee. That group will then Pony and Fire Engine. All are re- prizes. study all facets of the proposed cent releases. legislation, and decide whether or not to send it to the House for



HOWARD ELLIS (standing) moderates an afternoon panel discussion at last week's MOA show covering "painted money," relays and steppers, and sound systems. Pictured are Les Montooth; Ellis; Al Mason, AMI, and Glen Johnson, United.

# Copter, Space Rides Top New Lines at MOA

MIAMI BEACH, Fla.—Emphasis on kiddie rides in the MOA exhibit line-up here this year was the heaviest in some time. Four firms, All-Tech Industries, Bally, Jack Dolan Company and Kiddielane, showed a wide variety of

All-Tech showed its Satellite Ex-

Kiddielane came out with two relatively recent pieces of equipment, the Moon Rocket and Whirlybird rides. Other Kiddielane equipment at the exhibit included the Chuck Wagon, Stagecoach, Surrey and Model T.

Jack Dolan showed a new Copter kiddie ride, an all-steel unit which sells for \$695.

Bally displayed its old favorite, the Champion, along with the Model T and Twin Ponies.

### **New Fast-Draw Game** Scores Reflexes, Aim Of Drugstore Cowboys

MIAMI BEACH, Fla. - Fast Draw, manufactured by American Jonco, was shown at the MOA convention here. The two-player game features two Western revolvers in holsters. The idea is to outdraw your opponent and get an aimed shot off before he does. An electric scoreboard judges the player's ability. The three classifications are Fastest Gun, Draw and Boot Hill.

The machine may be adjusted for from one to 10 shots a minute and can give up to six minutes of play automatically for two nickels.

### CMC RECRUITS NEW MEMBERS

MIAMI BEACH, Fla.-The Coin Machine Council was actively and fairly successfully recruiting members at its booth at the MOA show. Ben Rogers, of the Public Relations Board, manned the booth, which featured colored tape displays of members who signed up for CMC during the convention and montages of newspaper stories which resulted from CMC activity. Also featured was the UPI teletype story—as it came off the wires-about the coin machine industry.

### 600 Ops, Guests Attend Luncheon, See Floorshow & Fashion Parade

of 600 operators and guests packed singer. the swank Casanova Room of the Deauville Hotel to attend a special MOA-sponsored luncheon Tuesday (16)—one of the social highlights of last week's convention here.

The guests dined on iced-cantaloupe, chicken-Francais, and icecream delights, while a full orchestra played throughout the

Following this was a floor show,

### Chairman

MOA's president, George Miller, welcomed the guests and introduced the chairman of the luncheon committee, Mrs. Willie Blatt, along with her committee of some eight ladies.

show which included the Arch's, giving a happy holiday atmosa versatile dance team; Howard phere.

MIAMI BEACH, Fla.—Upward | Brooks, magician, and Les Stevens,

### Winners

In the drawings, a pair of beautiful sweaters, modeled by Mrs. Lou Casola, were won by Mrs. Edith Hullinger, Delphos, O., and Mrs. Angelo Angeleri, Chicago.

Winners of eight beautiful basket-pocket-books were Mrs. Rose Kaner, Chicago; Mrs. Ruth Worthman, Mrs. Evelyn Nichols, Fremont, Neb.; Esther Harris, Chicago; Mrs. W. Bierman, Miami; Mrs. Barbara Wena, Miami; Mrs. Molly Sugarman, Maplewood, N. J., and Mrs. Ruth De Haven, Martinsburg, W. Va.

Ladies were also given attractive plastic clutch-purses upon entering.

The room was gaily decorated with bunting and flowers. The Bob Shaffer emseed the floor- tables were decked with displays

# Four Pool Table Manufacturers **Present New Lines at Conclave**

pool table manufacturers displayed and \$195 for croquet. their wares at the MOA show.

four-by-eight-foot straight pool field. table with a fully recessed, pullis also available.

Fischer also showed its new bumper pool game, Holiday, a lower priced version of the standard bumper pool.

### Kaye Line

The Irving Kaye Company showed it new El Darado Mark IV and its Satellite bumper pool. The Mark IV has a recessed coin chute, a full viewer which permits the balls to be seen from any angle, and a removable drawer which houses the entire mechanism.

National Park & Recreation Supply Company showed its new Table Croquet, a four-by-eight-foot variation of croquet. The player receives a bonus stroke when hitting an opponent's ball, and a onestroke bonus is given for each wicket passed through, as in regular croquet. First player to sink the ball in the cup after going through all the wickets is declared the winner.

cept that cues are used to propel about the size of a shoe-box. the balls. Score is kept as in regular golf, with 18 strokes par for line of monaural and stereo carthe course. Specifications for Table tridge tape players previously in-Golf and Table Croquet are the troduced.

MIAMI BEACH, Fla.—Four same, and price is \$215 for golf

The company had been making Fischer Sales & Manufacturing these games as non-coin units, and bowed its new Crown Imperial, a this is its first entry into the coin

Valley Sales Company showed out drawer mechanism. A smaller its line of pool tables, featuring model, three and a half by 7 feet De Luxe Models 7500, 8500 and

# Cartridge Tape **Players Shown**

MIAMI BEACH, Fla.—Several new compact cartridge tape players for background music were shown by Cine Sonic Sound and Edolite Products, headed by Isadore Edelman, at the Music Operators of America convention here last week.

Solo-Matic is the name of a table-sized portable player, with self-contained speakers that gives continuous play. Unit is inexpensively priced at less than \$100.

Edelman also bowed his new Ad-Pac unit, a small cartridge player especially suitable for playing music intermixed with commercial messages. The unit is sturdy, housed in metal, and can The firm also displayed table be hooked up with auxiliary golf, played like regular golf, ex- speakers. The entire assembly is

Also shown were Edelman's full

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- · You've got to hear it to believe it!
- · Real-as-life stereo that needs no remote speakers.
- Plays 3314 RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard ... no extras to buy.

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BANNER SPECIALTY CO. 1508 Fifth Avenue 19, Pa. GRant 1-1373

# Par-Put Games PRIZES AWARDED **Debut at Show**

MIAMI BEACH — Automatic Sensing Devices displayed its Par-Put, a coin-operated golf game, at the MOA show here this week. Two units, the Country Club and the Bar Put Put were shown.

The former, a nine-hole putting green occupying less space than a long bowler, allows players to play three holes for 25 cents and nine holes for 50 cents.

The latter is scaled at 10 cents and 25 cents respectively. The playing surface is felt. Operation is mechanical.

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### BARGAINS FOR THE WEEK Buil's-Eye Drop Ball ......\$150.00 Genco Skill Ball (as is)..... 50.00 Wms. Roll-A-Ball (as is)..... 50.00 C. C. Rocket (2 Player) (As Is). 60.00 C. C. Skill Ball DeLuxe..... C. C. Rocket (1 Player) As Is. . 50.00 United -Team Mate (16 Ft. Bowler) ...... 650.00 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 United Team Shuffle Alley.... 85.00 Bally ABC Super Delux Shuffle Alley ...... 250.00 Bally ABC Shuffle Alley ..... 125.00 2 Bally Strike 14-16 (As is) . 150.00 United Deluxe Baseball (Used). 300.00 United Yankee Baseball..... 295.00 The United Bowlers mentioned above reconditioned like new. Have been used very little. All Equipment Subject Prior Sale.

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# AT MOA CONFAB

MIAMI BEACH, Fla.-Mrs. Bob Badgley, Chillicothe, Ohio, won a pool table donated by Fischer Sales & Manufacturing Company at a drawing following the regular morning business session at Music Operators of America convention held here last week. Max Hurvich, Birmingham, won a \$50 bond donated by MOA. Another \$50 bond, donated by MOA, was won by Fred Ayers, Greensboro, N. C.

# **Banquet Ends** MOA Confab

MIAMI BEACH, Fla.—Music Operators of America wound up the traditional banquet and floorshow Wednesday (17) evening that showcased some 14 acts over a 3½-hour stretch.

MOA's directors were attired in summer formal wear, and the atmosphere was as usually festive. George Miller welcomed the crowd and thanked everyone for their help in making the convention a success.

In drawings before the show began, juke boxes were won by Robert Green, South River, N. J.; Bob Janiero, Miami, and a walnut bar was won by Mickey Anderson, Erie, Pa.

Larry King emseed the evening's festivities, backed by Lennie Dawson and his orchestra.

Les Paul and Mary Ford turned back the clock for many of the oldtimers present with their traditional old favorites, "How High the Moon" and "Vaya Con Dios."

Other acts-some old, some new, all very well received-included Alvio Trio, The Voyagers, Lou Monte, Chet Atkins, Ferlin Husky, Ronnie Savoy, Conway Twitty, Marjorie Meinert, Bill Black Combo, Ferrante and Teicher, Stella Gera, Kenny Dino and Ray Peter-

### **New Obscenity Law** May Hit Peep Show Machines in Indiana

INDIANAPOLIS - A new "obscenity law," which may affect certain types of arcade equipment, is now in effect in Indiana.

Enacted in the recent session of the Indiana General Assembly, the statute replaces a somewhat similar law held unconstitutional by the Indiana Supreme Court early \$1.54 per share on 888,538 shares this year.

The act prohibits the sale, the lending, the offering or the exhibition of "any obscene, lewd, indecent or lascivious . . . drawing, lithograph, engraving, picture, daguerreotype, photograph, stereoscopic picture," or the writing or printing of "any letter, circular, handbill, card, book, pamphlet, advertisement or notice of any kind or the giving of any information orally, stating when, how, where, or by what means, or of whom any of the obscene, lewd, indecent or lascivious articles or things . . . can be obtained. . . . "

Additionally, the law provides, that any person who "knowingly" sends into the State "any obscene, lewd, indecent or lascivious drawing, picture, lithograph, engraving, photograph, stereoscopic picture ... shall be subject to the penalties of this Act ... and the executive authority of this State shall demand extradition of such person from the executive authority of the State in which such person may

be found." \$1,000 in fine and one-year im- with loans for working capital, prisonment, are provided by the growth, expansion or modernizalaw for violations.

# Kleiman Denies Canteen Will Operate Juke Boxes

man who heads Automatic Canteen Company of America's newly formed juke box and service vending division told operators that Canteen had no intention of operating phonographs.

AC Automatic Service, said stories that Canteen or its subsidiaries were planning a "forceful entry" into the juke box or games operating business were plainly "not

Kleiman spoke during the morning business session of Music Operators of America convention here last week. His AC Automatic Service firm sponsored the largest individual exhibit of equipment at the convention, which included AMI's its three-day convention here with line of juke box and background music equipment, Rowe vending equipment, and ABT currency changers.

Support MOA

He pledged AC Automatic's support of MOA and the individual operator, noting that the "last 120 days of confusion," where Canteen had bought distributors in Boston, Chicago and the West Coast, was merely an effort to strengthen Canteen's sales organization. He characterized the move as a merging of distributor territories.

Kleiman noted that Canteen was

CHICAGO — Wurlitzer Company sales were \$34,981,142 for the fiscal year ended March 31, 1961, down 11 per cent from last year, according to an announcement by R. C. Rolfing, president.

The drop was primarily attributed to the sharp decline in sales and profits during the last four months of the fiscal year, December to March, due to the general business recession.

Rolfing noted, however, that over-all results for the full year were good, with all operating divisions of the company contributing to net earnings. "First quarter results for the current fiscal year probably will not be as good as last year," Rolfing stated, "but sales and profits for the fiscal year ending March 31, 1962, look promis-

Sales for the past year were \$39,487,789. Net earnings for the year were \$1,366,236, equal to outstanding. For the preceeding year, net earnings were \$1,468,408, or \$1.66 per share on 886,356

### **Davis Distrib Officers** Form Financing Firm

SYRACUSE — Officers of the Davis Distributing Company, New York State Seeburg distributor, have formed the Central New York Small Business Investment Company, Inc., to provide longterm financing for small business

According to Robert E. Romig, president, the company will specialize in the vending field.

Other officers are Henry Wertheimer, vice-president; Thomas Ferrar, secretary; Albert Wertheimer, treasurer, and Louis Wertheimer, Lawrence Gordn and Paul E. Davis, directors.

The company has been licensed under the Small Business Invest-Harsh penalties, ranging up to ment Act to prvide small firms

MIAMI BEACH, Fla. - The a large holding company with several divisions. "We (AC Automatic Service) are the sales, service and finance organization."

He said AC Automatic Service was committed to supporting the operator so "we can be a success Joel M. Kleiman, president of as a distributor and manufacturer."

### Few Phonos

Kleiman acknowledged that a few of Canteen's cigaret divisions operated a handful of phonographs and that Trimount Automatic Sales Company, recent distributor acquired by Canteen, had a few phonographs, but he said these were merely incidental to the overall Canteen business, had been in effect for some time, and would not be expanded.

Outlining areas of expansion for AC Automatic Service, Kleiman said there would be more active support of background music and a new area of vending development-merchandise vending at the retail level.

Kleiman told operators he looked for the phonograph business to enter a "new growth phase," and that Canteen through AC Automatic Service "wants to support you (operators) to bring it where it should

### Predicts Expansion

Kleiman said that currently the phonograph business was going through a down cycle but that he had noted that in the past several months business was already pick-

He forecast improved operating methods and new ways of merchandising as a means of expanding the juke box business in the



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Billboard Music Week

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# PR Plays Major Role at MOA

By NICK BIRO

MIAMI BEACH, Fla.-A determined pitch for better industry public relations was made by three highly placed executives of the coin machine industry during the general business session of last week's Music Operators of America convention here.

E. R. Ratajack, managing director and co-ordinator of MOA; Willie Blatt, MOA director, and Lee Schooler, representing the Coin Machine Council, spoke before an enthusiastic crowd of some 100 or more operators and guests who attended the morning session.

Ratajack charged that operators weren't utilizing their "full sphere of influence," and that the music operators of this country had direct contact with some 22 million persons-all of whom could be contacted to good advantage in the operators' fight against copyright legislation, and the so-called hoodlum image the industry was constantly fighting.

**Builds Figure** 

He built up the figure noting that the average operator had about 50 locations - each with roughly two owners, and three employees totaling 250 persons. Each location has about 50 steady patrons-an additional 2,500 persons who know the operator for what he is, an honest, conscientious, small businessman. This with the previous figure of 250 totals 2,750.

Multiplying 2,750 by the average of roughly 8,000 music operators in the country equals 22 million.

Ratajack concluded his remarks with an impassioned pitch for MOA membership-"I personally ask each person here to pledge to



E. R. RATAJACK

me he will bring in one—just one -new member in the coming year."

Blatt Says

Willie Blatt told the operators had to "live good public relations." He cited work by operators in teen-age work and work with the Police Athletic League.

machine industry should associate itself with a particular charity so people will think of the coin industry and the charity synonomously.

Blatt had two so-called "gimmicks," which he suggested to the group: 1. Have operators agree to national coverage and growing acgive 10-cents a month from ma- ceptance from the press. He cited chines to PAL, and have stickers such sources for favorable news put on the machines saying that stories as the New York Times, Public Relations Board could do part of the profits are being so United Press International, and a the job alone—they needed the donated. 2. Have stickers made host of big city dailies. up by the police department calling for \$500 reward for arrest and conviction of anyone caught breaking into or stealing a machine. The operators would pay a penny a day for each machine. The money would be used partially for any rewards needed and partially for charitable purposes contributed to in co-operation with local police departments.

### Hot Potato

Blatt concluded with a potential hot potato-why aren't more manufacturers supporting MOA, a reference to the fact that only two of five juke box manufacturers were exhibiting at the show.

He hit the manufacturers for not "giving an excuse." He noted, however, that "we (the operators) continue to support them (by buying machines)." Blatt charged that "we (operators) helped the manufacturers growthey should help us grow."

Lee Schooler, head of Public Relations Board, a Chicago-based p-r agency, spoke as representative of the Coin Machine Council. CMC is the 18-month old group, set up separate from MOA, for the purpose of getting an accurate picture of the coin machine industry across to the public.

Ops' Role

Schooler asked operators just what they were doing to contribute to the over-all picture that the juke box operator is a "responsible businessman interested in the welfare of his community."

Some typical Schooler questions: "Do you show your pride in your business by making your place of business attractive and open? Or do you still paint over your windows so that the public thinks there is something shady going on inside?

"Do your trucks advertise your business and promote the product you sell, reminding the public that their favorite recorded music is available at the locations you service or do your locations get the impression that they are untrained coin collectors you hired off the street this morning?



WILLIE BLATT

Schooler suggested that operators participate in public activities and get their names in their local paper, so that the public identifies the operator as a community leader.

He suggested that operators get to know their local editor and perhaps send out fact sheets to the local papers about the coin machine industry telling what it's all about.

### No Whitewash

Schooler cautioned operators, to get good public relations, they however, that they should always be fair and tell the whole story to develop public trust. He took Miami helping community projects, issue with the "thinking in some quarters of the coin machine industry ... to not mention findings Blatt suggested that the coin of the McClellan committee . . . in the hope that they will go away by themselves."

He cautioned operators against "whitewashing." He noted that since CMC has been working, the coin machine industry has received

Schooler, however, stressed that participation.



LEE SCHOOLER

operators had to help in the public relations effort by contributing their time-and money. He cited the need for members in CMC.

### Casola Praised

Lou Casola, CMC president, got a pat on the back for his efforts in traveling about the country in a membership drive, and appearing in such places as Milwaukee, where the coin machine industry got an "ink bath." Casola spoke before the Milwaukee association in a meeting covered by local reporters. The headlines the following day were favorable to the coin machine industry.

Ending with an impassioned plea for operators' help, Schooler noted that neither CMC nor the operators' co-operation and active

# New Shuffleboard Models Displayed By American & National Companies

can Shuffleboard Company and standard shuffleboard, but features National Shuffleboard Company a system of bonus scoring based on came out with new shuffleboard bonus spots. models at the MOA show.

The new American shuffleboard features shadow lighting only on top and a concealed mechanism under the board. The overhead scoreboard has been redesigned and is held in place with a cantilever arm.

which can be played by two or four with a built-in automatic timer.

MIAMI BEACH, Fla.-Ameri- | players. The game is similar to

National's new Satellite features a transluscent scoring area and an all-plastic playing area (no wood) which can be seen clearily in a dark room. The entire playing area lights

The unit has no overhead lights, The new unit has a slide-out with the playing area providing all the illumination. Nylon pins pop up American also bowed Situation automatically at completion of the Shuffle, a nine-foot by 33-inch unit game, and scoring is push button,

# HOLOVACHKA INDICTED FOR FED. TAX INVASION

WASHINGTON-Justice Department has announced that Metro Holovachka, former prosecuting attorney for Lake County, Indiana, and a prominent witness before the Senate Rackets Committee when that group held hearings on attempted infiltration of the coin industry by racketeers, has been indicted by a federal grand jury on charges of income tax evasion.

Holovachka was accused in a two-count indictment of underpaying his income taxes by \$31,294.89 for the years 1955 and 1956, according to Attorney General Robert Kennedy. Indictment asserted that Holovachka reported a total of \$67,391.42 of income for the two years, but that he actually received a total of \$121,750.78.

Witnesses before the rackets committee nearly two years ago pictured Holovachka as the protector of the county's pinball gambling organization. While under fire from previous witnesses for allegedly putting an independent juke box union out of business, he contended that the committee was acting beyond its scope in delving into his "personal affairs."

Under a heavy barrage of questions from Committee Chairman John McClellan (D., Ark.) and Attorney General Kennedy, who was then committee counsel, Holovachka shouted that none of the money had come from any racketeer.

Indictment handed down last week carries a maximum penalty on each count of five years imprisonment and a \$10,000 fine.

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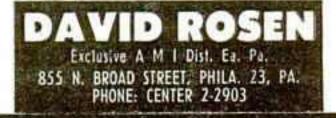
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# Proposed '62 Tax Program Would Affect Coin Machine Industry

MIAMI BEACH, Fla.—President John Kennedy's proposed tax program for 1962 has provisions that would significantly affect the coin machine industry, according to Leo Kaner, Music Operators of America tax counsel.

Chief of these are tax cuts on new equipment purchases-an investment incentive measure aimed at spurring the economy.

The government also proposes to



LEO KANER

tighten up substantially expenses and entertainment allowances, Kaner says.

Kaner spoke before the annual Music Operators of America convention at the Deauville Hotel here last week.

He proposed that Congress eliminate the salvage value concept in depreciation since salvage value is a "guestimate and has no place operator. in the current tax structure."

value as detrimental not only to than the total depreciation taken the coin machine industry but the on all equipment but more than 50 economy in general.

Kaner also noted that the Internal Revenue Service was expanding its audit coverage and vestment) \$20,000 (depreciation). was installing data processing equipment for checking returns and records. The new equipment would provide a consolidated tax account for all persons.

Kaner suggested that in many places the government's tax program was confiscatory and resulted in more government spending and a general curbing of incentive in the economy.

He suggested a more equitable tax law that would eliminate "Minority privilege:"

Among provisions in the President's proposed tax program that would tighten up entertainment allowances, Kaner mentioned: 1. Food and lodging expense for businessmen, traveling away from home, limited to \$30 per day.

2. Daily limit of \$4 to \$7 for meals for clients or customers. These have to be for business purposes-not good will.

3. Elimination of all deductions for expenses relating to good will. These include expenses such as night clubs, sporting events, country club memberships, club dues, maintenance of lodges by company for employees and business customers, etc. Also limit of \$10 for business gift.

### Examples

Kaner detailed an example of how the new equipment tax cuts would apply to an average operator. First, when the operators purchase is in excess of the depreciation taken on all his equipment in a year:

Some \$35,000 is spent on new equipment, less \$20,000 (depreciation) leaving \$15,000.

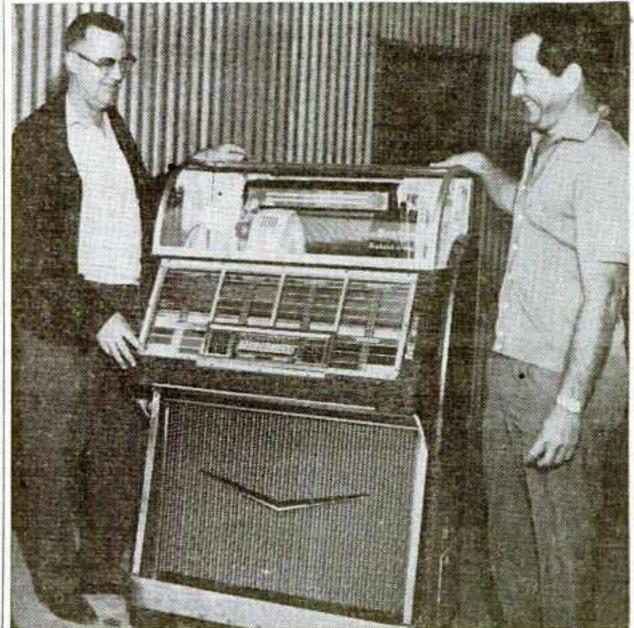
The operator now gets to take 15 per cent of the remaining \$15,000, or \$2,250. In addition he gets to take an extra 6 per cent of half his original depreciation or \$10,000 for an added \$600. These two sums, \$2,250 plus \$600, equalling \$2,850 are taken off the top and are in addition to the regular depreciation allowance allowed the

In a case where the new equip-Kaner characterized salvage ment purchase for the year is less per cent of depreciation taken on all equipment, the following example would apply: \$15,000 (in-

> Operator takes half of the depreciation or \$10,000 and subtracts it from the amount of the investment (\$15,000), getting a figure of \$5,000.

> He then takes 6 per cent of the \$5,000 for figure of \$300. However the government proposal guarantees a minimum of 10 per cent which in this case is \$500 so the higher figure is used.

# Sun Refinishing Firm Opens Branch



FORT WORTH-The Sun Refinishing Company, Houston, suppliers of coin-operated phonogarph restyling kits, expanded its operation with the recent opening of a branch office here.

Mary Sundman, Houston, deals in coin-operated phonograph restyling kits for models B, C, W and R, and wood grain decal kits for any make or model. It also supplies plastic domes for models B and C, anch office here.

The firm, owned by Gus and C and W.

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Say You Saw It in Billboard Music Week



PRESIDING OVER THE COIN MACHINE COUNCIL'S board of directors meeting last Tuesday (16) evening, held in conjunction with the Music Operators of America convention in Miami Beach, Fla., are Ben Rogers, Public Relations Board, Chicago; Herb Jones, CMC secretary, Bally Manufacturing Company, Chicago; Lou Casola, CMC president, Rockford, III., operator, and Herb Oettinger, CMC treasurer, United Manufacturing Company, Chicago.

# CMC Plans 1962 Program

bers of the Coin Machine Council, 18-month-old public relations arm of the coin machine industry, met here last week and blueprinted for the coming year.

The group met simultaneously with the Music Operators of America convention at the Deauville Hotel.

Ben Rogers, Public Relations Board (Chicago-based public relations advisor for CMC), told members they had achieved notable success in getting favorable exposure for the coin machine industry from such respected news sources as The New York Times, United Press International wire service, and a host of big-city dailies.

### Cites Acceptance

Roger said, however, the program was just beginning, and should be stepped up. He congratulated members on being over the hump in getting started. He said his firm had noted that newspaper editors no longer asked "what CMC was," but rather "what information they now had." He characterized this as hard earned acceptance at the consumer press level.

Herb Jones, Bally Manufacturing Company, CMC secretary and head of the CMC membership committee, announced that CMC had 646 members on its roles and

panding this figure in the coming lace. Oak Hill, W. Va. year was good.

Jones said CMC needed more members from both the manufacturer and operator level. Distributor support, he noted, had been Va.; Mark Y. Blum, Wichita, Kan.; excellent, with more than 90 per cent of the nation's distributors and jobbers having joined.

### New Program

CMC directors agreed on a recruitment program that included: (1) Setting quotas for member distributor to bring in operator members. Distributors would be furnished with membership kits to tell the CMC story.

(2) More trips by CMC members to personally recruit operators at the grass roots level. Rogers cited the recent efforts of Lou Casola, president, in traveling throughout the country, contacting distributors and large operators, and telling the CMC story.

Another plus cited from the Casola trips-appearance before local groups with coverage by the daily press.

### CMC-MOA Confusion

One problem brought up at the meeting was the confusion existing in many operators' minds that CMC and MOA were either the same group or closely affiliated.

Members noted that in many cases operators approached for CMC membership would say they were already members of MOA. Members stressed the two groups were entirely different organizations with separate and different aims, and that money given to one had nothing to do with the other.

CMC, it was pointed out, was the public relations organization serving the coin machine industry, while MOA was the juke box operator association, which was representing operators in, among other things, fighting copyright legislation.

### Single Fees

A motion to set a single membership fee for operators, instead of the current schedule of fees based on size of operator's routes, was shelved for study.

CMC's current officers and directors are Lou Casola, president, Rockford, Ill., operator; John Bilotta, vice-president, Bilotta Distributing Company, Newark, N. J.; E W. Holyfield, vice-president, Coin Mart, Inc., New Orleans; Harold Lieberman, vice-president, Lieber-man Music Company, Minneapolis; Herbert Jones, secretary, Bally Manufacturing Company, Chicago; Herbert Oettinger, treasurer, United Manufacturing Company, Chicago.

Directors from the operator ranks include: William Blatt, Miami; Albert S. Denver, New York; Howard N. Ellis, Omaha; Sam Hastings, Milwaukee; Anthony

MIAMI BEACH, Fla. - Mem- | that prospects for substantially ex- | Stout, Pierre, S. D., and J. A. Wal-

### More Directors

Directors from the distributor ranks include Joseph N. Abraham, Cleveland; Jack Bess, Richmond, Irving F. Blumenfield, Baltimore, Md.; David S. Bond, Boston; Jake Friedman, Atlanta; Joe Kline, Chicago; J. D. Lazar, Pittsburgh; Meyer Parkoff, New York; J. R. Pieters, Kalamazoo, Mich.; C. A. Robinson, Los Angeles; Ron W. Rood, Orlando, Fla.; David Rosen, Philadelphia; O. L. Bob Slifer, Chicago, and J. Harry Snodgrass, Albuquerque.

Directors from the manufacturer ranks are Earl Feddick, Valley Mfg. Company; Paul Huebsch, J. H. Keeney & Company; Art Weinand, Chicago Dynamic Industries, Inc., and R. W. Wiekel, Fischer Sales and Manufacturing Company.

### Counter Game at MOA Convention

MIAMI BEACH, Fla. — The Mark I Tic Tac Toe, a counter game made by the Mark Gerard Company, was shown for the first time at the MOA show here.

The compact unit is a two-player game, with the contestants pressing buttoms for the zero or cross of their choice. Winner is determined the same as in the conventional game.

Play may be set at 5 cents or

### 10 cents.

### **Expanded Insurance** In Works for MOA

MIAMI BEACH, Fla.—An expanded low-cost life insurance program plus a proposed major medical plan are in the works for Music Operators of America members.

Leo Sexton, Union Trust Life Insurance Company, outlined the plans to MOA members at the group's convention here last week.

MOA members who currently have the association's \$10,000 coverage, can buy an extra \$5,000 coverage for \$5 per month. Those who now have \$5,000 coverage can get an extra \$2,000 coverage for \$2 per month. Family

Members can also apply for \$1,000 coverage for their spouse and \$500 coverage for each child. Total cost for spouse and children, regardless of number, is 75 cents

per month. Sexton also told members that a major medical plan would be inaugurated shortly after September

The expanded life insurance Hesch, Arlington Heights, Ill.; Les coverage is available to members Montooth, Peoria, Ill.; Clinton S. now and becomes effective Sep-Pierce, Brodhead, Wis.; Gordon tember 1.

# THE SLEEPER HIT OF THE MOA SHOW



# THE

A NO-SCORING-MECHANICAL-PAY TO PLAY game with tremendous appeal to all men, women and children.

WRITE FOR THE STORY ABOUT WHY IT'S AN OPERATOR'S DREAM GAME"

Still Open in Some Choice Areas

Distribution

Copyrighted material



THE MOA-SPONSORED LUNCHEON last Tuesday (16) drew top attendance from conventioneers as more than 600 operators and guests flocked into the Deauville's Casanova Room, dined to orchestra music, watched a lively floorshow and drew for prizes.

# MOA Sessions Air Route Methods, Relays & Steppers, Sound Systems

Hullinger and Howard Ellis were he buys a new piece. moderators at the Monday afternoon (15) MOA forum sessions (see a good location, and he will move Roy George, president of the Museparate stories on programming a game as many as 10 times in orand location loan segments).

MIAMI BEACH, Fla.—William equipment up the line every time

der to find out that location.

operator, said that he only trades son, United Manufacturing Com- operator, pointing out that location

steppers, and Al Mason, Rowe-AMI Sales, who spoke on sound systems.

Les Montooth, Peoria, Ill., operator, discussed painted money passed out to the location for promotion. Operators were split as to Tonnell feels that every game has the merits of painted money, with sic Operators of Ohio, feeling the practice has great promotion merit, Herbert Tonnell, Appleton, Wis., Other panelists were Glen John- and Tom Greco, Glasco, N. Y., in his oldest equipment, moving pany, who spoke on relays and owners will give this money out for change and ask the operator for more.

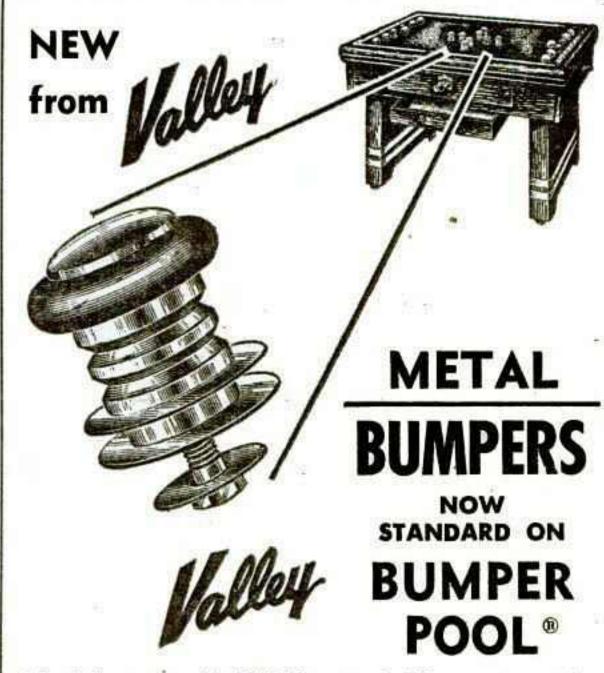
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Affiliate Valley Mfg. Co. TWinbrook 5-8587

# Ind. Ops Urged Dime-a-Drive Auto To Join Assn.

GARY, Ind .- A State-wide call for new members for the purpose of strengthening the position of the organization was issued last week by the Automatic Equipment and Coin Machine Owners' Association of Indiana.

tensified effort in advancing the interests of Hoosier coin equipment operators was sounded by the Music Operators of America.

# Unveiled at Show

MIAMI BEACH, Fla. - The Dime-a-Drive Auto Trainer was shown for the first time here at the MOA show. The unit, which tests the player's driving skill, may be adjusted from 10 seconds to three minutes on playing time.

The controls and dashboard are similar to that of a standard car. The plea for unity and an in- The player is given six driving problems and is graded as to how he reacts to these problems.

Dimensions are six feet long, two Victor H. Ostergren, president of feet wide and slightly under five the Association and a director of feet high. The car body is Fiber-



JOE ASH AND MARTY BROWNSTEIN (right), sales manager, stand in front of the newly expanded headquarters of the Active Amusement Machine Company at 660-666 N. Broad Street, Philadelphia. The newly purchased premises, a former auto agency, is on the corner, while the original Active building can be seen next to it.

# SEE IT, HEAR IT TODAY

IT'S NEW-EXCITING REVOLUTIONARY AM'S CONTINENTAL 2 STEREO ROUND

Ask about the BIG CHALLENGE Operator incentive program that offers 1700 valuable prizes, plus trips to Florida and Las Vegas.

- · You've got to hear it to believe it!
- · Real-as-life stereo that needs no remote speakers.
- Plays 3614 RPM stereo or 45 RPM monaural records with wonderful new beauty. .
- · All equipment standard . . . no extras to buy.

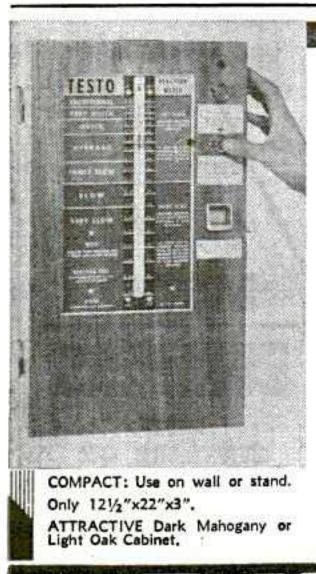
SEE PULL COLOR AMI INSERT ON PAGE 33

SEE IT, HEAR IT TODAY AT MILLER-NEWMARK DISTRIBUTING CO.

42 Fairbanks St., N.W. Grand Rapids, Mich. Phone: GL 6-6807

5743 Grand River Ave. Detroit 8, Mich. Phone: TY 8-2230





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Modern, Scientific Appeal I Measures speed of reflex reactions to light and sound. Accurate to hundredths of a second!

> PERFORMANCE-TESTED ! PROFIT-PROVED!

100% LEGAL EVERYWHERE!

Operate Anywhere: Bowling Alleys, Roller Rinks, Arcades, Hotel and Theatre Lobbies; Bus, Air and Rail Stations; Restaurants, etc.

Price \$150 less stand Stand, \$35 addit'l

Send for further information Distributors: Territory Available-



COIN MACHINE EXCHANGE

Joe Kline & Wally Finker

when answering ads . . .

Say You Saw It in Billboard Music Week

### **AMI-Rowe Unveils**

Continued from page 45

points for each Continental 2 bought-when three or more units are purchased between now and April 30, 1962.

The certificates then can be redeemed for prizes. These are listed in a large 96-page catalog and range from items like a watch for 970 points to a fur coat for 960,000 points or a cabin cruiser for 207,500 points.

### Trips

If an operator buys 25 or more phonographs, he can use his certificates for an all-expense trip for two to Las Vegas or Miami.

Another part of the program consists of monthly drawings. Any operator who has purchased a phonograph has his name entered into a pool and is eligible. Winners receive holiday trips to Las Vegas or Miami.

The Continental 2 has a sound system within the cabinet that includes a 12-inch, low resonance, low-frequency speaker (woofer), and a 31/2-inch, wide dispersion, wide dispersion, cone-type highfrequency speaker (tweeter) mounted in front in a sealed enclosure-covering the entire frequency range. Mounted on each side of the phonograph cabinet at right angles to the front speakers are 6 by 9-inch elliptical speakers to project the stereo image.

### Stereo Effect

The "Stereo Round" effect, say AMI officials, combines specialize circuitry with the placement of the speakers to form a deep, twodirectional sound image consistent in effect regardless of listening position."

The Rowe-AMI Sales exhibit of the exhibit floor.

pedestals and curtained stages -

# Ops Protest Battle of Disk Speeds

Continued from page 45

Goldberg said that Decca would make what the operators wanted, and that it was the operators, not the shots.

### Stay With 45's

Cy Jacobs, president of the Music Operators of Massachusetts, said that operators are afraid of having their equipment made obsolete overnight, and he said that the operators wanted to stay with the 45. He was roundly applauded by the operators for this statement.

Two new juke boxes-AMI and United—were shown, as was one major game-the Bally Bowler-(see separate stories).

While the efforts of ASCAP to remove the performance right license fee exemption for juke boxes were discussed, the threat did not seem to generate as much excitement as in previous years.

George A. Miller, MOA president, said that while operators are willing to have the mechanical royalties raised by 2 cents a record, they will resist to the end any attempt to impose a performance royalty.

### Full-Line Vending

At one forum meeting, music operators were advised to examine expansion into full-line vending, and, at the same time, cautioned that vending is an entirely different field than music or games.

Another forum agreed that the only way of combating the direct

all offset by special lighting and embellished by attractive point-ofsale material. A large contingent both from standpoint of size and of AMI and Rowe personnel was dramatic effect—was the highlight on hand to answer questions along with several attractive models to The display included revolving pass out literature and enhance the setting.

sales of equipment to locations is through good service. Al Denver, president of the Music Operators the record companies, who called of New York, reminded operators that, under the anti-trust laws, locations must be sold equipment if they want it.

> Location loans, a perennial industry problem, were discussed in a panel session. Consensus was that such loans often cannot be avoided but that the operator should not make these loans directly. Instead, he should act as co-signer, with the bank actually lending the money. It was also suggested that a contract automatically go with the loan.

Socially, the convention was a success. Many operators took their wives along, enjoyed the Beach's many recreational facilities and also took the MOA-sponsored tour to Nassau.

### **Business Off**

From a business viewpoint, the show left much to be desired. The distractions were many, and attendance on the floor was considerably below that of previous years.

But most tradesters feel that the return of the show to Chicago next year will see convention business back to normal.

### PRICED BELOW MARKET VALUE

1—Seeburg Model SFB-510 (500 cup capacity), Fresh Brew Coffee Vendor. . \$595.00

2—Seeburg Model 4CD-105 (four selection), Cold Drink Vendors ..... \$795.00 each

(Used only a few months—repossessed)

# Manufacturing Corporation

Is Proud to Announce

the APPOINTMENT of

# MOUNTAIN DISTRIBUTORS

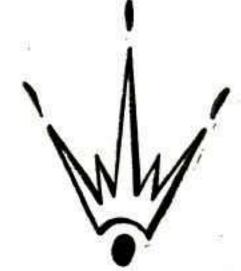
As Their Distributor for Colorado, New Mexico and Wyoming

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IRITE GILS

# and

Extend a cordial invitation to all operators to visit their showrooms located at 3630 Downing St., Denver, Colorado. They will carry a complete line of phonographs, wall boxes and parts. All service will be prompt and courteous.



THE TRULY DISTINGUISHED PHONOGRAPH

# Mrs. Celia Camp Buys Majority Interest in Southern Amusement

Camp has purchased the majority and developed. These include: of the stock in Southern Amusement Company from her ex-husband, Clarence A. Camp, former president and major stockholder.

Mrs. Camp is now president. She and her ex-husband are still partners in Southern Distributing Company, coin machine distribu-

Southern Amusement Company is the largest phonograph and game operation in the Mid-South

Charles V. McDowell, route superintendent and general manager, was elected vice-president at the board of directors meeting. He retains also the position of general manager.

Wolf Lebovitz was elected secretary-treasurer.

Amount of money which changed hands was not disclosed.

Mr. and Mrs. Camp remain partners in two other holdings-Front Street Building, an office building, and Mid-Town Plaza, tributing Company with Kemmons a commercial building. They also Wilson. Wilson has long since left jointly own some real estate.

enterprises which Camp, a veter- Holiday Inns, Inc.

MEMPHIS - Mrs. Celia G. | an coin machine pioneer, founded

1. Joy Rides, Inc., a company which manufactures coin-operated

2. U-Test-M, Inc., manufacturer of machines to test TV tubes.

3. C. G. Sales Company, operator of coin-operated faundries.

4. Interest in Brookside Courts, 168 duplex apartments at Nashville.

5. Music Systems, Inc., 407 Madison, where her office is, a background music operation.

Mrs. Camp also owns oil wells in Kentucky, Illinois and Arkansas. A year ago she helped found Home of the Blues Record Company, Inc., and is secretary-treasurer of it. She has put up the money for its operation. They are hoping to become a hit-producing record company, have great hopes for the Five Royales they have under contract and are recording.

Camp began his coin machine empire, with Mrs. Camp's help, in 1938. They founded Southern Disthe field and is now a multi-Mrs. Camp now owns several millionaire builder and president of

# SEE IT, HEAR IT TODAY

IT'S NEW-EXCITING REVOLUTIONARY

# AMI'S CONTINENTAL 2 STEREO ROUND

Ask about the BIG CHALLENGE Operator incentive program that offers 1700 valuable prizes, plus trips to Florida and Las Vegas.

- · You've got to hear it to believe it!
- · Real-as-life stereo that needs no remote speakers.
- Plays 331/2 RPM stereo or 45 RPM monaural records with wonderful new beauty.
- All equipment standard ... no extras to buy.

SEE FULL COLOR AMI INSERT ON PAGE 33

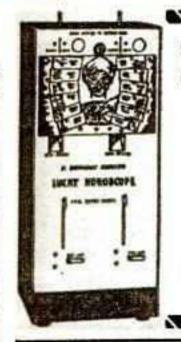
SEE IT, HEAR IT TODAY AT

AMI Distributors in Illinois and Iowa

AILAS MUSIC CO.

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Phone: AR 6-5005

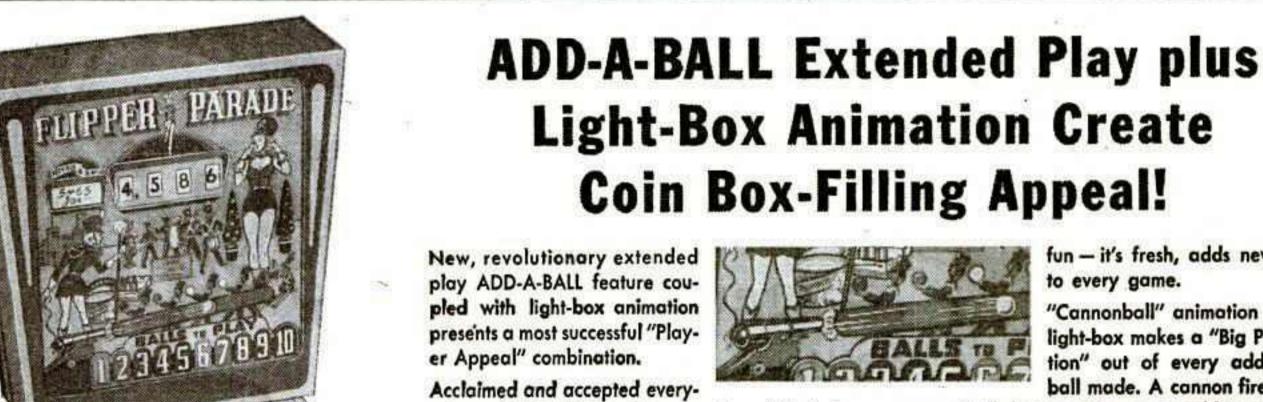


# LUCKY HOROSCOPE

5c, 10c, or 25c Play Mational Coin Rejector in each chute

- Two Coin Returns
- Easy to Load—Holds approx. 1,000 tickets Wgt.: 20 lbs. Size: 18' x 8' x 6"

2371 Milwaukee Avenue Chicago 47, Illinois



where, ADD-A-BALL adds a number of balls to each game through skillful player operation. It's fun — it's fresh, adds new zest

"Cannonball" animation in the light-box makes a "Big Production" out of every additional ball made. A cannon fires! The

cannon ball shoots up the ramp and hits a target that rings a bell! Add 'em together, they spell . .



# Tested! Proven! Accepted Everywhere!

- Lighting 5 top rollovers gives an additional ball
- Hitting Roto-Target when matched to top lighted rollover gives additional ball
- Red and Yellow rollover buttons light pop bumpers and holes for high score
- Additional balls given for high score
- Side double rollovers score up to 200 points
- · New tilt feature enables play to continue by only penalizing player one ball plus ball in play.

### Tomorrow's Design Today!

- High, wide and handsome tapered light-box
   STAINLESS STEEL moldings
- Sparkling plated legs and front door panel
   Hard chrome finish corner castings



1140-50 N. KOSTNER AVENUE . CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games !

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READY FOR IMMEDIATE DELIVERY OVER 2,000 SKILL CARDS **COUNTER MACHINES** SOLD IN 3 MONTHS

SKILL CARDS IS 100% LEGAL. It is not a free-play game. It's strictly mechanical . . . no score . . . no buttons:

LEARN WHY other operators have ordered and reordered SKILL CARDS.

THERE'S ONLY ONE REASON these operators know that you need no longer spend hundreds of dollars to get quality amusement games.

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SEEBURG FACTORY REPRESENTATIVES IN 5 STATES Distributors for BALLY . CHICOIN . FISHER

GIVE TO DAMON RUNYON CANCER FUND

# Nichols on Programming: Use Charts, Fill Requests

MIAMI BEACH, Fla. — Juke Nichols pointed out that many op-box operators would do well to erators fail to keep a proper balmanufacturer, according to Ted Nichols, Fremont, Neb., operator.

Speaking on a programming panel at the Monday (15) forum meeting at the MOA convention here,



A NEW LINE of Smokeshop cigaret venders, including 18, 27 and 36-column models, were bowed last week. Cabinet has been modernized and several improvements made on the mechanism. Prices can be set from 5 cents to \$1. Selection is electric and capacity ranges from 450 to 850 packs. Eye-level loading and easy swing-out servicing are among the features.

stay with the programming sections ance with regard to type of music designated on the juke box by the scheduled, and that one of the easiest ways to maintain a proper balance is to stick to the designations of the juke box manufacturer.

Nichols also advised operators to use colored filters on title strips on new releases, and to keep records taken off machines for other locations and for possible reuse if the tune ever has a revival.

### 17 Per Cent of Gross

Nichols pointed to the 1961 Billboard Music Week Music Machine Survey which showed that the average operator gets only \$7 per week per machine, and he buys an average of 1.8 records a week. Accord- time.

WHEN YOU BUY A GAME-BUY THE BEST-BUY WILLIAMS

ing to Nichols' calculations, this means that 17 per cent of the operator's gross, after commission, goes for record costs. A few years ago, he said, he advised operators to pay close attention to tradepaper charts in purchasing records, and added that request cards from locations should not be ignored.

Nichols cited the need for more point-of-purchase displays on juke boxes, and he said that colored displays of recording artists on the top of juke boxes stimulate play.

Program Cards

The operator should know at any given time what is programmed on every box in the route, Nichols said. He advised using plastic program cards for each location, with the selections on the card the same as those on the location.

Also on the same panel, Jack Geldbart, Atlanta one-stop operator, advised operators to take advantage of the programming services offered by alert one-stops and to program the entire route at one





New -Realistic

Moving "Injun Chief"

Target - Stops - Turns

and Moves in

Opposite Direction

with Every Hit!

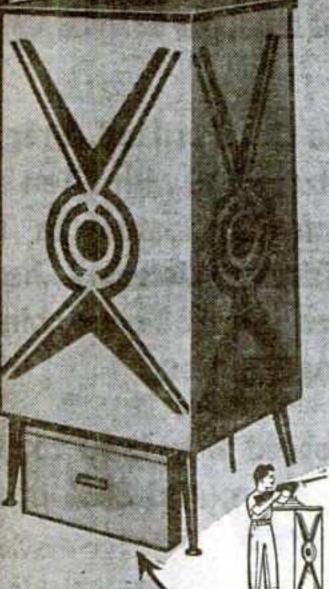
# chicago coin's WILD-WEST

with Photo-Electric Cell Gun Permanently Mounted on Stand!

Look! Proven Player
Appeal of the PhotoElectric Cell Gun —
(..."heavy-play" favorite
year after year!)



Player shoots at moving Injun Chief as he passes back and forth under lit arrows! Bullet sound whistles! Direct hit puts out arrow and lights up letter above—reverses direction of Injun Chief! Action is repeated till W-I-L-D W-E-S-T is completed!



NEW
SLIDE-OUT
PLATFORM FOR
"SHORT
SHOOTERS!"

- Mechanism in slideout drawer for easy handling.
- New Modern Steel
  Leas.
- e Fits All Locations.

Then!

begin flashing with travelling
light from East to West along
the Overland Trail! Player
shoots at Injun Chief wherever
he is, synchronizing hit with
lighting of city! Red line connects each city hit until the
Overland Trail is completed!

AHAMO

ALSO SEE CHICAGO COIN'S POPULAR LINE OF BOWLING GAMES - AT YOUR DISTRIBUTORS!





Modern New SIX GAME

'PRO'

SHUFFLE BOWLER

Imagine — 300 Champ;
Flash-O-Matic; All-Strike;
Red-Pin; Light-O-Matic and
Regulation Scoring for the
same price as many
2-game bowlers!

ALL Steel Legs!

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

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# FARNINGS JUMPED FROM \$40 TO \$70 Thanks to

# HURLITZER TEN TOP TUNES PLAY STIMULATOR

Hit Parade Music Co., Portland, Oregon, installed a Wurlitzer 2500 with a Ten Top Tunes Play Stimulator feature in The Lumbermen's Tavern. Listeners heard the ten top tunes for a 50-cent coin at the push of a single button.

Gross play increased from \$40 to \$70 over a three-week run. And 80% of the take was in half dollars.

Not since Wurlitzer introduced Fifty-Cent Play has a feature attracted so much interest and accelerated earnings like the new Wurlitzer Ten Top Tunes Play Stimulator.

Easy to install. Quickly pays for itself.

Ask your Wurlitzer Distributor for a demonstration.



M. G. Dahigren, Owner of The Lumbermen's Tavern, Portland, Ore.

Look to WURLITZER for Leadership