

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



### SINGLES

#### ★ NATIONAL BREAKOUTS

No Breakouts This Week

#### ★ REGIONAL BREAKOUTS

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

- NEED YOUR LOVE . . .**  
Metallics, Barnet 2 (Mercedes, BMI) (Los Angeles, Philadelphia)
- SCOTCH AND SODA . . .**  
Henry Thome, Viv 3 (Beechwood, BMI) (Dallas-Fort Worth, Detroit)
- WHY'D YOU WANNA MAKE ME CRY . . .**  
Connie Stevens, Warner Bros. 5265 (Aldon, BMI) (Los Angeles)
- JUST ONE KISS . . .**  
Shelton Dunaway, Lyric 731 (Tideland, BMI) (Philadelphia)
- CINDY'S BIRTHDAY . . .**  
Johnny Crawford, Del Fi 4178 (Maravilla, BMI) (Los Angeles)
- I LEFT MY HEART IN SAN FRANCISCO . . .**  
Tony Bennett, Columbia 42332 (General, ASCAP) (New York)
- HULLY GULLY CALLING TIME . . .**  
Jive Five, Beltone 2019 (Leopard, BMI) (Philadelphia)
- WALK ON THE WILD SIDE . . .**  
Elmer Bernstein, Choreo 101 (Columbia Pictures, ASCAP) (Los Angeles)
- WOMAN IS A MAN'S BEST FRIEND . . .**  
Teddy & the Twilighters, Swan 4102 (Claridge, ASCAP) (Pittsburgh)
- PLAYBOY . . .**  
Marvelettes, Tamia 54060 (Jobete, BMI) (Philadelphia)
- LET'S STICK TOGETHER . . .**  
Wilbert Harrison, Fury 1063 (Fast, BMI) (Detroit)
- VALLEY OF TEARS . . .**  
Slim Whitman, Imperial 5821 (Travis, BMI) (Memphis-Nashville)
- NEED YOU . . .**  
Johnny Jack, Ricky 212 (Malapi-Jamie, BMI) (Pittsburgh)
- ADIOS AMIGOS . . .**  
Jim Reeves, RCA Victor 8019 (Randy-Smith, ASCAP) (Hartford)
- COLINDA . . .**  
Rod Bernard, Hall-Way 1902 (Big Bopper, BMI) (Dallas-Fort Worth)
- OH, MY ANGEL . . .**  
Bertha Tillman, Brent 7029 (Clifton, BMI) (Seattle)
- THE PRINCE . . .**  
Jackie DeShannon, Liberty 55425 (Metric, BMI) (Boston)
- RUN, ROMANCE, RUN . . .**  
Bruce Channel, Manco 1035 (Bluebonnet, BMI) (Dallas-Fort Worth)
- (HEAR MY SONG) VIOLETTA . . .**  
Ray Adams, Laurie 3118 (Cleveland)

#### NEW ON THE HOT 100

- 78. **HEARTS . . .**  
Jackie Wilson, Brunswick 55225
- 83. **VILLAGE OF LOVE . . .**  
Nathaniel Mayer, United Artists 449
- 84. **ANY DAY NOW . . .**  
Chuck Jackson, Wand 122
- 86. **LOVE CAN'T WAIT . . .**  
Marty Robbins, Columbia 42375
- 90. **NUMBER ONE MAN . . .**  
Bruce Channel, Smash 1752
- 91. **SCOTCH AND SODA . . .**  
Kingston Trio, Capitol 4740
- 93. **WALK ON WITH THE DUKE . . .**  
Duke of Earl, Vee Jay 440
- 94. **THE MAN WHO SHOT LIBERTY VALANCE . . .**  
Gene Pitney, Musicor 1020
- 95. **YOU DON'T MISS YOUR WATER . . .**  
William Bell, Stax 116
- 96. **HERE COMES THAT FEELING . . .**  
Brenda Lee, Decca 31379
- 97. **I LOVE YOU . . .**  
Volumes, Chex 1002
- 98. **BALBOA BLUE . . .**  
Marketts, Liberty 55443
- 99. **DRUMMIN' UP A STORM . . .**  
Sandy Nelson, Imperial 5829
- 100. **THAT'S MY DESIRE . . .**  
Sensations, Argo 5412

### ALBUMS

#### ★ NATIONAL BREAKOUTS

##### MONO

- TWISTIN' ROUND THE WORLD, Chubby Checker, Parkway P 7008**
- PETER, PAUL AND MARY, Warner Bros. W 1449**

##### STEREO

- DOWN HOME, Chet Atkins, RCA Victor LSP 2450**
- MIDNIGHT IN MOSCOW, Kenny Ball & His Jazzmen, Kapp KS 3276**

#### ★ NEW ACTION LP'S

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

##### MONO

- BABY IT'S YOU . . .**  
Shirelles, Scepter SLP 504
- NAT KING COLE SINGS/GEORGE SHEARING PLAYS . . .**  
Capitol W 1675
- DUET . . .**  
Doris Day-Andre Previn, Columbia CL 1752
- HEY! BABY AND 11 OTHER SONGS ABOUT YOUR BABY . . .**  
Bruce Channel, Smash MGS 27008
- FLOYD CRAMER GETS ORGAN-IZED . . .**  
RCA Victor LPM 2488
- NANCY WILSON/CANNONBALL ADDERLEY . . .**  
Capitol T 1657
- I'LL SEE YOU IN MY DREAMS . . .**  
Pat Boone, Dot DLP 3399
- 'S CONTINENTAL . . .**  
Ray Conniff & His Ork & Chorus, Columbia CL 1776
- STATE FAIR . . .**  
Sound Track, Dot DLP 9011
- CHAPEL BY THE SEA . . .**  
Billy Vaughn, Dot DLP 3424
- BLUES CROSS COUNTRY . . .**  
Peggy Lee, Capitol T 1671
- TWIST UP CALYPSO . . .**  
Gary (U. S.) Bonds, LeGrand LLP 3002
- THE TWIST GOES LATIN . . .**  
Perez Prado, RCA Victor LPM 2524
- ALL AMERICAN . . .**  
Original Cast, Columbia KOL 5760
- TWISTIN' WITH DUANE EDDY . . .**  
Jamie JLP 3022

##### STEREO

- POINT OF NO RETURN . . .**  
Frank Sinatra, Capitol SW 1676
- MODERN SOUNDS IN COUNTRY AND WESTERN MUSIC . . .**  
Ray Charles, ABC-Paramount ABCS 410
- EL CID . . .**  
Sound Track, MGM SE 3977
- FLOYD CRAMER GETS ORGAN-IZED . . .**  
RCA Victor LSP 2488
- STRING BAND STRUM ALONG . . .**  
Tony Mottola, Command RS 828 SD

#### NEW ON THE TOP LP'S

##### MONO

- 118. **TWISTIN' ROUND THE WORLD . . .**  
Chubby Checker, Parkway P 7008
- 123. **PETER, PAUL AND MARY . . .**  
Warner Bros. W 1449
- 145. **CONNIE'S GREATEST HITS . . .**  
Connie Francis, MGM E 3793
- 148. **HONKY-TONK MAN . . .**  
Johnny Horton, Columbia CL 1721

(Continued on page 8)

## Distributors Cash In On Detroit Status

DETROIT—Sales on singles and albums were erratic here last week, but the city's increasing status as a breakout area was pointed up by the fact that three leading indie distributors (Arc, Jay Kay, and Music Merchants) all hired additional promotion staffers within the last few days.

At the same time, local one-stops were dealt a blow when the Sears, Roebuck record department, No. 1 outlet for singles here, dropped the one-stops and started buying singles from local distributors. The reason for the move, according to a key distributor, is that since Detroit has begun to swing again as a breakout town, Sears believes it can get the new "potential sellers" faster from distributors.

Possibly as a result of the Sears move—although it wasn't cited as such—Chet Kajeski of Martin and Snyder, a leading Detroit one-stop, said that 90 per cent of their singles sales last week were to juke box operators. However, Kajeski opined that business in general was slow and said there wasn't any "really big record" out last week. The imminence of Easter week was the only reason Kajeski could think of to explain the sales slack, because auto sales (usually a good sales barometer in the Motor City) are at a peak.

Tommy Schlesinger of Jay Kay Distributing here, reported that Dot Records' new 16 2/3 per cent discount plan (buy five get one free) on LP's sparked particularly strong sales for them, because it was the first discount plan offered by Dot in six months. He also noted that "Tiger Twist" by Armando Sciascia on Nat Cole's new K. C. label was Station WJBK's "Pick of the Week."

Other local station activity of interest to manufacturers and distributors last week was veteran deejay Don McLeod's move to WPON, Pontiac, Mich., and the switch of Marty McNeeley, another veteran Detroit jock, to WXYZ-TV, here.

## Charles LP Leads in Dallas

DALLAS—Business was good in this city last week, both with singles and albums, according to dealers, one-stops and distributors checked by BMW. L&F. One-Stop reported their business up by 85 per cent this year (January through March) as against the same period in 1961.

This increase in business came about despite an influx of discount selling of records on the retail level that is helping to turn this town into a real discount center. Large chains, some national and some Texas, have opened in the city, installing record departments for leader sales. Chains like Spanton's, and Recco are selling disks at substantial discounts, down to as low as \$1.98 on LP's, and 77 cents for singles. These chains are not buying their disks locally, but are being serviced from New York, and Kansas City.

The fact that a second rack jobber was opening in the city didn't bother distributors or one-stops in the face of the discount stores buying out of town. As one distributor put it, a rack jobber at least buys locally.

The new rack jobber is Jerry Michaels Records of Dallas. Michaels used to head the Handleman branch in Memphis, which closed a few weeks ago (BMW, April 21).

Hottest album in the city, reported by all contacted, was the new Ray Charles album on ABC-Paramount, "Modern Sounds in Country and Western Music." Looks like Charles' biggest album to date.

## New York Disk Sales Pick Up

NEW YORK—Dealers were generally happy over business in New York last week. The album and singles business picked up, according to stores checked. As usual, most New York City stores were selling LP's at deep discounts, especially the cream merchandise, with especially deep slashes by the chain and discount outlets. There were sales of all types, not only on pop labels, but on jazz and classical labels as well.

Superior Distributors, which opened its own one-stop for r.&b. and Latin accounts a few weeks ago, reported that its one-stop sales were working out fine. According to Sam Weiss, head of Superior, one-stop sales were helping his regular distributor business, and vice versa.

Weiss told BMW that he was now servicing the Sam Goody stores on pop singles on an exclusive basis. The Superior boss said that Goody was moving a lot of singles in his chain of stores, even though singles have never been a very large part of Goody's business.

Superior's deal with Goody is somewhat similar to the  
(Continued on page 8)

**150 Best Selling**

**MONAURAL LP's**

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

Table with 4 columns: Rank, Title, Artist, Label, Weeks on Chart. Lists 150 monaural LPs.

Table with 4 columns: Rank, Title, Artist, Label, Weeks on Chart. Lists 150 monaural LPs (continued).

Table with 4 columns: Rank, Title, Artist, Label, Weeks on Chart. Lists 150 monaural LPs (continued).

**50 Best Selling**

**STEREO LP's**

Table with 4 columns: Rank, Title, Artist, Label, Weeks on Chart. Lists 50 stereo LPs.

# DESTINED TO BE THE BLOCK BUSTER ALBUM FOR 1962!

ORIGINAL MOTION PICTURE HIT THEMES

MOON RIVER FERRANTE  
& TEICHER

TOWN WITHOUT PITY GENE PITNEY

GUNS OF NAVARONE AL CAIOLA

KING OF KINGS FERRANTE  
& TEICHER

PARIS BLUES **LOUIS ARMSTRONG**

FROM WEST SIDE STORY

FLOWER DRUM SONG **MARIA**

POCKET FULL OF MIRACLES

TONIGHT FROM WEST SIDE STORY

BLUE HAWAII

EL CID

FANNY

THE HAPPY THIEVES NICK PERITO

BILLY WILDER'S ONE, TWO, THREE ROGER WAYNE

LILI MARLENE FROM JUDGEMENT AT NUREMBERG  
RALPH MALTERIE

## 16 SMASH SONGS

THE Academy Award Winner  
"MOON RIVER" ...

THREE Academy  
Award Nominations...

"Pocket Full Of Miracles",  
"Town Without Pity", "El Cid" ...

TWO Selections From  
The Academy Award Winner  
WEST SIDE STORY (Best Picture)  
"Maria" and "Tonight"

UAL 3197 UAS 6197(STEREO)



The Proudest Name In Entertainment

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

Table of Hot 100 chart entries (weeks 1-10) with columns for week, rank, and title/artist.

Table of Hot 100 chart entries (weeks 11-20) with columns for week, rank, and title/artist.

Table of Hot 100 chart entries (weeks 21-30) with columns for week, rank, and title/artist.

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

Comprehensive A-Z list of Hot 100 songs including titles, artists, and chart positions.

BUBBLING UNDER THE HOT 100

List of songs that are bubbling under the Hot 100 chart.



"THE NATION'S BEST SELLING RECORDS"

*Dot* BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16333	Cinderella	JACK ROSS
<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16349	Willing And Eager/Quando, Quando, Quando	PAT BOONE
<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16329	Chapel By The Sea	BILLY VAUGHN
<input type="checkbox"/> 16331	Twistwatch	THE STRING-A-LONGS
<input type="checkbox"/> 16346	Stranger On The Shore/Memories Of Maria	BUDDY MERRILL
<input type="checkbox"/> 16338	Confidential/How Deep Is The Ocean	KEELY SMITH

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16337	People Will Say We're In Love (The Answer To) You Better Move On	DEBBIE REYNOLDS
<input type="checkbox"/> 16319	(The Original) Nut Rocker	JACK B. NIMBLE
<input type="checkbox"/> 16312	I'll See You In My Dreams	PAT BOONE
<input type="checkbox"/> 16339	Dancing On The Ceiling/I Cried	DODIE STEVENS
<input type="checkbox"/> 16320	Glad Rag Doll	JOHNNY MADDOX
<input type="checkbox"/> 16345	Theme From Parkwood/The Parkwood Twist	THE STARLITERS
<input type="checkbox"/> 16342	Honky Tonk Twist/I Want A Girl	JO ANN CASTLE
<input type="checkbox"/> 16341	I Wanna Boogie/Angel Please	JIMMY ANDERSON

NEW RELEASES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16343	Too Young To Love/Hello, Lonesome	DALE THOMAS
<input type="checkbox"/> 16344	Take These Chains From My Heart It's Hard But It's Fair	WARREN STORM
<input type="checkbox"/> 16347	The World's Greatest Man Sweet Little Loveable You	WINK MARTINDALE

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16350	Do Yourself A Favor/We're Goin' Back	JACK LARSON
<input type="checkbox"/> 16351	Where Is The Boy Tonight/On The Wagon	THE CHARMAINES
<input type="checkbox"/> 16352	Show Boat/I Need You	FLOYD ROBINSON

BEST SELLING ALBUMS

MONO	STEREO	ARTIST
<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Betty Vaughn
<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • Lennon Sisters
<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTER'S GREATEST HITS
<input type="checkbox"/> 3403	<input type="checkbox"/> 25403	BIG BAD JOHN • Wink Martindale
<input type="checkbox"/> 3400	<input type="checkbox"/> 25400	TAKE FIVE • George Cates
<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Brothers
<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • B. Vaughn
<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Brothers
<input type="checkbox"/> 3360	<input type="checkbox"/> 25360	TONY MARTIN—HIS GREATEST HITS
<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3355	<input type="checkbox"/> 25355	POLYNESIAN PERCUSSION • George Cates
<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3342	<input type="checkbox"/> 25342	CHAMPAGNE MUSIC • Lawrence Welk
<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Brothers
<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan
<input type="checkbox"/> 3302	<input type="checkbox"/> 25302	POLKAS • Lawrence Welk
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox

MONO	STEREO	ARTIST
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Brothers
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn
<input type="checkbox"/> 3200	<input type="checkbox"/> 25200	VOICES AND STRINGS • Lawrence Welk
<input type="checkbox"/> 3170	<input type="checkbox"/> 25170	PETITE FLEUR • Bob Crosby
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROTHERS GREAT HITS
<input type="checkbox"/> 3156	<input type="checkbox"/> 25156	BILLY VAUGHN PLAYS • Billy Vaughn
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES 'IN GOLD • Billy Vaughn
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody
<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track
<input type="checkbox"/> 9500	<input type="checkbox"/> 29500	THE FIVE PENNIES • Sound Track

NEW ALBUMS

<input type="checkbox"/> 3428	Young World	LAWRENCE WELK	<input type="checkbox"/> 3434	You Better Move On	ARTHUR ALEXANDER
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ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS
<input type="checkbox"/> 16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX
<input type="checkbox"/> 16024	Love Walked In From The Vine Came The Grape	THE HILLTOPPERS
<input type="checkbox"/> 16025	Till Then/Only You (And You Alone)	THE HILLTOPPERS
<input type="checkbox"/> 16026	Melody of Love Sail Along Silv'ry Moon	BILLY VAUGHN
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	PAT BOONE
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX
<input type="checkbox"/> 16030	The Shifting Whispering Sands Part 1 and 2	BILLY VAUGHN
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM
<input type="checkbox"/> 16033	I Almost Lost My Mind Friendly Persuasion (Thee I Love)	PAT BOONE
<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE
<input type="checkbox"/> 16035	Love Letters In The Sand A Wonderful Time Up There	PAT BOONE
<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER
<input type="checkbox"/> 16037	Paper Doll/Glow Worm	THE MILLS BROTHERS

RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 16039	To Be Alone/Marianne	THE HILLTOPPERS
<input type="checkbox"/> 15486	The Green Door	JIM LOWE
<input type="checkbox"/> 15538	Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 15550	Dark Moon	BONNIE GUITAR
<input type="checkbox"/> 15841	San Antonio Rose	JOHNNY MADDOX
<input type="checkbox"/> 15858	Yellow Bird	THE MILLS BROTHERS
<input type="checkbox"/> 15879	Blue Hawaii	BILLY VAUGHN
<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor	LONNIE DONEGAN
<input type="checkbox"/> 15956	Bei Mir Bist Du Schon	LOUIS PRIMA, KEELY SMITH
<input type="checkbox"/> 15968	Deck Of Cards	WINK MARTINDALE
<input type="checkbox"/> 15985	Am I That Easy To Forget	DEBBIE REYNOLDS
<input type="checkbox"/> 16066	Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 16106	Look For A Star	BILLY VAUGHN
<input type="checkbox"/> 16144	Chills And Fever	RONNIE LOVE
<input type="checkbox"/> 16145	Last Date	LAWRENCE WELK
<input type="checkbox"/> 16151	Wonderland By Night	LOUIS PRIMA
<input type="checkbox"/> 16161	Calcutta	LAWRENCE WELK
<input type="checkbox"/> 16209	Moody River	PAT BOONE

MAIL NOW TO YOUR NEAREST *Dot* DISTRIBUTOR  
OR WRITE: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

# BILLBOARD MUSIC WEEK

## Radio's Sweet Music Format Converts Take Another Listen to Top 40 Gospel

See No Wholesale Rush Back to Temple of Rock, But Hits  
In Philly, Boston and N. Y. C. Gradually Get More B'cast Air

By REN GREVATT

NEW YORK — Is the often-maligned music known as the rock recapturing some of the radio ground lost recently to the so-called good music? It's a question which can't yet be answered with any clear, across-the-board trend,

### Three Cities Hold NARAS Banquets

HOLLYWOOD — Three simultaneous awards presentations and gala dinner-dances will be staged by the National Academy of Recording Arts and Sciences on Tuesday evening, May 29, for its fourth annual Grammy Awards in Los Angeles, Chicago, and New York. The awards for 1961 achievement in the recording industry will be held concurrently in NARAS three chapter cities, with members to assemble at the Beverly Hills Hotel's Crystal Room here, New York's Waldorf Astoria's main ballroom, and in Chicago (place to be announced later).

Nominations for the 1961 awards will be disclosed April 30 with NARAS members to select the winners. Recipients of the coveted award will be learned simultaneously as the envelopes are opened in the three chapter cities at the Awards dinners.

but there are murmurings and rumblings in various markets.

The payola inquiries two years ago sparked the initial back-to-good-music movement, but the development began to pick up considerably more steam last year. Some time salesmen found a growing reluctance on the part of sponsors to buy in on stations featuring a basic top 40 format on the grounds that the audience achieved through pop disk programming was not a primary buying group.

Recently, however, it has been noted that some stations which turned over a new programming leaf to good music are gradually slipping in more of the old-time rock and roll. This appears a calculated effort to "bring back the kids" while holding the adult audience with just enough good music to keep them happy. In addition, stations naturally go for top ratings and it's a fact in many markets that the ones that beam the pop hits are often No. 1 or 2 in the market.

#### WINS Inching Back

One of the more prominent examples of a station reversing itself is WINS, New York. Only a very few months ago, the outlet embarked on a policy of expanded good music, with pops and rock definitely cut back. With the complete switch of WMGM (including a call letter change back to its old WHN tag) from pop to nothing but mood music, the WINS change

at the time left only WABC and to some extent, WMCA, among the so-called swingers.

Now WINS has moved markedly back to rock and the station has hired Bob (Ba Ba Lu) Lewis, a New Englander oriented to pop, for an afternoon time seg. Meanwhile, Murray the K Kaufman remains a nighttime power on the station.

In Boston (see separate Boston market story) WHL, Medford, is returning to a pop format after an excursion into good music. WMEX with Arnie Ginsburg and Westinghouse Radio's WBZ, both with

(Continued on page 8)

## British Gov't Cuts Taxes on Records

By DON WEDGE

LONDON—Tax on records was reduced in the British government's annual budget statement. It is now lower than at any time since November, 1947. Record prices came down overnight, but the entire reduction was not passed on to the public. Manufacturers took advantage of the changes to raise basic prices in the interest of meeting increased production costs.

The tax now stands at 45 per cent (as against 55 per cent) of the wholesale price. Disks continue to rank in the group of most highly taxed luxuries. The reduction applied to all products in this group—including musical instruments, gramophones, radio and television sets.

Ironically, the reduction came in the year when the British Phono-

gram Committee—a group representing the majors dedicated to securing a tax concession—had been abandoned. Only official trade representation discerned was an appeal to the government by the Gramophone Record Retailers' Association.

#### Move No Concession

The lower rate cannot be interpreted as a concession to the industry. It was part of a move to equalize the widely varying purchase tax structure ahead of Britain's likely entry into the European Common Market when, it is forecast, only one tax rate can be levied.

To the consumer, the reduction on a single is nominal. It costs 6s. 7½d. (\$0.93) instead of 6s. 9d. (0.95). Philips did not accept the

(Continued on page 41)

### DISK SWAMI

## Industry Prophets See Gloomy Chi Distrib Scene in 1965 Crystal Ball

CHICAGO—It's 1965 and some 25 distributors that currently service Chicago have been cut to three or four. The record business is flourishing but the dealer as he exists today is virtually nonexistent. Even the distributor, as we know him, is a thing of the past.

He exists, instead, as a manufacturer's representative, servicing a particular territory.

These are the views of one of the leading, and most successful, distributor in the city. For obvious reasons, he's speaking off the record and prefers not to be identified. His thoughts, however, paint a dramatic and logically realistic picture of the future.

#### Call Him Jones

For sake of identification, let's call him John Jones, and proceed.

#### Fewer Selling Outlets

Jones sees some 450 retail record accounts in the city dropping to about 50, with no more than 10 of these accounting for some 80 per cent of the business. This doesn't mean there will be fewer retail outlets for records, probably there will be more, but centralized buying will drastically cut the number of selling outlets for the distributor.

The distributor will still exist but in a different capacity. With the

exception of a few specialty labels, such as jazz or folk music, where his function may remain the same, the distributor will instead be a manufacturer's representative. He will carry little, if any stock, merely calling on the key accounts in his area.

#### Manufacturer to Ship

Shipping will be by the manufacturer from one of several strategically located warehouses—the fewer the better.

The distributor, Jones feels, will also carry on an extensive mail-order campaign and will probably also sell at retail.

Why the change? Jones attributes it to a profit-squeeze. He notes that his firm is doing more business than ever but his profit is off. "We're selling to rack jobbers, one-stops and discounters, all of whom get a functional discount. Our margin of profit is down and we have had to cut our overhead drastically to combat this."

#### Staff Trimmed

Jones has trimmed his staff down to where he now has a tight operation and feels it's the only way he can continue.

As might be expected, his

(Continued on page 39)

## Disk Business Finds TV Medicine Is Working Cure for Anemic Sale

NEW YORK — Could be that the newest fad in disk repertoire is the medico-type of material, such as the "Theme From Ben Casey" and "Theme From Dr. Kildare." The medico kick has already resulted in a mass of consumer pub-

licity, which in turn has spawned a flock of Ben Casey and Dr. Kildare disks.

"Ben Casey," the TV property, in the past couple of months achieved such mass acceptance that Life magazine devoted a spread to the idea. Ditto other mags. Now, the Rhoda-Lee Blouse Company is putting out Ben Casey blouses for girls.

With the medico concept already pre-sold via such consumer appeal, the Carlton disk, "Theme From Ben Casey" backed with "Theme From Dr. Kildare," by Valjean, is already getting action.

(Continued on page 39)

## New Phase In Decca, MCA Talks

NEW YORK — Merger negotiations between Decca Records and the Music Corporation of America reached a new phase last week with submission of an offer by MCA President Lew Wasserman to Milton Rackmil, Decca topper.

For each share of Decca, according to the proposal, there will be offered one share of new MCA vertible, voting preferred plus one-third share of MCA common. Preferred shares will pay \$1.50 annual cumulative dividend and each will be convertible to one-half share of MCA common. The non-preferred shares will be callable at \$32 per share.

After registration with the SEC the offer must be accepted by holders of at least 80 per cent of Decca stock. Holders of a majority of MCA stock must also approve the proposal. The Decca board has already unanimously approved the offer and recommended acceptance to stockholders.

## Columbia Records to Intensify Reissue of Classic Jazz Disks

NEW YORK — Columbia Records' schedule of jazz reissues is likely to be very extensive in the next few years. It is known that John Hammond, Columbia recording exec and jazz authority, plans some 85 packages dating back to key artists of the early 1920's.

Hammond conceives of the project as a public service of high

cultural value. Coincidentally, it may be noted that culture very often proves profitable—as has been indicated by the good sales racked up by the Fletcher Henderson and Red Nichols Columbia sets, which retail at \$16 each, and by the big sales of the recently issued Billie Holiday memorial package.

Hammond intends to package most of the 85 or so albums on the Columbia label. Some will be issued on Epic and Okeh. The regular price tag will prevail.

The repertoire will derive from many facets of jazz. Aficionados can expect some additional Bessie Smith material, for, according to Hammond, Columbia still has more than 100 unreleased sides by the Empress of the Blues—including the "undiscovered" side. This is a performance on the Emerson label, which Bessie recorded under the name of Rosa Henderson.

Hammond stated the jazz reissue program will also explore such segments of jazz as urban blues, Texas blues, Southwestern bands, etc.

The material, he said, would be culled from the Columbia, Okeh, Vocalion and Brunswick catalogs; some from such catalogs as Perfect, Cameo, Regal and also from the old Red Aeolian label.

## Index to Contents

### General

International Music .....22  
Manufacturer News .....5

### Music Pop Charts

Best Selling Phonographs &  
Tape Recorders .....39  
Best Tracks from the  
Spotlight LP's .....30  
Bubbling Under the Hot  
100 .....Cover  
Double-Play Disks .....45  
Hits of the World .....22  
Honor Roll of Hits .....26  
Hot 100 .....Cover  
Hot C.&W. Sides .....40

Hot R.&B. Sides .....41  
Local Singles Breakouts .....1  
National Breakouts .....1  
New Action LP's .....1  
New on the Hot 100 Chart...1  
New on the LP Charts .....1  
Top LP's .....Cover  
Top LP's by Category .....20  
Yesterday's Hits .....37

### Reviews

LP Reviews .....30  
Single Record Reviews .....31

### Radio-TV Programming ... 37

Artists' Biographies .....37  
Easy Listening .....38

Buyers and Sellers Classified Mart ..... 19

Programming Panel .....37  
Yesterday's Hits .....37  
Vox Jox .....37

### Music-Phonograph Merchandising .....39

Album Covers of the Week...39  
Best Selling Phonographs &  
Tape Recorders .....39  
Disk Deals for Dealers .....39

### Coin Machine Operating... 45

Bulk Vending .....48  
Coin Machine News .....45  
Double-Play Disks .....45

## Columbia Celebrates Deb Of CBS Label of Britain

NEW YORK—The first records on the CBS label will be issued in London this week. The occasion will be celebrated in London on Thursday (April 26) with a party for press, radio, TV and the record industry to mark the debut of the new label. In addition, top American Columbia artists have hopped over to Britain to attend the affair, including Percy Faith, and Anita Bryant. Other Columbia pacts, Sir John Gielgud, Phillips Entrement, Alexander Brailowsky and Zino Francescatti will also be

present. Representing American Columbia at the reception will be executives Harvey Schein, Nat Shapiro, and Stanley West.

The CBS label will be marketed in the United Kingdom and Eire by Philips. In Europe, Columbia expects to get the new label launched sometime this summer, via its own distribution.

The records to be issued in London for the first CBS release include LP's by the Philadelphia Orchestra, the late Bruno Walter and the Columbia Symphony, Mitch Miller, Percy Faith, Doris Day, Andre Previn and others. CBS will also issue a flock of EP's for Great Britain with top album and singles names.

Goddard Lieberman, president of Columbia Records in the U. S., will not attend the CBS London affair as he is now on a trip that will take him to the West Coast, Tokyo and Hong Kong.

## Columbia Plant On West Coast

HOLLYWOOD — Columbia Records will build a \$3 million pressing plant and warehouse on the Coast to keep pace with its burgeoning business in the West. The new facility, to be located in Santa Maria, Calif., will serve as an addition to Columbia's Hollywood pressing plant, and its Santa Barbara warehouse.

Fact that Columbia is to have a second plant on the Coast was revealed here by Frank Stanton, president of CBS (the record company's parent firm), during the annual CBS stockholders' meeting. Stanton said Columbia acquired an option on an 18-acre tract in Santa Maria where the plant will be constructed.

Goddard Lieberman, Columbia Records president who was here to participate in the stockholders' meeting, stressed the fact that Columbia's rapidly expanding sales were prompting the construction of additional manufacturing facilities. Lieberman revealed that Columbia's sales in the Los Angeles market were up almost \$1 million over the previous year's level, and that Columbia's consumer sales throughout the country surged ahead by more than 33 per cent.

The Santa Maria factory will be Columbia's fifth plant in this country. In addition to its Hollywood Alden Drive plant, it operates manufacturing facilities in Terre Haute, Ind.; Pitman, N. J., and Bridgeport, Conn. Construction of a new plant here is consistent with Columbia's drive to expand its manufacturing capacity. Last May, Columbia opened its Pitman factory, heralded as the world's largest LP producing plant. In November, it expanded its Terre Haute plant.

The architectural firm of William Pereira & Associates were hired to draw plans for the Santa Maria building. In addition to housing manufacturing and warehousing, the Santa Maria operation also will serve as a shipping center for the Columbia Record Club.

## Victor Reel Tape Discount at 10%

NEW YORK — RCA Victor started a seven-week recorded tape program last week (16), which offered its distributors a 10 per cent discount on all purchases from the complete Victor four-track reel and tape cartridge catalog, including May releases. Program runs from April 16 through May 31.

The Victor tape catalog now consists of 120 popular four-track tapes. It is making available to its distributors various sales aids to help the tape program. These include counter display browsers, with space for 22 four-track tapes, best-seller empty tape boxes for display

## J. Bihari Buys Pressing Plant

HOLLYWOOD — Jules Bihari (Crown Records) last week purchased Jack Rosen's Superior Recording Company pressing plant, BMW learned. In confirming the deal, Bihari told BMW that the purchase price was "in excess of \$100,000." The acquisition of the Superior plant fortifies Bihari's move into the custom pressing field.

The Superior factory consists of 20 presses, a matrix department, and a letter press for printing labels. Rosen is retaining six injection moulding machines, and will remain in the plastics field. He has been manufacturing plastic hangers and shoe boxes.

Bihari also owns a fully equipped pressing plant in downtown Los Angeles, which, in addition to manufacturing disks, makes color separations for LP covers, and manufactures covers as well. Bihari will retain the Superior Recordings name, and its La Brea Avenue address, thereby keeping the operation apart from his downtown Los Angeles facility.

## Mrs. Carrie Marks Passes

MIAMI BEACH, Fla. — Mrs. Carrie Marks, mother of Herbert Marks, veteran Miami Beach booking agent, died at the Miami Heart Institute here April 10. Remains were shipped to New York, where funeral services were held at Riverside Memorial Chapel April 13.

# TV Packing Potent Punch as Medium for Record Exposure

By JUNE BUNDY

NEW YORK—Television exposure is becoming a strong factor again in the record sales field, singles and albums, both here and in England. A flock of TV stars are breaking into the charts again (for the first time since Edd (Kookie) Byrnes) and TV theme songs are garnering extensive wax coverage, with the top-rated medical series ("Ben Casey" and "Dr. Kildare") getting a particularly big play.

TV stars currently on BMW's "Hot 100" chart include George Maharis ("Route 66"), whose first Epic disk, "Teach Me Tonight," is No. 89; Shelley Fabares ("Donna Reed Show") No. 2 with "Johnny Angel," Colpix; Paul Peterson ("Donna Reed Show") No. 19 with "She Can't Find Her Keys" on Colpix; "Young World" by Rick Nelson ("Ozzie and Harriet") on Imperial, No. 6; "Old Rivers" No. 25 by Walter Brennan ("The Real McCoys") on Liberty; Perry Como's (NBC-TV) first big singles sellers in some time, "Caterina" on Victor, No. 34; and Lawrence Welk's (ABC-TV) "Runaway," No. 59, on Dot.

In addition, Connie Stevens' ("Hawaiian Eye") "Why'd You Wanna Make Me Cry" is listed as a "Regional Breakout" in Los Angeles this week, and the Chipmunks' (David Seville's video cartoon characters) "Alvin Twist" on Liberty was No. 60 last week. Nelson and Welk, of course, have maintained their hold in the record field for some time, but most of the others are either new to the field or are back on the single chart after a considerable hiatus.

## United Artists Activating Jazz Atlantic Names With Douglas Indie Producer Turkish Distrib

NEW YORK — United Artists Records is reactivating its jazz line, and is setting up a new jazz department, headed by Alan Douglas, formerly associated with the Barclay interests in France and as an indie jazz LP producer.

The decision to set up the new department, according to UA prexy Art Talmadge, was further sparked by the label's stepped up activity overseas, where jazz is "one of the items in heaviest demand."

UA will introduce its new jazz line to distributors at the label's Miami sales meet in June. Albums will feature such established jazz names as Herbie Mann, Art Blakey and the Jazz Messengers, Kenny Dorham, Billy Strayhorn, Zoot Sims and John Coltrane. UA will also record new jazz talent.

Although details will not be revealed until June, UA is utilizing a new packaging concept "to give a clear identity to the jazz line," and a "special recording technique" on new packages. The label is

scheduling regular jazz releases (featuring name artists and newcomers) which will be cut by Douglas here and on the Coast.

United Artists Records placed heavy emphasis on jazz product during its first year, and the label has a sizable jazz catalog dating back to that period, including packages by Diahann Carroll, the Modern Jazz Quartet, Andre Previn, Benny Carter, Charlie Mingus and Randy Weston.

## Lieberman Talks Due Throughout Far East

HONG KONG—CBS President Goddard Lieberman is due to arrive here on May 1 from Tokyo during the course of a business trip. While in Hong Kong he will confer with Ren da Silva of the Diamond Music Company, distributor for Columbia Records in Hong Kong, Macao, Singapore and Malaya.

TV stars on BMW's best selling album chart this week include Lawrence Welk with two packages; the usual flock of Mitch Miller's "Sing-Alongs" (NBC-TV); two Rick Nelson LP's; three Bob Newhart (NBC-TV) albums; Tennessee Ernie Ford (NBC-TV); "The Bickersons" by Don Ameche and Francis Langford, and Robert Goulet. Although Goulet and "The Bickersons" aren't regulars on TV, most of their sales impact in the album field is generally believed to be from TV guest shots. Goulet, the "Camelot" musical comedy star, has benefited particularly from extensive exposure on Ed Sullivan's CBS-TV show.

The biggest things in the TV theme field right now are the themes from two series about medics—"Ben Casey" and "Dr. Kildare" (see separate story).

Vince Edwards, star of "Ben Casey," is currently negotiating to record, and has talked with both Victor and Columbia.

Other current TV theme releases include "Route 66" (ABC-TV) by Nelson Riddle on Capitol and in George Maharis' first Epic album; "Mr. Lucky" (a big TV theme hit a while ago but now off the air) by the Modernaires on UA; "The Jazz Sound of Dr. Kildare," a new Choro album of TV themes; and a UA album, "Hit Instrumentals From Western TV Themes."

TV themes are already in the best seller category in England. Last week's Top 30 best sellers on Britains' New Musical Express chart included "Dr. Kildare Theme" by Johnnie Spence, No. 16; "Z Cars Theme" by Johnny Keating on Piccadilly, No. 20; "Maigret Theme" by Joe Loss on HMV, No. 24, and "Z Cars Theme" by Norrie Paramor on Columbia. "Z Cars" and "Maigret" are British TV series.

Coming May 12 . . .

## BILLBOARD MUSIC WEEK

### MOA (JUKE BOX OPERATOR) CONVENTION ISSUE

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## A COMEDY OF ERRORS

NEW YORK — In last week's BMW a story on LP's being sold in night clubs, a number of errors were made pertaining to an album being sold in the Upstairs at the Downstairs nitery. The name of the current show, and the recording of same which is on sale in the club is "Seven Come Eleven," not "Dressed to the Nines" as stated in the story. This comedy revue was recorded by Columbia but never released. "Dressed to the Nines," a previous revue, was recorded and released by MGM. Irving Haber, the club's owner, bought the "Seven Come Eleven" finished records and jackets from Columbia, not pressed masters as stated in the story. It was learned also that Julius Monk will be leaving as the club's

WIDE HORIZONS

# George Avakian Views Growing Jazz Market

By **GEORGE AVAKIAN**  
Manager  
Popular Artist & Repertoire

**RCA Victor Record Division**

Cycles come and cycles go in jazz as in all things. Right now, we are on the verge of a coming cycle, which is the second best kind. (The best is one that is here and riding high.) The change is now in the air. Business is a bit better; enough so that money has loosened up. New fans are coming to jazz; not just new young people, but a whole audience of marginal supporters who are being won by publicity in national magazines on a scale unknown until a year or so ago, and even a wave of support from an area which has been taken for granted—the Negro population, which has never taken as much to jazz as the white public has thought.

Negroes have come to enjoy and support this music which its white fans have constantly said was theirs in the first place. In so doing, they have brought about a change in many ways. There are now night clubs where top jazz names play and the audience is at least 50 per cent Negro, and these are not the "black and tan" clubs of old, set in Harlem or Chicago's South Side or Detroit's Negro district. The music is modern jazz with a harder beat than the so-called "hard bop" musicians ever envisioned, and its strongest characteristics are long, rather abstract solos, often with a hypnotic monotony that is difficult to translate to records but which, in a club, creates a powerful impression. On records, this "new" audience has doubled the market for such artists as Cannonball Adderley, Ahmad Jamal, John Coltrane and Sonny Rollins.

**Quality Takes Toll**

In records, the shake-out in the form of a reduced number of releases and higher quality per release has taken its welcome toll, and the way has been opened once again for unusual and imaginative recordings to find their way to the upper echelons of the jazz market. At RCA Victor a move into the modern jazz market has been made in a carefully calculated fashion. Two musicians who have won high places in jazz polls for many years and have been seen by millions of jazz fans the world over as sidemen in the

Dave Brubeck Quartet—Paul Desmond and Joe Morello—have been presented in completely different contexts.

The return of Sonny Rollins is one of the most exciting events in jazz in many years; and he will have the benefit of first-class recording, painstaking production and planning.

This kind of solid entry into the jazz market can open the way to new talent. Victor intends to introduce in May vocalist Jeanne Lee and pianist Ran Blake, and the first solo recording of vibraphonist Gary Burton, who has just turned 19 and has already won himself quite a reputation among a growing circle of musicians and critics.

**Mingus Released**

RCA Victor plans to release a Charlie Mingus album made several years ago. Mingus has long maintained it is the best he ever made—but it was so far ahead of its time that it was deemed unwise to release it commercially until now.

The biggest boost forward for jazz is about to come in the form of Benny Goodman's tour of the USSR. I do not expect that it will create a revival of interest in the music of the swing era—that will remain a personal triumph for Benny, but it will serve to focus enormous publicity on the idea of American jazz as a universal language and our most valuable export, with the result that the most active performers will be given more opportunities than ever before.

**Festival**

There will be another boost for jazz on the international scene a week after Benny takes off for Moscow. The First International Jazz Festival at Washington kicks off on May 31 and runs through June 3 in a series of programs unprecedented in scope and variety, all designed to demonstrate to the nation's capital, and the assembled representatives of the world's governments, the strength, vigor and universality of jazz. The Festival includes many vital but obviously uncommercial programs.

If all the activity that is shaping up in jazz circles translates into better opportunities for the musicians below the top box-office rank, the result will be more work opportunities for all based on greater public response. This will lead in turn to a new golden age of jazz, with the consolidation of established talent and the flowering of the new. Both are vital in the growth of any art.

# Distel Here to Wax for RCA

NEW YORK—Sacha Distel, the French singer-guitarist, arrived in New York last week for a series of recording dates here, and a brace of appearances in Canada. The recording dates will be conducted at the Victor studios in New York, under the aegis of RCA Victor, with whom the singer has signed a contract for his U. S. releases.

Distel has five different record pacts, each one requiring him to sing in a different language. In France, his home base, he produces his own records, which are distributed by French RCA. These are for France and all French-speaking countries. In the U. S. he records for RCA Victor for all English-speaking countries. He records in Spanish for South America and Spain for RCA Spain. His German records are waxed in Munich for Polydor, and his Italian records are made in Italy for RCA Italiano.

Distel says that it is necessary for a singer today to record in these five languages in order to get sales in different countries in Europe as well as the U. S. As for the languages themselves, Distel is fluent in most of them, and is studying the ones he doesn't yet speak easily. He also doesn't mind the traveling from country to country to do his recording.

While in North America, Distel will play nine days at a theater in Montreal and a night club in Quebec. He records for RCA Victor here the week of May 1 with Ray Ellis. His Victor pact calls for two LP's and five singles over a two-year period. He is also set for appearances on three NBC-TV shows.

# Philips Awards To 5 Distributions

CHICAGO—Philips Records awarded cash prizes to five distributor promotion men in the company's special contest held here recently.

Based on Philips' "Shake the Hand of a Fool," by Johnny Hallyday, the company selected a key radio station in each sales area. The first promotion man to send an actual Top 40 sheet with the records listed were named winners.

Prizes went to Eddie Lambert, Florida Music Sales, Miami, first prize; Leo Cheslak, Cadet Distributors, Detroit, and Gerald Sher, Mutual Distributors, Boston, tied for second place. Ron Schaeffer, Great Lakes Record Distributors, Cleveland, and Ray Peterson, Great Western Record Distributing Company, Salt Lake City, tied for third prize.

# LP CHART CORRECTION

NEW YORK—Two positions were inadvertently reversed this week on the "New on the Top LP's" Page One Listing under Stereo. "Midnight in Moscow" by Kenny Ball and His Jazzmen should have been 35, and not 37; while "Down Home" by Chet Atkins should have been 37, and not 35.

# Awards Stint Aids Williams LP Sales

NEW YORK—Andy Williams recording of "Moon River" has racked up orders, according to Columbia Records, of close to 40,000 within two weeks' release. Platter was rushed out by the label to coincide with Williams' performance of the Mancini tune on the Academy Award Show a fortnight ago. LP also contains movie theme from a flock of other recent pictures.

The Williams album is part of Columbia's May release. This release includes "Family Sing Along With Mitch," the 15th in the famous series, which spotlights a cover by Norman Rockwell. A reproduction of the cover suitable for framing is included with the album.

In honor of Igor Stravinsky's 80th birthday, Columbia is issuing six Masterworks albums of his works. Four will feature the composer conducting his own music.

# TV Doc, Borge Sign With MGM

NEW YORK—MGM Records has announced recording debuts on the label of comedian Victor Borge, and "Doctor Kildare" TV star, Richard Chamberlain. Chamberlain has cut a single including "Three Stars Will Shine Tonight," a lyric adaptation of the TV show theme. Borge's first outing is a live album, cut during performances in Philadelphia and Buffalo.

# Ventures' Bogle Starts Own Label

HOLLYWOOD—Bob Bogle, who with Don Wilson comprises Dolton Records' Ventures, last week launched his own record label known as Camelot Records. Bogle, contractually tied to Dolton, will not personally perform on his own label, but plans to sign his own talent and produce the disks. Distribution deals currently are being lined up, with initial Camelot product planned for sometime in May.

# Platters Behind Iron Curtain

CHICAGO—Mercury's hot recording group, the Platters, have embarked on a European concert tour that will include eight appearances behind the Iron Curtain in Poland.

The group is scheduled to appear in Italy, April 21-28; Spain, May 3-13, and Poland afterward. The Platters will also film two television spectacles in London during their overseas jaunt.

# String-A-Longs Side on Dot

HOLLYWOOD—Dot Records' president, Randy Wood, last week acquired the master to a single by the String-A-Longs, "Twist Watch" b-w "Sunday," to be issued under the Dot label. Group is remembered for its million-seller, "Wheels," on the Warwick label. Deal was concluded with Norman

# 10 New Members Joining NARM

NEW YORK—Ten new associate members have joined the National Association of Record Merchandisers, Inc. Included are six record manufacturers, two suppliers of accessories to the rack industry and two suppliers of packaging material.

New record manufacturer members are Family Records, represented by Hans Jan Lengsfelder; Sue Records, represented by Henry Murray Jr.; Old Towne Records, Hy Weiss; Big Top Records, John Bienstock; Buckingham Records, Nat Horowitz and George Curtis, and Master Classics, William Hamilton.

Suppliers of accessories include Walco Electronics, represented by A. Ward Brill and Phil Rabin, and Tone-King Corporation, represented by Rudolph Pike. Several weeks earlier, Le-Bo Products, a manufacturer of accessories, also joined NARM.

Container-Kraft Corporation and Dyna Pak Company, represented respectively by Art Garson and Norman Rubin, are also new NARM members.

The NARM associate membership now includes 53 member companies.

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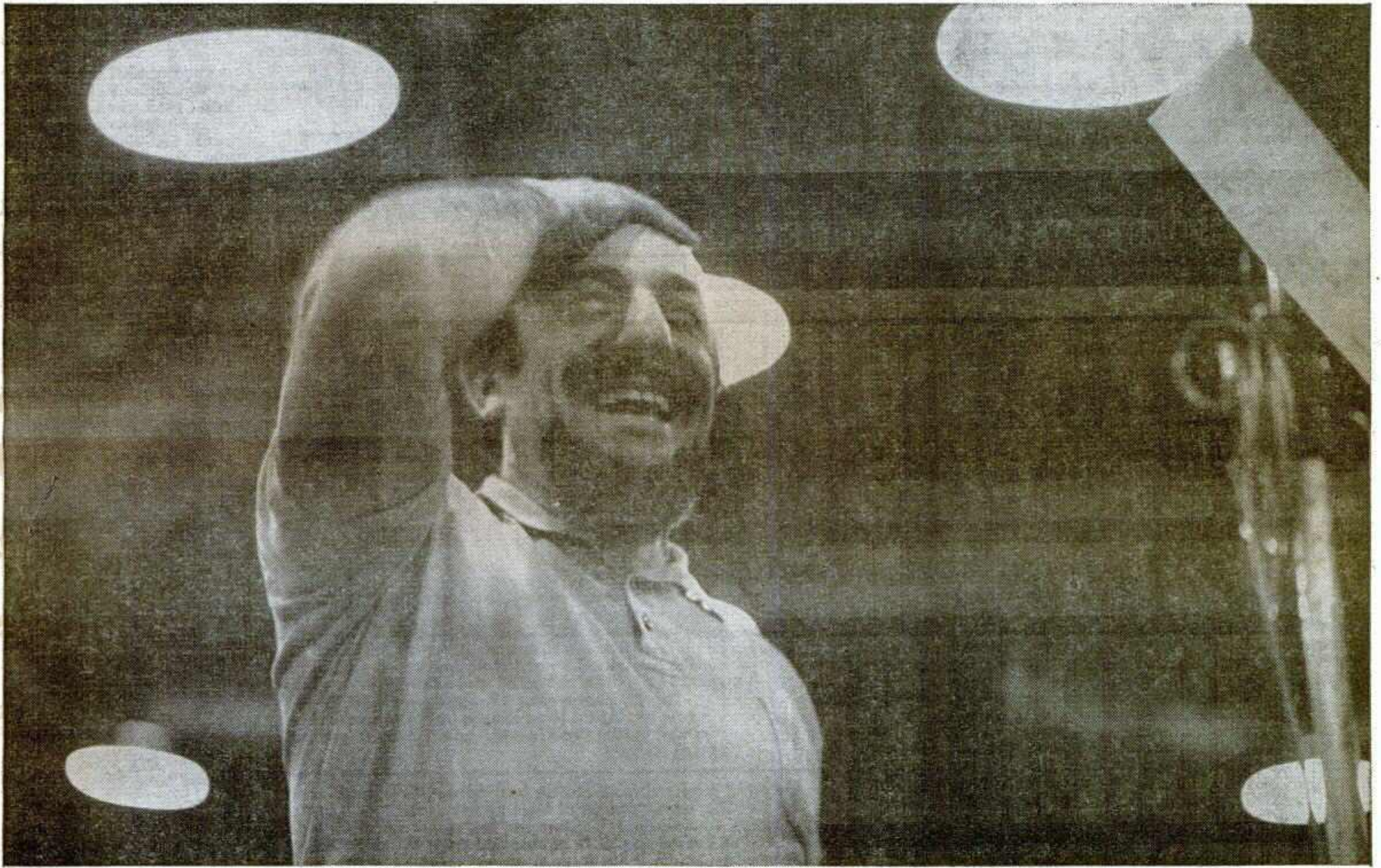
**BE THE FIRST**

To introduce "tomorrow's" hit tunes—Today!



# MITCH MILLER WINS TWO NARM DISK AWARDS

MIAMI—Mitch Miller received two National Association of Rack Merchandisers Awards at the organization's annual convention. Mitch Miller and the Gang were named Best-Selling Vocal Group, and "Sing Along With Mitch Miller" was voted Best-Selling Lp Record Promotion. By 1961, an estimated seven million Lp's from the famous "Sing Along" series of 16 albums were sold.



*Thanks -  
Mitch*

**COMING SOON: "FAMILY SING ALONG WITH MITCH"**

CL 1773/CS 8573 (Stereo)

**COLUMBIA RECORDS**



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# WEEKLY MARKET ANALYSIS

Continued from page 1

deal that Irv Levine has with Korvette. Levine, through his New Deal Records firm, has been supplying the Korvette chain with singles for over six months.

New York dealers were pleased about what appears to be Station WINS' gradual swing back to Top 40 programming, intermixed with standards. For a short while WINS had laid off the hits to play almost exclusively standards and LP tracks, but now most hit disks were being aired, too.

## Award Ups 'Moon River' Tide

BOSTON—Disk activity continued on an even keel here last week, with little change since the previous week. Most stores noted an upsurge in sales of "Moon River" singles and albums since the song became the Academy Award winner two weeks ago.

On another front, the radio picture here appears to be going through some interesting changes. Contrary to recent indications in some parts of the country, radio here is veering back to greater emphasis on Top 40 type pop record programming.

WHIL, Medford, on a so-called good music kick for over a year, is now noted as "moving back to the solid pops." Throughout its good music period, the station has maintained a hit list, because of commitments to stores in the area. Recently "The Duke of Earl" topped the list without a single play from the station. Now, the station will move back to playing more of the disks on its own list.

In like manner, WTAO has been going through a "golden sounds" period. This station, too, is now ready to move back with more emphasis into the pop singles field.

It is also notable that two of the top-rated jocks here feature the pop single hit format, employing the list concept. These are Arnie Ginsberg on WMEX and Dave Maynard on WBZ. The latter station, a member of the Westinghouse chain, at one time, strongly de-emphasized pop programming but more recently it has moved steadily back to the pops.

Meanwhile, WEZE, one of the longest-standing of the good music programmers here, continues its uninterrupted 15-minute blocks of programming of good music album fare, injecting commercials at the end of each quarter hour. "It's certainly a successful operation here, but maybe there's room for only one or two like that in a market," one local trader remarked. "At any rate, the others who've tried it haven't come out nearly as well."

## 'Kathy' Tops So-So Balt. Market

BALTIMORE—Business was only so-so here last week, but a number of new records were pulling strong play from local radio and TV stations.

Frances Jordan, record librarian of WCAO here, reported solid response to "Kathy" by the Romeos on a local label, Southside. She also said TV star George Maharis' first waxing was a big audience favorite.

Although "Teach Me Tonight" is the side (of the Maharis disk) that hit BMW's "Hot 100" chart this week, Miss Jordan said "After the Lights Go Down Low" was the side preferred by WCAO dialers. The librarian said the station is receiving a phenomenal mail response to its campaign asking listeners to write "get well" notes to Maharis, who is recovering from hepatitis.

Buddy Deane, WJZ-TV's powerhouse deejay, listed the following disks as among the newer releases pulling the biggest audience response last week on the show: "Hit Record" by Brook Benton; "Man Who Shot Liberty Valence" by Gene Pitney; "Heavenly" by Johnny Madera; "Can't You See It in My Eye" by Jimmy Ellidge; "If I Cried Every Time You Hurt Me" by Wanda Jackson; "Frustration" by the Zanies and "I Done Got Over It" by Irma Thomas. Miss Jackson's disk and the Pitney disk are on BMW's "Hot 100" this week.

## Philadelphia in Lenten Slump

PHILADELPHIA — Business continued quiet here last week, due to what some dealers described as "a Lenten slump." Others explained conditions by the simple fact that "there are no really big records here right now."

"There is one record that may make a difference, however," said Jerry Rosen, of I. J. Morgan, large one-stop and rack operator here. "It's the old tune, 'Time After Time,' done by Brent Edwards on the Karen label. Meanwhile, another disk, 'The Worm,' performed by Ricky Dee and the Embers on the Newton label, though receiving a hefty promotion here, had not yet reached some dealers checked.

Meanwhile, Rosen, co-owner of the Morgan firm, said he had had a good vacation last week in Miami. "Actually we went down with the idea of applying for membership in the NARM organization during its convention there," Rosen said. "But they denied our application because they feel we are too small. Perhaps that is true, but we are certainly one of the biggest rack jobbers in Philadelphia and I venture to say, perhaps larger than some of the 35 or so members of NARM. In fact, as far as I know, there are no NARM members in Philadelphia, the headquarters of the organization.

"Frankly, I would have to question how important an organization can be if it has only something like 35 operators in a field that contains probably more than 400 across the country. What does it all mean and who are they really kidding? We are doing a good business as we are and I guess we were just mistaken about NARM."

On the dealer level here, some have reported that they

# Sweet Music Converts Listen to Top 40 Gospel

Continued from page 4

strong rock-oriented programming, remain two of the top outlets in the Hub. The latter is noted by local observers as "going more and more to pops."

### Two in Philly

In Philadelphia there are two strong pop outlets. Hy Lit and Joe Niagara are playing the hits in a steady stream on WIBG, while Jerry Blavit holds forth on nearby WCAM, Camden. Though some hold that WIBG is not breaking records like it used to, a preponderance of disk outlets in the Quaker City still buy singles on the basis of "Wibbage" listings. The Blavit show, on the other hand, is noted by traders there as one of the swingiest in the city.

It is also reported by observers in Philadelphia that, "WPEN and WIP are not as strict on good music as they have been," with both allowing more pop to seep into the airwaves. On another front, there is a strong rumor that an FM station there may soon go to a rock and roll programming format. This is said to be the FM outlet WDAS, long identified as an r.&b.-oriented station.

In Chicago, there are no significant recent changes. WLS, known

among promotion men as the No. 1 station for the sale of singles, remains No. 1 in the city in Pulse ratings. WLS's Dick Biondi, nighttime deejay, remains the hottest in his trade in the Windy City.

In Minneapolis, KDWB, No. 2 in the local ratings derby, is regarded as the station that establishes hits. It's also noted by local promotion men, that once KDWB gets a record moving in the market, other stations in the area, like WLOL and top-rated WCCO, are more likely to spin the disk than formerly. WDGY, formerly a pop power, has recently become automated, with all programming taped "in front," through outside programming sources, precluding its use as an exposure medium.

### Plays 'Em Like Pop

Though it does not play pop, one good music station in Minneapolis has nevertheless styled its approach along Top 40 lines. "That is to say, they will lay on a record," as one local promotion man put it, "and even if it's an album, they'll work on it, play it a lot and give the credits so a listener can buy it if he likes it."

In St. Louis, the radio scene is swinging, with three strong stations

## LATE ALBUM SPOTLIGHTS

### SOUND

#### DAVID ROSE AND HIS ORK



MGM E 4004 (M) SE 4004 (S)  
LARRY ELGART AND HIS ORK  
MGM E 4028 (M) SE 4028 (S)  
NEW AND EXCITING LATIN SOUNDS

Manuel and his Strings. MGM E 4029 (M) SE 4029 (S)—Three fine sound sets in the new MGM 21 series line. They combine crisp reproduction with a fine danceable beat. The Elgart set swings politely, David Rose's sweeping fiddles fill the room with lush sound and Manuel does percussive things with this strings. Each set has fine sweet music programming fare.

### JAZZ

#### BOSS TENORS IN ORBIT



Gene Ammons and Sonny Stitt. Verve V 8468 (M); V6-8468 (S)—Here's a follow-up to the first Boss Tenor set made by Ammons and Stitt which got good action in the jazz market. The two soloists are in driving form throughout the five-track LP and the rhythm section sets a firm groove. Up, middle and ballad tempos are the order of the day. The album has some fine organ work by Donald Peterson backing the two-tenor and tenor-alto combination. "Walkin'," "John Brown's Body" and "Bye Bye Blackbird" are top tracks.

are doing more and more of their business with their suppliers on a C.O.D. basis. "Not all of them by any means," said one of these, who declined to allow the use of his name, since "they'll all put me on C.O.D. at once and that'll kill me." "But he continued, "I'm trying to do it gradually and I find I'm in much better financial shape, don't tend nearly as much to overbuy, and save at least a piddling amount extra by getting all the 2 per cent cash discounts. It's probably worthwhile for a lot of dealers to think of this."

## Awards Do Little for Chicago

CHICAGO—Spotty business, both in singles and albums, and heavy discounting characterized the record market here last week. The Academy Awards failed to move any amount of merchandise from dealers' shelves. Henry Mancini's "Moon River" on RCA Victor picked up a little but dealers pointed out the record was selling all along and had never really dropped off.

The breakout pace was off, with no hot new tunes setting any sales records. Bulk of the traffic was in well-established chart items. Customers, it seemed, were more concerned with the Easter and Passover holidays than in buying records, and dealers were also playing it pretty close.

The Kingston Trio's "Scotch and Soda" on Capitol was leading other versions of the tune by Johnny Ray on Liberty and Henry Thome on Viv, and this despite the fact that Capitol is still pushing the flip, "Jane, Jane, Jane." A minor battle is developing on "Sugar Blues" between the Ace Cannon version on Santo and the Don Costa side on Columbia, though neither side is really creating much excitement. Ditto for "Walk on the Wild Side," with Elmer Bernstein on Choreo and Jimmy Smith on Verve.

Picks by one of the city's hottest singles-playing deejays are "Twist, Twist Senora," U. S. Bonds, Legrand; "Dr. Feel Good," Okeh; "Limbo Rock," Champs, Challenge.

## NEW ON THE TOP LP's

Continued from page 1

### STEREO

- 35. DOWN HOME . . . Chet Atkins, RCA Victor LSP 2450
- 37. MIDNIGHT IN MOSCOW . . . Kenny Ball and His Jazzmen, Kapp KS 3276
- 39. OKLAHOMA! . . . Sound Track, Capitol SWAO 595

pouring out a steady flow of rock and pop. These are WIL, KWK and KXOK. Some regard this as a promotion man's dream and the same hold true of Seattle, a smaller market than St. Louis, where there are also three strong stations, all dedicated to the rocking beat, another happy hunting ground for promotion people.

In San Francisco, one distributor described the singles business as being "as bad as it's ever been right now." Coincidentally, there is only solid hard-rock station, KYA, which features such deejays as Bob Mitchell, Tom Donahue, and ex-New Yorker, Peter Tripp. The station is No. 1 in the market, however, and two of the jocks recently staged a Chubby Checker in-person show which drew a healthy 16,000 Twist fans.

### Building Excitement

In Columbus, one of the longer-standing good music stations, WVKO, switched to a Top 50 list format the first of this month. Reportedly, the outlet has already built up a considerable excitement factor since the switch.

As had been said, there is admittedly no stampede back to rock programming. But there are chinks appearing which have caused some rejoicing in certain industry circles. This substantial core of rock-ophiles hope for more of the trend and point out repeatedly that the charts continue to prove that rock and roll is alive and thriving.

Now he can

# Escape

Rheumatic Fever



Medical science has scored against a major childhood menace. Rheumatic fever and rheumatic heart disease now can be prevented through prompt treatment of "strep" infections.

For medical advice, see your doctor.

For more information, ask your Heart Association.

For greater advances against heart disease,

**GIVE**  
to your  
**HEART FUND**



**HIT SINGLES**

**make**

**HIT ALBUMS**

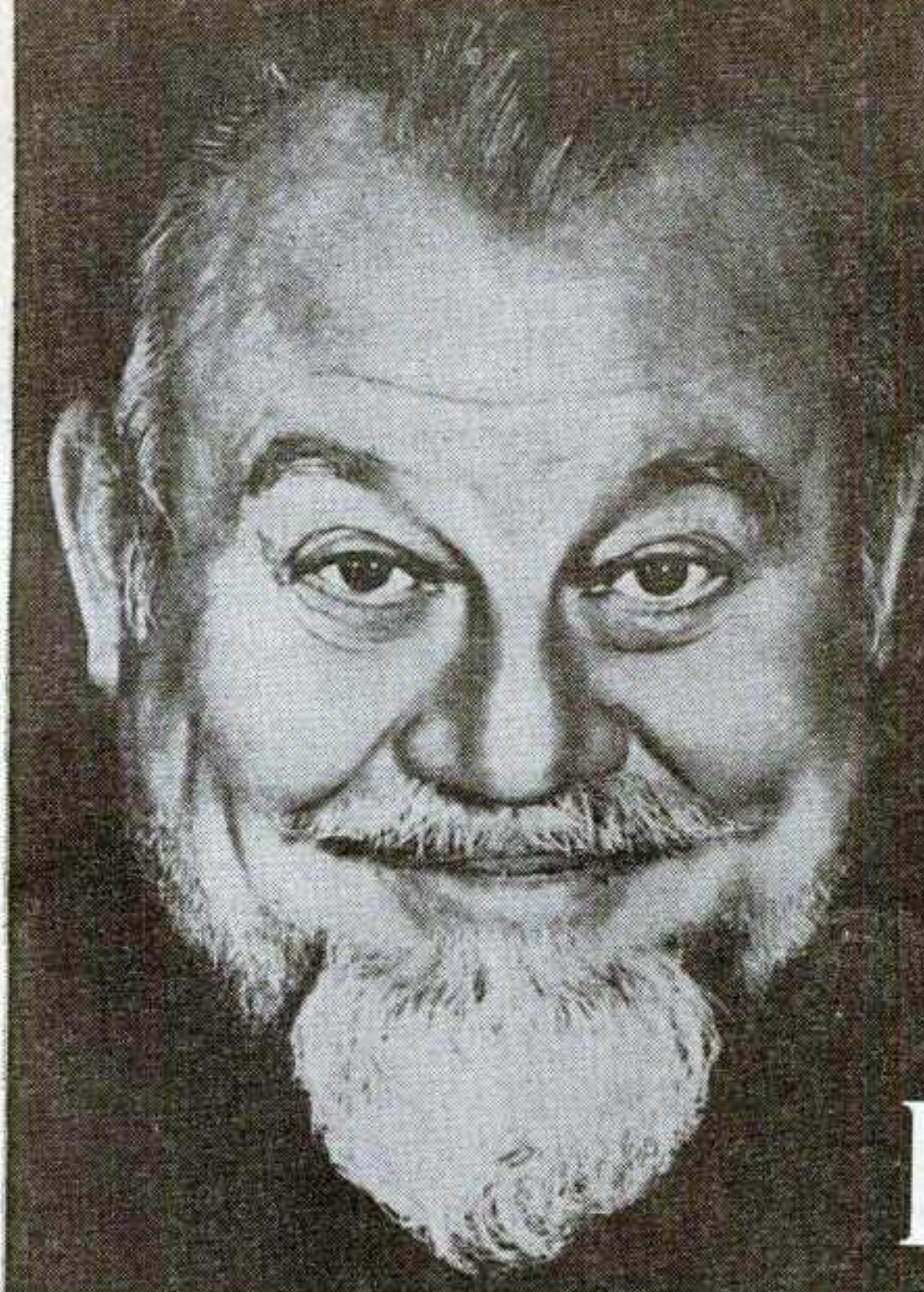
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**FUNNY WAY  
of LAUGHIN'  
31373**

*on all charts and heading for No. 1*

***Just Released!***

**BURL IVES**



It's Just My  
**FUNNY  
WAY of  
LAUGHIN**

DL-4279  
DL-74279 (stereo)

on

**DECCA**



RECORDS

***Naturally!***

This One



QWP6-87G-800L

# THE JAZZ OF AMERICA SELLS ON VERVE!

ELLA swings brightly with NELSON



Fitzgerald-Riddle

ELLA SWINGS BRIGHTLY WITH NELSON  
ELLA FITZGERALD/NELSON RIDDLE  
V/V6-4054



FOCUS  
STAN GETZ/EDDIE SAUTER  
V/V6-8412

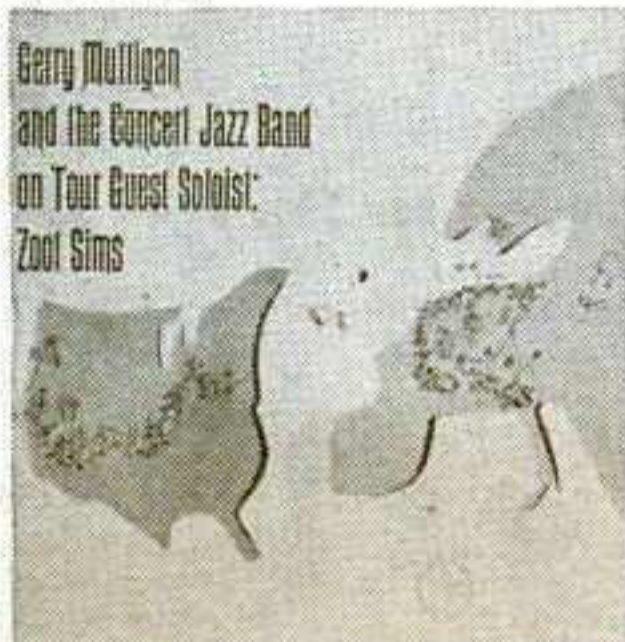


VERY TALL  
OSCAR PETERSON TRIO with Milt Jackson  
V/V6-8429

BOSS TENORS IN ORBIT!  
GENE AMMONS & SONNY STITT  
+ ORGAN RECORDED FEBRUARY 1952



BOSS TENORS IN ORBIT!  
GENE AMMONS/SONNY STITT  
V/V6-8468



Gerry Mulligan and the Concert Jazz Band on Tour Guest Soloist: Zoot Sims

GERRY MULLIGAN AND THE CONCERT JAZZ BAND ON TOUR  
Guest Soloist: Zoot Sims  
V/V6-8438



CLASSICS IN PERCUSSION!  
GENE KRUPA and his Orchestra  
V/V6-8450



BLUE HODGE  
JOHNNY HODGES  
V/V6-8406



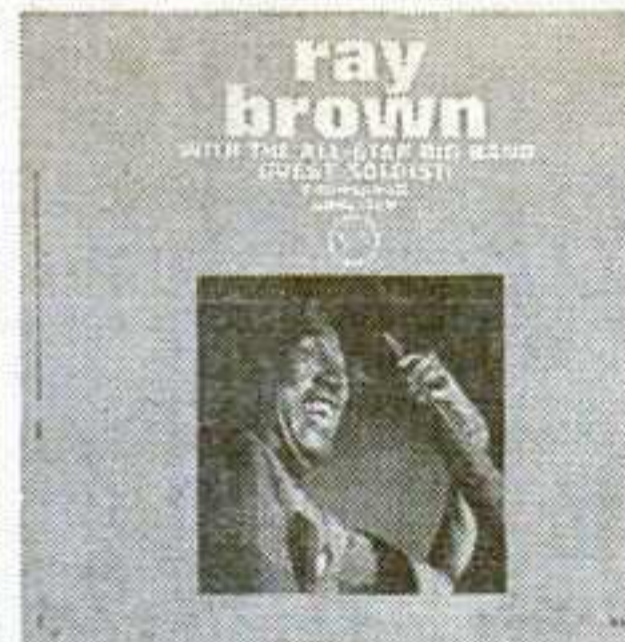
BLOCKBUSTIN' DIXIE  
AL HIRT & PETE FOUNTAIN  
V-1028 (Mono Only)



STEREO  
Saturday Night/Sunday Night At The Blackhawk, San Francisco  
The Cal Tjader Quartet  
V/V6-8459



KAI OLE  
KAI WINDING'S Trombones and Orchestra  
V/V6-8427



RAY BROWN AND THE ALL STARS  
Guest Artist: Cannonball Adderley  
V/V6-8444



# THE JAZZ OF AMERICA IS ON VERVE!

Bob Brookmeyer  
Ray Brown  
Roy Eldridge  
Herb Ellis  
Gil Evans  
Ella Fitzgerald  
Stan Getz  
Terry Gibbs

Dizzy Gillespie  
Jimmy Giuffre  
Johnny Hodges  
Billie Holiday  
Lee Konitz  
Gene Krupa  
Gary McFarland  
Gerry Mulligan

Anita O'Day  
Kid Ory  
Charlie Parker  
Jacy Parker  
Oscar Peterson  
Don Randi  
Buddy Rich  
Sonny Stitt

Art Tatum  
Jack Teagarden  
Sister Rosetta Tharpe  
Cal Tjader  
Mel Tormé  
Kai Winding  
Lester Young

# THE MANY TYPES OF JAZZ

By JACK MAHER

The growing importance of jazz as a source of profitable merchandise makes it important for every dealer, not only the retailer specializing in jazz, to know the differing types and varieties of jazz. Gone are the days when a dealer could throw all his swinging merchandise in one browser box labeled "jazz." Knowing the name artists and the styles they play is not only an advantage to the average dealer but a necessity. The more the dealer knows about musicians plying the jazz trade the better are his chances of building repeat sales.

The styles of jazz fall into a variety of categories. It's important for a disk outlet handling jazz to take cognizance of these categories by grouping LP's and singles by artists in each of these styles together so that a record buyer who is "just looking around" can find his favorites quickly and easily.

### Jazz Categories

In this day of bin merchandising the dealer should group his disks in specific jazz sections following the general lines that have developed through the history of the music. These categories are: Dixieland, swing and modern. For even greater customer identification, these categories can be broken down even more to include big band, traditional or Trad (a form somewhat in the Dixieland groove), avant garde or far out (an extension of the modern movement) and blues. The styles represented here are basically instrumental albums. For a comprehensive collection, the dealer should also separate jazz vocalists from the general categories.

Each of these categories has its leading lights and their records should be placed in the most prominent position. The Dukes of

Dixieland, Louis Armstrong, Al Hirt and Pete Fountain could be placed in the Dixieland bin. Hirt and Fountain are sometimes classed as swing, but their basic reputations are linked with the Dixieland movement. Hard by this collection, Trad or traditional records might be stored. Kenny Ball and Acker Bilk are currently the most notable artists in this field.

While the big bands are probably the most notable contribution of swing, such artists as Jonah Jones, Erroll Garner and the various small groups Benny Goodman has fronted certainly

... by separating their jazz product into categories: modern swing, dixieland and jazz vocalists, and displaying each of these categories in individual browser boxes, dealers will find that they can increase their jazz LP sales and encourage repeat business...

belong with this grouping. Big bands should, of course, include Count Basie, Duke Ellington and Stan Kenton.

Kenton and Garner might also be placed in the modern category along with Dave Brubeck, Cannonball Adderley, Miles Davis and Eddie Harris. All of these musicians have broken into the pop charts. Also in the modern category, but with a strong underlying blues quality, is Jimmy Smith's "Midnight Special." Smith, along with Gene Ammons, are powerful sellers in r.&b. areas, and for that reason, they can be used to help lead buyers to either the modern or the blues section.

Leading lights in the avant garde or ultramodern category are Ornette Coleman and John

Coltrane. These artists along with others in the far out groove seem to sell best to college clientele.

As in the music itself, there's nothing hard and fast about these divisions. A buyer interested in Dave Brubeck might just as easily like Kenny Ball. What is important in this categorization is that the customer, looking for his own particular favorites, be exposed to new records and new artists in the style he likes.

### Dixieland Favorites

In the same bin with Dixieland favorites like the Dukes, for instance, the dealer should place a few albums by Eddie Condon, the Firehouse Five or Wilbur DeParis. Turk Murphy and Chris Barber should delight the Trad buyers; while sets by Les and Larry Elgart and the Glenn Miller ork, under the direction of Ray McKinley, are potent big band items. Those following the modern big band path might be interested in Maynard Ferguson and Gil Evans.

A myriad of artists come to mind in the modern groove: the Modern Jazz Quartet has had a substantial following for years. Art Blakey, Horace Silver, Dizzy Gillespie, Stan Getz, Billy Taylor, Sonny Rollins and Red Garland are all artists worthy of wider exposure, following hard on the heels of Ahmad Jamal, Ramsey Lewis and Don Shirley who have attained pop stature.

Among the avant garde artists worth watching, and listing, are Charles Mingus and Eric Dolphy. The modern blues segment has had much success in recent years with jazz organ and tenor sax sets. In addition to Smith, organists Paul Bryant, Shirley Scott and Jack McDuff are worth exposure. Besides Ammons, tenor saxists Eddie (Lockjaw) Davis, Johnny Griffin and Willis Jackson are fine prospects for broader sales.

## JAZZ INVADES THE POP FIELD

By BOB ROLONTZ

Way back in the 1930's and the early 1940's there was little, if any, distinction between jazz and pop music. Records by the big orks, led by Benny Goodman, Tommy Dorsey, Artie Shaw, Count Basie, Jimmie Lunceford, Duke Ellington, and others, sold as both pop and jazz disks. The top jazzmen played in the large bands and the records were bought by jazz buffs to hear their favorite soloists perform, as well as by fans of the band singers.

Although it would be really stretching a point to say that jazz and pop are anywhere near as close today as they were in the 1930's, there is little doubt that in the 1960's jazz and pop music are drawing closer together than they have been for years. Over the past year, five jazz combos, the Dave Brubeck Quartet, the Eddie Harris Quintet, Cannonball Adderley, the Kenny Ball crew and the Jimmy Smith's Quartet have all had big pop single hits—at a time when rock and roll styled disks remained the major part of the singles record market.

### Not Only Singles

It's not only in the singles field that jazz artists have invaded the world of pop music and racked up big sales, but also in the LP field. More and more jazz artists are racking up LP sales that are equal to, and often better than, hit pop albums. Dave Brubeck's smash album "Time Out" is over the 250,000 mark at Columbia Records and his new album "Time Farther Out" has already hit half that figure. Jimmy Smith's "Mid-

night Special" is well up in the six-figure bracket. Henry Mancini has had three or four smash LP's. Artists like Miles Davis, Andre Previn, and Cannonball Adderley do better than 50,000 sales with most of their album releases.

There have been a number of jazz artists who have scored exceedingly well sales-wise with their albums prior to the 1960's. Erroll Garner and Shelley Manne have both had albums that have sold close to 500,000. Ahmad Jamal and George Shearing have cracked the six-figure mark, and Count Basie, Louis Armstrong, Duke

include fem jazz vocalists like Ella, Anita O'Day, Peggy Lee, Sarah Vaughan, as well as jazz musicians like the Dukes of Dixieland, Gene Ammons, J. J. Johnson, Horace Silver, Paul Desmond, Oscar Peterson, Stan Getz, Herbie Mann, Eddie Harris, Ramsey Lewis, and Al Hirt. One man, Ray Charles, has managed to appeal to both jazz and pop fans, while retaining his original appeal to the r.&b. and rock and roll trade. And he has managed to do this both as a singer and a musician, a rare feat indeed.

### Wider Acceptance

This widening acceptance of jazz among pop fans is not considered to be merely a sometime thing by many tradesters. They feel that what is happening is that the young people, the former teens who bought the rock and roll and the pop singles, are turning to the jazz field as they outgrow some of their childhood vocal favorites. They have found, and will continue to find, new favorites among jazz musicians, since many of their pop teen favorites disappear from view after a few years anyway. Growing exposure of jazz records on AM and FM radio also helps attune the young ear to jazz recordings.

If this theory is true, and it may well be, then it behooves an alert dealer to keep his eye upon the jazz market. For out of this market will come many new young musicians who will establish themselves as firmly, and eventually sell as well as the Garners, Brubecks, Smiths and Jamals are doing today.

## Spotlight on



... the great increase in sales of jazz records over the past three years has made this market one of the most vital sections of the record business ... the audience for jazz continues to expand ... some jazz LP's and some jazz singles have recently attained the status and the sales of pop hits ...

this special analysis of the jazz market by BMW's editorial staff covers many aspects of jazz sales and exposure today ... including 1) the different types of jazz and the artists who sell in these fields; 2) the invasion of the pop field by jazz artists; 3) successful merchandising and promotion of jazz records by dealers; 4) imaginative programming of jazz records by pop stations; 5) a survey of the European market for jazz records; 6) a national dealer survey of top-selling jazz albums and jazz artists in March, 1962 ...

the potential of the jazz market has hardly been scratched ... dealers striving to increase their share of the jazz market and radio stations anxious to obtain a larger share of the jazz audience ... will find many useful ideas and suggestions in this BMW Spotlight on Jazz.

best  
selling



artists

BEST SELLING JAZZ ARTISTS  
AS REPORTED BY DEALERS  
IN MAJOR MARKETS FOR  
MARCH, 1962



1. DAVE BRUBECK  
Columbia



2. JIMMY SMITH  
Blue Note



3. CANNONBALL  
ADDERLY  
Capitol-Riverside
4. RAY CHARLES  
Atlantic-Impulse
5. MILES DAVIS  
Columbia
6. HORACE SILVER  
Blue Note
7. (Tie) OSCAR  
PETERSON  
Verve
- (Tie) GENE AMMONS  
Prestige
8. AHMAD JAMAL  
Argo
9. (Tie) AL HIRT  
RCA Victor
- (Tie) EDDIE HARRIS  
Vee Jay
10. (Tie) ELLINGTON-  
BASIE ORKS  
Columbia
- (Tie) STAN GETZ  
Verve
- (Tie) STAN KENTON  
Capitol
- (Tie) PETE FOUNTAIN  
Coral
- (Tie) RAMSEY LEWIS  
Argo

## DEALERS SWING WITH JAZZ

In the East

By REN GREVATT

The major methods being used these days by dealers in this area in building jazz sales are: radio advertising, running spot single sales and carrying a full inventory.

Undoubtedly the most important single promotion device is that of radio activity. A growing number of stores are employing this approach in sponsorship which runs from spot announcements to full quarter and half-hour shows. Dealers are also showing a growing interest and awareness of the potential of stereo FM radio as a swinging ad medium.

Herb Levin, of Philadelphia's 437 Radio Shop, is one of those about to enter the FM stereo field. "We've used mostly newspaper ads up until now," Levin says, "but we're going multiplex April 15 on WHAT-FM. We will be doing a series of five-minute spots each night on the Sid Marks show, when we'll program an artist of the day or the evening. We'll take selected passages out of the artist's current LP. Otherwise our best promotion gimmick is the spot sale. Each week we take one well-known, good-selling album, or maybe one brand new one by a hot artist, and mark it down from its \$4.98 list to maybe \$1.69. This causes a lot of interest and gets people in the store."

### The Jersey Side

Alex Brooks, of Brooks Music Shop in Plainfield, N. J., has literally jumped all over the dial in promoting his disk wares, not only the jazz but the rock and roll field as well. At one time, Brooks had shows and spots on such far-removed outlets as WKBW, Buffalo, and WARM,

Scranton, and local outlets WADO and WABC. Now, Brooks has blueprinted a live late night jock show from a nearby New Jersey spot known as the Downbeat Club. Starting at midnight, the show will run for an hour and will feature records, half of them jazz, and half rock. Brooks actively solicits mail order business on all his air participations and has found it an excellent medium.

Eddie Portnoy, of the Record Shack on 125th Street, another active broadcaster, feels there are other keys as well to maintaining a good sales level. "First and foremost," says Portnoy, "we stock every catalog item. We give customers the greatest possible selection of merchandise.

"On radio we're very active. We have spots on four stations here, WEVD, WLIB, WHOM and WWRL. The chances are that whatever they play, we've got it in our store because we have a complete catalog."

The Midwest

By NICK BIRO

Maurice Alport, of Met Music, Chicago, one of the biggest jazz dealers in town, finds radio spots his number one promotion medium. Alport buys time on four different stations in Chicago—two AM and two FM. One of the shows, conducted by the Windy City's powerhouse Daddy-O-Daylie on WAAF, has had Alport participating for some 10 years.

His other shows include Norm Spaulding on WGES, Dick Buckley on WNIB-FM and Burt Burdeen on WCLM-FM. The shows are on the air at varying times—mostly in the evening, some in the afternoon.

Going hand in hand with Met

Music's air promotion is a strong merchandising policy. "We sell a lot of jazz because we stock a lot," says the big Southside dealer, who estimates his jazz volume at over 50 per cent of his total sales.

Alport feels his big stock is the key to his business. "Sure, we have a lot of money tied up, but we also make the sales. People know where to go for the music and over the years we've built up a substantial following."

Alport says he gets an immediate reaction in the store from air play, and feels it's the best promotion he can use. "We also have artists visit our stores and try to support the boys in the clubs, but radio is the big thing with us," Alport notes.

### The Club Picture

The "boys in the clubs" comment is apt to be a puzzle unless you're from Chicago, where this local phenomenon exists. One of the biggest exponents of this type of promotion is Minnette's, large jazz dealer on Chicago's Southside. Minnette centers virtually all his promotion effort into this medium.

It all started with the so-called "high fidelity" craze a couple of

... radio advertising, both AM and FM, plus a full catalog ... these are the ways to build jazz sales, according to dealers from coast to coast ...

years ago, and today has grown to be an integral part of many of the Southside's clubs and taverns.

Basically, it consists of a master of ceremonies—often called a deejay—who plays jazz records on an elaborate high fidelity rig.

(Continued on page 14)

## RADIO STATIONS JUMP TOO

By JUNE BUNDY

More jazz records were programmed by local stations—both AM and FM—during the past year than ever before as the result of 1) the number of jazz singles clicking in the pop market, 2) the vastly improved status of FM radio and 3) increased use of local radio as an advertising medium by dealers and distributors.

Most pop stations concentrate the bulk of their jazz programming in the late evening and early morning hours. Stations WNEW, New York, for example, spotlights considerable jazz on Dick Partridge's "Milk Man's Matinee" all night show. Partridge spins "middle-of-road" jazz artists—Johnny Hodges, Pete Rugolo, Shorty Rogers, Maynard Ferguson, Lionel Hampton, Dukes of Dixieland, etc.

An occasion jazz platter is featured on William B. Williams' "Ballroom" show in the daytime on WNEW, but otherwise the station stays with pop material. However, program director Mark Olds and music manager Al Trilling listen to all albums submitted, and if they think a jazz side has potential pop appeal they program it. For example, they spotted Dave Brubeck's "Take Five" track in his "Time Out" LP, and gave it heavy exposure on all WNEW deejay shows until Columbia finally released it as a single, and it became a pop hit.

Conrad Patrick, CKLW, Detroit, is another all-night jockey (on a pop station), who features jazz wax. Larry Maxwell, Atlantic Records' disk jockey promotion chief, says Patrick "cases" his listeners into jazz, playing early listening jazz first, then as

the evening progresses, spinning increasingly far-out sides.

### Jazz-Minded Network

One of the most jazz-minded network stations is WCBS, New York, a pop outlet, which also favors jazz and classical ("Music 'Til Dawn") programming. Jazz Willis (Voice of America) Conover on his "House of Sounds" (Saturday, 8:15-10 p.m.) and nightly weekday program; by Bill Randle's "On Location" show, featuring albums recorded during live performances, and by Ed Joyce.

Joyce, featuring live jazz on his evening show three nights a week (modern jazz on Wednesdays and Saturdays, Dixieland on Monday and records the rest of the time). He recently saluted local colleges and universities with a series of jazz concerts on Monday nights in their honor.

An outstanding example of a successful jazz show on a mainly classical and semi-classical station is John Wilson's "The World of Jazz" on WQXR, New York. Wilson evokes nostalgia by such programming devices as the show he staged March 7 to commemorate Benny Goodman's historic appearance at New York's Paramount Theater, March 10, 1937, "an event which opened the Swing era."

Among the jockeys who play

... the use of jazz records on both AM and FM increased greatly in 1961 ... late evening and early morning hours are the times when most pop stations program their jazz disks ...

jazz on otherwise pop or r.&b. stations are Felix Grant, WMAL, Washington, D. C., (he runs a Top 10 jazz record list in The Star on Fridays); Frank Evans, KRHM, Los Angeles; Walt Masky, WERE, Cleveland; Randy Hall, KDKA, Pittsburgh; Johnny Magnus, KGFJ, Los Angeles; Ginger Hunt, KMAC, San Antonio, Tex.; Webb Hunt, KQUE-FM, Houston, Tex.; Tom Shannon, WEMP, Milwaukee; Les Davis, WNCN, New York; Norm Nathan, WHDH, Boston; Tiny Markle, WAVZ, New Haven, Conn.; Larry Jaye, WFKY, Frankfort, Ky.; Herb Lance, WERD, Atlanta (who conducts a successful jazz show in a mid-day time period; Ken Knight, WRHC, Jacksonville, Fla.; George Johnson Jr., Mitch Thomas, and Del Shields, WDAS, Philadelphia.

Shields spotlights contemporary jazz 10 hours a week on WDAS, and is considered a particularly good plug, notes a label exec, because "he explains the relationship between pop, jazz and rhythm and blues, thus helps lead pop buyers into the jazz market."

Jockeys (on primarily jazz stations) who are deemed good exposure-spinners by jazz pluggers, include Sleepy Stein, KNOB, Hollywood; Al (Jazzbo) Collins, KSFO, San Francisco; Jimmy Lyons, KFRC, San Francisco; Pat Henry, KJAZ, Berkeley, Calif.; Phil Elwood, KPFA, Berkeley, Calif.; Mort Fega, WEVD, New York; Sid Marks, WHAT-FM, Philadelphia; Reggie Lavong, and Allan Grant, WRFM, New York; Sid McCoy, who has an all-night jazz show on WCA, Chicago; Mike Lawless, WJZZ, Fairfield, Conn.; Dan Shannon, KING-FM, Seattle, and Symphony Sid, WADO, New York.

best  
selling

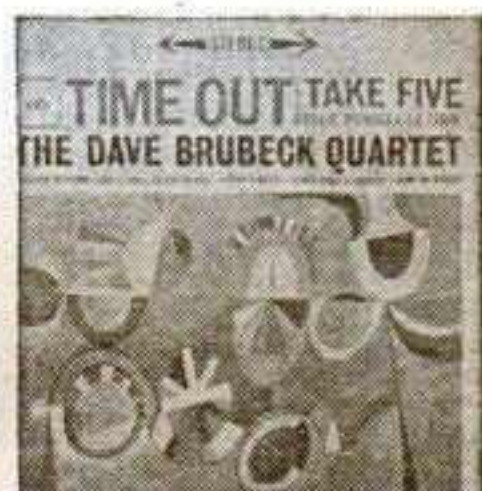


albums

BEST SELLING JAZZ ALBUMS  
AS REPORTED BY DEALERS  
IN MAJOR MARKETS FOR  
MARCH, 1962



1. MIDNIGHT SPECIAL  
Jimmy Smith, Blue Note



2. TIME OUT  
Dave Brubeck Quartet,  
Columbia



3. TIME FARTHER OUT  
Dave Brubeck Quartet,  
Columbia

4. NANCY WILSON-  
CANNONBALL  
ADDERLY  
Capitol

5. WHAT'D I SAY  
Ray Charles, Atlantic

6. SOMEDAY MY PRINCE  
WILL COME  
Miles Davis, Columbia

7. WEST SIDE STORY  
Oscar Peterson, Verve

8. HORN-A-PLENTY (Tie)  
Al Hirt, RCA Victor  
DOIN' THE THING (Tie)  
Horace Silver, Blue Note

9. FIRST TIME! (Tie)  
Duke Ellington-  
Count Basie, Columbia  
HOME COOKIN' (Tie)  
Horace Silver, Blue Note  
FOCUS (Tie)  
Stan Getz, Verve  
WEST SIDE STORY (Tie)  
Stan Kenton, Capitol  
GENIUS PLUS SOUL  
EQUALS JAZZ (Tie)  
Ray Charles, Impulse



# WAVE OF THE FUTURE!!

## sweeping to new sales highs!!



**GIL EVANS:**  
INTO THE HOT  
the Gil Evans Orchestra  
Impulse / A-9 (mono); AS-9 (stereo)



**JOHN COLTRANE:**  
COLTRANE "LIVE" AT  
THE VILLAGE VANGUARD  
Impulse / A-10 (mono); AS-10 (stereo)



**QUINCY JONES:**  
THE QUINTESSENCE  
Quincy Jones  
and His Orchestra  
Impulse / A-11 (mono); AS-11 (stereo)



**BENNY CARTER:**  
FURTHER DEFINITIONS  
Benny Carter  
and His Orchestra  
Impulse / A-12 (mono); AS-12 (stereo)



**CURTIS FULLER:**  
SOUL TROMBONE  
With the Jazz Clan  
Impulse / A-13 (mono); AS-13 (stereo)



**MILT JACKSON:**  
STATEMENTS  
Milt Jackson Quartet  
Impulse / A-14 (mono); AS-14 (stereo)

... **IMPULSE!!** The great jazz of tomorrow played by the jazz greats of today!! The new jazz surge is on!!! Ride the sales crest on Impulse!! Full scale merchandising and point-of-sale programs!! Go with Impulse . . . the jazz wave of the future!!

*The new wave in jazz... feel it on*

**impulse!**  
RECORDS

a product of ABC-Paramount Records, Inc., 1501 Broadway, N.Y. 36.  
STEREO \$5.99 MONAURAL \$4.99

### OTHER FAST-MOVING IMPULSE! ALBUMS:

**1 THE GREAT KAI & J.J.**  
Impulse / A-1 (mono); AS-1 (stereo)

**2 RAY CHARLES:**  
GENIUS+SOUL-JAZZ  
Impulse / A-2 (mono); AS-2 (stereo)

**3 THE INCREDIBLE  
KAI WINDING TROMBONES**  
Impulse / A-3 (mono); AS-3 (stereo)

**4 THE GIL EVANS ORCHESTRA  
OUT OF THE COOL—**  
Impulse / A-4 (mono); AS-4 (stereo)

**5 EVANS/HAYNES/DOLPHY  
NELSON/CHAMBERS/HUBBARD  
THE BLUES  
& THE ABSTRACT TRUTH**  
Impulse / A-5 (mono); AS-5 (stereo)

**6 JOHN COLTRANE  
AFRICA/BRASS**  
Impulse / A-6 (mono); AS-6 (stereo)

**7 ART BLAKEY\*  
AND HIS JAZZ MESSENGERS  
IMPULSE!**  
Impulse / A-7 (mono); AS-7 (stereo)

**8 MAX ROACH  
PERCUSSION BITTER SWEET**  
Impulse / A-8 (mono); AS-8 (stereo)

COMING SOON—3 MORE POWER PACKED ALBUMS: COUNT BASIE AND THE KANSAS CITY 7 (A-15; AS-15) McCOY TYNER TRIO "INCEPTION" (A-18; AS-18) MANNY ALBAM & HIS ORCHESTRA "JAZZ GOES TO THE MOVIES" (A-19; AS-19)

\*Courtesy of Blue Note Records, Inc.

**NOW IN RELEASE!! RIDE THE CREST TO NEW SALES HIGHS!! STOCK UP NOW!!**

• Continued from page 12

The deejay plays records and makes comments much as a jockey might do on the air, though the club program is seldom broadcast.

The deejays build up substantial followings, and the programs are a big attraction to jazz enthusiasts.

Jimmy Minnette currently has some 180 "deejays" on his files. "They buy about \$35 to \$40 worth of jazz records per week—some buy that amount a couple of times a week," notes Minnette. He sells them records at a very slight mark-up. He'll also give occasional "freebies" if he's got something he wants to promote.

### Big Sales

At Joe's Records, another large Chicago jazz outlet, Joe Finley uses a combination of air play and store merchandising to move his jazz albums. Finley sponsors Lucky Cardell on WGES as a regular part of his promotion.

"We also have a 'List' of our best-selling jazz albums in the store that people use as a buying guide, and we run regular sales." Finley usually has a sale running on a specific label for an entire month. The sale is promoted on his radio show as well as his in-store promotion.

Recently, as an example, he ran a sale of Prestige albums, moving some 2,000 in a month period. He'll sell a \$4.98 album anywhere from \$2.88 to \$3.30 or slightly higher, depending on the label involved. "Two-fers," two albums for something like \$7, are also a popular part of the program.

## In Washington

By MILDRED HALL

Solid jazz LP sales rest on things—a fully stocked store, with at least a half dozen demo machines and as many good record-selling personnel, plus 18 hours a week of jazz programming of high caliber. So says Max Silverman, owner of the Quality Music store downtown and one of the largest sellers of jazz records in the East.

Proprietor Max generally bypasses local newspapers for advertising because "Radio time is the only way to reach an audience with individual releases. Radio lets him hear it." Quality Music uses the papers only when offering a particular line or group of records at a price slash below the store's customary discount level.

To build, keep and expand a loyal jazz radio audience for the store product, dealer Silverman takes time on Tex Gaithings' "Jazz After Midnight" show on WOK six nights a week, plus WOK remotes done right in the store, Wednesdays and Fridays, from 9 to 11 p.m.

### Lays Off the Dogs

"Never try to move the dogs on a radio jazz program." This axiom is held to be prime not only by Quality Music, but is echoed by radio jazz experts like Felix Grant, of WMAL, the outlet sponsored by Sir Horowitz's Music Box stores, which carry a strong line of jazz albums. Music Box sponsors an "Album of the Week"

spot, 12 times a week on the Felix Grant show, a jazz stanza running from 8 to 11 week nights, which began some eight years ago on a one-hour basis.

Expansion of the WMAL jazz program, and also its start at a comparatively early hour in the evening (most the jazz shows are midnight starters), indicates the rising curve of interest in jazz by listeners in the area. Benefit of the jazz exposure on radio to the retail dealer, artists, and labels, has been attested by all three.

### Striking Results From Radio

The Music Box has had some striking results from its radio ads and has learned not to go on the air unless a supply of at least 100 of the jazz "Album of the Week" product is on hand. When a very special discount goes with the offer, such as an irresistible \$1.50 price on a wanted album, the store can count on a heavy run. The traffic expands sales to other items.

The Quality Music store insists on top-grade programming for its jazz product. "We've invested a lot in our programming, and we want to keep our audience, not antagonize it," says owner Max Silverman. "When a new release by a favorite jazz talent comes out, we put it on the air, but if it is a dud, and customers don't ask for it, I yank it off the air, fast."

How does Quality Music pay for all this? Co-op advertising helps some, but there are pitfalls here. Dealer Silverman is choosy. "Sometimes when a label, hasn't got a lot going, they offer you a co-op deal on a new release, but

then they expect you to play all of their releases, including the dead wood." Max steers clear of these, but snatches up a chance at a sure thing. Example of the latter, in his opinion, is Columbia's release of the Billie Holiday album, with tunes formerly available only on singles and for many years not to be found anywhere for love nor money. The store took the co-op advertising on this one, knowing that customers in the 35 to 50 age bracket would jump at the collection of Billie's tunes.

## West Coast Sound

By LEE ZHITO

FM radio is a powerful sales tool for Sam Kramer whose Sam's Record Shop on West Adams in Los Angeles, and his new store in Compton, specialize in jazz product. Four years ago, when Kramer first became a disk dealer, he went on the then new all jazz FM outlet, KNOB, sponsoring a 7-10 p.m., six-nights-per-week disk show featuring KNOB mentor, Sleepy Stein. Kramer has buttressed his use of air time with local newspaper space to advertise sales. Normal discounts average 30 per cent with special sales running to 50 per cent off. Adams store stock, according to Kramer, consist of 90 per cent jazz fare, while his new Compton store leans in jazz' favor by 70 per cent.

"Jazz has been very good to us, for jazz put us in business," Sam Kramer told BMW last week on the eve of his new Compton store's grand opening.

The store, which officially opened Thursday (5), will remain open seven days per week, from

11 a.m. to 10 p.m. Monday through Saturday, and 11 a.m. to 8 p.m. Sundays.

The store has no listening booths, but provides two players on each end of its counter. The answer to pushing jazz sales, Kramer said, is in hiring sales people who "really know and live jazz, and can talk it with the customer."

### All Jazz Sale

The success reaped by Art Grobart (Discount Record Center) in staging an all-jazz sale late last year has prompted him to schedule a similar all-jazz sales drive sometime this month. Grobart, the Decca veteran turned retailer (after 18 years with Decca, he resigned last year as its West Coast branch manager), took over the defunct Record Center at La Cienega and Wilshire Boulevard last November.

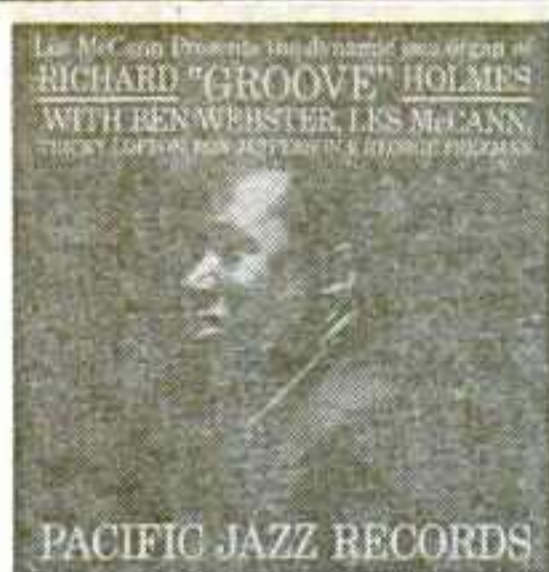
Early in December, as the first all-out effort under the new name of Discount Record Center, Grobart staged his all-jazz sale. He offered at 40 per cent off the entire catalogs of Argo, Atlantic, Blue Note, Contemporary, Fantasy, GNP, Good Time Jazz, Impulse, Jazzland, Prestige, Riverside, Roulette, and World Pacific. The sale was announced in omnibus-type ads in the local newspapers, utilizing space co-oped by the various distributors whose lines were represented in the offering.

The result, according to Grobart, was one of the most successful sales offered to date by Discount Record Center. Aside from immediate returns, Grobart feels a sale of this kind, pin-pointed at a specific type of music, paid off in future business.

# A DECADE OF PACIFIC JAZZ · 1952 / 1962



PJ-45/STEREO-45



PJ-23/STEREO-23



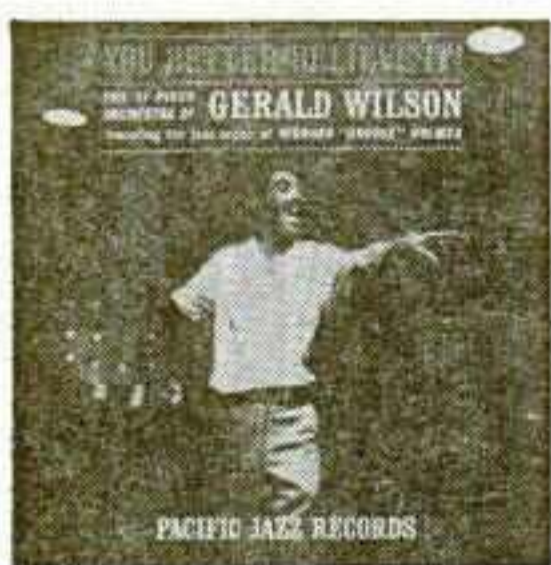
PJ-43/STEREO-43



PJ-2/STEREO-2



PJ-47/STEREO-47



PJ-34/STEREO-34



PJ-27/STEREO-27



PJ-16/STEREO-16



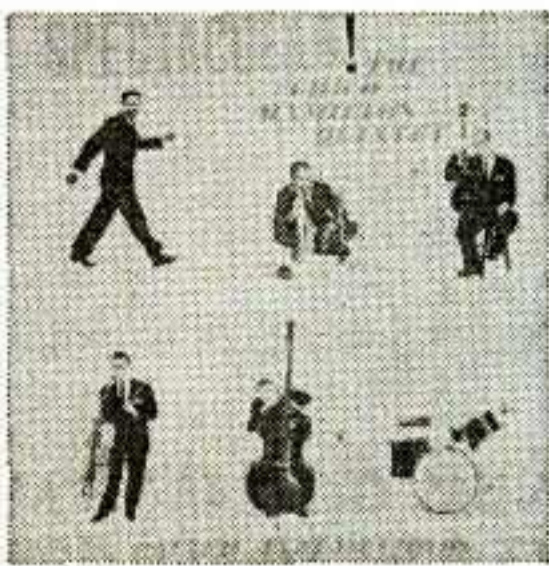
PJ-35/STEREO-35



PJ-26/STEREO-26



PJ-41/STEREO-41



PJ-39



PJ-32/STEREO-32



PJ-40/STEREO-40



**DEALERS:** "the jazz that sells!" That's no idle boast. If you're not already familiar with the amazing Pacific Jazz success story, why not see or call your Pacific Jazz Distributor today. He will be happy to give you the details and show you how to increase your profits...you will be glad you did.



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*we're getting on*

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**PRESENTS ITS NEW  
HARD SWINGING JAZZ CATALOG**



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BILL EVANS  
JOHN COLTRANE  
BOBBY BROOKMEYER  
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BENNY CARTER  
DIAHANN CARROLL  
HERBIE MANN  
DANNY SMALL  
CHARLIE MINGUS  
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MILT JACKSON  
KENNY DORHAM  
JACKIE McLEAN  
MODERN JAZZ QUARTET  
GERRY MULLIGAN  
ART FARMER  
JIM HALE

**WE ARE ALMOST READY ■ OUR A&R MEN ARE BUSY IN OUR  
STUDIOS, TAPES ARE BEING EDITED AND MASTERED, COVERS  
ARE BEING PRINTED, AND MORE NEW RECORDINGS ARE BEING  
PLANNED, ■ SO WATCH OUT FOR ■ UNITED ARTISTS JAZZ**

# TRAD JAZZ STILL THE FAD IN BRITAIN

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

Jazz, or one special part of it, is a highly commercial proposition in Britain and on the Continent. "Trad" is what they call it. Basically it is Dixieland, but the fad has taken some surprising turns. In the process it has made a few reputations, sold a lot of records and made small fortunes for the local leaders, agents and promoters concerned.

Such fame has not come so easily in recent years to the European modernist. He has had to plough a much rougher and less lucrative furrow.

Trad, however, has attained the cash proportions of pop music. The Chris Barber band started it in 1954. Featured with it was a skiffle group led by the banjo plucker, Lonnie Donegan. British Decca recorded the band at a Royal Festival Hall concert for an album. One track was taken

from it and issued as a single, "Rock Island Line," sung by Donegan. It became a million-seller, started the skiffle boom and focussed attention on the trad bands.

Barber's fame became international. It was capped in 1960 when another of its disks, the Sidney Bechet composition "Petite Fleur," featuring clarinetist Monty Sunshine, took off in the U. S. and later became a hit in Europe.

Next on the British scene was Acker Bilk. Publicized as a rustic eccentric by Peter Leslie, his fame as a concert attraction preceded his disk success. This came in late 1960 and Bilk was in the British charts almost weekly last year. His biggest success is "Stranger on the Shore."

Following on the scene was the Kenny Ball Jazzmen. Taken to Pye by Lonnie Donegan, they clicked last spring with "Samantha," then chalked up a million world sale with "Midnight in Moscow."

These have been British successes but they have spread across Europe. Pye at one stage had both Barber and Bilk. Now

... it's the trad cats, not the modernists, who make it in Britain... Kenny Ball, Chris Barber, Acker Bilk are the big names in jazz there...

they both record for Denis Preston, as do most of their British contemporaries. Much of his product is issued here—but not throughout the world—on EMI-Columbia's Lansdowne jazz series.

Modern jazz has not had it nearly so good. Ten years ago there were a dozen big bands storming the country. Now there is only one, the Johnny Dank-

worth orchestra. Probably the only big band in Europe pursuing an unswerving jazz policy, it records for Roulette. Dankworth's ability as a composer has helped make it possible. In 1961 the band had a long chart run with "African Waltz."

The Dave Brubeck Quartet repeated its American success with "Take Five" both in Britain and to a lesser extent throughout the rest of free Europe. But these have been drops in the ocean compared with the welter of pop material.

Album sales in Europe generally are nowhere near equal that of the U. S. Nevertheless there is substantial demand for modern jazz in LP form, particularly for the established names—Brubeck, the Modern Jazz Quartet, Duke Ellington, Thelonius Monk and so on.

Pioneering in this direction in the past two years has been the Interdisc organization. The Swiss-based distributing organization has now entered into an agreement with the vast Philips concern. Interdisc represents U. S. jazz labels Riverside, Moodsville, Washington, Offbeat, Jazzland and Harlequin.

A Philips label, Fontana, is responsible for much of the present limited output of British modern jazz recording. Jack Baverstock, London a.&r. chief, signed Tubby Hayes, outstanding British modernist. For the first time since the mid-thirties he waxed an American musician in Britain, "Zoot Sims at Ronnie Scott's."

In London, some production continues apart from Fontana. In this category is Carlo Krahmer's Esquire set-up, now also a leading distributor for U. S. jazz product. Ember's Jeff Kruger is also active. Another outlet for U. S. jazz indies is Ken Lindsay's Central Record Distributors.

## Dealers Back Chick's Show

Veteran jazz distributor Jack Lewerke, who handles the lion's share of jazz lines here through his California Record and Merit distributing firms in Los Angeles, has wrapped 10 local retail outlets into the nightly FM jazz show he sponsors. He brings Margie Williams' "Marge Grooves" program nightly from 9-10:30 six times per week. (She is Hunter Hancock's Girl Friday on KGJ's "Hunter Hancock Show With Margie.")

Dealers participating contribute only the store space for a section (or racks) headed "Marge Groove Specials," featuring the jazz LP's she plugs on her show. Each night she exposes some 15 to 20 tracks from various jazz albums, and during the course of a week will play different tracks from the 30 LP's contained in the "Marge Groove" racks. Lewerke pays the full tab on the show, thanks to manufacturer co-op money, with the dealers tying in only by stocking the albums plugged and setting up the "Marge Grooves" identification. According to Lewerke, approximately five albums will be replaced by new releases each week.

Dealers who avail themselves of the Lewerke "Marge Grooves" promotion include Sight & Sound, Phil Harris', Kramer's, Konley's, Duford's, Flash's, Rosslyn Music, Record Rack, Martin Music and California Music. Jazz lines handled by Lewerke's firms include (at Merit Distributing) Contemporary, Good Time Jazz, Atlantic, Bluesville, Moodsville and Swingsville (the Prestige subsidiaries), and (at California Record Distributing, owned jointly with Ralph Kaffle), Blue Note, Prestige, Riverside, Argo, Fantasy and World Pacific.

## A vital new album "CLOSEUP IN SWING"



The MOST swinging pianist in contemporary music—in a Delightful-Inventive-Unique-Virile-Moving-new Collection

An Explosion in Improvisation!

AT YOUR RETAILERS NOW • STEREO AND MONAURAL  
Distributed by ABC-PARAMOUNT

Another Garner Album Bestseller "DREAMSTREET"

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MITCHELL-RUFF TRIO



The Catbird Seat 1374\*

CHARLIE MINGUS



Oh Yeah 1377\*

JOHN LEWIS



The Wonderful World of Jazz 1375\*

JOHN COLTRANE



Ole Coltrane 1373\*

ORNETTE COLEMAN QUARTET



Ornette! 1378\*

RAY CHARLES



The Genius After Hours 1369

THE MODERN JAZZ QUARTET



European Concert 2-603\*

SLIDE HAMPTON



Jazz With a Twist 1379\*

LENNIE TRISTANO



The New Tristano 1357

MILT JACKSON & JOHN COLTRANE



Bags & Trane 1368\*



\*Available in Stereo

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from the nation's  
HOTTEST SELLING ALBUM

# RAY CHARLES

releases the smash single  
of our time!

**I CAN'T STOP LOVING YOU** b/w **BORN TO LOSE**

ABC-10330

*...ALREADY SELLING LIKE THE ALBUM*

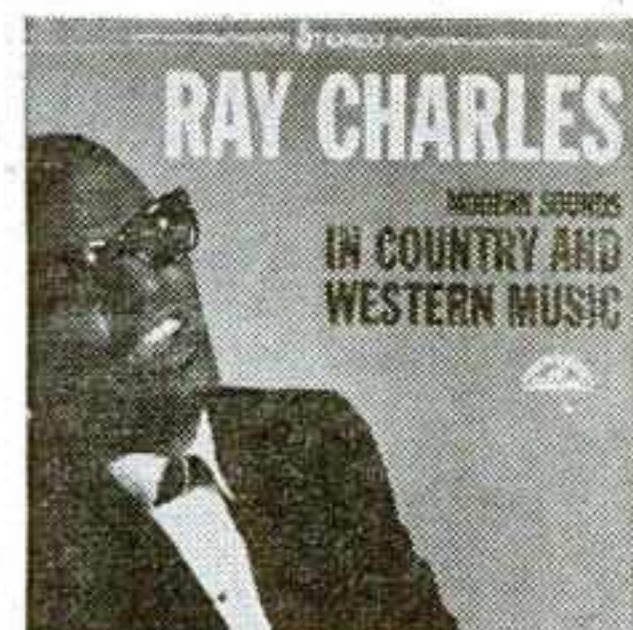
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## RAY CHARLES

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"MODERN SOUNDS IN COUNTRY AND  
WESTERN MUSIC"

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ABC-410 & ABCS-410

**ORDER THEM TODAY!**

# ABC-PARAMOUNT



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**ROULETTE**  
**WELCOMES THE GREAT**  
**DINAH**  
**WASHINGTON**

WITH HER FIRST BIG HIT  
**"WHERE ARE YOU"**

b/w

YOU'RE NOBODY TILL SOMEBODY LOVES YOU

**R-4424**

FROM HER DEBUT ALBUM



**"DINAH '62"**

(S) R-25170  
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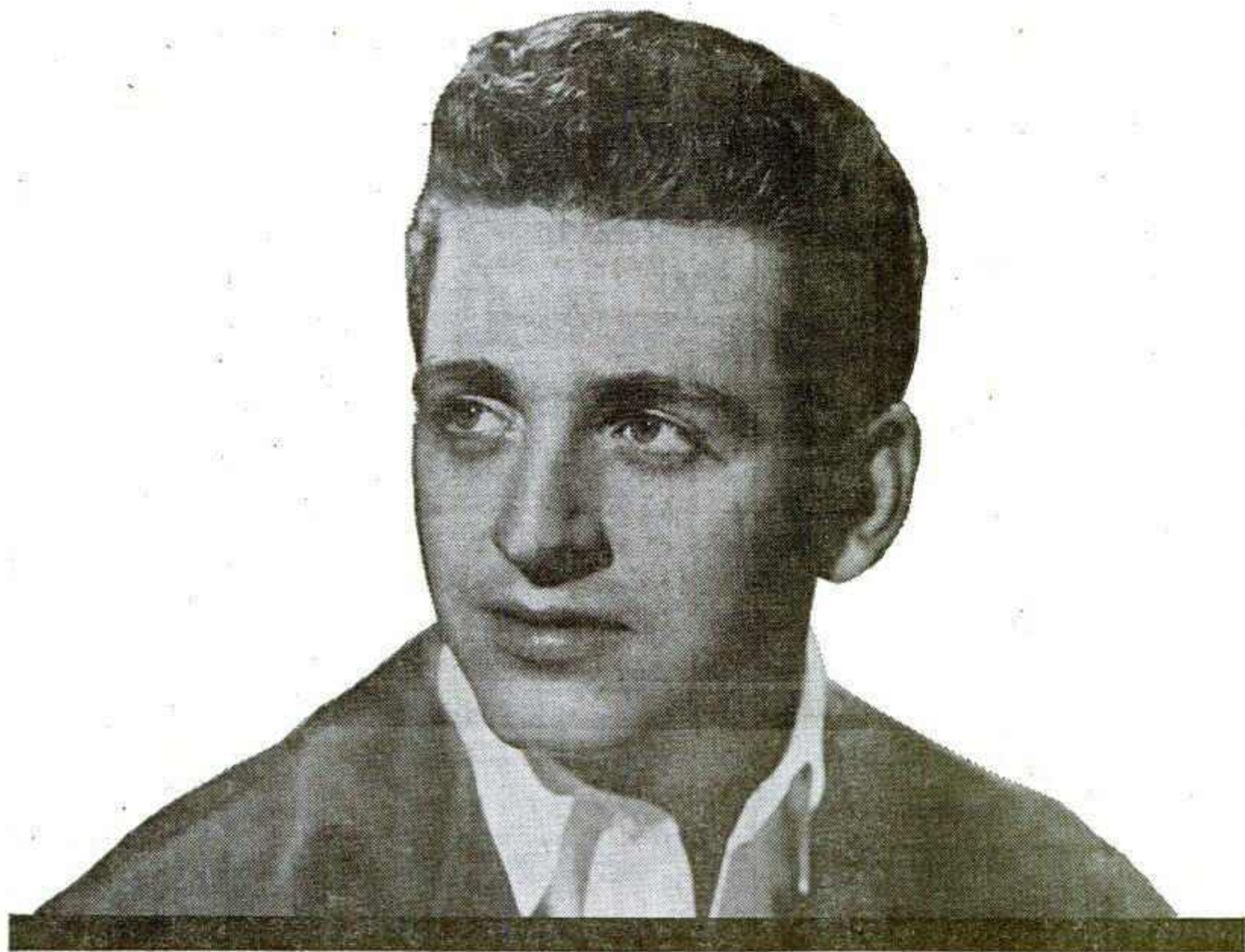


**ROULETTE**









from Warner Bros. Records—another great record by the talented

**BOB JUMAN**

**“BIG RIVER ROSE”**

c/w **“BELONGING TO YOU”**

5272

**“BIG RIVER ROSE”** Written by Boudleaux & Felice Bryant—writers of “Let’s Think About Living” and “Mexico”  
**“BELONGING TO YOU”** Written by John D. Loudermilk—writer of “Sad Movies” and “Norman”

Exclusive Management:  
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*the first name in sound*  
**WARNER BROS.**  
**RECORDS**  
BURBANK, CALIFORNIA

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

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

- This Last Week Week 1 1 LES TWIST EGAIN—Chubby Checker (Fermata); Richard Antony (Odeon)—Kallman Music-Fermata 2 2 LA BALLADA DALLA TROMBA—Gastone Parigl (Microfon); Los Cinco Latinos (Columbia)

AUSTRALIA

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

- This Last Week Week 1 1 MOON RIVER—Henry Mancini (RCA)—Chappell 2 2 NUT ROCKER—B. Bumble and the Stingers (Festival) Not Published

BRITAIN

(Courtesy New Musical Express, London) \*Denotes local origin

- This Last Week Week 1 1 \*WONDERFUL LAND—Shadows (Columbia)—Francis, Day & Hunter 2 2 HEY! BABY—Bruce Channel (Mercury)—Peter Maurice

- 19 20 \*MAIGRET THEME—Joe Loss (HMV)—Langham Music 19 14 \*WIMOWEH—Karl Denver (Decca)—Essex Music 19 26 SLOW TWISTIN—Chubby Checker (Columbia)—Manor

DENMARK

(Courtesy Quam Musikbureau, Copenhagen) \*Denotes local origin

- This Last Week Week 1 1 ELISABETH SERENADE—Raquel Rastenni (Sonet); Gunther Kallmann (Polydor)—Imudico 2 2 SCHWARZE ROSE ROSE-MARIE—Peter Kraus (Polydor)—Multitone

EIRE

(Courtesy Dublin Evening Mail)

- This Last Week Week 1 1 MARCH OF THE SIAMESE CHILDREN—Kenny Ball (Pye)—Williamson 2 3 WONDERFUL LAND—The Shadows (Columbia)—Francis Day

FINLAND

(Courtesy Iita-Samomat, Helsinki) \*Denotes local origin

- This Two Weeks Ago 1 1 \*TIPI-TII—Marion Rung (Philips)—Scandia 2 — HAPPY JOSE (CHING CHING)—Jack Ross (London)—Scandia

FRANCE

\*Denotes local origin

- This Last Week Week 1 1 \*RETIENS LA NUIT—Johnny Hallyday (Philips)—French 2 2 \*LECON LE TWIST—Richard Anthony (Columbia); Caterina Valente (Decca)—Caravelle

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine, Mechelen) \*Denotes local origin

- Two Weeks Ago 1 — YA-YA—Joey Dee and the Starliters (Roulette)—World 2 2 \*OH LA LA LOUISE—Eric Genty (Decca)—Fonior

GERMANY

(Courtesy Automaten-Markt, Braunschweig) \*Denotes local origin

- This Last Week Week 1 1 \*KWEI KLEINE ITALIENER—Conny (Electrola)—Intro 2 2 \*EINE ROSE AUS SANTA MONICA—Carmela Corren (Ariola)—Francis, Day & Hunter

HOLLAND

(Courtesy Platennieuws, Amersfoort)

- This Last Week Week 1 1 THE YOUNG ONES—Cliff Richard (Columbia)—Basart 2 3 HAPPY JOSE—Jack Ross (London); Willy Schobben (Artone)—Portengen

HONG KONG

This Last Week Week

- 1 2 GOOD LUCK CHARM—Elvis Presley (RCA Victor) 2 3 YOUNG WORLD—Rick Nelson (Imperial) 3 4 TOWN WITHOUT PITY—Gene Pitney (UA)

ITALY

(Courtesy Musica e Dischi, Milan) \*Denotes local origin

- This Last Week Week 1 1 \*QUANDO QUANDO QUANDO—Tony Renis (VdP)—Ricordi 2 4 LIKE I DO—Nancy Sinatra (Reprise)—Ricordi 3 3 MOON RIVER—Nico Fidenco (RCA); Michelino (Primary)—Ricordi

JAPAN

(Courtesy UTAMATIC, Tokyo) \*Denotes local origin

- This Last Week Week 1 2 \*ERIKO—Hashi Yukio (Victor)—Victor 2 1 \*AME NO HANAZONO—Nakasone Miki (King)—King

MEXICO

(Courtesy Audiomusica, Mexico) \*Denotes local origin

- This Last Week Week 1 1 \*EL LOCO—Javier Solis (Columbia)—Pham 2 2 \*MI CAPRICHITO—Sonora Santanera (Columbia)—Emmi

NORWAY

(Courtesy Verdens Gang) \*Denotes local origin

- This Last Week Week 1 1 SAN'T AR LIVET (You Can Have Him)—Anita Lindblom (Fontana)—Sweden Music-Ivan Mogull, Ltd.

NEW ZEALAND

This Last Week Week

- 1 4 THE WANDERER—Dion (HMV)—Tucon 2 6 MIDNIGHT IN MOSCOW—Kenny Ball (Pye)—Cop Control

PERU

(Courtesy La Prensa, Lima) \*Denotes local origin

- This Week 1 PUEBLO SIN COMPASION (Town Without Pity)—Gene Pitney (United Artists)

(Continued on page 41)



# PATSY CLINE'S

## 4th HIT IN A ROW!

•  
•  
•  
When I  
Get Thru  
With You

c/w

# Imagine That

31377



on

DECCA



Naturally!

**ARGENTINA**

**Philips to Issue  
Polydor & DGG**

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

Philips will release in August the first Polydor and Deutsche Gramophon records. These labels were formerly represented by Interbas. For the distribution and plugging of that repertory, Philips has contracted Otto Fey, who was formerly at Interbas to handle the lines.

Under the Music Hall label, Los Santos are recording their first record "Cuando Cuando" and "Nata Per Me," Italian compositions which they sing in Spanish. They will leave soon for Europe, in order to take part at the Benidorm festival in Spain.

Lucio Milena will join the cast and will record two LP's with a 60-musician orchestra at the new Sicomericana studios, which will be inaugurated presently. It is a three-story building equipped with a recording studio designed for stereophonic recordings. The cost amounts to \$500,000.

**AUSTRALIA**

**Kiddies' Album  
A Class Item**

By GEORGE HILDER  
19 Todman Ave., Sydney

Crown Music has recently achieved remarkable success for Australian composers and authors by the publication and release, with certain adaptations, in U. S. A. of a children's album, "Little Songs That Teach," written originally by two Australian ladies, Leilah Cordukes and Mary Harris. The album was printed and published, including an LP record in the outer cover, at a fantastic cost in the States, and represents a major triumph for Australian writers as American royalties begin to flow in.

Music was rearranged and adjusted by Eddie Manson to suit the new market and the climax has been the acceptance by the White House of a copy forwarded to President Kennedy's daughter Caroline by Belinda's parent company in New York, Hill & Range. Efforts are being made to import this album for Australian marketing.

Col Joye, one of Australia's top recording and TV stars, has a hit-parader with "Today's Teardrops," which established a precedent by gaining first release on Fono-Graf Records in the States. It's showing signs of chart action in all States of Australia and is being backed up with Fono-Graf import disks which have been circulated to all disk jockeys. Col has also cut four sides for a Mother's Day EP scheduled for release prior to May 6.

Garnet H. Carroll, theatrical producer, has announced that he has bought three American shows, "Wildcat," "Camelot" and "Carnival," which he will produce in theaters in Sydney, Melbourne and Brisbane before the end of the year. It is predicted that "Wildcat" will be a tremendous success when performed here if indication goes on the sale of records from the show which have had terrific air play during the past few months.

Castle Music has acquired the rights of both sides of the new Patsy Ann Noble single shortly for release on HMV.

Norman Whiteley, manager of

Belinda Music, has appointed to the coveted post of professional manager, John Ferguson, who has moved from Brisbane to take over the position vacated by Tony Brady.

Two days before being stricken with polio, John Laws recorded for the Festival label the old traditional number "Shadrack" c/w "Big Man in a Big House" which is being rush-released. Laws, who is a leading disk jockey in Sydney, will be confined to bed for another month. However, to keep his name in front of the public he is getting much support and assistance from radio and TV stations.

**BELGIUM**

**Benelux Likes  
Artists of Week**

By JAN TORFS  
Stuivenbergvaart, 37, Mechelen

The coin machine meeting held in Antwerp a few weeks ago proved that there is a big success in the Benelux countries for the Seeburg "Artist of the Week" program. The records are not available at the dealer shops and are sold to Seeburg owners for only 150 francs (\$3) per disk. There are now 50 records available, including records

by Brenda Lee, Pat Boone, Ray Charles, Sarah Vaughan, Johnny Mathis, Frank Sinatra and Louis Prima.

These last few weeks there have been some big changes in the distribution of labels. Now it is the Mercury label, which went from Discotrade to Philips. . . . After being in demand for several months, Inelco finally released Elvis Presley's "No More" as a single. The record has been pressed in Italy on RCA label.

A few months ago Decca-Belgium released a new series of recordings called the "Black label" line and three new recordings have been added. . . . Anneke Van Hooff, young Dutch vocalist, made her debut for the Omega label with "Iwan Iwanowitsch" and "Sweet-heart Guitar."

The songs from the German Schlager Festspiele 1962 line became best sellers in Belgium. There is Conny Froboess with "Zwei Kleine Italiener," now among the top three, and "Ein Herz das kann man nich kaufen" by Margot Eskens on Polydor. Two other records have their chances too: "Die Wegen der Liebe" by Siw Malmkwist on Metronome and "Eine Rose aus Santa Monica" by Carmela Corren on Ariola.

Discobel brought the long-awaited "Shout" by Joey Dee and the Starlites on the market this week. Initial sales are very high.

**EIRE**

**Won't Give 'Jake'  
Some Irish Air**

By KEN STEWART  
Dublin Evening Mail

The sponsored programs division of the republic's only radio station, Radio Eireann, has banned the broadcasting of "I Won't Go Hunting With You, Jake," issued here on the Philips label. The song is on the reverse of Jimmy Dean's hit, "Big Bad John," which continues to maintain its popularity here.

Presumably "Jake" has been frowned upon "on moral grounds." Although sponsors are not permitted to air the tune, there is no taboo on spinning the disk on other programs. But, unfortunately for the industry, right now sponsored programs are a most important sales factor, particularly where new releases are concerned. There are many who feel that R.E. is unduly harsh in its censorship, but it is often some weeks before the general public even hears of a ban.

In the past few years banned disks have included "The Naughty Lady of Shady Lane," "Battle Hymn of the Republic" and any vocal versions of "Gigi." In 1960 D. J. Stanley, sponsored program

officer, was quoted as saying: "I sometimes feel that to draw undue attention to a subject by banning it could have the opposite effect to that desired." And experience has proved the point. Following a ban, sales of the record concerned often have sky-rocketed.

**Disk Business**

Mark Dwayne, a young Irish singer, recently cut "Remember Me, Huh?" for the British Oriole label. The disk has been heard frequently in this country, both from Radio Eireann and Radio Luxembourg, which has a large listening audience in Ireland. Currently, Dwayne is seen each week on his own television show, "Visitor's Book," Telefis Eireann. Initial reaction to the song was quite favorable. The only other version marketed here is on Bobby Vee's latest album, "Take Good Care of My Baby," on Liberty.

**FINLAND**

**Sellout for Count  
Basie's Concert**

By HARRY AALTONEN  
Iltta-Sanomat, Helsinki

The tickets to the concert of Count Basie were sold out in Helsinki in some hours, one month before the concert, which will take place April 25. Basie is in our country for the first time and the interest is enormous. The other great jazz event will be in May, when Louis Armstrong will visit Helsinki.

Philips has recently recorded an EP which contains four song hits. These airs may not, however, be sung by anybody, but they are played. A competition is being considered in which the public may participate. With the record follows a competition coupon and the aim is that everybody may draw up the text to the airs himself. The competition texts will be sent to the company. The competition lasts the whole of April.

**FRANCE**

**Court Rejects  
Brel Complaint**

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

The Paris Court of Justice has rejected the complaint lodged by Jacques Brel against S.P.P. requesting the seizure of all his Philips records.

Consequently, not only have Brel's records on the Philips label been maintained on the local market, but Philips now claims that in respect of Brel's exclusive contract, all his recordings on another label are illegal and that the proper law suits have already been lodged against the transgressors.

**Signings**

On the Philips label, Renee Caron has waxed her first EP titled "Les Printemps d'autrefois." . . . A new Twist group, Garv L'Ange Noir, has come out with "Ya Ya Twist" on the Barclay label.

**Jazz Concerts**

Jazz fans are growing steadily in France and so do the concerts. Count Basie will play the Olympia Theater May 5; Ray Charles, May 14-21, and Louis Armstrong, May 22.

**New Releases**

In the filmusic domain, the following original sound tracks have

(Continued on page 26)



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PAUL SIEGEL (BERLIN-NEW YORK), PRODUCER of Telefunken-Decca (Teldec) Records, Disc Jockey: Radio Berlin (SFB). Music Publisher: Hi-Fi Musikverlag GMBH. Cable: Symphnyrex Berlin. Telephone: Berlin 247029. Address: Tauentzien strasse 16, Berlin W30, Germany.

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Billboard Music Week

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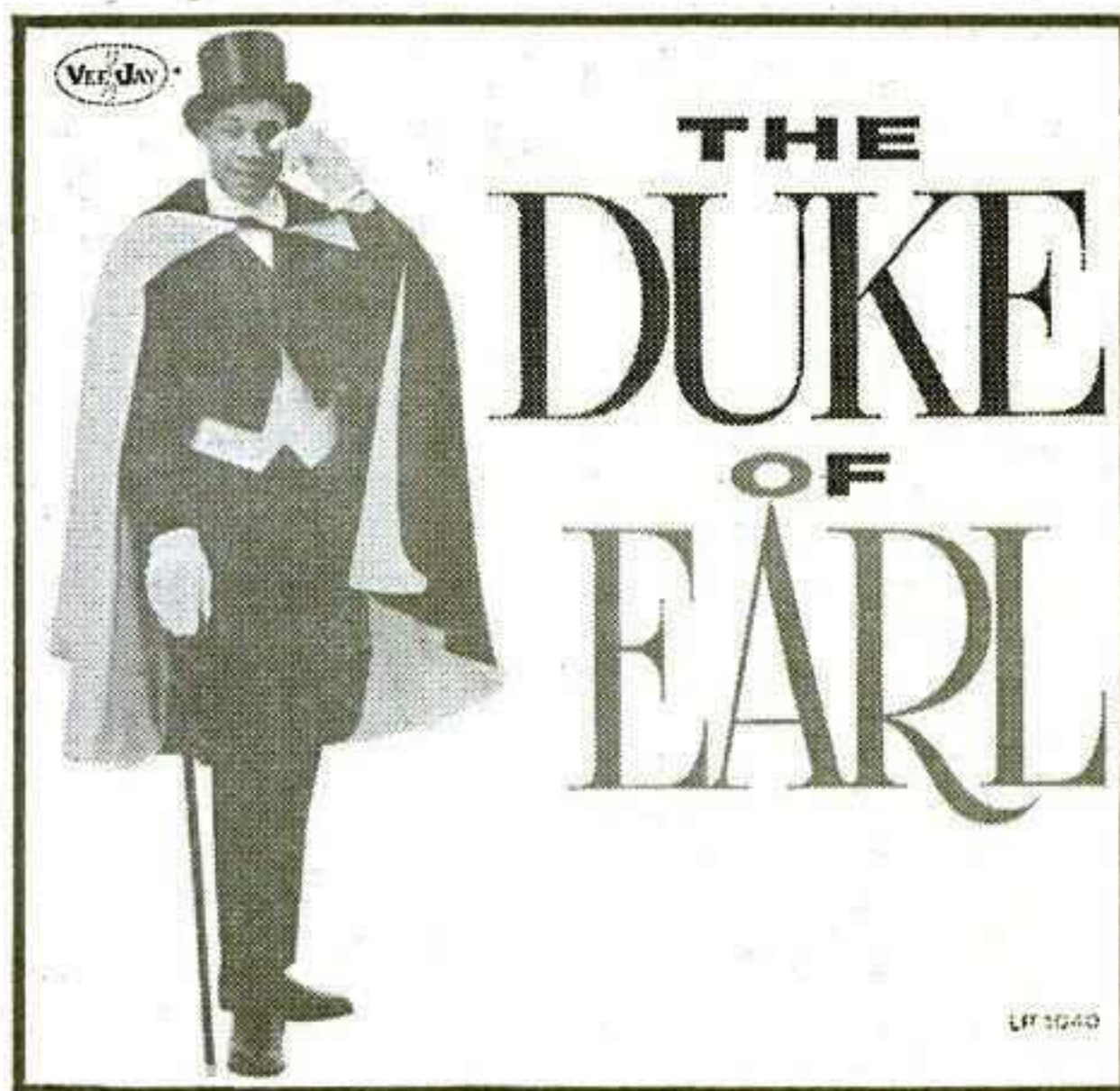
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*it all adds up . . . . . ON ALL CHARTS!*

**"WALK ON  
WITH THE DUKE"**

BILLBOARD  
#79 ON MUSIC  
WEEK TOP  
LP's



Vee Jay LP 1040 (M)

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c/w  
**"LONDON TOWN"**



**DUKE OF EARL**

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**RAY  
WHITLEY**

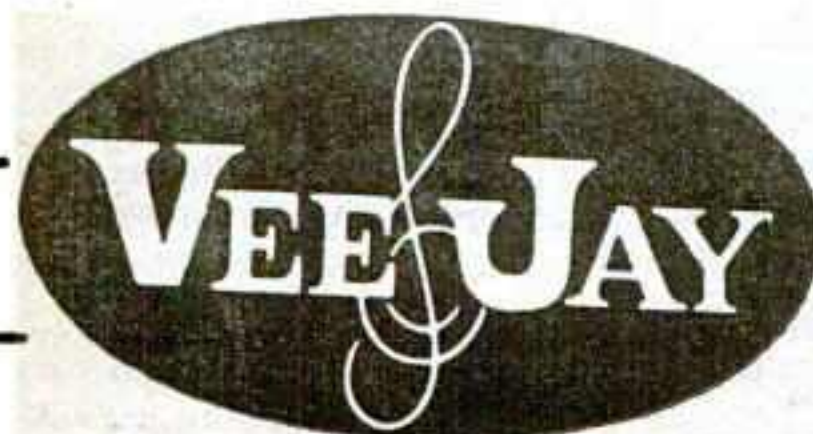
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Sure Bet for Stardom

**"THAT'S A  
GOOD  
IDEA"**

**GROVER  
MITCHELL**

#429



**RECORDS**

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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING APRIL 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 Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	GOOD LUCK CHARM	By Aaron Schroeder-Wally Gold—Published by Gladys, (ASCAP)	6
2	2	JOHNNY ANGEL	By Pockriss-Duddy—Published by Post (ASCAP)	7
3	3	MASHED POTATO TIME	By Mann-Lowe—Published by Rice-Mill (BMI)	6
4	4	SLOW TWISTIN'	By Jon Sheldon—Published by Woodcrest (BMI)	7
5	6	SOLDIER BOY	By Luther Dixon-Florence Green—Published by Ludix (BMI)	4
6	5	YOUNG WORLD	By Jerry Fuller—Published by Four Stars (BMI)	6
7	12	STRANGER ON THE SHORE	By Bilk-Young—Published by Mellin (BMI)	3
8	9	SHOUT	By Isley Brothers—Published by Wemar-Nom (BMI)	4
9	7	LOVE LETTERS	By V. Young-E. Heyman—Published by Famous (ASCAP)	7
10	8	LOVER, PLEASE	By Bill Swan—Published by Lyn-Lou (BMI)	5
11	15	TWIST, TWIST SENORA	By Guida-Barge-Royster—Published by Rock Masters (BMI)	3
12	23	P. T. 109	By Wilkin-Burch—Published by Cedarwood (BMI)	2
13	13	DEAR ONE	By Finneran-Finneran—Published by Maureen (BMI)	4
14	10	MIDNIGHT IN MOSCOW	By Soloviev-Sedoi-Matusosvosky-Ball—Published by Melody Trails (BMI)	11
15	18	SHE CRIED	By G. Richards-T. Daryll—Published by Trio (BMI)	3
16	20	CINDERELLA	By J. Ross-E. Nemeth—Published by Vin-Sun (ASCAP)	3
17	14	LOVE ME WARM AND TENDER	By Paul Anka—Published by Spanka (BMI)	6
18	29	SOUL TWIST	By Curtis-Robinson-Robinson—Published by Dan-Kelyn (BMI)	2
19	16	TWISTIN' THE NIGHT AWAY	By Cooke—Published by Kags (BMI)	9
20	22	SHE CAN'T FIND HER KEYS	By Alfred-Gold—Published by Arch (ASCAP)	4
21	11	DON'T BREAK THE HEART THAT LOVES YOU	By David-Murry—Published by Francon (ASCAP)	10
22	—	FUNNY WAY OF LAUGHIN'	By Cochran—Published by Pamper (BMI)	1
23	26	GINNY COME LATELY	By Peter Udell-Gary Geld—Published by Pogo (ASCAP)	2
24	27	JOHNNY JINGO	By Manning-Twomey—Published by Dickson (ASCAP)	2
25	—	OLD RIVER	By Crofford—Published by Glo-Mac-Metric (BMI)	1
26	24	NUT ROCKER	By Kim Fowley—Published by Fowley (BMI)	5
27	—	HIDE NOR HAIR	By P. Mayfield—Published by Tangerine (BMI)	1
28	—	WHAT'D I SAY	By Charles—Published by Progressive (BMI)	1
29	—	EVERYBODY LOVES ME BUT YOU	By R. Self—Published by Champion (BMI)	1
30	25	YOU BETTER MOVE ON	By Arthur Alexander—Published by Keva (BMI)	4

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- GOOD LUCK CHARM**—Elvis Presley, RCA Victor 7992.
- JOHNNY ANGEL**—Shelly Fabares, Colpix 621
- MASHED POTATO TIME**—Dee Dee Sharp, Cameo 212.
- SLOW TWISTIN'**—Chubby Checker, Parkway 835; Clark Dale, Operators 2009.
- SOLDIER BOY**—Shrelles, Scepter 1228.
- YOUNG WORLD**—Rick Nelson, Imperial 5805.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Sammy Gardner, Norman 517.
- SHOUT**—Joey Dee and the Starlites, Roulette 4416; Isley Brothers, RCA Victor 7588.
- LOVE LETTERS**—Ketty Lester, Era 306; Val Palmer, Operators 2011.
- LOVER, PLEASE**—Clyde McPhatter, Mercury 71941; Dennis Turner, Louis 2002.
- TWIST, TWIST SENORA**—Gary (U. S.) Bonds, LeGrand 1018.
- P. T. 109**—Jimmy Dean, Columbia 42338.
- DEAR ONE**—Larry Finnegan, Old Town 1113; Darrell McCall, Philips 40015.
- MIDNIGHT IN MOSCOW**—Aimable Ork, GNP 180; Kenny Ball, Kapp 422; Jan Bergens, London 10503; Teddy Buckner, GNP 180; Troy Walker, GNP 179.
- SHE CRIED**—Jay and the Americans, United Artists 415; Ted Daryll, Utopia 1003.
- CINDERELLA**—Jack Ross, Dot 16333.
- LOVE ME WARM AND TENDER**—Paul Anka, RCA Victor 7977.
- SOUL TWIST**—King Curtis, Enjoy 1000.
- TWISTIN' THE NIGHT AWAY**—Sam Cooke, RCA Victor 7983.
- SHE CAN'T FIND HER KEYS**—Paul Peterson, Colpix 620.
- DON'T BREAK THE HEART THAT LOVES YOU**—Connie Francis, MGM 13059.
- FUNNY WAY OF LAUGHIN'**—Burl Ives, Decca 31371.
- GINNY COME LATELY**—Brian Hyland, ABC-Paramount 10294.
- JOHNNY JINGO**—Hayley Mills, Vista 395.
- OLD RIVER**—Walter Brennan, Liberty 55436.
- NUT ROCKER**—B. Bumble and the Stingers, Rendezvous 166; Jack B. Nimble and the Quicks, Dot 10319.
- HIDE NOR HAIR**—Ray Charles and His Ork, ABC-Paramount 10314.
- WHAT'D I SAY**—Bobby Darin, Atco 6221.
- EVERYBODY LOVES ME BUT YOU**—Brenda Lee, Decca 31379.
- YOU BETTER MOVE ON**—Arthur Alexander, Dot 16309.

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## International News

Continued from page 24

been issued: "Malefices," by Pierre Henry (Philips); "West Side Story" (Philips); "Les Pique-Assiettes," by Michel Magne (Bel Air), and "Various Film Themes," by Ferrante and Teicher (United Artists).

In the jazz field, the most important releases are "Sketches of Spain," by Miles Davis (Fontana); "Medley," by the M.J.Q. (Atlantic); Billie Holiday at the Carnegie Hall (Barclay-Verve); "Just One of Those Things," by Lionel Hampton (Audio Fidelity).

### GERMANY

## Weisswurst, Beer & Connie Francis

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

Polydor staged a "Meet the Press" conference for Connie Francis in the famous Munich Hofbrauhaus. Weisswurst and the very strong Munich spring beer, a charming Connie and happy journalists made the day a most successful one.

The evening before, composer-arranger Werner Scharfenberger was not so lucky with his Connie Francis party: 40 friends of Miss Francis and Werner waited until midnight in Scharfenberger's lush home near Munich. But the plane with Connie didn't arrive in time. After two days in Munich, Connie Francis left for Vienna where she will record new numbers in German for Polydor/MGM. The producer is Gerhard Mendelson.

### Midnight in Moscow

When Munich's top band Max Greger toured the USSR, they found the top tune of the Red Hit Parade at this time: "Midnight in Moscow." When they returned to Germany they recorded it for the Polydor label. German fans liked it, too. Then Kenny Ball played the version to hit the charts all over the world. Now the tune returns to Germany again. Erich Becht wrote the arrangement for the publisher Hans Gerig, and Belina sings the German lyrics on Electrola.

### Publishing

Hans (Pepe) Wittstatt's new hit, "Die Wege Der Liebe," sung by Siw Malmkvist on Metronome, has been sold by Schaeffers to the following firms: Overseas Music, Tokyo; Charles Bens, Brussels; Ed Kassner, London (also for Canada); Peter Schaeffers, New York; Belinda Music, Amsterdam; Bens Music, Stockholm (for Scandinavia); Charles Bens, Luxembourg; Edition Helbling, Innsbruck, Austria; Edition Helbling, Zurich, and Editions Monica, Paris.

### It's Turkey Again

After "Istanbul," "Uska Dara" and "Mustapha," another Oriental hit has been started in Germany. It's "Turkish Coffee" by British pianist and composer Tony Osborne, played by his band on HMV.

### ITALY

## 9 Nations Carry 'Song of Europe'

By SAMPL STEINMAN  
Piazza S. Anselmo 1, Rome

A nine-nation Eurovision network will carry this year's "Song of Europe" event organized by RAI on May 27, with France, Germany, England, Yugoslavia, Belgium, Holland, Luxembourg and Spain as guest nations. The event was origi-

nally organized for radio in 1961 but has been expanded with each nation contributing one or two top artists.

With both Frank Sinatra and Dean Martin due to be in Italy this spring, there will be a rivalry for sales by V-C-M (Capitol) and CGD (Reprise) for record promotion with plans already in the making.

### Merrick Views

Broadway Producer David Merrick came to Milan to see "Rinaldo in Campo" and it is more than likely that the musical with Domenico Modugno starring will be transplanted to Broadway in a translated edition.

Ricordi is planning a spring and summer tour of the U. S. for Umberto Bindi, label's top name. RCA has put forth Elvis Presley in "La Paloma" which was "No More" in U. S. version. . . . Vis is planning a classic Neapolitan song anthology with 22 numbers by Mario Abbate, Gloria Christian, Nunzio Gallo and Gabriele Vanerio in first issue. . . . Royal's newest name is Clara Profili. . . . Composer Gino Filippini ("Carozzella," "Piazza di Spagna," "Stradarella") died April 3 at age of 62.

### NORWAY

## Scandia Pubbers Hold Tune Rights

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 34, Oslo

Sales of records have become so large in comparison with the sales of sheet music in Scandinavia that more and more publishers have started the system of buying the copyrights for all Scandinavian countries together.

The leading publishers in Scandinavia keep copyrights themselves for all countries. Stig Anderson, of Sweden Music (and a series of other publishing companies), started this way of handling the rights, and Egil Moon Iversen in Oslo followed in his tracks.

Four of the top 10 tunes in the Norwegian Hit Parade this week are being published by Swedish publishers, among them the two top records.

### Columbia Rides High

Iversen and Frogg is riding high these days with a series of top tunes in the VG charts. Last week there were five Columbia records out of the top 10. It is not long since RCA was represented with five records on the VG charts. The present top tunes from Iversen and Frogg are "Let's Twist Again," by Chubby Checker; "Wonderful Land," by the Shadows; at No. 5, "Tell Me What He Said," by Helen Shapiro; No. 6, "Happy Jose" (also named "Ching Ching"), by American artist Dave Appella, and Cliff Richard's "The Young Ones."

### SPAIN

## Anka, Connie Hits In Spanish Lyric

By RAUL MATAS  
32 Av Jose Antonio, Madrid 13

Paul Anka's Spanish rendition of "Love Me Warm and Tender" jumped up in the charts. Connie Francis' "Linda Muchachita," also sung in Spanish, is always present on radio programs. . . . Will everybody have to study languages to

(Continued on page 29)

My warmest thanks to all  
of the Disk Jockeys, Program  
Directors and Librarians  
who played such an important  
part in bringing about all of the  
nice things that have happened  
to "Moon River"\* and the  
Breakfast at Tiffany's score.

Henry Mancini

\* a very special bow to my  
huckleberry friend Johnny Mercer

# "WOLVERTON MOUNTAIN"

4-42352

BY CLAUDE KING ON COLUMBIA



CLIFTON'S DAUGHTER

CLIFTON CLOWERS

CLAUDE KING

RICHARD HIERS

many thanks  
for climbing on  
"Wolverton Mountain"

CLAUDE KING TILLMAN FRANKS

• Continued from page 26

become a hit out of the home town?

### Twist

**Chubby Checker** (HMV), the **Adventurers** (Phillips), **Eddie Barclay** (Barclay), **Joey Dee** (Roulette-Phillips), **Reg Owen** (Palette-Belter), **Stan Freeman** (Phillips), **Fausto Rapetti** (Durium), **Teddy Martin** (HMV) and the **Champions** (Iberofon) are the latest additions to the twist wave.

### Disk Shorts

While **Eddie Hodges'** hit was released by Hispavox, same label through Paris-Vogue 1 a u n c h e d "Ouvre Moi La Porte" by **Les Copains**. . . . Philips released "Un Premier Amour," the winner of Eurovision Festival, with **Isabelle Aubret**. . . . **Elvis'** "His Latest Flame," sung by **Jackie Seven** in French. . . . She is coming soon to Spain. . . . "Moon River," 1961's Oscar winner in Hollywood, sung in Spanish by **Elia Fleta**.

## JAPAN

### Columbia Wants to Tape Brothers 4

By **J. FUKUNISHI**

108 Kakinokizaka, Meguroku, Tokyo

Nippon Columbia is negotiating to tape the **Brothers Four** at Tokyo studio, but their schedule has already been filled up for performances in key cities. Only a single or EP recording might be realized.

King Records is going to release **Festival** (Australia) and **Disk Jockey** (Argentina) labels early in

June, while Nippon Victor marketed the first single of **Paul Anka** on March 20 after the vocalist recently switched to RCA label from ABC-Paramount.

### Record Production

February record production was: Japanese, 1,879,955 records (\$1,389,723); International, 1,185,402 records (\$1,764,403), making 3,065,357 records (\$3,154,126) in total. Stereos included in above figures are: Japanese, 131,654 (\$191,006), and International, 335,656 records (\$821,559), totaling 467,310 records (\$1,012,565 at manufacturers' prices).

## NEW ZEALAND

### Deejay Producing Disks for Pacific

By **FRED GEBBIE**

Box 5051, Auckland, N. Z.

DJ **Keith Richardson**, from the Hawkes Bay radio, is now producing singles for the Pacific label. Keith is one of New Zealand's most popular radio personalities and runs a swinging top 40 show every week, which is listened to by many Australian fans. His latest effort for the Pacific label is by the **Rockets**, called "Gonzales," and has sold over 1,000 to date. They have two more coming up in a few days.

Viking Records now distributing for Philips Electrical Industries. . . . **Jamie Horton's** "They're Playing Our Song" is moving in the north, a W&G release. . . . Twist marathon record for females has

been broken again, now stands at 106 hours. . . . **Bob Gillette**, jazz sax man, who toured with **Dave Brubeck's** group here, was a boyhood chum of Dave's. Dave gave him a great plug. Gillette is now a resident musician here and is fronting his own quartet, as well as a big radio band.

## HOLLAND

### Basie Stuns 'Em In Amsterdam

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

The unforgettable concerts given by the **Count Basie** orchestra in Amsterdam and The Hague inspired extra activity on the Roulette label: four new EP's and two new LP's albums were issued during the past weeks (Artone L. C.). . . . Another great jazz event is coming at the beginning of May. **Erroll Garner** is coming to the Concertgebouw Amsterdam. Three new albums are planned to be released within one year. The first album will consist of a live performance during his British tour.

An important release by **Bove-ma's** active Capitol label last week hit the stands: **Stan Kenton's** "West Side Story" album. At the same time the version of **Oscar Peterson** appeared on the Verve label (Artone).

Selling very well is the **Brigitte Bardot** single "Sidonie" on Barclay (Dureco L. C.), which was released at the end of February on EP first.

New Philips single series, "Paris Vous Chante" (special covers) have recordings of **George Brassens**, **Patachou**, **Juliette Greco**, **Catherine**

**Sauvage** and three by **Jacques Brel**. The last-named is being released on LP by Dureco L. C. on Barclay. . . . Climbing on the German hit parade is the **Candy Kids'** first German record, "Happy Birthday, Josefin" on Fontana (Phonogram L. C.).

Preparations have started for the annual Loosdrecht Jazz Contest and Amateur competition, which will be held for the fifth time in July.

## HUNGARY

### More Hungarian Music on Monitor

By **PAUL GYONGY**  
Derekutca 6, Budapest

Some more recordings of the Hungarian Record Company are on the American market. Monitor issued the Chorus and Orchestra of the Hungarian State Folk Ensemble conducted by **Imre Csenki**. The most successful five items of the ensemble are on the record, led by **Zoltan Kodaly's** "Kallo Double Dance." The record is all the more interesting since there are rumors that the State Folk Ensemble will shortly visit the U. S.A.

### See, Hear

The Innercommerce State Enterprise bought a French-made coin-operated Television Phonograph, which the daily press calls a "Television Wurlitzer." This TV juke box, which shows the performers of the chosen numbers on a TV screen, will be installed shortly in the most frequented snack bar in Budapest.

**Denes Buday**, the well-known Hungarian composer, visited Vienna for talks with Austrian pub-

lishers after 20 years' absence from the international market. **Buday** made the scores of several German films before the war. . . . Hungary has been invited to take part in the international summer song contest in Sopot, Poland. The singer has been named, **Iloa Hollos**.

## GERMANY

### Billy Vaughn Will Get 3d Gold Disk

By **BRIGITTE KEEB**

Automaten-Markt, Braunschweig  
Teldec reports that it expects **Billy Vaughn's** "Wheels" to reach the million mark by May. They will award the artist his third Golden Record from Germany.

### Pubber Row

Peer Music, Hamburg, has the German rights of the No. 2 San Remo winner, "Tango Italiano," in Italy currently No. 2 on the best selling charts. . . . **Rolf Budde** Music, Berlin, whose current smash hit is **Gerd Bottcher's** Decca waxing "Geld wie Heu" (Johnny Will), is currently hoping for a commercial success of the No. 4 San Remo winner tune "Quando, Quando, Quando."

No. 3 San Remo winner, "Gondoli," also bought by Budde, has been issued by Electrola in the original version sung by **Sergio Bruni** and **Lolita** (Seemann), will be out on Polydor with a German one by the beginning of May. . . . Budde also gave the sub-publishing rights of **Vico Torriani's** Decca best seller "Hafen-Casanova" to Dutch **Basart Music**, Amsterdam, who had the Delta label produce a

(Continued on page 38)

2 Releases



2 HITS!!

The Crystals

"UP TOWN"

b/w

"WHAT A NICE WAY TO TURN SEVENTEEN"

#102

Produced by **PHIL SPECTOR**

Personal Mgt.: **Lester Sill** and **Bennie Wells**

**PHILLES RECORDS**

HOLLYWOOD, CALIF.

Phone: **HOLLYWOOD 2-6814**

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

# ALBUM REVIEWS

**Pop**

**LOVE LETTERS**



Ketty Lester. Era DL 108—Miss Lester demonstrates a warm and haunting vocal style on this, her first album. Included is her hit single, "Love Letters," plus a number of fine old and new tunes that bring out the considerable personality and persuasion in her voice. The tunes include "I'll Never Stop Loving You" (done much in the "Love Letters" style), "Where or When," "I'm a Fool to Want You," etc. Arrangements include mostly rhythm backing with some strings. Classy wax.

**IT'S JUST MY FUNNY WAY OF LAUGHIN'**



Burl Ives. Decca DL 74279—Ives should have another big one with this album. Line-up of attractive folksy tunes includes the title tune (Ives' current hit) "Sixteen Fathoms Down," "That's All I Can Remember," "Mother Wouldn't Do That" and "Call Me Mr. In-Between." Striking color photo of star gives LP solid display value.

**ANDY WILLIAMS: MOON RIVER AND OTHER GREAT MOVIE THEMES**



Columbia CS 8609 (S) CL 1809 (M)—A fortuitous bit of planning brings this new Williams album out in time to catch plenty of extra action due to the title tune's Oscar a couple of weeks ago. In addition to this, there's a listenable and highly spinnable selection of movie songs like "Second Time Around," "Tender Is the Night," "Tonight," "Never on Sunday," etc. Williams gets sweeping, big ork and choral effects in support.

**YOUNG WORLD**



Lawrence Welk. Dot DLP 3428 (M) DLP 25428 (S)—Mighty smart instrumentation in this Welk LP features piano and harpsichord alternating in lead spots in front of strings and voices with rhythm. The group selects a mixture of current and recent pop hits and standards, and the pop hits here—"She's Got You," "Young World," "Don't Break the Heart That Loves You," etc., are dressed up in such a way they sound just as fine and enduring as the best-known standards. Good wax, with a lot of solid singles material.

**GEORGE MAHARIS SINGS**



Epic LN 24001 (M) BN 26001 (S)—Unlike most TV star-disk artists, Maharis (one of the "Route 66" video leads) is a trained vocalist, and his first single, "Teach Me Tonight," hit BMW's "Hot 100" last week to prove it. His first album should step out just as briskly sales-wise. In addition to his singles sides, the package includes showmanly readings of "Moon River," "Route 66," "Can't Help Falling in Love" and "Witchcraft."

**Comedy**

**BORGE'S BACK!**



Victor Borge. MGM 3 3995 P (M) SE 3995 P (S)—The veteran comedian's first album in some time should find fast favor with his fans. Recorded live during a performance, the LP spotlights Borge's satirical wit and fine comedy timing on a group of hilarious monologs and marks the recorded debut of a comedy colleague, Leonid Hambro, the New York Philharmonic pianist, who teams up with Borge on "Duets."

**Sacred**

**PRECIOUS MEMORIES**



Blackwood Brothers Quartet. RCA Victor LPM 2506 (M) LSP 2506 (S)—The boys turn in their usual top-flight concert, featuring, bright, happy, finger-snapping gospel songs, as well as a choice group of the slower, more soulful items. Piano lends fine accompaniment in traditional gospel style. The old timers include "Is It Well With Your Soul," "Way Down in My Soul," "I Do Dear Jesus, I Believe," etc. All are sung with great dedication and spirit.

★★★★  
**STRONG SALES POTENTIAL**

★★★★ HONKY-TONK HITS BY THE DOZEN

Frankie Carle, His Piano and Ork. RCA Victor LPM 2491 (M) LSP 2491 (S)—This new Frankie Carle album contains 25 familiar melodies, played by the pianist with his usual skill, over lively ork support. The tunes range from "Maple Leaf Rag," to "My Baby Just Cares for Me," and the medleys, usually in groups of two or three, are performed in happy honky-tonk style. Fun record for parties and such.

★★★★ A POCKETFUL OF HITS

Pete King Ork and Chorale. Kapp KL 7535—Pete King, with his orchestra and chorus, presents a varied program of current hits and past favorites wrapped in tasteful and imaginative arrangements. Highlights of the album are: "A Little Bitty Tear," "The Trolley Song," "Shadrack" and "Getting to Know You." The package has wide appeal and should sell well. It's also a prime programming package for deejays with good music shows.

★★★★ DOO WACKA DOO

Doowackadoodlers. RCA Victor LPM (M) LSP 2509 (S)—Novelty arrangements that are direct lineal descendants of the old Schickelfritz Band and the Korn Kobblers of the 1930's, to whom due homage is paid in the liner notes. Use of washboard, bells and handbells lends to the festive a.k. Lots of fun and danceable, too, the tunes all are favorites of yesteryear such as "Tiger Rag," "Goofus," "Red Hot Mama," "Bye Bye Blackbird" and "Sugar Blues."

ITALIAN FILMS OF INTERNATIONAL FAME

Sound Tracks. RCA Victor International FOC 4 (M) FSO 4 (S)—Here is a sampling of themes taken from the sound tracks of a number of the most acclaimed Italian films of recent seasons, among them, "La Dolce Vita," "L'avventura," "Rocco and His Brothers" and "Olympics in Rome." There are others too (a dozen in all) but the names of these alone are enough to create some counter demand. Good background music, some stirring, some haunting, for both pop and international markets.

★★★★ MAGNIFICENT MOMENTS FROM MGM MOVIES

Various Artists. MGM E 4017—Here's a must for movie music fans. The album spotlights outstanding numbers from MGM

musicals, ranging from Judy Garland's "Johnny One Note" and "Over the Rainbow," to Louis Jordan's "Gigi" and Gene Kelly's "You Are My Lucky Star," plus memorable movie vocals by Kathryn Grayson, Howard Keel and others.

★★★★ CONWAY TWITTY SINGS PORTRAIT OF A FOOL

MGM 1 4019 (M) SE 4019 (S)—Twitty's stylized delivery is showcased on a flock of rockaballads and bouncy rock and roll items, including his current single "Portrait of a Fool," plus "I'm in a Blue, Blue Mood," "Walk on By," etc. Solid appeal for teen market.

★★★★ NO STRINGS

Various Artists. Atco 1383—Here's a very interesting version of the score from the Broadway hit, "No Strings." The Richard Rodgers tunes are sung by Bobby Short, Chris Conner, and LaVern Baker, over arrangements by Bobby Scott and Jazzmen Al Cohn and Herbie Mann. Songs are sung gaily and stylishly by Short and Miss Conner especially, and the backings swing on the jazz side. Lots of the younger buyers as well as the hipper ones, may be interested in this after-theater version of the songs from the musical.

★★★★ SAM (THE MAN) PLAYS HOLLYWOOD

MGM E 3967 (M) SE 3967 (S)—Tenor sax star Sam (The Man) Taylor is featured on an LP here of a dozen standard tunes that in one way or another are connected with motion pictures. His virile style is used in the ballad mode throughout against backing that ranges from strings and chorus to small group. "The Very Thought of You," "Tara's Theme" and "Stay as Sweet as You Are," are some of the fine tracks. Material on this set should add a little spice to stations on a sweet sound format.

LOW PRICED POPULAR

★★★★ SOUVENIR D'ITALIE

Living Strings. RCA Camden CAL 696 (M) CAS 696 (S)—The Living Strings series has shown its strength several times with buyers who dote on lush stringed arrangements. This collection offers more of the same applied to a brace of Neapolitan oldies and pop tunes. What is lacking in true Italian flavor is not likely to deter buyers for whom the string arrangements are the key thing. Result is fine mood fare.

## JAZZ LP'S

★★★★  
**STRONG SALES POTENTIAL**

★★★★ READY FOR FREDDIE

Freddie Hubbard. Blue Note 4085—This album features one of the most highly touted young trumpeters in modern jazz. Hubbard has a striking sound and displays much versatility. He is surrounded by two other newer jazz performers in Wayne Shorter on tenor sax and Bernard McKinney on euphonium. McCoy Tyner on piano is another young jazzman of quality. Among the better sides are "Artesis" and "Marie Antoinette."

★★★★ LEAPIN' AND LOPIN' SONNY CLARK

Blue Note 4091—Pianist Sonny Clark is the featured pianist and leader on this date composed of six tracks all in the modern jazz groove. He is assisted by veteran tenor saxists Ike Quebec and Charlie Rouse, Tommy Turrentine on trumpet and rhythm. The album moves along nicely featuring a variety of moods and tempi. Exceptional ballad on the set is

(Continued on page 32)

**BEST TRACKS FROM THE SPOTLIGHT LP'S**

POPULAR

LOVE LETTERS—Ketty Lester (Era DL 108); "Once Upon a Time" (Morris, ASCAP) (2:25)

IT'S JUST MY FUNNY WAY OF LAUGHIN'—Burl Ives (Decca DL 74279); "That's All I Can Remember" (BMI) (3:00)

MOON RIVER AND OTHER GREAT MOVIE THEMES—Andy Williams (Columbia CS 8709; CL 1809); "Moon River" (Famous, ASCAP) (2:45)

YOUNG WORLD—Lawrence Welk (Dot DLP 3428; DLP 25428); "Young World" (2:18)

GEORGE MAHARIS SINGS!—George Maharis (Epic LN 24001; BM 26001); "Can't Help Falling in Love" (Gladys, ASCAP) (3:18)

JAZZ

BOSS TENORS IN ORBIT—Gene Ammons and Sonny Stitt (Verve V 8468); "Walkin'" (Charrich Music, BMI) (5:19)

SACRED

PRECIOUS MEMORIES—Blackwood Brothers Quartet (RCA Victor LPM 2506; LSP 2506); "I Know the Lord" (3:28); "Precious Memories" (2:25)

**LP REVIEW POLICY**

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

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

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

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



LC 3827/BC 1155\*



LC 3828/BC 1156\*



LC 3830/BC 1157\*



36 for

During its April-May sales program, Epic is profit-proven albums from its classical catalog.



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

# SINGLES REVIEWS

**POP**

**PATSY CLINE**



**IMAGINE THAT** (Tree, BMI) (2:52)—**WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO** (Pamper, BMI) (2:34)—The country canary should have another big pop hit with this disk. "Imagine That" is a slow, soulfully sung tune, featuring a strong vocal stint and simple, but effective backing. Flip is a bouncy up-beater with smart lyrics. **Decca 31377**

**DON AND JUAN**



**TWO FOOLS ARE WE** (Hill & Range-Nancoz, BMI) (2:35)—**POT LUCK** (Brenner-Vicki, BMI) (2:15)—The boys have a big one in "What's Your Name," and "Two Fools Are We" has much the same styling of the hit. Boys give it a lot of feeling against a good background accenting beat. "Pot Luck" is a solid, medium beat tune with an effective vocal. Both sides are strong. **Bigtop 3106**

**THE LETTERMEN**



**TURN AROUND, LOOK AT ME** (American, BMI) (2:02) — **HOW IS JULIE?** (Sherman-DeVorzon, BMI) (1:54)—"Turn Around, Look at Me," a recent hit for Glen Campbell, is a pretty, plaintive theme and is sung attractively by the boys. Flip is a slow, pulsing ballad with a good lead and harmony vocal by the group. Two strong sides. **Capitol 4746**

**THE PARIS SISTERS**



**LET ME BE THE ONE** (Aldon, BMI) (2:19)—The gal group had a big one with "I Love How You Love Me," and here they coo their way through another strong ballad with fine string support. Should move right out. Flip is "What Am I to Do" (St. Louis, BMI) (2:23). **Gregmark 12**

**THE CHAD MITCHELL TRIO**



**THE JOHN BIRCH SOCIETY** (Tommy Valando, BMI) (2:25)—Here's a hilarious spoof of the far right society by the Chad Mitchell Trio, and the side could be a strong follow-up to "Lizzie Borden." Tune is from the night club revue "Seven Come Eleven." Flip is "Golden Vanity" (Sunbeam, BMI) (2:32). **Kapp 457**

**MERLE KILGORE**



**A GIRL NAMED LIZ** (MRC, BMI) (2:15)—**TROUBLE AT THE TOWER** (Painted Desert, BMI) (2:07)—Here's a topical tune about the gal that's in the headlines these days, sung smartly by Merle Kilgore over sock ork support. Flip, a country-pop weeper, also is handled well by the chanter. Two sides with strong potential. **Mercury 71978**

**THE DUKAYS**



**PLEASE HELP** (Conrad-Karlan, BMI) (2:00)—The boys are stranded in the jungle with a lion who's not asleep, and they sing the novelty brightly over wild ork support. Jungle sounds and noises add to the disk. Flip is "I'm Gonna Love You So" (Conrad-Karlan, BMI) (2:20)

**RAY CHARLES**



**I CAN'T STOP LOVING YOU** (Acuff-Rose, BMI) (2:37)—**BORN TO LOSE** (Peer, BMI) 3(15)—From Charles' current smash album of country songs come this fine coupling. First up is Don Gibson's familiar ballad while the flip is also an effective ballad treatment. Both can go but the first has the edge. **ABC-Paramount 10330**

**DINAH WASHINGTON**



**YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU** (Southern, ASCAP) (2:43)—Here's the thrush's initial Roulette effort, and a good one it is. A great song and her performance builds all the way against a solid big ork background. Watch this one. Flip is "Where Are You" (Feist, ASCAP) (2:10). **Roulette 4424**

**DOVELLS**



**BRISTOL TWISTIN' ANNIE**—The group has done well with danceable sides, as in "Bristol Stomp," and "New Continental," and here's another bright sounding effort, done to a breezy twist tempo. Good sound and beat here and it should move. Flip is "The Actor" (Kalmann, ASCAP) (2:40). **Parkway 838**

**Country & Western**

**LORETTA LYNN**



**SUCCESS** (Sure-Fire, BMI) (2:36) — **A HUNDRED PROOF HEARTACHE** (Sure-Fire, BMI) (2:25) — The lass sells this pair of weepers with a sure touch and much feeling over strong pop-country support by the band. Both ballads deal with love affairs that went astray. Lass could have two contenders with these releases. **Decca 31384**

**SPECIAL MERIT SINGLES**

**Pop Disk Jockey Programming**

**EDDIE FISHER**

★★★★ **ARRIVEDERCI ROMA** (Reg Connelly, ASCAP) (2:58)  
 ★★★★★ **A CAMMINARE** (E. H. Morris, ASCAP) (2:25) ABC-Paramount 10326

★★★★★  
**STRONG SALES POTENTIAL**

**JOHNNY HODGES**

★★★★ **Why Are You Blue** — VERVE 10273—Duke Ellington's long-time alto star has a neat, stinky side done with an album and rhythm in medium tempo. Mighty easy listening, the side comes from the album "Blue Hodge." (MJQ, BMI) (2:33)

★★★★ **It Shouldn't Happen to a Dream**—Slow, relaxed blowing by Hodges here, again with fine, low pressure organ backing. Two most agreeable sides. This one is also from the album. (United, ASCAP) (2:08)

**THE DUKES OF DIXIELAND**

★★★★ **What's the Time** — COLUMBIA 42416—Pleasant theme is played neatly by the Dukes on this happy instrumental platter that could grab spins on many good music stations. Attractive wax. (Mills, ASCAP) (2:40)

★★★★ **Too Bad**—The lads sell this riff effort well, too, spotlighting piano, horns and rhythm. Two nice sides. (Mills, ASCAP) (2:23)

**TAB HUNTER**

★★★★ **Born to Lose**—DOT 16355—The movie-TV star sings with poignant feeling

and sincerity on the plaintive oldie. (Peer, Int'l, BMI) (2:42)

★★★★ **I Can't Stop Loving You**—Appealing country weeper penned by Don Gibson is sung with feeling by Hunter and chorus. (Acuff-Rose, BMI) (2:31)

**MARV JOHNSON**

★★★★ **He Gave Me to You**—UNITED ARTISTS 454—Johnson pounds out a solid rocker with strong gospel touches. He's well assisted by a girl group, the Paulettes. Side has a chance. (Jobete, BMI) (2:34)

★★★★ **That's How Bad**—A solid slow rocker with a heavily accented beat. Johnson sounds good here and there's another good assist from the Paulettes. Two interesting efforts. (Jobete, BMI) (2:39)

**THE FOUR FRESHMEN**

★★★★ **Teach Me Tonight** — CAPITOL 4749—Here's the old hit by the DeCastro Sisters done up in the familiar style of the Frosh, to a catchy big band Latinish backing. One of their better recent singles, the side could grab good play. (Leeds, ASCAP) (2:34)

★★★★ **Shangri-La**—This was a sizable

hit for the Four Coins some times back and the Freshmen hand it a good, pop-styled performance. Neatly rendered with a good band backing and it could move. (Robbins, ASCAP) (3:17)

**JOE AND ANN**

★★★★ **Gee Baby** — ACE 577 — Disk released a while back is getting new action, and the side could build again into a big hit. Watch it. (Ace, BMI) (2:19)

★★★★ **Wherever You May Be**—Gal sings with emotional impact on moving blues-flavored theme. (Ace, BMI) (2:20)

**THE CRICKETS**

★★★★ **Don't Ever Change** — LIBERTY 55441—Swinging teen-appeal theme is sung with folksy charm by boys. Pleasant programming item. (Aldon, BMI) (2:17)

★★★★ **I'm Not a Bad Guy**—Plaintive tune is sung with feeling and heart by group with interesting off-beat backing. (Cricket, BMI) (2:08)

**THE TARRIERS**

★★★★ **Ride Up**—DECCA 31387—The folk-styled group has its first Decca disk-ing here and it's a fast-moving, spiritual-based effort, with smart guitar and banjo support. (Fall River, BMI) (1:58)

★★★★ **Last Night I Had the Strangest Dream**—A folk three-beater tune is possible. (Continued on page 42)

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**RECORDS**

20%



LC 3831/BC 1158\*



LC 3832/BC 1159\*



LC 3833/BC 1160\*

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\* "EPIC" MARCA REG. "CAS" T.M. PRINTED IN U.S.A.

# ● Reviews of New Albums

● Continued from page 30

"Deep in a Dream," which features Quebec, "Voodoo" and "Midnight Mambo" also make for fine listening in a brighter vein.

**SONNY ROLLINS: BRASS; SONNY ROLLINS: TRIO**  
Verve V-8430 (M) V6-8430 (S)—This album, originally issued on the metrojazz label in 1958, should do well as a result of all the new publicity on Sonny Rollins' return as a performer. The set features Rollins almost at the peak of his career in a flock of free-wheeling performances, including "Body and Soul," "Who Cares" and "Love Is a Simple Thing," both with trio and full ork. Good blowing here and good wax for the current market.

**★★★ MODERATE SALES POTENTIAL**

**★★ WILD BILL'S TWIST**  
The Wild Bill Moore Twistet. Popside PLP 501

**★★★ EVERYBODY'S TWIST HAPPY**  
Kings of the Twist. Popside PLP 502

**★★★ ALL TIME MOVIE FAVORITES**  
Russ Conway. MGM E 4021 (M) SE 4021 (S)

**★★★ THE BAMBOUSHAY STEEL BAND**  
Folkways FS 3835

**★★★ A PAIR OF NATURALS**  
Peter Yorke Orchestra of London, Walter Bishop Jr. Trio. Operators LP 3001.

## CLASSICAL LP'S

**★★★★ STRONG SALES POTENTIAL**

**★★★★ SCHUBERT: "UNFINISHED" SYMPHONY, NO. 8 IN B MINOR; HAYDN: "OXFORD" SYMPHONY NO. 92 IN G MAJOR**

George Szell and the Cleveland Orchestra. Epic BC 1156 (S) LC 3828 (M)—This is a new recording by George Szell and the Cleveland Orchestra of the Schubert symphony and it's a good one. There is virtually no competition on the Haydn "Symphony No. 92 in G Major," and although there are numerous top quality renditions available here on the popular Schubert "Unfinished Symphony," this well-made and finely executed performance should capture a fair share of the market.

## LOW PRICED CLASSICAL

**★★★★ MOZART: EINE KLEINE NACHTMUSIK**

Czech Chamber Orch. Parliament PLP 163 (S)—An unusually attractive low-priced issue containing Mozart's most popular single work, plus, on the reverse side, performances of the attractive "Divertimento in D Major," and the Bach-like "Adagio and Fugue in C Major." All three receive pleasing and idiomatic performances that make this a big value for classical buyers.

**★★★★ CARL ORFF: CARMINA BURNA**

Czech Philharmonic Orchestra and Czech Singers Chorus (Smetacek). Parliament PLP 161 (S)—A taut and torrid performance of the colorful work in praise of erotic pleasure. The Czech soloists and chorus under Vaclav Smetacek do a first-class job with the Latin text, and the result is a driving recording with much to recommend it, especially as a low-priced entry. Sound and stereo effect are excellent.

**★★★★ GRIEG: PEER GYNT SUITES NO. 1 AND NO. 2**

Prague Symphony Orchestra. Parliament PLP 160 (S)—These are ever-popular works by Grieg and this is a neat bit of new packaging. Recording is well enough done and despite rather intense competition from past editions, including other low-priced versions, already on the market, this new one can account for its share of the market, particularly since it has a better than average cover.

## SPECIALTY LP'S

**★★★★ STRONG SALES POTENTIAL**

## COUNTRY & WESTERN

**★★★★ THE FABULOUS COUNTRY MUSIC SOUND OF BUCK OWENS**

Starday SLP 172—Here's a collection of some of Owen's earlier recordings, before he moved to the Capitol label. Included on the package are "Sweethearts in Heaven," "There Goes My Love," "Down on the Corner of Love," "It Don't Show on Me," plus some others, written by Owens and recorded here by such as Cowboy Copas, Eddie Wilson, Dottie West and Darrell McColl. Good country wax that can sell well even though it's not all Owens.

**★★★★ THE BLUEGRASS HALL OF FAME**

Various Artists. Starday SLP 181—Starday has put together a great collection of mountain music, some featuring the old-time string band sound, highlighting the five-string banjo. Included are such acts as Grandpa Jones, Stringbean, the Stanley Brothers, Flatt and Scruggs, Reno and Smiley, Hylo Brown, Carl Story, the Country Gentlemen and the Lonesome Pine Fiddlers, a line-up which should speak for itself. Great wax for the collectors of good hill material.

## C & W LOW PRICED

**★★★★ HANK LOCKLIN**

RCA Camden CAL 705—Packaged here for the first time are a string of a dozen of the numerous hits of Hank Locklin, and in this low price form it's bound to have good, solid appeal for many buyers. Listeners will dig such former hits as "Fourteen Karat Gold," "From Here to There to You," "She's Better Than Most," and a host of others. A country collector's bargain.

## COMEDY

**★★★★ EARTHY MIRTH**

Billy Allyn. Dooto DTL 826—Here's a comic who will appeal to those who like Redd Foxx. About halfway through the first half of Side 1 Allyn gets pretty blue in his material, which may offend many record buyers, but the consistent sales of Foxx and confers shows that this kind of an LP does have an audience.

## RELIGIOUS

**★★★★ IN TIMES LIKE THESE**

George Beverly Shea. RCA Victor LPM 2503 (M) LSP 2503 (S)—George Beverly Shea sings songs of inspiration and faith on this new album with the sincerity and meaning that have made him one of the country's top gospel singers. He is heard hear with Don Huston on organ, and Tedd Smith on piano, in a collection of tunes including "How Firm a Foundation," "In Times Like These," "Green Pastures." An album that will please his many fans.

**THE BILLY GRAHAM CRUSADE CHOIR SINGS FOR YOU**

RCA Victor LPM 2499 (M) LSP 2499 (S)—The Philadelphia Crusade Choir, under the direction of Cliff Barrows, turns in meaningful readings here of a collection of familiar hymns and contemporary religious melodies. Selections include "The Lord's Prayer," "Come Thou Almighty King," "Ivory Palaces" and "Jesus Is Coming Again." The 4,000-voice choir, aided here and there by George Beverly Shea, sings them with reverence and sincerity.

## SACRED

**★★★★ FAMILY FAVORITES**

Speer Family, Skylite SRLP 5990—Here's

the seventh album of the Speer Family gospel songs to be issued by the Blackwood Brothers-Statesmen operated diskery, and fans of the family vocal quintet are likely to be well satisfied. The songs contrast neatly and there appears to be something for everyone. Titles include "Unworthy," "From Now On," "I'll Never Be Lonely" and "My Family and My Bible."

**★★★★ YOU'LL NEVER WALK ALONE**

Oak Ridge Quartet. Skylite SRLP 5989—The Oak Ridge Quartet, one of the better sacred groups around today, show off their attractive harmony and spiritual fervor on this collection of gospel tunes. The selections include "Each Step I Take," "You'll Never Walk Alone," "Wonderful Savior" and "He Means All the World to Me." Good wax for the Bible Belt.

## SPIRITUAL

**★★★★ THE GOSPEL HARMONETTES**

Savoy MG 14050 — Dorothy Love and her group from Alabama turn in 10 gospel songs here, including such titles as "Joyous Tidings," "Till I Get There," "Thankful," "Mother Told God," "By Myself" and "I'll Make It." Much basic excitement in these performances, particularly in the leads, and the piano, organ and rhythm accompaniment lends plenty of feeling. Can accomplish steady sales in the market, despite a rather undistinguished cover.

## SPECIALTY

**★★★★ RAYMOND SWING**

Folkways FG 3506—This album, issued to coincide with the 75th birthday of Raymond Swing, is an excellent summing up of some of the commentator's most memorable broadcasts. It includes his comments on the flight of Sigmund Freud from the Nazis, the signing of the Munich pact, the Nazi invasion of Holland, and the death of President Roosevelt. They carry as much meaning today as they did then. On the second side of the disk is Swing's "Sonata for Violin and Piano."

## INTERNATIONAL

**★★★★ PATACHOU SINGS AT THE ST. REGIS MAISONNETTE**

Audio Fidelity AFSD 5961—The veteran French thrush sings with showmanship and verve on this package, in both English and French. The results should be eminently pleasing to her sizable following. In spite of the album's title, it doesn't appear to be a recorded-live-in-a-nitery-take. Performance, nonetheless, is good.

## BAND

**★★★★ OVERTURE ON PARADE**

The Band of the Coldstream Guards. RCA Victor International FPM 105 (M)

(Continued on page 34)

## SUBTLE IMPRESSIONS IN SOUND . . .

Jack Quigley's "CLASS IN SESSION"

(with Percussion)

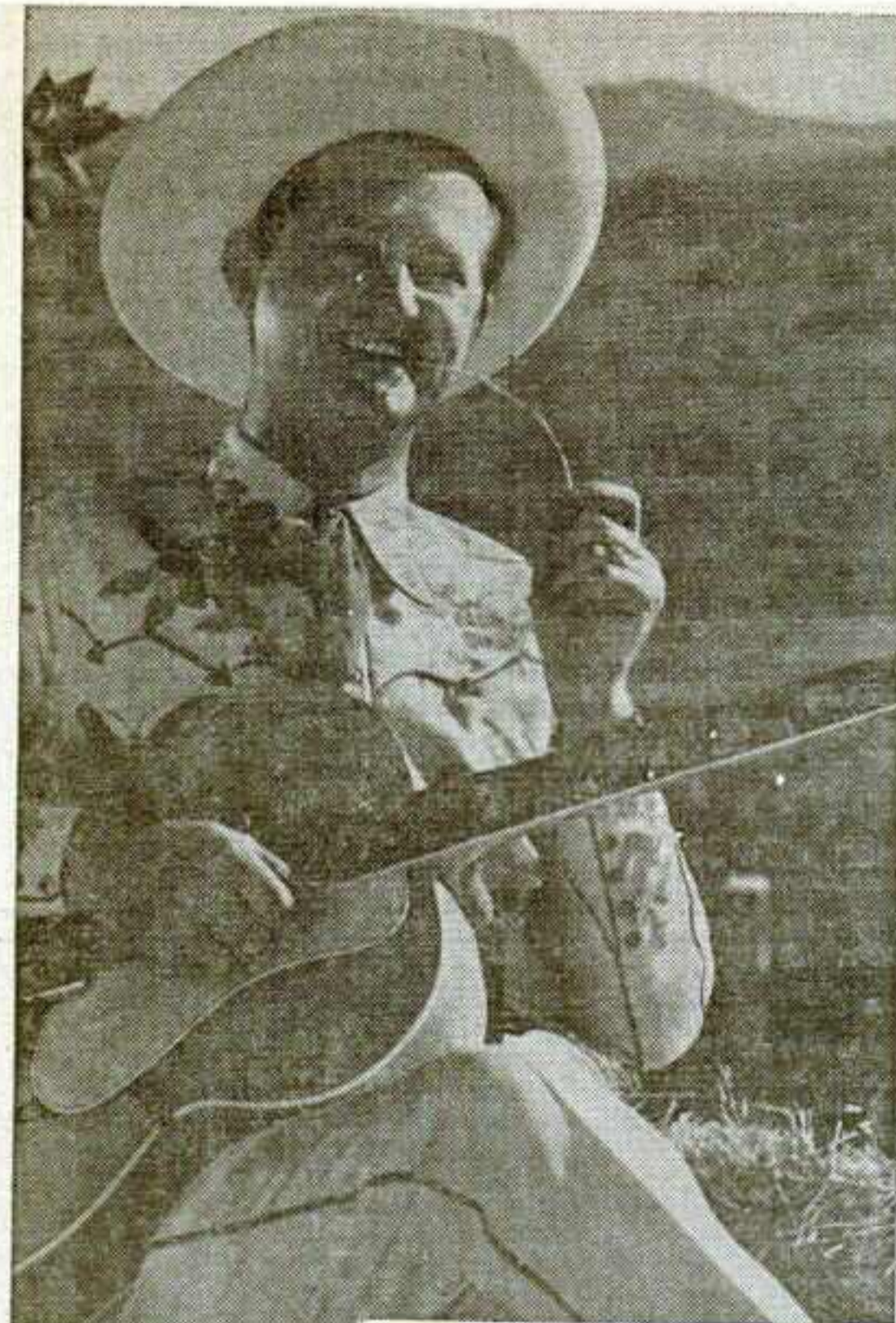
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# HOW IS JULIE?

B/W TURN AROUND, LOOK AT ME



THE LETTERMEN #4746



● **Reviews of New Albums**

● *Continued from page 32*

**FSP 105 (S)**—The band of the Coldstream Guards under the direction of Maj. Douglas A. Pope, presents a program of famous overtures in dynamic marching band arrangements. Familiar to many and well performed are "Overture to Carmen," "Overture to Poet and Peasant." This fine band album in quality stereo sound should rate high in its field.

★★★ **PRIMITIVE MUSIC OF THE WORLD (2-12")**  
Folkways FE 4581

**FOLK**

★★★ **MISSISSIPPI'S BIG JOE WILLIAMS**  
Folkways FS 3820

★★★ **FOLKSONGS OF THE MIRAMICHI**  
Folkways FM 4053

★★★ **HORTON BAKER**  
Folkways FA 2362

**SPIRITUAL**

★★★ **THE IMPERIAL GOSPEL SINGERS: FOUNTAIN OF BLOOD**  
Savoy MG 14048

**SACRED**

★★★ **BETTE SINGS**  
Bette Stalnecker, Master LP 6201

**LOW PRICED CLASSICAL**

★★★ **TCHAIKOVSKY: SYMPHONY NO 1 IN G MINOR, OP. 13, "Winter Dreams"**  
Prague Symphony Orchestra, Parliament PLP 162 (S)

★★★ **ARAM KHACHATURIAN: CONCERTO FOR PIANO AND ORCHESTRA; SCRIBIN; VARIOUS SELECTIONS**  
Czech Philharmonic Orch. Parliament PLP 164 (S)

★★★ **MODERATE SALES POTENTIAL**

**CLASSICAL**

★★★ **THE VIOLIN**  
Hyman Bress, Folkways FM 3351

★★★ **BODA: SINFONIA 1960; TRYTHALL; SYMPHONY NO. 1**  
Knoxville Symphony Orchestra (Van Vector), Composers Recordings, Inc. CRI 155

**JAZZ**

★★★ **JAZZ WITH A TWIST**  
Slide Hampton, Atlantic 1379

**SPECIALTY**

★★★ **FORMS IN INSTRUMENTAL MUSIC**  
Boris Poliakine, Piano; Williams Gelb, Narrator, Folks FT 3605

★★★ **2,000 YEARS OF MUSIC (2-12")**  
Folkways FT 3700

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**Month's Discount For Jacob-Carle**

CHICAGO — Jacob-Carle Records, newly formed diskery here, announced a month-long discount plan for singles and LP's plus a new delayed billing policy for dealers.

The discount plan will run from April 16 through May 11 and calls for a 10 per cent discount on singles plus two free records on orders of 25, and 10 free on orders of 100. Albums are being discounted 20 per cent, with two free for every 12 ordered.

On orders of 100 or more singles or 36 or more LP's dealers can spread their payments over 120 days, 25 per cent each month.

**Sales Are Up**  
President C. J. Schnepf Jr., announced that first-quarter sales for

the diskery were very promising and that indications were the figure would be doubled for the second period.

Jacob-Carle recently signed Judy Jae and the Moonglows, c.&w. group currently playing in Indianapolis. Part of an expansion program, the label also named Robert D. Levenberg promotion man.

REAL BIG SELLER!  
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**"YOUNG WORLD"**  
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Each week The Billboard prints its reviews of all new single records issued by record manufacturers and each week The Billboard selects the best of the new records as . . . **SPOTLIGHT WINNERS** . . .

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It is a condition of this subscription that records supplied by RSI will be used for and by broadcast personnel only.

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Ace Cannon  
BLUES (STAY AWAY FROM ME)  
B/W BLUES IN MY HEART Hi RECORDS 45-2051

Ernie Maresca  
SHOUT! SHOUT!  
(KNOCK YOURSELF OUT)  
45-117 Seville RECORDS

Jimmy Soul  
TWISTIN' MATILDA  
45-3300 S.P.Q.R. RECORDS

Jerry Byrd  
MEMORIES OF MARIA  
45-449 Monument RECORDS

The Roosters  
FUN HOUSE 45-8642  
Telsted RECORDS

Big Sam  
THE RAINS CAME 45-7003  
ERIC RECORDS

Bob Moore  
AUF WIEDERSEHEN MARLENE  
45-457 Monument RECORDS

NEW RELEASES

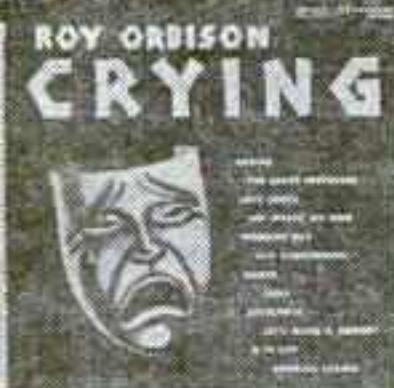
Jerry Crutchfield  
THAT HAPPY FEELING B/W ALASKAN LOVE SONG  
45-8645 Telsted RECORDS

Ray Eddington  
LET HER GO  
B/W THE SOUL OF SPAIN  
45-8643 Telsted RECORDS

George Kent  
LONESOME IS MY MIDDLE NAME  
B/W LITTLE WHEELS 45-3004  
Dial records

Scott Roman  
JENNY KISSED ME  
B/W SHINING STAR 45-7504  
TERRACE RECORDS

ALL CHARTS



CRYING—Roy Orbison  
Crying; The Great Pretender;  
Love Hurts; She Wears My  
Ring; Wedding Day; Summer-  
song; Dance; Lana; Loneli-  
ness; Let's Make a Memory;  
Nite Life; Running Scared.  
Stereo: SM14007

Mono: M4007

ON THE WAY



TUFF-SAX— Ace Cannon  
Tuff; Blues (Stay Away From  
Me); I've Got A Woman; Care-  
less Love; Kansas City; Basin  
Street Blues; Trouble In Mind;  
The Lonesome Road; Wabash  
Blues; Cannonball; St. Louis  
Blues; Blues In My Heart.  
Stereo: SHL32007

Mono: HL12007

COMING UP

Watch for great hits by  
these stars in the months ahead:

- ★ Roy Orbison
- ★ Boots Randolph
- ★ Jack Eubanks
- ★ Johnny Angel
- ★ Joey Long
- ★ Jimmy Nelson
- ★ Wayne Newton  
and Newton Bros.
- ★ The Desires
- ★ The Castle Sisters
- ★ Johnny Halo
- ★ Cathy Saunders
- ★ Sunny Gale
- ★ Norris Wilson
- ★ Kari Lynn
- ★ Willie Mitchell

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Bill Lawrence, Inc.  
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**SEATTLE**  
Huffine Dist. Co.  
3131 Western Ave.

**ST. LOUIS**  
Commercial Music Co.  
2721 Pine

**OSIAS ORGANIZATION** NEW YORK OFFICE, 527 MADISON AVENUE, NEW YORK 22, NEW YORK ■ PLAZA 2-8855

REPLY TO \_\_\_\_\_

April 17, 1962

Gentlemen of the Music Industry:

The Officers and Board of Directors of OSIAS ENTERPRISES, INC. take pleasure in announcing the formation of an organization known as JANEL ENTERPRISES, INC. which shall be actively engaged in music publishing, management of recording artist, and record producing.

A division of JANEL ENTERPRISES, INC., PERRI RECORDS, INC. shall release its first record, "DOCTOR ROCK", an instrumental by "Doc" Bagby this week, to be followed by a line of singles and albums covering all fields of music.

We feel privileged to further advise you that JANEL shall be directed under the capable leadership of Irv Rothman and Harry "Doc" Bagby. Walter D. Blumberg, as Vice President, shall head up the record producing, sales and promotion department of PERRI RECORDS, INC.

We are sure you will recognize these names as "old-timers" in the industry who have been connected with many successful ventures.

The offices for JANEL ENTERPRISES, INC. and PERRI RECORDS, INC. are located at 527 Madison Avenue, New York 22, New York and the telephone number is PLaza 2-8030.

OSIAS ENTERPRISES, INC. is one of the country's leading developers of complete housing communities and has construction programs in various areas of the United States and abroad, with interests in all fields of residential and commercial construction.

A bright future is seen for JANEL as a result of its initial successes and the high calibre of its executive personnel.

Very truly yours,  
OSIAS ENTERPRISES, INC.  
*Richard A. Osias*  
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Chairman of the Board  
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**WILLIARD BURTON**  
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and "DREAMING"  
PEACOCK 1917

**CLENT GANT**  
"JUST LIKE YOU LIKE IT"  
and "ALL MINE"  
DUKE 348

**EARL FOREST**  
"MEMPHIS TWIST"  
and "BEALE STREET POPEYE"  
DUKE 349

STRONGER STRONGER STRONGER  
**JUNIOR PARKER'S**  
"ANNIE GET YOUR YO YO"  
DUKE 345

**BOBBY BLAND'S**  
AIN'T THAT LOVING YOU—DUKE 338  
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Say You Saw It in Billboard Music Week

# VOX JOX

By **JUNE BUNDY**

**JAZZ AND JOCKS:** Since this issue of Billboard Music Week features a special jazz section, Vox Jox this week spotlights activities of deejays in the jazz programming field. For example, Felix Grant, WMAL, Washington, will narrate a new 15-minute series, tagged "Jazz on Potomac," for the U. S. Marine Corps. Grant will select music for the series from his collection of over 3,000 jazz albums. The series will be aired on about 200 stations and large number of campus radio stations around the country.

**Mike James, WFBR, Baltimore, emceed three jazz concerts last month, including the Charlie Mingus Jazz Workshop at John Hopkins University, the premiere of the Henry Levy Concert Jazz Band and the appearance of Cannonball Adderley at Morgan State College. . . . Bob Bassett, WLKW, Providence, is conducting jazz concerts throughout Southern New England with jazz altoist Dick Johnson and trumpeter Lou Colombo and their quintet.**

**GAB BAG:** Vince Caplette, program director of WESO, Southbridge, Mass., writes that the station recently started programming an hour of jazz per week in its regular schedule, featuring Ellington, Basie, etc. "The response was heartening," writes Caplette, "and we gradually increased to 10 hours of jazz per week, including a four-hour jazz show on Saturday afternoons. The requests first came from adults who remembered the good sound, but now we have found that teen-agers age becoming interested and excited over the sound of 'pure' jazz. However, the younger people are asking for the modern sound such as Gerry Mulligan, Thelonius Monk, the Modern Jazz Quartet, etc. I think all this would indicate that jazz has a place in daytime radio, and that the trend, in our area at least, is for a more diversified sound."

**THIS 'N' THAT:** Jazz jock Bruce Parsons, WYFI, Norfolk, leaves for Europe June 1 "to continue observation and study of European jazz trends and also to get in some rest and relaxation." During his two-week stay he will visit Cologne, Frankfurt, Munich and London. Parsons said he was "especially pleased" with the great number of talented British college musicians playing various clubs in Germany on his swing through Germany a couple of summers ago.

**Larry Jaye, WFKY, Frankfort, Ky., writes:** "In an effort to promote jazz in the Frankfort area, WFKY is spotlighting one jazz cut, either from a single or an album, approximately every hour, with credit given as to label, etc., preceded by a 45-second promotion." However, Jaye says he needs jazz wax to continue the new programming seg. . . . Leigh Kamman is currently emceeing a jazz show on KSTP, St. Paul.

**Larry Fischer, program director of KIOA, Des Moines, needs artists to appear at "KIOA Graduation Appreciation Day" at Riverview Park May 26. All proceeds go to buy equipment for the emergency room at Broadlawn's Count Hospital. Fischer writes:** "Should be from 15,000 to 16,000 kids in the park that day, so would be good exposure for an artist." . . . Buddy Deane, WJZ-TV, Baltimore, reports good audience response to a "Scramble Song" contest, whereby Deane plays a snatch of hit records and kids in the studio audience try to identify them.

**CHANGE OF THEME:** Red Robinson has moved to the program director slot at CFUN, Vancouver, Canada. . . . Veteran deejay Ken Knight has a new TV show on WJXT, Jacksonville, Fla., from 9:30 to 10 a.m. on Sundays. . . . Bob Ski, formerly with WBAR, Bartow, Fla., has joined WBUT, Butler, Pa., and Joe Gale, also a WBAR staffer, is leaving to join WROD, Daytona Beach, Fla. Their time segs at WBAR will be filled by Bob Wayne, ex-WONN, Lakeland, Fla., and Jeff Holmes.

## YESTERYEAR'S HITS

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

### POP-5 Years Ago April 27, 1957

1. All Shook Up, E. Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. Round and Round, Perry Como, RCA Victor
4. Party Doll, B. Knox, Roulette
5. Come Go With Me, D. Vikings, Dot
6. Gone, F. Huskey, Capitol
7. I'm Walkin', F. Domino, Imperial
8. School Days, C. Berry, Chess
9. Why, Baby, Why? P. Boone, Dot
10. Butterfly, A. Williams, Cadence

### POP-10 Years Ago April 26, 1952

1. Wheel of Fortune, K. Starr, Capitol
2. Blue Tango, L. Anderson, Decca
3. Blacksmith Blues, E. M. Morse, Capitol
4. Guy Is a Guy, Doris Day, Columbia
5. Kiss of Fire, G. Gibbs, Mercury
6. Cry, J. Ray, Okeh
7. Any Time, E. Fisher, RCA Victor
8. Pittsburgh, Pennsylvania, G. Mitchell, Columbia
9. Forgive Me, E. Fisher, RCA Victor
10. I'll Walk Alone—D. Cornell, Coral

### RHYTHM & BLUES-5 Years Ago—April 27, 1957

- I'm Walkin', F. Domino, Imperial  
Lucille, Little Richard, Specialty  
All Shook Up, E. Presley, RCA Victor  
Come Go With Me, D. Vikings, Dot  
Little Darlin', Diamonds, Mercury

- School Day, C. Berry, Chess  
Party Doll, B. Knox, Roulette  
Just Because, L. Price, ABC-Paramount  
Next Time You See Me, Little Jr. Parker, Duke  
It Hurts to Be in Love, A. Laurio, DeLuxe

## PROGRAMMING PANEL

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

### THE QUESTION:

**What is the most unusual promotion stunt you have ever participated in?**

### THE ANSWERS:

**ROBB THOMAS  
WEMP, Milwaukee**

The "I Would Like a Giant Redwood Tree From California Transplanted in My Yard Because—" contest. It was readily recognizable as "tongue-in-cheek" but entries were many and fun to read over the air. With the 300-foot-high-50-foot circumference tree I threw in a 25-cent packet of plant food to keep it nourished. Eventual winner was a St. Bernard who did a lot of entertaining.



**BOB SKI**

**WBUT, Butler, Pa.**

My recent Twist promotion, when I was with WBAR, Bartow, Fla. In order to promote our remote booth at the Florida Living Exposition, we invited all twisters to Twist with me. We received a tremendous response to this and it was then that I went on to do a half-hour show while twisting and interviewing other twisters simultaneously. The results more than made up for the exhaustion.



**SPECS HOWARD**

**KYW, Cleveland**

During KYW's Gold Record promotion week, all the air personalities had their hair dyed gold. That week I got a call that our number three child was about to enter the world. I acted like a typical expectant father—filled out the necessary forms at the hospital's admission desk, with a black beard, black eyebrows and gold, gold hair. Then I rushed out, had my hair dyed back black and returned in time for the birth, following which I went back to the beauty parlor and got back into character with gold hair.



## ARTISTS' BIOGRAPHIES

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

**LARRY FINNEGAN  
(Old Town)**



**REAL NAME:** Lawrence Finneran. **AGE:** 21. **HOME TOWN:** New York City. **EDUCATION:** Presently a junior at Notre Dame. **HOBBIES:** Swimming, dancing, track. **BACKGROUND:** Like many other recording artists, Larry Finnegan began singing with his church choir at an early age. His ambition to make the music business his vocation stayed with him through the years, but it was only six months ago that Finnegan began to seek a career in the recording world. At that time the personable and handsome young lad brought a demo disk to Hy Weiss, chief at Old Town Records. Weiss, impressed with the performance, signed Finnegan to the label. Concurrent with the success of his debut disk for Old Town, "Dear One," Finnegan has garnered much attention on radio, TV interviews and personal appearances. Finnegan, who is also an apt dancer, hopes this success in the recording field will lead to an acting bid.

**OTHER MUSICAL INTERESTS:** The versatile young man also plays the guitar, piano and drums, in addition to other musical instruments and he also dabbles in songwriting.

**LATEST SINGLE:** "Dear One" scoring on the "Hot 100." A new single followed by an album will be released in the near future. Larry produces all his own disks with brother Vincent Finneran.

**THE SENSATIONS  
(Argo)**



**PERSONAL MANAGER:** Kae Williams. **NAMES:** Yvonne Baker, lead; Sam Armstrong, baritone; Richard Curtain, tenor; Alphonso Howell, bass. **AGES:** All in their 20's. **HOME TOWN:** Philadelphia. **BACKGROUND:** Yvonne Baker has been singing since the age of 7 in church and gospel choruses. She started with the Sensations when the group was first formed and it was recording for Atco Records. The Sensations made a name for themselves then with their Atco waxings of "Yes, Sir, That's My Baby" and "Please, Mr. Disk Jockey." Miss Baker took time off from her singing career to get married and raise a family, and now she and the group are back but recording for a new label, Argo Records. Sam Armstrong originally sang with a group called the Rays. He studied drums in school and joined the Sensations as baritone in March of 1961. Richard Curtain was originally a member of the Hide-a-ways and as a solo has made numerous night club stints. Alphonso Howell originated the group in 1954.

**LATEST SINGLE:** Their hit disk for Argo is "Let Me In." **PREVIOUS HIT:** "Music, Music, Music."

## LABEL-DEEJAY PROMOTIONS

By **NIKI KALISH**

**CARLTON RX FOR DEEJAYS:** To plug the new Carlton disk of "The Theme From Ben Casey," the label, in conjunction with the Crosby Production office which publishes the music from the TV show, is busily forwarding bottles of Bufferin, cans of Metracal and tins of Band-aids to deejays all over the country. Other gimmicks jockeys can look for in the mail are facsimiles of prescription pads and toy stethoscopes.

**"ALL-AMERICAN" PROMO:** Fifty persons in the New York area will receive a pair of tickets to take their mothers to the new Broadway show, "All-American," starring Ray Bolger, and 25 persons will receive copies of the Columbia Records original-cast album of the show in a WINS, New York, Mother's Day promotion. In order to be eligible for these prizes, dialers are being asked to send their names and addresses to the station, where they will be placed inside a large drum from which the 75 winners will be drawn. Deadline for the contest is April 30.

**SEEN AROUND THE STATIONS:** Liberty Records' hot recording duo, Dick and Dee Dee, are currently on an Eastern promotion tour plugging their latest chart item, "Tell Me." . . . Billy Vaughn, Dot recording star, stopped in to visit at WCCO, Minneapolis, last week while making the rounds of the stations in the Twin Town area to plug his latest LP, "Chapel by the Sea." . . . Herbie Mann, Atlantic recording artist, found himself in the happy position of having three new albums and one new single available on Atlantic to plug simultaneously. Because of this, Mann was interviewed by jazz jockey Bob Brown on his full-hour show at WJZZ, Newark, N. J., last week. The new disks are: "Herbie Mann at the Village Gate," composer and performer of the score for Laurence Harvey's reading of "This Is My Beloved," and he is one of a quartet of Atlantic stars who recorded the label's "No Strings" album. Mann's side from that LP, "La La La," was also released last week as a single.

## RADIO STATIONS

seeking DJ's, librarians and other experienced personnel use the

## BUYERS & SELLERS CLASSIFIED MART

Employment Section  
in  
**BILLBOARD MUSIC WEEK**

#F393  
**MOON PILOT**  
 MELODY  
 by Camarata  
 "When You Wish Upon A Star"

**ANOTHER SMASH!**  
 for  
**Gene McDaniels**  
**"FUNNY"**  
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**QUALITY with FAST DELIVERY**  
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 Direct Dial 602-252-5644

# International News

Continued from page 29

Dutch version by the Onbekende Zeeman, lyrics by Ger Rensen.

Budde also has the rights of the French best selling chanson "Et maintenant," composed and sung by French composer and artist Gilbert Bedaud on Electrola, sung as first German recording under the German title "Was wird aus mir?" (What's to Become of Me?).

Another new Budde title is German version of "Land of Teen-Age Love," entitled in the translation "Land der jungen Liebe," sung by Electrola newcomer Peter Mario on Odeon.

Seith Publishing House, Munich, gave the rights of the Jimmy Makulis song "I'm Tal Der Weissen Rose" (In the Valley of the White Rose) to Basart Music, Amsterdam. Tune has been issued with Limbra Zusje on Dutch Polydor label.

H. C. Gomperts, president of Amsterdam's Basart Music, also acquired the sub-publishing rights of the Peter Alexander Polydor waxing "Tanz Mit Mir" (Dance With Me) from Edition Intro, Peter Meisel, Berlin. . . . Peter Schaeffers Music, Berlin, which had its biggest 1961-1962 smash

hit with Nana Mouskouri's Hadjidakis song, "Weisse Rosen Aus Athen," report that Ariola's Helmut Jantsch will produce German version of "My Boomerang Won't Come Back" with the firm's vocal and instrumental group, Jochen Brauer Sextet.

Rudolph Schroeder of Meisel Music, Berlin, also covering the rights of the first German Paul Anka recordings, reports that Polydor will be out with German version of U. S. tune "Absent Minded Lover," soon, entitled "Du, Casanova, Du," sung by Rene Kollo and Monika Grimm.

## PHILIPPINES

### Celebrate Debut Of TV Channel

By LUIS MA. TRINIDAD  
 264 Escolta, Manila

Video fans in this territory were treated to a special 1½-hour program in conjunction with the formal inauguration of DZRH-TV, Channel 11, by MBC, The Metropolitan Broadcasting Company (Stations DZRH-DZMB-DZPI) on Taft Avenue, Manila. Cris De Vera emceed the show.

Highlight artists of the TV presentation were Maribel Aboitiz and Eddie Lejar, Sylvia La Torre, Oscar Obligacion, Rose Zabaljauregui and Armando Federico. The inaugural TV presentation was written and directed by Luis Ma. Trinidad and produced by MBC, The Metropolitan Broadcasting Company.

#### Disk News

Ronnie Villar and the Fire Dons have just recorded a new single on Mabuhay label

## VENEZUELA

### Cesar Costa, Bell Get Golden Needle

By ALVARO PENALVER C.  
 Editor, Notidiscos  
 Apartado 3066, Caracas

The top industry award, "The Golden Needle" 1961, was announced this week in Venezuela. Forty-two organizations and entertainers of the recording and related fields will receive their wards this month. Basis for awards are the sales figures.

Among those favored this year are Cesar Costa (Orfeon) and Baby Bell (Odeon-Argentina) as the male and female foreign talent with top honors; local singers: Marie Suarez (Discomoda) and Lila (Discomoda). Perez Prado (RCA) and Lucho Macedo (Sonus) were voted top orchestra and "conjunto" respectively.

Local orchestra and "conjunto" were Billos Caracas and Megatonas de Luche (Discomoda). Columbia Records was found to be the top producer for the year of foreign masters.

Mirla, leading "new wave" vocalist changing labels and now will record for Velvet. . . . Other top local names changing home base are the Zeppy's who were signed by Discomoda.

# BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	7
2	4	P.T. 109, Jimmy Dean, Columbia 42338	5
3	5	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	4
4	7	OLD RIVERS, Walter Brennan, Liberty 55436	4
5	10	EVERYBODY LOVES ME BUT YOU, Brenda Lee, Decca 31379	3
6	3	MIDNIGHT IN MOSCOW, Kenny Ball, Kapp 442	13
7	2	DON'T BREAK THE HEART THAT LOVES YOU, Connie Francis, MGM 13059	12
8	11	CATERINA, Perry Como, RCA Victor 8004	5
9	6	ANYTHING THAT'S PART OF YOU, Elvis Presley, RCA Victor 7992	7
10	9	TWO OF A KIND, Sue Thompson, Hickory 1166	7
11	13	YOU ARE MINE, Frankie Avalon, Chancellor 1107	6
12	15	MOMENTS, Jennell Hawkins, Amazon 1003	6
13	16	I WILL, Vic Dana, Dolton 51	5
14	8	COME BACK SILLY GIRL, Lettermen, Capitol 4699	11
15	17	THE BIG DRAFT, Four Preps, Capitol 4716	5
16	20	MOST PEOPLE GET MARRIED, Patti Page, Mercury 71950	2
17	19	COUNT EVERY STAR, Linda Scott, Canadian-American 133	4
18	—	IF I CRIED EVERY TIME YOU HURT ME, Wanda Jackson, Capitol 4723	2
19	—	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375	1
20	—	LOVESICK BLUES, Floyd Cramer, RCA Victor 8013	3

Both headed for top ten!

**"YOU TALK ABOUT LOVE"**  
**BARBARA GEORGE**  
 AFO #304

**"TRA LA LA LA LA"**  
**IKE & TINA TURNER**  
 SUE #757

BREAKOUT IN NEW YORK!

**"MAY I HAVE THIS DANCE"**  
**THE SENORS**  
 SUE #756

BREAKOUT IN ATLANTA & ST. LOUIS

**"MY LITTLE ANGEL"**  
**JOHNNIE MAE MATTHEWS**  
 SUE #755

BEST SELLING ALBUMS

<b>"THE SOUL OF IKE &amp; TINA TURNER"</b> SUE LP #2001	<b>"STICK SHIFT"</b> THE DUALS SUE LP #2002	<b>IKE &amp; TINA TURNER'S "KINGS OF RHYTHM DANCE"</b> SUE LP #2003
------------------------------------------------------------	---------------------------------------------------	------------------------------------------------------------------------

**"I KNOW"**  
 (You Don't Love Me No More)  
**BARBARA GEORGE**  
 AFO LP #5001

AND Watch for Their Newest Smash LP, Soon to Be Released!

**"DYNAMITE"**  
**IKE & TINA TURNER**  
 SUE LP #2004

**SUE RECORDS** 725 RIVERSIDE DRIVE  
 NEW YORK, N. Y.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

**Chart-Makers Galore!**

**"THAT'S MY DESIRE"**  
 The Sensations  
 Argo #5412

**"CONGRATULATIONS ON YOUR WEDDING"**  
 Tuneweavers  
 Checker #1007

**"I'LL TAKE YOU HOME"**  
 Corsairs  
 Chess #1818

**"THE STORY OF MY LIFE"**  
 Al Downing  
 Chess #1817

**Chess Prod. Corp.**  
 2120 S. MICHIGAN, CHICAGO 16



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

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

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

**PHONOS LISTING UNDER \$30**

Pos. This Issue	Pos. 1/27/62	Brand	% of Total Points
1	1	Decca	26.9
2	3	Webcor	10.0
3	4	Voice of Music (V-M)	9.3
4	2	Capitol	5.9
5	—	Symphonic	5.6
6	5	Magnavox	4.8
6	—	Emerson	4.8
8	6	RCA Victor	4.5
9	—	Phonola	3.7
		Others	24.5

**Industry Prophets See  
Gloomy Distrib Pictures**

• Continued from page 4

opinion of rack jobbers is not the best. Jones feels they don't build a record, merely exploit it. He also feels most rackers are in trouble financially and with good reason, "they have a retailers overhead and less than a distributor's mark-up." Nor is Jones too happy about the quantity of low-priced merchandise now on the market. He feels, "It's not the record business. The stuff is sold by the pound, not by artist or type of music."

**Quality Should Sell**

Jones feels strongly that building a quality image in a consumer's mind about a particular artist or type of music is what made the record business.

Will the record companies, or anyone, be helped by the distributor functioning as a manufacturer's representative? Jones believes not. He points out that the distributor does a strong promotional job that a manufacturer could never match with a regional man.

Also, he feels manufacturers are overlooking something when they talk about the large orders from rack jobbers. They look at the gross sales and are impressed, but what about returns?

**Returns Costly**

"From our own experience, we know it costs roughly twice as much (labor cost) to handle a return as it does a shipment. If a guy buys \$100,000 worth of merchandise and returns \$30,000, it doesn't sound bad. But the \$30,000 is really the same as \$60,000 return when you get through handling the thing."

Ironically, Jones feels there is an answer to the current dilemma, but

unless properly set up, it would be against the law.

"We have to stop people from thinking of records in terms of price. We have to stress product," he emphasizes.

**Seeks Exclusive**

"If a distributor could be given an exclusive territory, he could go into a dealer's store and stress quality. The dealer, in turn, would make his decision on what he estimates to be the salability of the merchandise, not where he can buy it cheapest.

"Currently," says Jones, "We're competing not just against other labels, but against other distributors."

"If transshipping could be controlled and the price of records stabilized, then . . ." said Jones quietly.

**TV Medicine**

• Continued from page 4

Carlton has shipped about 130,000 and in a brief period has gotten picks and landed on the playlist of a flock of stations across the country. Stations which have given the disk picks include KYA, San Francisco; WABC, New York; KWK, St. Louis; KFXM, San Bernardino; KONO, San Antonio, and WPON, Pontiac, Mich.

Now a flock of other diskeries have cut the "Ben Casey" material, including Mercury, Capitol, Kapp, Choro, Warners, Dolton and King. Overseas, too, the same medico theme is getting excitement at the record level—Ted Heath having recorded it on British Decca, Tony Hatch on Pye.

It's no secret that as a result of

**Coastal Intros  
Stereo Pkgs.**

HOUSTON—The Coastal States Music Company which opened here recently will feature a package plan of portable and console stereo sets with a record library from the category of the customer's tastes, according to C. A. Palmer, manager. "We finance the purchase of the record library along with the stereo set and offer record exchange privileges if the customer wishes to alter the original library selections," Palmer said. Coastal distributes stereo equipment made by Sonic Electronics, Inc., of New York.

**New Amp, Tuner  
Kits From H-K Co.**

PLAINVIEW, N. Y.—Harmon-Kardon, long a prime supplier to the hi-fi do-it-yourself market, has announced a new series of popular-priced, easy-to-build tuner and amplifier kits, to be added to the Award Series. The units include a 50-watt and a 30-watt stereo amplifier and a multiplex tuner.

H-K has packaged the kits with easeled, spiral-bound instruction manual with fold-out text pages. By this device, the firm states that a buyer is also buying a ready-made education in hi-fi as well as a unit of equipment. The kit packages are designed to stand up on dealers' shelves to form an eye-catching display.

**Sams Publishes  
Multiplex Guide**

INDIANAPOLIS — Howard Sams & Company here, well-known publishers of Electronics service manuals, has just released a new service manual designed to assist in the servicing of stereo multiplex radio equipment.

The book, FM Multiplexing for Stereo, was written by Crosby Technonics' Leonard Feldman, and explains for dealer servicemen and other advanced technicians the principles, theory and operation of FM stereo. Circuitry, alignment, and servicing are covered in depth. The 160-page book sells for \$2.50 and is available through parts distributors and bookstores.

**EIA Says Substantial  
Gain in Stereo, Radio**

WASHINGTON — Distributor sales of monaural and stereo phonos and radio sets increased substantially in February over January levels, says the Electronics Industry Association, in the first of a new series of monthly reports.

In the case of radio, it was also reported that cumulative sales for the first two months this year of 1,260,762, marked an increase of 170,000 over the same period a year ago. On the other hand, phono sales for the two-month period declined from totals tallied a year ago. Monaural sales were off better than 25 per cent, while stereo movement dropped about 15 per cent.

the success of the "Ben Casey" TV show, similar programs are being planned by various TV outfits—all of which is likely to accentuate the promotion at the consumer level, which in turn may spark more disk activity.

**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.

**WARNER BROS.**—Expires April 27, 1962. Started April 1, 1962. April Discount Days. Label is offering a 25 per cent merchandise discount on entire album catalog plus three new releases.

**DOLTON**—Expires April 30, 1962. Started April 1, 1962. Dolton Dividend Month Program. A 15 per cent cash discount on entire album catalog.

**DOT**—Expires April 30, 1962. Started April 8, 1962. Spring Bonus Plan. Label is offering 2-for-10 on complete mono and stereo LP and EP catalog.

**EPIC**—Expires April 30. Started April 8, 1962. "Salute to Spring" program—20 per cent discount on complete April classical release, plus 30 other best selling classical catalog items. Also covers four-track stereo tapes of same items. 10 per cent discount on all new pop and jazz LP's.

**MERCURY**—Extended through April 30, 1962. Started March 1, 1962. David Carroll Month Plus 2. One album free for every six purchased on complete Carroll catalog of 18 LP's plus his latest package, "Dance to the Movie Themes." One for nine on the 14 new March album release, including two new F-35d "PPS" LP's. Fifteen for 100 on 36 albums in the "Highlight" series. See page 4, March 10 issue, for details.

**MERCURY**—Expires April 30, 1962. Started April 1, 1962. For this month only the label is offering 30 free singles for each set (of 100 singles) purchased from the Celebrity Series plan.

**MGM**—Expires April 30, 1962. Started April 8, 1962. The 21 Channel Sound. Ten per cent discount offered on label's new 21 Channel Sound series. Details available through distributors.

**MGM**—Expires April 30, 1962. Started April 8, 1962. April Festival of Soundtracks and Movie Music. Through distrib, label is offering one LP free for soundtrack and movie music albums.

**AUDIO-FIDELITY**—Expires May 4. Started April 8, 1962. Special promotion on "More Best of the Dukes of Dixieland," a new set carrying suggested list of \$2.98. In addition, dealers are offered pre-pak counter merchandiser containing 10 mono, 10 stereo and two free stereo LP's by the Dukes. Also offered in 20 per cent discount on four new releases, plus entire catalogs of Dukes of Dixieland and Al Hirt.

**ATLANTIC-ATCO**—Expires May 10. Started April 10, 1962. New program entitled, "Spring Will Be a Little Great This Year." Features one free album for every seven purchased for distributors. Deal covers entire catalogs of both labels, plus two new Atco and five new Atlantic LP releases.

**JACOB-CARLE**—Expires May 11, 1962. Started April 16, 1962. Special Spring Discount Sale. This Chicago diskery is offering dealers a 10 per cent discount on its complete line of singles; also a 20 per cent discount on LP's.

**KAPP**—Expires May 15, 1962. Started April 9, 1962. Ten per cent discount to dealers on all new Kapp and Kapp-Medallion releases, plus all items included in the special Jane Morgan "artist of the month" promotion.

**MMO**—Expires May 15, 1962. Started April 1, 1962. A 15 per cent discount on all MMO and Classic Edition LP's. Also samplers, UTC and Proscenium Comedy LP's.

**STARDAY**—Expires May 15, 1962. Started April 1, 1962. Label is offering a 15 per cent discount on a specified list of 100 packaged LP's and EP's. Browser boxes and streamers also supplied.

**LIBERTY**—Expires May 30, 1962. Started April 16, 1962. Fifteen per cent discount is offered on Julie London's new "Love Letters" LP.

**CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a pre-pak of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distrib.

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

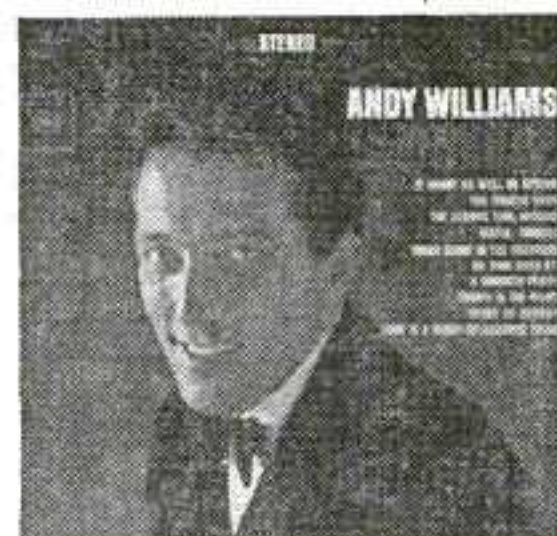
**PHILIPS**—No expiration date. Started April 8, 1962. Label is offering one-for-nine in the same price category on their new "Encore" releases.

**SONODOR**—Limited time only. Started March 31, 1962. One LP free for every five purchased.

**LIBERTY**—No expiration date. Started April 9, 1962. Three LP's, "Percolator Twist and Other Twists," "Twisting the Country Classics" and "Surfer's Stomp," are available at a 15 per cent discount.

**RCA VICTOR**—Expires May 31, 1962. Started April 16, 1962. Recorded Tape Program. Label is offering distributors a 10 per cent discount on purchases from their complete four-track reel and tape cartridge catalog, plus the new May releases.

**ALBUM COVER OF THE WEEK**



**MOON RIVER & OTHER GREAT MOVIE THEMES**—Andy Williams, Columbia CL 1809. This excellent, full-color photo of the artist by Bob Cato should help sell many albums. Prime display package for counters and windows.



**ECK: QUATTRO CANZONI; VON EINEM: PIANO CONCERTO, Op. 29; BLACHER: 13 WAYS OF LOOKING AT A BLACKBIRD**—Various Artists Deutsche Grammophon LPM 18 759 SLPM 138 759. Eye-catching modern design on this multi-colored cover should attract many customers to the classical counters. Label is using new hard covers with wide, colorful bindings.

when answering ads . . .

Say You Saw It in Billboard Music Week

FOLK TALENT & TUNES

By BILL SACHS

Larry Moeller, of the Jim Denny Artist Bureau, Nashville, reports that Hawkshaw Hawkins and Jean Shepard, just returned from Germany, open Wednesday (25) in Belmar, N. J., and follow with Gloversville, N. Y., Friday (27) and Pittsfield, Mass., Saturday (28). Other Denny bookings find Johnnie and Jack, Kitty Wells, Bill Phillips and the Tennessee Mountain Boys touring for promoter Marlin Payne, opening, at Fort William, Ont., April 25 and winding up in Butte, Mont., May 6; James O'Gwynn appearing in Niagara Falls, Ont., April 28; Carl Perkins at the Flame Theater-Cafe, Minneapolis, April 23-28, and Webb Pierce, Billy Walker and Del Wood in Charlotte, N. C., April 28.

Mel Price and His Santa Fe Rangers, of Easton, Md., were the subjects recently of a two-page story with pictures in the Sunday magazine section of The Baltimore Sun. The yarn concerned the many overseas tours the group has done for USO to entertain military personnel and was written by Bob (Luke) Jones, comic with the unit. The group, comprising four guys and three gals, leaves

April 29 for another 11-week tour of Europe for USO. . . . Texas Tony Merrill entertained Monday (23) at Fort Slocum, N. Y., and the following day departed for Thule Air Force Base in Greenland where he will entertain the military personnel with his c.&w. singing and comedy the next four weeks.

Jim Ranne, manager of the Country Singers, and Robert Lewis, who pilots the Country Cut-Ups, have combined the two groups (country and blue-grass) for a series of live radio shows. One of the programs is now heard over KCUL, Dallas-Fort Worth, each Saturday morning, sponsored by the McCord Music Company of Dallas. Other programs have been set for stations in Terrell and Waxahachie, Tex. Both units are based in Dallas and are seen frequently on c.&w. shows in the area. . . . Dottie West, who has been touring recently with Buddy Meredith and His Dakota Cowboys, has a new one out on Starday called "My Big John." The flip is an up-tempo country tune, "Men With Evil Hearts."

Roy Clark's Capitol recording of "Texas Twist" has netted him a string of personals in the Lone Star State. He is set through April at the Casa Del, Amarillo; M-B Corral, Wichita Falls; Melody Club, Odessa; Rhythm Hall, Midland; Schroeder's Hall, Goliad; Cook's Hoedown, Houston, and the Loughorn Ranch, Dallas. Roy and his group have just concluded a two-weeker at the Golden Nugget, Las Vegas, and are tabbed to return there in May. Jim Halsey, Roy's manager; Leo Zabelin, of Chicago, former editor of C.&W. Jamboree, flew into Vegas along with Capitol producer Ken Nelson and BMI's Bob Burrell to visit Roy and his group. Roy has another session coming up soon with Capitol.

Wanda Jackson and Her Party-Timers have just completed two weeks at the Commercial Hotel, Elko, Nev., with Wanda due in Nashville Tuesday (24) for another Capitol session under the guidance of a.&r. producer Ken Nelson. . . . Tall Paul Charon, who since leaving San Diego, Calif., a year ago, has been working as a sideman at the "Grand Ole Opry," Nashville, returned to the Tennessee city over the weekend after a two-week swing through Georgia and North Carolina.

Capitol Records' Hank Thompson and His Brazos Valley Boys are in the midst of what Thompson's personal manager, Jim Halsey, describes as "the busiest schedule of spring dates in the band's history." Hank and the lads have just concluded a series of dates for pro-

(Continued on page 43)

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Bob Staten is reportedly off to a good start with his new country music show on CKLW, Detroit 50,000-watter. On from 7:30 p.m. until midnight, Bob says he is in need of records—old and new. . . . Also putting in a plea for spinning material from the artists and diskeries in Slats Jackson, of Station WMVG, Milledgeville, Ga. . . .

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 4/28	Weeks on Chart
1	3	CHARLIE'S SHOES, Billy Walker, Columbia 42287	9	9
2	1	SHE'S GOT YOU, Patsy Cline, Decca 31354	9	9
3	5	IF A WOMAN ANSWERS, Leroy Van Dyke, Mercury 71926	5	5
4	2	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	16	16
5	6	UNLOVED, UNWANTED, Kitty Wells, Decca 31349	9	9
6	4	A WOUND THAT TIME CAN'T ERASE, Stonewall Jackson, Columbia 42229	15	15
7	9	TEARS BROKE OUT ON ME, Eddy Arnold, RCA Victor 7984	7	7
8	11	THREE DAYS, Faron Young, Capitol 4696	6	6
9	8	ALLA MY LOVE, Webb Pierce, Decca 31347	12	12
10	14	A LITTLE BITTY TEAR, Burl Ives, Decca 31330	13	13
11	13	NOBODY'S FOOL BUT YOURS, Buck Owens, Capitol 4679	10	10
12	10	SHE THINKS I STILL CARE, George Jones, United Artists 424	3	3
13	17	LOSING YOUR LOVE, Jim Reeves, RCA Victor 7950	20	20
14	24	GET A LITTLE DIRT ON YOUR HANDS, Bill Anderson, Decca 31358	2	2
15	28	WALK ON BY, Leroy Van Dyke, Mercury 71834	34	34
16	16	WILLINGLY, Shirley Collie & Willie Nelson, Liberty 1343	7	7
17	27	THERE'S ALWAYS ONE, Roy Drusky, Decca 31366	2	2
18	29	P. T. 109, Jimmy Dean, Columbia 42338	2	2
19	22	LONESOME NUMBER ONE, Don Gibson, RCA Victor 7959	19	19
20	—	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	1	1
21	15	WHERE I OUGHT TO BE, Skeeter Davis, RCA Victor 7979	8	8
22	20	MY NAME IS MUD, James O'Gwynn, Mercury 71395	2	2
23	21	JUST AIN'T, Lester Flatt & Earl Scruggs, Columbia 42280	4	4
24	7	ACHING, BREAKING HEART, George Jones, Mercury 71910	10	10
25	12	HONKY-TONK MAN, Johnny Horton, Columbia 42302	3	3
26	26	SOMETIMES I'M TEMPTED, Marty Robbins, Columbia 42246	13	13
27	25	GO ON HOME, Patti Page, Mercury 71906	11	11
28	18	I GUESS I'LL NEVER LEARN, Charlie Phillips, Columbia 42289	3	3
29	—	SOMETIMES YOU JUST CAN'T WIN, George Jones, United Artists 424	1	1
30	19	THAT'S MY PA, Sheb Wooley, MGM 13046	16	16

Bud Crowder, c.&w. singer and deejay of San Diego, Calif., has just had his first release on Toppa Records. Coupled on the new platter is a tune penned by Bud and his wife Jo, "You're Back to Say Good-Bye," and a Jimmy Wakely number, "Another Fool Steps In." A note to Bud on your station letterhead will fetch you a deejay sample.

Al Robinson, manager of KWCL, Oak Grove, La., complains of lack of promotion service by the various diskeries. "I believe I have cause to gripe re the promotion service which is not being extended to KWCL," typewrites Robinson. "Our 500-watt station has a tremendous listening audience covering Northwest Louisiana, Southeast Arkansas and Northwest Mississippi. It seems the least the record companies could do would be to furnish us with at least one copy of each new release. What we need are country and western and gospel records and the better-type pop material. If the diskeries will keep 'em coming, we'll keep 'em humming."

Smiley Monroe, still deejaying c.&w. music four hours daily on KTYM, Inglewood, Calif., continues as a regular on "Country Music Time," beamed each Saturday via Channel 13 in Hollywood. On Sundays, for the last three months, Monroe has been appearing with Wynn Stewart on an afternoon TV show in Los Angeles. They then wing it to Las Vegas to play the Nevada Club on Sunday nights. . . . Charlie Gore, who recently left WVOW to join WLOG, Logan, W. Va., has teamed with his brother Boyd to form their own label known as Blank Records. . . . Sonny Davis and Sleepy Jeffreys, formerly with WWVA, Wheeling, W. Va., are now doing a c.&w. deejay show over WCHS Radio, Charleston, W. Va.

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**SWAN RECORDS**  
1703 Jackson St.  
Philadelphia, Pa.

This Week	Last Week	By special survey for week ending 4/28 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	2	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	5
2	1	SOUL TWIST, King Curtis, Enjoy 1000	11
3	3	LOVE LETTERS, Ketty Lester, Era 3068	8
4	13	SOLDIER BOY, Shirelles, Scepter 1228	3
5	5	SLOW TWISTIN', Chubby Checker, Parkway 835	6
6	6	SOMETHING'S GOT A HOLD ON ME, Etta James, Argo 5409	9
7	4	TWISTIN' THE NIGHT AWAY, Sam Cooke, RCA Victor 7983	11
8	9	HIDE NOR HAIR, Ray Charles & His Ork, ABC-Paramount 10314	3
9	18	ANNIE GET YOUR YO-YO, Little Junior Parker, Duke 345	7
10	20	JAMIE, Eddie Holland, Motown 1021	16
11	7	AT THE CLUB, Ray Charles & His Ork, ABC-Paramount 10314	3
12	8	I FOUND A LOVE, The Falcons & Band, LuPine 1003	4
13	14	OUR ANNIVERSARY, Shep & the Limelites, Hull 748	10
14	21	TRA LA LA LA LA, Ike and Tina Turner, Sue 757	5
15	10	AIN'T THAT LOVING YOU, Bobby Bland, Duke 338	7
16	15	THE TOWN I LIVE IN, McKinley Mitchell, One-Derful 2030	3
17	22	I FOUND OUT TOO LATE, Jackie & the Starlites, Fury 1057	2
18	23	HEY! BABY, Bruce Channel, Smash 1731	10
19	17	THE JAM, Bobby Gregg & His Friends, Colton 1003	4
20	25	NIGHT TRAIN, James Brown, King 5614	2
21	27	MEET ME AT THE TWISTIN' PLACE, Johnny Morissette, Sar 126	2
22	12	CRY TO ME, Solomon Burke, Atlantic 2131	10
23	19	WHO WILL THE NEXT FOOL BE, Bobby Bland, Duke 347	4
24	—	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	1
25	11	SAVE YOUR LOVE FOR ME, Nancy Wilson & Cannonball Adderly, Capitol 4693	4
26	16	CUTTIN' IN, Johnny (Guitar) Watson, King 5579	9
27	24	MIDNIGHT SPECIAL, Jimmy Smith, Blue Note 1819	9
28	26	WHAT'S SO GOOD ABOUT GOODBYE, Miracles, Tamla 54053	12
29	28	LET ME IN, Sensations, Argo 5405	13
30	29	SMOKY PLACES, Corsairs, Tuff 3030	16

## Hits of the World

Continued from page 22

PHILIPPINES		
This Week	Last Week	
1	1	HIGH NOON—Connie Francis (MGM)—Mareco
2	2	LOVE ME WARM AND TENDER—Paul Anka (RCA Victor)—Filipinas
3	6	IF YOU'RE BUT A DREAM—Della Reese (RCA Victor)—Filipinas
4	4	TENDER IS THE NIGHT—Tony Bennett (Columbia)—Mareco
6	6	GUNSHOT—Fireballs (Top Rank)—No Licensee
7	8	VAMANOS PA LA PACHANGA—Joe Sherman (Kapp)—Mareco
8	9	IF YOU WOULD SAY YOU'RE MINE—Steve Lawrence (Vista)—No Licensee
9	—	KING OF CLOWNS—Nell Sedaka (RCA Victor)—Filipinas
10	5	PEPPERMINT TWIST—Danny Peppermint and the Jumping Jacks (Carlton)—Pacific Promotions

SOUTH AFRICA		
This Week	Last Week	
1	1	LOVE ME WARM AND TENDER—Paul Anka (RCA)—Hispavox
2	2	DANCE ON LITTLE GIRL—Paul Anka (Hispavox)—Hispavox
3	3	MARY CARMEN—

SPAIN		
This Week	Last Week	
1	1	MULTIPLICATION—Bobby Darin (Atlantic)—Aberbach
2	2	A WONDER LIKE YOU—Ricky Nelson (Renown)—Sydney Bros.
3	2	PEPITA—Los Machumbas—(London)
4	5	WHEN THE GIRL IN YOUR ARMS IS THE GIRL IN YOUR HEART—Cliff Richard (Columbia)
5	6	JOHNNY WILL—Pat Boone (Dot)—Holding Grp
6	7	I UNDERSTAND—The G-Clefs (London)
7	—	PENNY FLUITTJE KWELA—Fred Woolridge (Rave)
8	8	THE YOUNG ONES—Cliff Richard (Columbia)—Witmark
9	9	PEPPERMINT TWIST—Joey Dee (Roulette)

## British Govt. Cuts Taxes On Records

Continued from page 4

odd half-penny on its lines and its price to the consumer will be 6s. 8d. (Because of the resale price maintenance law, British manufacturers are able to nominate and insist on fixed prices at consumer level as a condition of sale.)

There is a more substantial decrease in the cost of high-price LP's. In the pop field one of the most expensive is Pye's Reprise line and an album now costs 37s. 6d. (\$5.25) as against 39s. 0d. (\$5.46). EMI's British pop album price is 34s. 4½d. (\$4.82), a drop of 10½d. (\$0.12). In the low-price field, Pye's Golden Guinea range once again costs a guinea (21s. or \$2.94). Decca's Ace of Clubs is now 21s. 6d. (\$3.01), while EMI's Encore low-price albums are 22s. 8d. (\$3.17).

### Prefer Gradual Reduction

Prices were last adjusted in July, 1961. In an emergency budget tax was then raised from 50 per cent to 55 per cent as a temporary measure. This resulted in slight increases to the consumer, but there was no marked sales resistance.

The industry generally welcomes the present 10 per cent concession. Manufacturers would like to see the tax abolished as a trade stimulus. Moralists regard it as a tax on culture and cite books which are tax free. Dealers, however, prefer a gradual reduction. They have to pay the duty at the time of purchase and it represents a third of their capital outlay on stock. The public expects to pay reduced prices immediately after a tax cut and to some extent dealers must sell at a loss after each duty reduction on stock bought at the higher rate. To avoid being caught out, dealers tend to reduce stocks before each budget which leads to an annual temporary recession in sales at manufacturer level.

Distributors would welcome abolition of duty as it would save an enormous amount of paper work in collecting it for the government. For national political and financial reasons, thought of total abolition is out of the question. The best that can be hoped for is a general sales tax. As this would apply to all product it would be levied at a low rate thus easing the burden on the highly taxed disk.

4	7	*TERCER HOMBRE—Duo Dinamico (La Voz)—Del Mundo
5	4	KISSIN' ON THE PHONE—Paul Anka (Hispavox)—Hispavox
6	9	*CANTO DE UN FRACASO—Tonio Areta (Hispavox)—Hispavox
7	6	MOLIENDO CAFE—Lucho Gatica (La Voz)—Hispavox
8	5	*MUY JOVEN PARA AMAR—Duo Dinamico (La Voz)—Del Mundo
9	10	SON RUMORES—Antonio Prieto (RCA)—Re-Do-La
10	—	EL ORGANITO—Mario Clavel (Philips)—Del Mundo

### VENEZUELA

(Courtesy Notidiscos, Caracas)  
\*Denotes local origin

This Week	Last Week
1	*LA CINTA VERDE—Trio Venezuela (RCA); Hugo Blanca (Palacio)
2	*ES ILUSION—Nestor Zavarce (Palacio)
3	ATADA A UN GRANITO DE ARENA—Nico Fidenco (RCA)
4	LET'S TWIST AGAIN—Chubby Checker (Parkway)
5	*ADELANTE—Javier Solis (Columbia); M. A. Muniz (RCA); Mario Suarez (Discomoda)
6	MULTIPLICANDO—Bobby Darin (Atco)
7	CUANDO CUANDO CUANDO—
8	EL LOCO—Javier Solis (Columbia)
9	LA PALOMA—Chubby Checker (Parkway)

## MUSIC AS WRITTEN

Continued from page 20

"Lizzie Borden" with one about the John Birch Society. Several deejays here are giving it a big push. . . . **Sammy Kaplan**, formerly of Biegel & Kaplan Associates (they handled promotion for Tamla-Motown in Detroit), has started his own firm in the Motor City. . . . **Barbara Allison**, formerly of Stacy Records here, joined Mercury's advertising and public relations department. **Nick Biro**

### Pittsburgh

**Etta James** and Her Revue has been set for a one-nighter at Soldiers and Sailors Memorial Hall on April 27. With her will be the **Corsairs**, **Arthur Alexander**, **Curly Mays**, **Emmet Davis**, the **Jamesettes**, the **J. C. Davis** orchestra and deejay **Bill Powell's** Pittsburgh Award winners. . . . Folk singer **Pete Seeger** ran into some sour notes when the YMWHA, which had been booked for a concert April 16, voted to bar him because of his having taken the Fifth Amendment last year. His concert (in two performances) was finally held at the First Unitarian Church.

Pianist **John Browning** was the featured soloist with the Pittsburgh Symphony Orchestra, April 21 and 22. . . . Coral recording star **Carol Burnett**, of the Garry Moore TV show, and her revue will be the opening attraction of the Civic Light Opera season here early in July, the first summer for the shows in the new \$22,000,000 Civic Auditorium. **Danny Kaye** is also being paged for the series.

The **Chico Hamilton** Quintet is currently at the Crawford Grill. . . . **Hamburg Brothers**, distributors of Verve Records, and **Tony Chakeress**, who operates the Horizon Room at the Greater Pittsburgh Airport, co-hosted a dinner and floorshow for the press and dealers when **Phyllis Diller** opened a two-week stand there April 23. . . . **Charles Bell's** Contemporary Jazz Quartet, a local outfit, switched from Columbia to Atlantic. **Leonard Mendlowitz**

### Jay Kay & Arc Will Dist. Tamla, Motown

DETROIT—Two more labels heretofore handled by Aurora Distributors here, (which was dissolved two weeks ago) were grabbed off by rival distributors last week. **Jay Kay**

Distributing landed distribution rights to Tamla Records, and Arc Distributors will handle Motown.

As reported in BMW last week, Music Merchants has taken over distribution of Scepter, Old Town, Wand and Herald-Ember from Aurora. Still up for grabs are distribution rights to Vee Jay and Epic.

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L.Orain 7-2466

● **Reviews of New Singles**

● Continued from page 31

formed neatly by the group with choral support. Side builds nicely. (2:58)

**JERRY McCAIN**  
 ★★☆☆ Twist "62"—OKEH 7150—The chanter socks over this unusual Twist effort aided by a sock beat and a femme group in the backing. Could grab some juke loot. Watch it. (Sizemore, BMI) (2:34)

★☆☆★ Red Top—The oldie is handed a strong instrumental performance on this swinging side which spots harmonica and horn work, and a striking Twist beat. Hot side here for both the r.&b. and pop markets. (Cherio, BMI) (2:20)

**THE RAMBLERS**  
 ★☆☆★ Punxatawney Rose—MAY 118—Attractive folk saga is sung with flavorsome charm by the group. Nice jockey side. (Skidmore, ASCAP) (2:24)

★☆☆★ (As One Door Closes) Another Door Opens—Lively rhythm item is wrapped up in vevful reading by boys. Another good deejay side. (Shapiro-Bernstein, ASCAP) (2:06)

**JERRY FULLER**  
 ★☆☆★ Willingly (I'll Let You Go)—CHALLENGE 9148—A good rockaballad performance by Fuller. He sings with a lot of feeling and the vocal chorus adds a neat touch. Side is worth a hearing. (4-Star, BMI) (2:31)

★☆☆★ Too Many People—Here's a bouncy rhythm tune with a number of philosophical observations. It's done dual-track style with considerable effect. Two good sides by the chanter. (4-Star, BMI) (2:06)

**HAROLD DORMAN**  
 ★☆☆★ In the Beginning—SUN 377—The bright rocker is handed a strong performance by the chanter over bright backing from the band that supports the lad with an infectious beat. A record with a sound; watch it. (Knox, BMI) (2:05)

★☆☆★ Wait 'Til Saturday Night—The singer turns in another attractive performance on this side, too, as he explains how lovey dovey he is with his girl on Saturday night. Two sides that could happen if exposed. (Hi Lo, BMI) (2:14)

**JOHNNY KEATING**  
 ★☆☆★ Lost Patrol—LONDON INTERNATIONAL 10512—Catchy instrumental side with infectious flute solo work. Splnnable wax. (Shapiro-Bernstein, ASCAP) (2:30)

★☆☆★ Z—(Essex, ASCAP) (2:30)

**STEVE ANDREWS**  
 ★☆☆★ I Obey—MONOGRAM 503—Feelingful reading by chanter on soulful rockaballad with pretty, string backing. Merits spins. (Morris, ASCAP) (2:13)

★☆☆★ If a Lifetime Isn't Long Enough—(Vogue, BMI) (2:25)

**RITCHIE ADAMS**  
 ★☆☆★ My Prayer of Love—IMPERIAL 5838—From the Schubert melody "Liebeslied" comes this rockaballad adaption, sung with good effect by the young chanter. Side receives a big, sweeping ork and choral backing. Has a chance. (Sheldon, BMI) (2:40)

★☆☆★ Pakistan—(Sheldon, BMI) (2:36)

**SUE LYON**  
 ★☆☆★ Lolita Ya Ya—MGM 13067—Young Miss Lyon is the star of the picture version of the best seller "Lolita." Here, however, her presence is limited largely to the photo on the sleeve. Side is largely a Latin rock instrumental which is listenable. (Chappell, ASCAP) (2:08)

★☆☆★ Turn Off the Moon—(Chappell, ASCAP) (2:20)

**SKIP CUNNINGHAM**  
 ★☆☆★ Money—KAPP 455—A rockin' blues by the new chanter. Good sound to the side and the lad has a style, though the material is not the best. (Jobete, BMI) (2:00)

★☆☆★ The Best Man Cried—(Ark-La-Tex, BMI) (2:25)

**JOE HENDERSON**  
 ★☆☆★ If You See Me Cry—TODD 1072—Plaintive rockaballad with churchy flavor is sung by Henderson with sincerity and heart. Dual market disk—both pop and r.&b. (Copar-Forrest, BMI) (2:31)

★☆☆★ Snap Your Fingers—Relaxed, personable reading by Henderson on lightly paced ditty with catchy tempo. Watch this one. (Cigma, BMI) (2:55)

**TONY ROSSINI**

manship on likable teen-appeal ditty with okay chorus work on backing. (Katrina, BMI) (2:22)

★☆☆★ Just Around the Corner—Lad sounds like male Brenda Lee on this plaintive theme, which he sells with feeling and heart. (Hi Lo, BMI) (2:20)

**TRI FIVE**  
 ★☆☆★ Oh Baby—VARBEE 2002—An instrumental based on a blues riff. It features an organ, guitar and finally horns move in to provide a big band sound. Good dance wax. (Ernkel, BMI) (2:30)

★☆☆★ Jeanie—(Tulip Time, BMI) (2:25)

**BOBBY MIZZELL**  
 ★☆☆★ Soul—PHILIPS 40018—Interesting dinking with a gospel sound featuring Bobby Mizzell on piano, supported neatly by the ork. Worth spins. (Big Bopper, BMI) (2:14)

★☆☆★ High Noon—(Leo Feist, ASCAP) (2:28)

**WINK MARTINDALE**  
 ★☆☆★ The World's Greatest Man—DOT 16347—Listenable reading of an interesting ballad that could get action. Backing is strong, too. (Garpax, BMI) (2:03)

★☆☆★ Sweet Little Lovable You—(4-Star, BMI) (2:15)

**THE J'S WITH JAMIE**  
 ★☆☆★ The Sound of Money—COLUMBIA 47422—Group sells this straightforward song about money from the show "I Can Get It for You Wholesale" with style over strong backing from the band. Worth spins. Lead thrush is very good. (Florence, ASCAP) (2:35)

★☆☆★ Momma, Momma, Momma—(Florence, ASCAP) (2:02)

**RAY EDDINGTON**  
 ★☆☆★ The Soul of Spain—FELSTED 8643—A guitar carries the lead in this instrumental with a touch of rock blended with Spanish influence. Misted trumpets with an offbeat quality. Worth watching. (Studio, BMI) (2:35)

★☆☆★ Let Her Go—(Studio, BMI) (2:17)

**WARREN STORM**  
 ★☆☆★ It's Hard But It's Fair—DOT 16344—Storm has personable Fats Domino-type sound on this leisurely paced blues with good backing. Merits spins. (Excellorec, BMI) (2:22)

★☆☆★ Take These Chains From My Heart—(Acuff-Rose, BMI) (2:49)

**JOHNNY BURNETTE**  
 ★☆☆★ The Fool of the Year—LIBERTY 55448—Feelingful reading by Burnette on effective r.&r. ditty with smart march tempo and femme chorus on backing. (Metric BMI) (1:53)

★☆☆★ The Poorest Boy in Town—(Arch, ASCAP) (2:08)

**NICK CHARLES**  
 ★☆☆★ Big Boys Don't Cry—STAX 122—A pretty ballad with a telling message. It's sung well by Charles against a pleasant piano figure and choral support. (East, BMI) (2:20)

★☆☆★ The Three Dogwoods—(East, BMI) (2:20)

**BOBBY GOLDSBORO**  
 ★☆☆★ You Better Go Home—LAURIE 3130—Chanter explains on this moody side that he went to prison for being a hardened criminal and that the fellow trying to attack him is asking for trouble. Interesting side with a beat and strong vocal. Watch it. (Greta-Ketoon, BMI) (2:20)

★☆☆★ Lonely Traveler—(Greta-Ketoon, BMI) (2:25)

**REG OWENS AND ORK**  
 ★☆☆★ Tango Italiano—PALETTE 5096—Here's a stylish sweet music programming side. The tango has a litting tempo played by a wide ranging strings. Use of femme vocal effects also aids the side. Tune finished second in the San Remo Music Festival. (Southern, ASCAP) (2:25)

★☆☆★ El Toro Tango—(Zodiac, BMI) (2:27)

**JO STAFFORD**  
 ★☆☆★ If My Heart Had a Window—COLPIX 633—A warm and sincere per-

soft backing features strings and rhythm. Worth plays. (South Mountain, BMI) (2:40)

★☆☆★ Symphony—(Chappell, ASCAP) (3:05)

**JAMIE COE**  
 ★☆☆★ Cleopatra—BIG TOP 3107—A smart rhythm tune, all about the Egyptian heroine. Good lyrics and the tune is done somewhat in the Bobby Darin style. Has a chance to move. (Vicki-Hill & Range, BMI) (2:30)

★☆☆★ But Yesterday—(Vicki, BMI) (2:08)

**THE CORVELLS**  
 ★☆☆★ Take My Love—ABC-PARAMOUNT—Frantic, foot-stompin' rocker is sung with verve and exuberance by group. A dual market side, pop and r.&b. (Mured, BMI) (2:08)

★☆☆★ Daisy—(Mured, BMI) (2:44)

**THE SILHOUETTES**  
 ★☆☆★ I Sold My Heart to the Junkman—ACE 552—The old Leon Rene hit, now stirring up some action for the Bluebell label, is warbled effectively by group. Ace is re-releasing the old waxing to cash in on tune's new popularity. (Rene, BMI)

★☆☆★ What Would You Do?—(Triple E-Adams-Kay Williams, BMI) (2:10)

**SIMMS TWINS**  
 ★☆☆★ You're Pickin' in the Right Cotton Patch—SAR 165—Twins blend smoothly for unusual vocal effect on attractive country-flavored theme, with relaxed, catchy tempo. (Kags, BMI) (2:10)

★☆☆★ Double Portion of Love—(Kags, BMI) (1:56)

**THE LEGENDS**  
 ★☆☆★ Traction—HART-VAN 18003—The Legends have a very interesting dinking here. It starts off with an auto revving up then swings into a musically bright and melodic instrumental theme. It could grab spins. (Hartman & Van Horn, BMI)

★☆☆★ As Long As I Live—(Hartman & Van Horn, BMI)

★★★ MODERATE SALES POTENTIAL

**REV. CLEOPHUS ROBINSON**  
 ★☆☆★ I Believe (ASCAP) (2:46) — ★☆☆★ Sweet Home (Excellorec, BMI) (2:40). PEACOCK 1854

**SHELTON DUNAWAY**  
 ★☆☆★ Just One Kiss (Tideland, BMI) (2:12) — ★☆☆★ Mary Lou Doin' the Pop Eye (Big Bopper, BMI) (2:39). LYRIC 731

**JEAN CHANEL**  
 ★☆☆★ Turn Around and Walk Away American, BMI) (1:58) — ★☆☆★ It Hurts Me (American, BMI) (2:04). CREST 1100

**CARL COCCOMO**  
 ★☆☆★ Rigatoni Twist—The Italian Twist—Twist Italiano (RTGH Burdge, BMI) (2:36) — ★☆☆★ Parle D' Amore (Burdge, ASCAP) (2:56). TREND 4103

**SHANI WALLIS**  
 ★☆☆★ Personality (Burke & Van Heusen, ASCAP) (3:15) — ★☆☆★ Don't Take Your Love From Me (M. Witmark, ASCAP) (2:20). PHILIPS 40019

**CLEO LAINE**  
 ★☆☆★ I'll Remember April (Leeds, ASCAP) (2:30) — ★☆☆★ Something's Gotta Give (Robbins, ASCAP) (2:20). LONDON INTERNATIONAL 10506

**MAUREEN GRAY**  
 ★☆☆★ Dancl'n' the Strand (Ponderosa, BMI) (2:40) — ★☆☆★ Oh My (Ponderosa, BMI) (2:39). LANDA 689

**FLOYD ROBINSON**  
 ★☆☆★ I Need You (Robinson, BMI) (2:11) — ★☆☆★ Show Boat (Robinson, BMI) (1:53). DOT 16352

**LITTLE LINDA**  
 ★☆☆★ Little Richie (Emorey, BMI) (2:37) — ★☆☆★ Dancing Lover (Wiley, BMI) (2:10). CORAL 62312

**HERMAN BEAN**  
 ★☆☆★ Babysitter (Lion, BMI) (2:35) — ★☆☆★ Doin' Fine (Lion, BMI) (2:02). PEACOCK 1904

**BENNIE EARL**  
 ★☆☆★ Whole Lotta Lovin' (Rogers-Van Buren, BMI) (2:35) — ★☆☆★ Draw Up the Papers (Mister Lawyer Man) (Rogers-Van Buren, BMI) (2:10). EASTMAN 9803

**KIP WALTON**  
 ★☆☆★ La Plume De Ma Tante-Cha Cha (International Pauline, ASCAP) (2:20) — ★☆☆★ Mi Guantanamera (Northern, ASCAP) (2:30). DECCA 31383

**TONY SHERIDAN AND THE BEAT BROS.**  
 ★☆☆★ My Bonnie (GEMA, AMRA) (2:58) — ★☆☆★ The Saints (When the Saints Go Marching In) (GEMA, AMRA) (3:18). DECCA 31382

**JAY EPAE**  
 ★☆☆★ Dance With Me Lulu (MRC, BMI) (2:16) — ★☆☆★ Wassu Matta You (Brenda, BMI) (2:10). MERCURY 71931

★☆☆★ Dance of Love (S & H, BMI) (2:06). MERCURY 71963

**DICK JORDAN**  
 ★☆☆★ Some of These Days (Francis, Day & Hunter) (2:18) — ★☆☆★ I Want Her Back (E. H. Morris, ASCAP) (2:24). JAMIE 1218

**BUCK GRIFFIN**  
 ★☆☆★ Girl in 1209 (Leonard, BMI) (2:35) — ★☆☆★ Pretty Lou (Leonard, BMI) (2:35). HOLIDAY INN 109

**THE NIGHTCAPS**  
 ★☆☆★ Nightcap Rock (Vandenburg, BMI) (2:33) — ★☆☆★ Wine, Wine, Wine (Vandenburg, BMI) (2:27). VANDAN 7491

**THE STRAITJACKETS**  
 ★☆☆★ Giglo; I Ain't Got Nobody (E. H. Morris, ASCAP); (DeSylva-Brown-Henderson, ASCAP) (2:25) — ★☆☆★ The Cat (LeBill, BMI) (2:04). UNITED ARTISTS 453

**BILL DOGGETT**  
 ★☆☆★ George Washington Twist (J.&C., Twist (Lois-Lynbeth, BMI) (2:22). KING 5642

**JIMMY MILLER**  
 ★☆☆★ Maybe Tomorrow (But Not Today (Post, ASCAP) (2:10) — ★☆☆★ Woman or Child (Rio Grande, BMI) (2:08). COLUMBIA 42415

**ROSCOE WEATHERS**  
 ★☆☆★ Blue Cha Cha (Protone, ASCAP) (2:16) — ★☆☆★ Root Flute (Protone, ASCAP) (4:10). CORNUTO 1005

**NELLIE RUTHERFORD**  
 ★☆☆★ Turn Me On (Acuff-Rose, BMI) (2:28) — ★☆☆★ Laughing at Me (Acuff-Rose, BMI) (2:26). HICKORY 1172

**THE MARVELLOS**  
 ★☆☆★ She Told Me Lies (Finesse-Bro. East, BMI) (2:04) — ★☆☆★ Salty Sam (Finesse-Bro. East, BMI) (1:58). EXODUS 6214

**DIXIE ANNE BARNES**  
 ★☆☆★ Whispering Winds (Welton, BMI) (2:10) — ★☆☆★ Teen Years (Protone, ASCAP) (2:21). PROTONE 129

**LOUIS JOHNSON**  
 ★☆☆★ Louis Cha Cha (Renda-Podlor, BMI) (2:35) — ★☆☆★ She Wants to Be a Lover (Renda-Podlor, BMI) (2:00). PALMS 727

**JERRY REED AND HULLY GIRLIES**  
 ★☆☆★ Goodnight Irene (Ludlow, BMI) (2:11) — ★☆☆★ I'm Movin' On (Hill & Range, BMI) (2:00). COLUMBIA 42417

**LONESOME SUNDOWN**  
 ★☆☆★ My Home Ain't Here (Excellorec-Jamll, BMI) (2:03) — ★☆☆★ I Woke Up Cryin' (Oh What a Dream) (Excellorec-Jamll, BMI) (2:52). EXCELLO 2213

**HANK LEVINE**  
 ★☆☆★ Theme From Doctor Kildare (Robbins, PRS) (2:10) — ★☆☆★ Theme From National Velvet (Robbins, ASCAP) (1:53). DOLTON 56

**RONNIE DIO AND PROPHETS**  
 ★☆☆★ Love Pains (Medal - Progressive-Percom, BMI) (1:42) — ★☆☆★ The Ooh-Poo-Pah-Doo (Minit, BMI) (2:06). ATLANTIC 2145

**MODERNAIRES**  
 ★☆☆★ Mr. Lucky (Southdale, ASCAP) (2:11) — ★☆☆★ Bill Bailey (United Artists, ASCAP) (2:47). UNITED ARTISTS 422

**SCOTT DOUGLAS**  
 ★☆☆★ Lost (Longbow, BMI) (1:56) — ★☆☆★ Mamacita (Bourne, ASCAP) (2:39). CAMELOT 2111

**THE SHADOWS**  
 ★☆☆★ Wonderful Land (Shadows-Hill & Range, BMI) (2:01) — ★☆☆★ Stars Fell on Stockton (Shadows-Hill & Range, BMI) (2:13). ATLANTIC 2146

**THE CHARMAINES**  
 ★☆☆★ On the Wagon (B. F. Wood, ASCAP) (2:20) — ★☆☆★ Where Is the Boy Tonight (Carlson, BMI) (2:15). DOT 16351

**TOMMY MANNO**  
 ★☆☆★ That's for Me to Know (Hometown, ASCAP) (2:35) — ★☆☆★ Too Good to Be True (Hometown, ASCAP) (2:35). FLIPPIN' 311

**BOBBY KALINA**  
 ★☆☆★ Two Loves (Bright Tunes, BMI) (2:26) — ★☆☆★ When Saturday Night Becomes Sunday Morning (Bright Tunes, BMI) (2:26). CAPITOL 4747

**BABS TINO**  
 ★☆☆★ Too Late to Worry (Quartet, ASCAP) (2:30) — ★☆☆★ My Heart Just Can't Say Goodbye (Trio, BMI) (2:28). KAPP 458

**PETE BARIN**  
 ★☆☆★ So Wrong (B.L.&H., ASCAP) (2:24) — ★☆☆★ Broken Heart (Francap, BMI) (2:03). SABINA 504

**SCAPPY LEE**  
 ★☆☆★ Untied (We Stand) (Anita, BMI) — ★☆☆★ Sweet Thing You Is (Anita, BMI) (1:58). PAMIC 81597

**BOBBY BLAND**  
 ★☆☆★ Love You Baby (Modern, BMI) (2:25) — ★☆☆★ Drifting (Modern, BMI) (2:55). KENT 378

**OLE MISS DOWN BEATS**  
 ★☆☆★ Slewfoot (Sharina, BMI) (2:15) — ★☆☆★ The Hucklebuck (United, ASCAP) (2:34). ARDENT 101

**KATHY BRANDON**  
 ★☆☆★ Don't Go (Carsey-Hilde, BMI) (2:16) — ★☆☆★ Boy of My Dream

**THE WEAVERS' ALMANAC**

VANGUARD RECORDS VRS-9100 (mono) VSD-2102 (stereo)

**"VIOLETTA"**

**RAY ADAMS**

LAURIE-3118

**JOHNNY TILLOTSON**

His Newest Chartmaker!

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**MILLS MUSIC, INC.**

1619 Broadway New York 19

**"DON'T PLAY THAT SONG"**

**BEN E. KING**

6222

**ATCO RECORDS**

1841 Broadway, New York 23

**BRENT EDWARDS**  
 \*\*\* Satin Doll (Tempo, ASCAP) (2:00)  
 \*\*\* Time After Time (Barton, ASCAP) (2:20), KAREN 57

**THE COLLEGIANS**  
 \*\*\* I'm Ready (Travis, BMI) (2:35)—  
 \*\*\* Grandma Told Me So (Travis, BMI) (2:30), POST 10002

**TONY DALLARA**  
 \*\*\* Al Di La' (Witmark, ASCAP) (2:20) — \*\*\* Un Uomo Vivo (BIEM) (2:30), VESUVIUS 1024

**OTIS RILEY**  
 \*\*\* Goodbye Love (Wheato, BMI) (2:17)—\*\*\* The Zebra (Wheato, BMI), SPHINX 6108

**PRINCE GABE**  
 \*\*\* Beautiful Eyes (Hara, BMI) (2:26)  
 \*\*\* Riviera (Hara, BMI) (2:40), SIX-O-SIX 1000

**CRUME BROTHERS**  
 \*\*\* Lost Bandit (Don, BMI) (2:17)—  
 \*\*\* Chico's Lullaby (Don, BMI) (1:55), PEACOCK 1916

**THE DELCADES**  
 \*\*\* Falling Tears (Peer Int'l, BMI) (2:04)—\*\*\* Singing Heart (Peer Int'l, BMI) (2:43), J. W. FOX 0102

**FRAN STARR**  
 \*\*\* Little Blitty Feeling (Lin-Da, BMI) (2:00)—\*\*\* Lost in a Dream (Leonard, BMI) (2:12), HOLIDAY INN 108

**WILLIE HARPER**  
 \*\*\* Power of Love (Jarb) (2:01)—  
 \*\*\* You're Gonna Pay (Jarb) (2:28), ALON 9003

**FRED ASTAIRE**  
 \*\*\* That Face (Empress, ASCAP) (2:08)—\*\*\* Thank You So Much Missus Lowsborough Goodby (Columbia Pictures, ASCAP) (2:01), CHOREO 100

**SUNLINERS**  
 \*\*\* Hully Gully Twist (Comma, BMI) (2:22)—\*\*\* Sweet Little Girl (Comma, BMI) (1:59), HERCULES 182

**TRUDY BELL**  
 \*\*\* This Friend of Mine (Raleigh, BMI) (2:43)—\*\*\* Willie (Dave Dreyer, ASCAP) (1:55), PHILIPS 40021

**CHUCK BROWN**  
 \*\*\* Oh! No Love (Excellerec, BMI) (2:20) — \*\*\* The Moon Without You (Excellerec, BMI) (2:40), EXCELLO 2214

**VANGUARDS**  
 \*\*\* She Saw Me Crying (Gleam, ASCAP) (2:35)—\*\*\* Rear View Mirror (AMC, ASCAP) (2:15), ENSIGN 1753

**ROSE ANN LANE**  
 \*\*\* Donny Is My Dream Boy (A. Z., BMI) (2:21)—\*\*\* Don't Call Me Sweetie (Sherman, BMI) (2:15), GARDENA 126

**STRONG SALES POTENTIAL**

**SPIRITUAL**

**THE BIBLETONES**  
 \*\*\* On the Battlefield—GOSPEL 1066  
 The Bibletones bow on the label with a tender and meaningful rendition of an attractive gospel effort that shows off a fine lead and pleasant harmony. It could get attention. (Planemar, BMI)

\*\*\* Journey Home—Group shows they can turn out a jubilee effort with style, too, on this exciting side. Two good sides by the Bibletones. (Planemar, BMI)

**THE SALLY JENKINS SINGERS**  
 \*\*\* I've Done What You Told Me to Do—SHARP 624—The group turns in a wildly spirited chant. Femme lead hands the side a lot of message and the organ and piano backing is effective. (Volunteer, BMI)

\*\*\* Some Day—A pounding upbeat with hand-clapping rhythm backing up the frantic shouting efforts of the lead and group. A wild effort. (Volunteer, BMI)

**THE VOICES OF JORDAN**  
 \*\*\* Evening Shades—GOSPEL 10658—Lead talks halfway through this moving spiritual, and explains about old-time revival meetings; then he goes into a fine vocal performance of a pretty gospel tune. Strong lead singing here. (Savoy, BMI)

\*\*\* Mary, Martha and Lazarus—Another first-rate performance by the lead, this time on a medium tempo spiritual that rocks right along. Group's fans should want this new release. (Savoy, BMI)

**FIVE BLIND BOYS**  
 \*\*\* The Tide of Life—PEACOCK 1855—The boys turn in a meaningful performance on an attractive spiritual effort that show off a strong lead and fine harmony. First-rate side for the gospel field. (Lion, BMI) (2:44)

\*\*\* I Got It Within Me—Uptempo jubilee spiritual is sung with excitement by the group aided by fine piano and rhythm support. Two powerful performances here. (2:25)

**JAMES CLEVELAND**  
 \*\*\* There Is No Failure in God—SAVOY 4176—James Cleveland, backed by a female vocal group, performs this moving spiritual with sincerity and the disk

could get some action in the field. (Volunteer, BMI)

\*\*\* Sit Down Servant—The familiar spiritual receives an exciting performance from Cleveland and the group, handled in driving uptempo style by the group. (Savoy, BMI)

**THE ROYAL SILVERTONES**  
 \*\*\* Bull Me a Cabin—SHARP 625—The lead man hands this a lot of spirit and message. The group joins right in and the side also gets a good organ and rhythm accompaniment. (Volunteer, BMI)

\*\*\* Saviour, Don't Pass Me By—A rhythmic upbeat chant of supplication. The lead again is in handy form in his shout effort. (Volunteer, BMI)

**ROBERTA MARTIN SINGERS**  
 \*\*\* Out of the Depths—SAVOY 4173  
 The Roberta Martin Singers have another excellent spiritual side here. The group sings in soft style for the help of the Almighty. Single backing features organ. (Martin, BMI)

\*\*\* It Was the Blood—The saving Precious Blood is lauded on this spirited side. The singers are in top form and there is fine backing from piano and organ. (Martin, BMI)

**JIMMY JONES AND THE SENSATIONALS**  
 \*\*\* I Can't Begin to Tell You—SAVOY 4174—The consolation of faith is sung with much reverence on this spiritual side. Jones' deep voice and the top-notch work of the accompaniment make for a highly listenable disk. (Planemar, BMI)

\*\*\* In the Storm—(Planemar, BMI)

**COUNTRY & WESTERN**

**HARDROCK GUNTER AND THE SUNSHINE BOYS**  
 \*\*\* The Summer—GEE GEE 104—Hardrock sells this touching ballad in pleasant fashion over simple triplet support from piano and rhythm, and nice backing from a male vocal group. (Gunther, BMI) (3:20)

\*\*\* Spring Has Sprung—(BMI) (3:06)

**BUCK OWENS**  
 \*\*\* Right After the Dance—STAR-DAY 588—This is another in the Starday Juke Box Hall of Fame series which presents well-known artists who have or were Starday artists. Side features Owens singing tune in fine style. (Pamper, BMI) (2:17)

\*\*\* Down on the Corner of Love—Owens has another good singing job here. This side is a simple enough tune that features the singer backed simply in a traditional country style. (Pamper, BMI) (2:25)

**STANLEY BROTHERS**  
 \*\*\* Choo Choo Comin'—STAR-DAY 587—This sad tune is sung in fine style by the Brothers against a fast-moving country tempo. Material is of the weeper variety, the train is taking away the boys' gal. Side also features some top-flight banjo work. (Starday, BMI) (2:30)

\*\*\* Come All Ye Tenderhearted—This is a very sad song sung and spoken in woeeful terms. It's a simple side that leaves her house only to have it burn down with her children inside. (Starday, BMI) (3:15)

**PORTER WAGONER**  
 \*\*\* Cold Dark Waters—RCA VICTOR 8026—Plaintive reading by Wagoner on feelingful weeper with good lyrics about man contemplating suicide. (Don Owens, BMI) (2:26)

\*\*\* Ain't It Awful—Wagoner warbles with showmanly attractiveness on pleasant up-tempo ranchero-styled country ditty. (Lowery, BMI) (1:58)

**HOWARD CROCKETT**  
 \*\*\* Break Away Billy Boy—SMASH 1750—Cute novelty with a melody similar to "Battles of New Orleans" is handled by strong vocal by the chanter over exciting backing. This could happen — watch it. (MRC, BMI) (2:04)

**CONNIE HALL**  
 \*\*\* Half the Time—DECCA 31386—Gal wails with pert appeal on attractive country theme. Merits spins. Nice piano work on backing. (Travis, BMI) (2:14)

\*\*\* Yes There's a Reason—(Cedarwood, BMI) (2:12)

**JAZZ**

**THE THREE SOUNDS**  
 \*\*\* Our Love Is True to Stay—BLUE NOTE 1825—While the majority of reaction to this piano-led trio has been in the jazz world, their playing of this standard might very well appeal to stations on a "better" programming kick. Side moves along nicely at a groovy medium tempo and features fine piano work. (Chappell, ASCAP)

\*\*\* Here We Come

**MODERATE SALES POTENTIAL**

**FOLK**

\*\*\* THE LILLY BROS. AND DON STOVER  
 Folkways FA 2433

\*\*\* FRANK PROFFITT SINGS FOLK SONGS  
 Folkways FA 2360

**RHYTHM & BLUES**

**LATTIMORE BROWN**  
 \*\*\* Say What (Seg-Way, Tune-Kel, BMI) (1:56)—\*\*\* A Mistaken Prayer Seg-way Tune-Kel, BMI) (2:23). DUCHESS 1015.

**SPIRITUAL**

**THE MURRAY SINGERS**  
 \*\*\* When You Pray (Planemar, BMI)  
 \*\*\* Jewels (Planemar, BMI), SHARP 623.

**REV. JA. TOMLIN CHOIR**  
 \*\*\* Don't Listen to a Liar (Volunteer, BMI)—\*\*\* Sing Amen (Planemar, BMI), SHARP 626.

**THE GOSPEL CLEFS**  
 \*\*\* Be Still My Soul—\*\*\* Stand the Storm. SAVOY 4175.

**THE SONS OF THUNDER**  
 \*\*\* I'll Get My Crown (Volunteer, BMI)—\*\*\* Going to the City (Volunteer, BMI), REGENT 210.

**THE SMITH SINGERS**  
 \*\*\* I've Never Seen the Righteous Forsaken (Savoy, BMI)—\*\*\* Lord Send the Rain (Savoy, BMI), REGENT 209.

**JAZZ**

**JAZZ Three Star record reviews 4-28 rk ANDREW McPHERSONS**  
 \*\*\* I's Wonderful (5:56)—\*\*\* Wade in the Water (6:15). SQUALOR 102.

**JR. WALKER**  
 \*\*\* Twist Lackawanna—\*\*\* Willie's Blues, HARVEY 113.

**CHILDREN'S**

**EDDIE CARMEL**  
 \*\*\* The Good Monster (New Frontier, BMI) (2:23)—\*\*\* The Happy Giant (Jamac, BMI) (2:20). RADAR 2620.

**COUNTRY & WESTERN**

**C&W Three Star record reviews 4-28 rk COWBOY COPAS**  
 \*\*\* I Built a Fence Around My Heart (Guld, BMI) (2:46). —\*\*\* My Blues are Gone (Lols, BMI) (2:17). KING 5638.

**BILLY DENATON**  
 \*\*\* What's Fair About Farewell (Tree-Champion, BMI) (2:09)—\*\*\* Gossip of a Friend (Tree, BMI) (2:07). SMASH 1751.

**KEN RICHARDS**  
 \*\*\* Wicked Eyes (Seascope, BMI) (3:14)—\*\*\* Blue Avenue (Seascope, BMI) (2:19). WESTERN OAK 37621.

**GENE CHAPMAN**  
 \*\*\* Oklahoma Blues (Westport, BMI) (1:36)—\*\*\* Don't Come Cryin' at My Door (Westport, BMI) (1:50). WESTPORT 145.

**LIMITED SALES POTENTIAL**

**CARA STEWART**  
 You Let Me Dream (Ethelbert, ASCAP) (2:40)—Goodbye, My Love (Briggs, BMI) (3:14). TOP FIFTY 137.

**CARA STEWART**  
 I Love You, I Want You, I Need You (Cadariene, BMI) (2:44)—Orient (Ethelbert, ASCAP) (3:11). TOP FIFTY 135.

**SAM MINOR**  
 If You Change Your Mind (Ike's, BMI) (1:48)—Ages May Come (Ike's, BMI) (1:57). NAC 006.

**JERRY HARGROVE**  
 Don't Start This All Over Again (Tune, BMI) (2:15)—I Didn't Know What Lonesome Was (Tune, BMI) (2:22). TUNE 23

**SUE LEBAN**  
 Forgive Me (Myers, ASCAP) (1:59)—It's All Over (Myers, ASCAP) (2:08). BAND BOX 295.

**RIKEY DORAN**  
 Rainbow Girl (Nasta, BMI) (2:17)—Pitt Pitt (Nasta, BMI) (1:55). MOSAIC 1006.

**VAN HOWARD**  
 You Make My World Go Round (Tune, BMI) (2:22)—Jack of All Hearts (Tune, BMI) (2:25). TUNE 232.

**THE DINOS**  
 Darling, of Darling (Peer Intl., BMI) (2:02)—Twistin' Irene (Peer Intl., BMI) (2:37). J. W. FOX 0101.

**MIKE CAHILL**  
 Have Love, Will Treasure (Southern, ASCAP) (2:25)—Lady Love (Charlot, BMI) (2:19). FORD 112.

**JOHNNY ARDIS**  
 Love Bug Itch (Hill & Range, BMI) (1:52)—Gimme Gimme Gimme (Anse, BMI) (1:45). ANSO 927.

**BERNARD CRIBBINS**  
 The Hole in the Ground (Duchess, BMI) (1:50)—And All the While (Duchess, BMI) (2:58). VERVE 10253.

**U. B.'S GROUP**  
 Sneaky Pete (Valley Entertainment Enterprises, ASCAP) (2:30) — Percussive Woman (Valley Entertainment Enterprises, ASCAP) Warner Bros. 5271.

**PAUL DARNELL**  
 Back and Forth (Welton, BMI) (1:53)—My Heart Is Like a River (Welton, BMI) (2:16). CORNUTO 1004.

**SANDRA LEE**  
 I've Got To Stop Crying (Tulip Time,

**BMI** (2:24)—Jimmy Love (Tulip Time, BMI) (2:24). VARBEE 8896.

**MARI NOREEN**  
 I Think Of You (Geno, BMI) (2:12)—Knock Me a Kiss (Olman, ASCAP) (2:08). BIG M 5547.

**BOBBY YOUMANS**  
 Teach Me Tonight (Hub-Leeds, ASCAP) (3:10) — Blackbeard (Stay-New, BMI) (2:48). TIFCO 827.

**THE ROYAL DEBS**  
 I Do (Sta-New, BMI) (2:34)—Jerry (Sta-New, BMI) (2:18). TIFCO 826.

**JIMMY WOOD & THE CHANGERS**  
 Mister Blues (Cherie, BMI) (2:17)—Time Has Come (Cherie, BMI) (2:21). FELD 5001.

**COUNTRY & WESTERN**

**EDDY HARRISON**  
 It's Up to You (Gum, BMI) (2:05)—Shine On My Pretty Moon (Gum, BMI) (2:41). GUM 1003.

**FOLK TALENT & TUNES**

Continued from page 40

moter Smokey Smith and have embarked on an extended tour that will carry them through the Southwest, South and West, winding up with a tour of the Pacific Northwest, June 9-16, for Seattle promoter, Jack Roberts. The route is as follows: Houston, Tex., April 23; Killeen, Tex., 24; Fort Hood, Tex., 25; San Antonio, Tex., 26; University of Oklahoma, Norman, 27; Navasota, Tex., 28; Corpus Christi, Tex., 29-May 1; Goliad, Tex., 2; Biloxi, Miss., 3; Birmingham, Ala., 4; Montgomery, Ala., 5; University of Wyoming, Laramie, 11; Scottsbluff, Neb., 12; Fort Carson, Colo., 13; Amarillo, Tex., 18; Lubbock, Tex., 19; Odessa, Tex., 20; Golden Nugget, Las Vegas, 24-June 6.

Ray Wolfe and the Trailblazers, one of the oldest c.&w. bands in Central Pennsylvania, have just recorded for Starday's Dixie label a semi-sacred tune, "Birds of the Air," penned by P. A. Stover, national president of the American Folk Musicians' Association. Flip is "The Silver Chalice," an original religious song, with words by J. Dullen and music by Johnny Fye, one of the Trailblazers. . . . Georgie Riddle (United Artist) is slated to appear in New York's Carnegie Hall May 10 as part of the Johnny Cash show. . . . Jim Flaherty, of the Belmont Record Shop, Hartford, Conn., writes: "Kenny Roberts and Webb Pierce played to over 7,000 people for my recent three-day tour of Springfield and Worcester, Mass., and Hartford. The following weekend found Hawkshaw Hawkins, Wilma Lee Cooper and the Osborne Brothers doing very well at the same three stands. The tried and true names in country music draw people in this area and country music is definitely on the upsurge here."

A c.&w. package, booked by the Jim Denny office, Nashville, and featuring Stonewall Jackson, Jimmy Dickens, Red Sovine, Carl Belew, Rex Rinehart, Connie Hall and the Syrup-Soppers, embarked on a 22-day tour at Colorado Springs, Colo., last Wednesday (18). Unit played Salt Lake City Friday (20) and Great Bend, Kan., Monday (23), with the rest of the route calling for stops in Fort Scott, Kan., April 24; Cherokee, Ia., 25; Aberdeen, S. D., 26; Mitchell, S. D., 27; Columbus, Neb., 28; O'Neill, Neb., 29; Mankato, Minn., May 2; LaCrosse, Wis., 3; Grand Forks, N. D., 4; St. Cloud, Minn., 5; Rochester, Minn., 6; Rock Falls, Ill., 7; Stevens Point, Wis., 8; Fond du Lac, Wis., 9; Sycamore, Ill., 10; Dubuque, Ia., 11; Decorah, Ia., 14; Crawfordsville, Ind., 15, and Jerseyville, Ill., 16.

Ragtime pianist, Del Wood, well known in the country music field, departs Nashville April 26 for an engagement

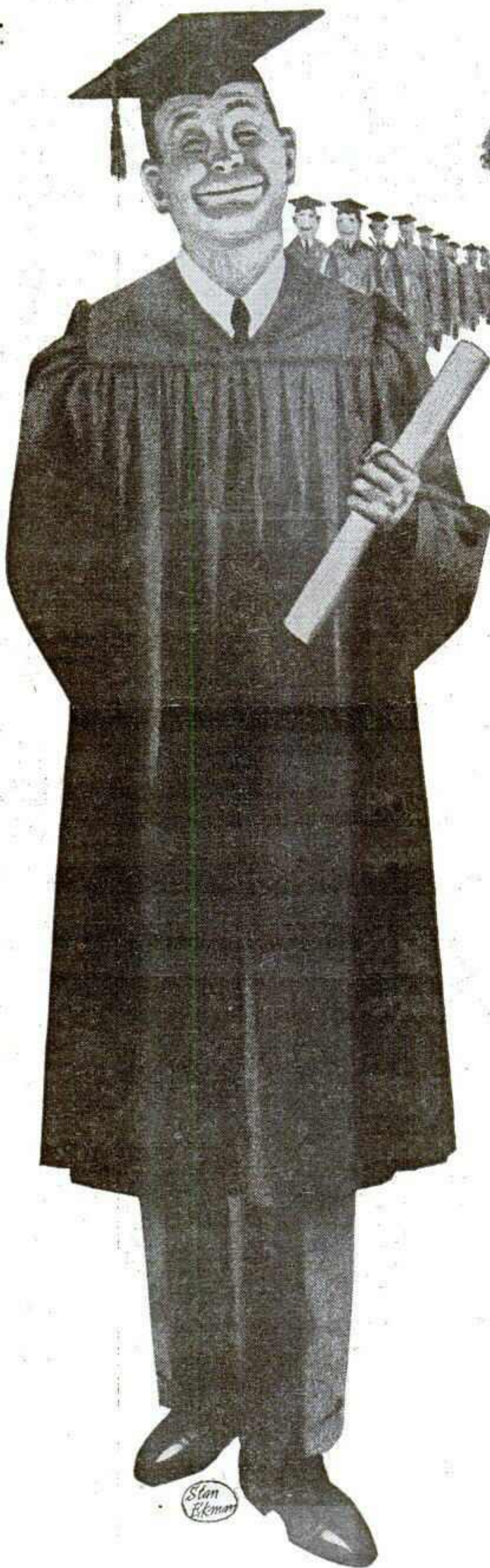
in Charlotte, N. C., and then joins Mercury promotion staffers for personals in Washington, Baltimore, Philadelphia and New York to plug her new single, "Down Yonder." Del's new version of her old hit tune finds Boots Randolph on trombone, Harold Bradley on banjo, Buddy Harmon on drums, Bobby Moore on bass, and the Jordanaires. On May 7 Miss Wood takes off on a four-week Canadian trek. . . . Jackie Stollings cut his first session for Danny and Joanne Harrison's new Deneba label at the RCA Studios in Nashville recently. . . . Esquire Records of London has just released a single by Danny Harrison, "No One to Love Me" b.w. "All the World Is Lonely Now," taken from Danny's EP released in England last December.

**TWIST**  
 with **JUDY JAE**  
 and the Moonglows  
**TWISTEREE**  
 BRAND NEW from **JACOB-CARLE**  
 20 E. Jackson, Chicago, Illinois  
**SCRAPBOOK TWIST**  
 #JC-625

A Profit Team  
**PATTI PAGE**  
 and  
 "Most People Get Married"  
 #71950  
**Mercury RECORDS**

**HEADED FOR HITSVILLE!**  
**CHARLIE RICH**  
**EASY MONEY**  
 b/w **MIDNITE**  
**BLUES**  
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# Arkansas Court Rules Ops Do Not Have to Pay 3% Tax

By ELTON WHISENHUNT

**LITTLE ROCK**—The Supreme Court of Arkansas ruled last week that operators did not have to pay a 3 per cent sales tax on collections from phonographs.

The High Court did not touch on the question involving collections from pinballs and other coin-operated amusement machines. Reason is the Commissioner of Revenue's attorneys did not raise that question.

It is logical to assume that if that question does arise, the Supreme Court would rule the same way—that collections are not taxable under the sales tax law.

The class action lawsuit came in the case of C. E. (Tuffy) Tolliver of LePanto, Ark.

**Paid Under Protest**

All music and game operators had for years been paying the tax on orders of agents from the State Commissioner of Revenue. Tolliver paid it under protest.

He would mail the State a check for \$7, \$8 or \$10 and write on the check, "sales tax donation."

This came to the eye of a State official and he ordered Tolliver's books audited. State auditors last year did this and the Revenue commissioner told Tolliver he owed the State \$2,789 in tax and penalties from July 1, 1957, to June 30, 1960.

**Refused to Pay**

Tolliver told the State he didn't owe it a thing. The State sued in Chancery Court at Jonesboro in an effort to collect.

Attorney Joe C. Barrett of Jonesboro represented Tolliver. He won the case there. Chancellor Gene Bradley ruled that the law in question, passed by the Arkansas Legislature in 1901 and amended through the years, did not levy a sales tax on collections from phonographs.

The law in question states:

**"THREE PER CENT TAX LEVIED**—There is hereby levied an excise tax of 3 per cent upon the gross proceeds for gross receipts derived from all sales to any person on:

"1. The sale of tickets or admissions to places of amusement, to athletic, entertainment, recreational events, or fees for the privilege of having access to or the use

of amusement, entertainment, athletic or recreational facilities."

In Section 84-1902, the word "sales" is defined as:

"The term 'sale' shall include also the sale, giving away, exchanging or other disposition of admission, dues or fees to clubs, to places of amusement, recreational, or athletic events, or for the privilege of having access to the use of amusement, recreational, athletic or entertainment facilities."

Chancellor Bradley, in a step-by-step written opinion, defined what the tax was levied on, the definition of the words "privilege," "access," "use," and "facility."

*(Continued on page 53)*

## 2-MAN DRIVE LINES UP SEVEN NEW MOA-ERS

**NEWARK, N. Y.**—John Bilotta, New York State Wurlitzer distributor, and Lindy Nardone, Rochester operator, have launched a two-man drive to round up new members for the Music Operators of America. So far, they have signed up seven new members; they expect to have a total of 30 within the next two weeks. The pair will visit every up-State operator and explain why MOA membership will help him in his business. They will attempt to convince the new members to attend the MOA convention in Chicago May 6-9.

## Monkey Feature Highlights New Gottlieb Unit



**TROPIC ISLE**

**CHICAGO**—Gottlieb's new Tropic Isle pinball game features animated monkeys that climb to the top in the light box. The monkey feature carries over from game to game.

A series of four A-B-C-D targets advance the monkeys up the tree. One through five top rollovers light side rollovers for specials and out-hole for 200 points.

Purple and green rollover buttons light pop bumpers for high score and circular rollunders score 50 points when lit.

Tropic Isle also has a match feature, dime and quarter coin chutes, metal door, hard-cote playfield finish and Gottlieb's new modernized cabinet.

## MOA Picks Up Key Exhibitors As Decca, Vassar, Keeney Sign

**CHICAGO**—Music Operators of America is picking up key exhibitor support as plans for its May 6-8 convention here draw near.

Two more record companies, Decca Distributing Corporation and Vassar Records, signed to exhibit along with another coin machine manufacturer, J. H. Keeney Corporation.

MOA now has 39 exhibitors signed and is already ahead of its last year's total. Attendance also promises to be ahead of last year, with close to 600 advance reservations.

Plans for the association's gala banquet, traditionally held at the

end of each convention, are also shaping up. Columbia has indicated it will send its big pop star, Jimmy Dean. Vassar is sending Norma Rivers, MGM previously announced it would send Tony Morell, with Jay Jay sending Li'l Wally and the Harmony Boys.

MOA president, George Miller, is due at Chicago's Morrison Hotel Tuesday (24) to help co-ordinate convention plans with the association's managing director, E. R. Ratajack.

The signing of Decca and Vassar gives MOA a total of eight diskeries, two ahead of its last year's figure. Included are Capitol, Columbia, Dot, Jay Jay, MGM and

*(Continued on page 57)*

EDITORIAL

## The Last Hope

In a little less than two weeks, the Music Operators of America will hold its 12th annual convention at the Morrison Hotel in Chicago. In many respects, this will be the most important convention the national organization has ever conducted.

It is no secret that last year's convention in Miami Beach was a disappointment. Attendance was below normal, and manufacturer support was weak.

Since the 1961 convention, the industry has seen the folding of the Coin Machine Council, which was organized to give the industry a fair shake in the public press.

**ASCAP Bill**

It has also seen renewed threats of punitive legislation at the State and local levels, and the perennial attempt by ASCAP to impose performance rights royalties on juke box operators.

These problems are not going to be resolved at the forthcoming Chicago convention, and they probably won't be resolved when MOA holds its 25th annual convention.

But without the MOA, it's a pretty safe bet that juke box operators would be paying performance rights royalties right now. And without MOA, the legislative harassment of juke box operators would be a lot worse than it is at the moment.

The fact is that the juke box operating business—as it is currently constituted—might not even exist if it were not for the efforts put forth by a relatively few men working under the MOA banner.

While we support MOA, we admit that the organization is not a strong one as national trade organizations go. But the reason for this relative lack of strength can not be laid at the feet of those who have joined and who have worked for MOA.

It must be laid at the feet of those who did not join, and who did not work for MOA. And those are the very people who are complaining that MOA isn't doing enough for the industry. Ironically, they cite this lack of strength as their reason for not joining.

Any industry worth its salt is represented by a national trade association—and a good one. A strong national trade association can protect the interests of its members at the national legislative levels; it can advise and assist members with local problems; it can serve as a forum for the exchange of ideas.

Right now, MOA is the only national trade association the industry has. Its strength or weakness is the strength or weakness of the industry it represents. And its success or failure can well be your success or failure.

There is no valid reason why every juke box and amusement game operator should not belong. The dues are certainly nominal, and the benefits are substantial.

And, in most cases, there are few valid reasons why MOA members should not attend the annual convention. If

*(Continued on page 57)*

## DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

<b>GOOD LUCK CHARM</b> AND <b>ANYTHING THAT'S PART OF YOU</b>	<b>ELVIS PRESLEY</b> RCA Victor 7992
<b>SHOUT (Part I)</b> AND <b>SHOUT (Part II)</b>	<b>JOEY DEE &amp; THE STARLITERS</b> Roulette 4416
<b>HIDE NOR HAIR</b> AND <b>AT THE CLUB</b>	<b>RAY CHARLES &amp; HIS ORK</b> ABC-Paramount 10314
<b>WHAT'D I SAY (Part I)</b> AND <b>WHAT'D I SAY (Part II)</b>	<b>BOBBY DARIN</b> Atco 6221
<b>EVERYBODY LOVES ME BUT YOU</b> AND <b>HERE COMES THAT FEELING</b>	<b>BRENDA LEE</b> Decca 31379
<b>JAM (Part I)</b> AND <b>JAM (Part II)</b>	<b>BOBBY GREGG &amp; HIS FRIENDS</b> Cotton 1003
<b>LOVERS WHO WANDER</b> AND <b>(I WAS) BORN TO CRY</b>	<b>DION</b> Laurie 8128



**WILLIAM CAHN**, center, assistant district attorney of Nassau County, New York, will be guest speaker at the annual Coin Machine Division dinner of the United Jewish Appeal of New York. Guests of honor are **Roger S. Littleford Jr.**, left, publisher of Billboard Music Week, and **Joe Orleck**, publisher of Cash Box.

**JUKE BOX CORNER**

# Local Air Plugs Spur New Merlin Disk in Beer City

By BENN OLLMAN

MILWAUKEE — An oldie on Dot label by a new artist from Milwaukee is getting an enthusiastic response from local juke box operators. The singer, featuring a Presley style, is Jack Merlin, and the tune is "Girl of My Dreams." The heavy air plugs, particularly on WOKY have stimulated a lot of location requests for the number.

Operators report that April is shaping up as the best month of the year to date. Juke box receipts during the first quarter hit a disappointing pace. Early reports during April, however, indicate that spring weather is spurring traffic

and location takes have taken on a healthier hue.

Frank Bartnik, Banaco Music, mentions that his locations have been showing good action with Jerry Como's newest, "Caterina" on RCA Victor. And Bartnik expects Burl Ives' "Funny Way of Laughin'," Decca, to go all the way to the top rung.

**New Items**

One-stopper Jimm Mayer, Record City, claims that music operator purchases have displayed healthy improvement during recent weeks. New items heading the sales chart at Record City include "Liberty Valance," Gene Pitney; "Most People Get Married," by Patti Page; "The Lemon Tree," Peter, Paul and Mary, Warner Bros., and "Girl of My Dreams," by Jack Merlin.

Jim Skiba, Third Street Radio Doctors, notes that operators are obviously playing it safe and buying only the well-known artists at the top of the charts. According to Skiba, Milwaukee's hottest juke box item is "It Keeps Right On A-Hurtin'" on Cadence by Johnny Tillotson. A strong seller the past few weeks has been Burl Ives' "Funny Way of Laughin'."

Coming up strong are the Jimmy Dean waxing of "P. T. 109" and Brenda Lee's "Everybody Loves Me."

Skiba, too, reports a sizable demand for local Jack Merlin's "Girl of My Dreams."

LYNBROOK, N. Y. — Vend-Tronics here has been named New York and New Jersey distributor for Pop-O-Matic, Inc., popcorn machine manufacturer.

Sales manager for the firm is Nat Cohen, veteran juke box and game operator. Richard Copeland is president.

# Set UJA Goal At \$40,000

NEW YORK—A goal of \$40,000 has been set for the Coin Machine Division of the United Jewish Appeal, Irving Holzman, chairman of the 1962 drive, announced this week.

Of this sum, \$30,000 is earmarked for the general fund and \$10,000 for the opportunity fund.

An expected crowd of more than 400 persons will gather at the Hotel Plaza June 5 to honor Roger S. Littleford Jr., publisher of Billboard Music Week, and Joe Orleck, publisher of Cash Box, for their service to the coin machine industry and to UJA.

Guest speaker will be William Cahn, assistant district attorney of Nassau County.

The second committee meeting will be held Monday (23) at UJA headquarters here. Solicitation prospect lists will be assigned to committee members.

# Talking Disk Scores With Chicago Ops

By NICK BIRO

CHICAGO — Walter Brennan broke one of the unwritten rules of juke box programming last week. Usually, talking records are a thing to be avoided as far as operators are concerned. Brennan's "Old Rivers," on Liberty, is proving to be an exception.

The disk started out big in store sales several weeks ago and is getting excellent air play. This week both Singer and Music Box one-stops named it as one of their best sellers to the operator trade.

Business, otherwise, was spotty. Some operators reported collections a little down, but "normal for this time of the year." Others said they were doing "pretty good—better than expected," while still others feel things are a little "worse than normal."

**Mancini Boosted**

The Academy Awards had a little effect, Fred Sipiora, at Singers, reported good action on Henry

Mancini's "Moon River" but taking the business as a whole, the impact was small.

"I'll Take You Home," by the Corsairs on Chess, was getting good action at Singer's. The tune is a follow-up to the group's six-month-ago hit on Tuff. "Teach Me Tonight," by George Maharis (star of "Route 66" television show) was also doing well, as was Dr. Feel Good's record of the same name on Okeh. The latter is not a cover record but good in rock 'n' roll spots. Also going at Singer's are "Story of My Life," Big Al Downing on Chess, and "I Sold My Heart to the Junkman," Blue Belles on Newton.

At Music Box, big sellers include "I'm On My Way," Highwaymen on United Artist; "Count

Every Star," Linda Scott, Canadian American; "Scotch and Soda," Kingston Trio on Capitol (although Music Box's Russ DiAngelo points out the label is still plugging the flip side, "Jane-Jane-Jane"); "Blues, Stay Away From Me," Ace Cannon, Hi.

Also "Dream," Dinah Washington on Mercury; "Most People Get Married," Patti Page, Mercury; "Funny Way of Laughing," Burl Ives, Decca; "Soldier Boy," Shirelles, Decca; "You are Mine," Frankie Avalon, Chancellor; "Stranger On the Shore," Aker Bilk, Atco, and "March of the Siamese Children," Kenny Ball, Kapp. DiAngelo's personal choice is "Lipstick Traces," Benny Spellman on Minit, a disk he feels will be big for the juke box trade.

# Hibernation Is Over in Twin Cities; Strong 'Wolverton' Plays Heard

By DON LYONS

MINNEAPOLIS—With the advent of warmer weather, Twin Cities operators report that collections have shown some improvement and mentioned "Wolverton Mountain" by Claude King on Columbia as being about the most popular number on the juke boxes.

After a storm which dumped over six inches of new snow on this city and St. Paul, the temperatures headed for the 50's bringing out many persons who evidently had been in hibernation during the long, cold winter. Most operators are optimistic with the improved weather and feel that now business should start perking up.

One operator who already has noticed an improvement is Norm Pink, manager of Avance Music Company, here. In addition to "Wolverton Mountain," Pink said that the new "Lemon Tree" by Peter Paul and Mary on Warner Bros. had been going very well on the firm's machines.

**One-Stop Report**

At the Twin Cities one-stops business continued at an even keel. Jim Christensen of Jim's Record Shop, St. Paul, listed the following as best sellers: "Wolverton Mountain"; "Adios Amigo," by Jim Reeves on RCA; "I'm on My Way," by the Highwaymen, on United Artists; "Johnny Angel" by Shelley Fabares on Colpix, and "Stranger on the Shore" by Acker Bilk on Atco.

Dick Brown, partner in Brown Bros. here, mentioned the following as his best moving disks: "Lovers Who Wander" by Dion on Laurie, "Everybody Loves Me But You" by Brenda Lee on Decca,

"Most People Get Married" by Patti Page on Mercury, "I'm on My Way" and "Conscience" by James Darren on Colpix.

Best selling disks at All-Record Sales here, according to Tom Prenevost, office manager, are "Johnny Angel," "Wolverton Mountain," "Shout! Shout!" by Ernie Maresca on Seville, "Liberty Valance" by Gene Pitney on Musicor, "Follow That Dream" by Elvis Presley on RCA and "Drum Stomp" by Sandy Nelson on Imperial.

In the "Platter Poll" by Bill Diehl, entertainment columnist, in The St. Paul Dispatch recently the best selling disks, in order of popularity, were "Shout! Shout!," "Mashed Potato Time" by Dee Dee Sharp on Cameo, "Shout" by Joey De and the Starlites on Roulette, "Johnny Angel," "Soldier Boy" by the Shirelles on Scepter, "Wolverton Mountain," "Honky Tonk Man" by Johnny Horton on Columbia, "Twist, Twist, Senora" by Gary Bonds on LeGrand, "Twistin Matilda" by Jimmy Soul on SPQR and "Stranger on the Shore."

# Snabbfoto, Stockholm, Capitol Projector Rep

NEW YORK—Snabbfoto, Stockholm, has been named exclusive distributor for Norway, Sweden, Denmark and Finland for the Capitol Projector Corporation, manufacturing subsidiary of the Techno Vending Corporation.

Sam Goldsmith, Capitol executive, said that the firm's international sales of Auto Test are strong, and that sound tracks have been made in Swedish, Danish, Norwegian and Japanese.

Goldsmith added that various branches of the New York Telephone Company and the Allstate Insurance Company have been using Auto Tests to promote traffic safety and that the Federal Old Line Insurance Company, Seattle, is using 15 Auto Tests in its highway safety campaign.

# Davis Distrib Holds N. Y. Service Meet

SYRACUSE — The Davis Distributing Corporation, Seeburg distributor for up-State New York, is conducting service schools in Albany, Syracuse, Rochester and Buffalo.

Sessions are being held in Albany, Tuesday (24), in Syracuse the following day, in Rochester, Thursday (26), and in Buffalo, Friday (27).

Sessions open at 10 a.m. and run until 4 p.m. John Stuparitz, Seeburg sales engineer, is in charge. All juke box service personnel are invited to attend.

# Out of Hibernation, Ops' Take Moving Up in Colo.

DENVER — Local phonograph operators are making hay in the spring, as collections advanced again during early April. The interim period between winter blasts, and the opening of such competition as horse racing and dog racing tracks has meant much more patronage in local bars, restaurants, and other juke box locations, to the point that almost every operator queried reports healthy increases, up as much as 25 per cent.

This situation is expected to last at least until early May, when there will be many outdoor activities, such as the opening of amusement parks, and the racing facilities already mentioned, to cut into collection figures.

The amusement machine field, sadly depressed for the past four years by overzealous sheriffs in

Denver suburbs, is beginning to boom, with a new administration in force. Most operators who had retired most of their games, for example, are bringing them out again in good phonograph locations, and finding results excellent.

Records leading the list, including some which are hanging on to top locations, including "Hey Baby" by Bruce Channel, "Johnny Angel" by Shelley Fabares, "Traveling Man" by Rick Nelson, "Tuff" by Ace Cannon, a perennial favorite, "White Rose of Athens" by David Carroll, and likewise lingering "Love Letters" by Kitty Lester.

Many operators are continuing to look to old favorites for a much larger gross than at any time in the past 10 years—probably influenced by the huge number of Twist offerings which the adult public doesn't want.

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# Vending Machines Lead 7% Upsurge in German Exports

By OMER ANDERSON

BONN — West German coin machine exports gained 7 per cent in 1961, increasing from DM 27,500,000 to DM 29,467,000 (\$1 equals 4 Deutschmarks). But virtually all of the increase was in vending machines.

Phonographs and coin games stood still. German vending machine exports increased from DM 13,190,000 in 1960 to DM 15,075,000 last year, a 14 per cent gain.

Juke boxes showed a wafer-thin increase, from DM 10,030,000 in 1960 to DM 10,115,000 last year. Games sagged by almost the same margin — from DM 4,280,000 in 1960 to DM 4,277,000 in 1961. Payouts are included in the game totals.

## Slight Drop Seen

The 1961 export results were more or less in line with industry expectations. Certain trade circles had even forecast a slight over-all drop in exports because of the

saucerizing of the German coin machine boom and generally increased competition for German wares in the world market.

There had been considerable anxiety that the 5 per cent upward revaluation of the German mark in March, 1961 might hurt coin machine exports far more than proved the case.

The 1961 export picture reflects the increasing momentum being generated by West Germany's vending machine producers and the saturation of the domestic phonograph and games market.

There are now 55,000 phonographs in West Germany, and the trade consensus holds this figure to be about 10,000 too many. The trade has lost much of its the-sky-is-the-limit optimism under the mounting cost-price squeeze.

The operator remains reasonably well entrenched on the German scene, but he faces rough going, and a shakeout of less efficient and enterprising operators is

taking place. Of the present 5,000 operators, it is doubted if more than 3,500 can survive the shakeout.

With the domestic market now a replacement phonograph market, manufacturers are re-orienting their operations toward vending. German industrial expansion and the severe labor shortage are spurring a vending machine boom, and the surge of exports is a reflection of the domestic market.

## Dutch Good Customers

West Germany's biggest coin machine export customer in 1961 was the Netherlands, with total purchases of DM 5,718,000, trailed by Switzerland, DM 4,448,000; Italy, DM 4,130,000; Great Britain, DM 3,660,000; Austria, DM 3,388,000; Belgium and Luxembourg, DM 1,591,000; France, DM 1,400,000.

However, Switzerland was Germany's best phonograph customer, taking 768 machines worth DM 1,876,000; followed by Italy (753 machines worth DM 1,767,000 and Austria 671 machines worth DM 1,343,000).

Switzerland, Italy and Austria accounted for almost 50 per cent of German phonograph exports. Other major European importers of German machines were France (366 machines for DM 827,000), the Netherlands (362 machines for DM 751,000), Belgium-Luxembourg (34 machines for DM 715,000), and Britain (330 machines for DM 663,000).

## Sales to U. S.

The Germans are delighted and encouraged at the modest success German phonographs enjoyed in the U. S. last year. A total of 162 machines were sold to American operators for just over \$50,000 (DM 200,000). The Germans also exported 48 machines to Puerto Rico and 106 to Argentina.

This year German manufacturers look for the European Common Market to provide an expanded market for German juke boxes, and they expect the initial payoff for the patient sales promotion they have been investing in the African market.

The German trade is encouraged by its strong penetration of the British market against U. S. competition. Attention is also being paid to the fact that the character of German phonograph exports altered noticeably in 1961.

## Low-Price Machines

The average value of machines exported was DM 2,125 or just over \$500, which means that the economy machine and reconditioned equipment dominated the export trade. This fact is seen as confirmation of the theory long held by an important segment of the German trade that this country should concentrate on the production and export of economy equipment, taking its cue from the phenomenal export success of the Volkswagen automobile.

N.S.M., at Bingen, believes it has such a potential "Volkswagen phonograph" in its Fanfare Silver, which is designed as much for the export as for the domestic market.

Germany's game exports proved a disappointment, but a better showing is forecast for 1962, mainly in the exports of payouts. Payout restrictions are being eased generally in the export market. Italy was Germany's best customer last year for amusement and payout machines, buying DM 1,520,000 worth, followed by Britain with DM 1,417,000 worth of machines.

Other major foreign customers for German amusement and payout machines were (Cyprus (DM 217,000), Norway (DM 151,000), France (DM 143,000), Sweden 129,000, and Switzerland (DM 114,000).

## EUROPEAN NEWS BRIEFS

### Belgium Phono to Be Exported

BRUSSELS — Arrangements to export its advertising-medium juke box are being made by the Verriest firm of Brussels. The Verriest box has the standard juke box mechanism plus a screen on which diapositive film slides are projected from within bearing advertising messages. Eighteen slides are arranged on two small wheels which revolve as the disk spins. Locations which have tested the Verriest box pronounce it the ideal medium for products consumed on tavern premises—beer and other beverages—as well as everyday consumer items. The location contracts with firms to display the advertising film slides on a weekly or monthly basis. Verriest is the Belgian agent for the Pye electrical equipment group of manufacturers of Britain. The box, called a "Selectophone," is assembled by the Verriest firm from components procured through Pye and other sources. The Pye group will distribute the Selectophone in Britain and help with distribution elsewhere.

### Fanfare Sales Rising

BINGEN, West Germany—N.S.M.'s new 100-selection Fanfare Silver juke box is off to the fastest sales start in the Bingen firm's history. Sales figures so far indicate that the box is selling faster than any similar box ever produced in this country. The Silver is being exported to 75 countries, and production, which was started in January, already is in the hundreds of boxes. It is designed as a termite-proof, "climate-resistant" box designed for operation in extreme temperatures. "A box at home in the Arctic—or the tropics," according to N.S.M. sales promotion material. The Silver is the world's only termite-proof box, according to the manufacturer.

### New Spanish Phono to Bow

MADRID — A new phonograph, the Petaco, will be produced in Spain by the Madrid firm of the same name. Petaco has been granted a production license by the Spanish government, thus ending the virtual monopoly heretofore held by Gedasa. Petaco will manufacture the Rennotte juke box under license from the Belgian manufacturers. Petaco's agreement with the Spanish government and stipulate that Spanish components will be used as much as possible. Only the mechanism will be imported from Belgium, and eventually it is hoped to produce the mechanism locally as well. Rennotte technicians trained in West German coin machine plants under the labor "importation" scheme designed to fill the German labor shortage. Many Spaniards trained by German firms have returned home in the meantime.

### Duke Has 12 Juke Boxes

LONDON—The Duke of Bedford, who installed the first juke box in 1956, now has a dozen phonographs in operation at various sites around Woburn Abbey, his famous state-home tourist attraction outside London. The Duke unabashedly favors American equipment—and American tunes. He explains, "We cater to tourists here and especially American tourists. It's good hospitality—and good business—to make your guests feel at home. So we install only American juke boxes. They are the best." The Duke nets about \$90 a week from his dozen juke boxes. He says the money is helpful but that the phonograph's role as an amusement attraction is even more important than

(Continued on page 53)

Joe Ash says . . .  
CONTACT ACTIVE FOR **PINBALLS**  
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# Jess Carr Buys Kap's Vending Firm

DENVER — Big news in the Denver bulk vending industry was the recent purchase of the former Kap's Vending Company from Lou Malone by L. J. (Jess) Carr.

Involving transfer of more than 800 machines, the transaction stemmed from a desire of Carr to expand vending operations from his original string of card-laminating machines throughout the Denver area. Carr, 45, is a native of Ohio who was a salesman with Addressograph Corporation in many territories, including Denver, before deciding to settle here permanently.

A few years ago, he introduced the first coin-operated laminating machines, which seal driver licenses, club cards, credit cards,

*(Continued on page 54)*

## VOICE OF EXPERIENCE

# Silverthorn Study Shows Ops Must Cater Fill to Local Favorite Tastes

LOS ANGELES — Ten years of concentrated study of the sweet tooth choice at every location has convinced Frank M. Silverthorn, Los Angeles bulk operator, that tastes vary almost from one district to another. Silverthorn went into vending in 1951, with half a dozen machines, and since has built his string to more than 275 stops, primarily in the West Los Angeles area, in service stations, garages, drive-in restaurants, theaters, super markets and drugstores.

"There's no accounting for taste" could very well be the theme of the sales building program which Silverthorn has followed from the beginning. Unlike most bulk operators who depend upon memory to influence the type of merchandise offered at each stop, Silverthorn keeps a handy notebook at each location, usually within the wooden case on which his four and three-machine stands are located, in which he jots all sales figures from each machine at every stop—plus comments of location owners, and customers themselves, for that matter.

By reviewing the book steadily, while experimenting with various fill, he has been able to come up with a prescription at every location which apparently fits the local taste.

"Even when the average sale per

machine for a year or so tends to establish a pattern, I can't be content that this assortment will keep earning results," Silverthorn said. "Changes in population, which occur frequently in a transient area such as Los Angeles, may alter the picture in a matter of a few weeks time. For that reason, I keep up the location check week by week, through the year," Silverthorn says.

In the main, Silverthorn has found that he can profitably supply all of his locations within five items, which include tab gum, jelly beans, candy corn, beebies and ball gum. More than half of his locations vend tab gum, simply because customers prefer its more sanitary, easily handled nature, and because they can pick up three or four tabs to place in pocket book or pocket for later use—which, of course, isn't practical with ball gum.

"I know that I do not show as much profit per penny on tab gum as ball gum," Silverthorn said, "but in some locations, tab gum will sell 2½ to 3½ times as well as ball gum. The guiding factor here is the number of women in the area, particularly mothers, who will cheerfully vend themselves a few pieces of tab gum for their children, but who will eschew tab gum altogether."

### Permits Added

Where service station locations are concerned, peanuts are added. Always popular with men, Spanish nuts are probably at as low an ebb from a profit standpoint today as at any time for 10 years, but they are so popular with motorists, as

well as service station employees, that Silverthorn automatically includes peanuts in the inventory as soon as he lands any type of location which involves servicing of automobiles.

"A good many of my stops would never have been landed if peanuts had not been on the menu" he said, "so I must simply accept the harder work involved in keeping the globes clean, and use peanuts as the leader."

Many locations, particularly where children make up the largest part of the market, Silverthorn mixes corn and beebies, a combination he worked out himself, which gives two kinds of flavors for a single penny. There has never been any location in which this mix did not prove extremely popular, and so, the chances are that any Silverthorn location will be immediately recognizable by the beebie-corn mix.

### Fills on Location

Sticking to the five items listed above, and rotating the mixture according to the local trends, means a wide variance in the type of service stop, but a profitable one. He uses an ordinary automobile, filling the machines on the spot, rather than exchanging heads, and does a thoroughly workmanlike job of keeping every one of his machines clean.

There are remarkably few problems in vending in the lower Los Angeles area, Silverthorn reports, little or no vandalism, good supply sources, extremely stable locations, and excellent co-operation from lo-

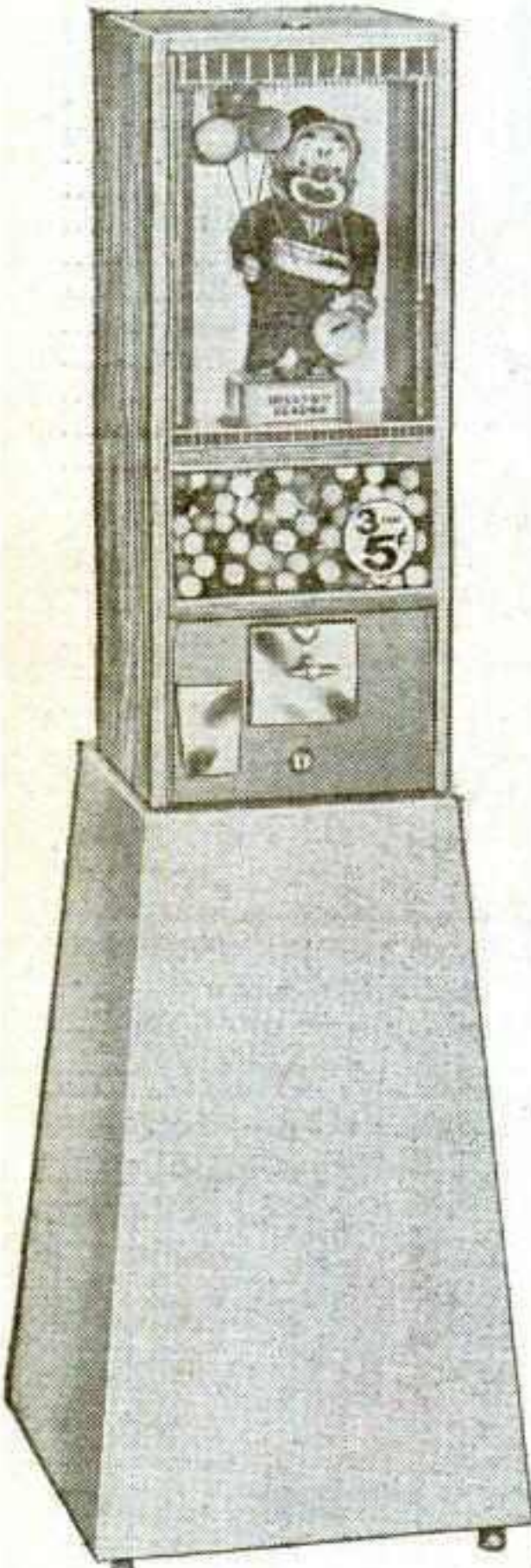
*(Continued on page 57)*

# E.-G. Names New Alabama Warehouse

JAMAICA, N. Y. — Eppy-Guggenheim, Inc., charm manufacturer, announced that the Birmingham Vending Company, Birmingham, has been appointed a factory warehouse. This is the 11th such appointment since the firm launched its new sales policy a couple of months ago.

Bob Guggenheim, E-G executive, said that the 12th distribu-

*(Continued on page 54)*



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Write for Beautiful Illustrated Circular—Thoroughly Describing Fascinating Action and Play-Appeal of ACTION VICTORAMA... SCRIPTO PEN VENDORAMA Other Money-Making Vendors.  
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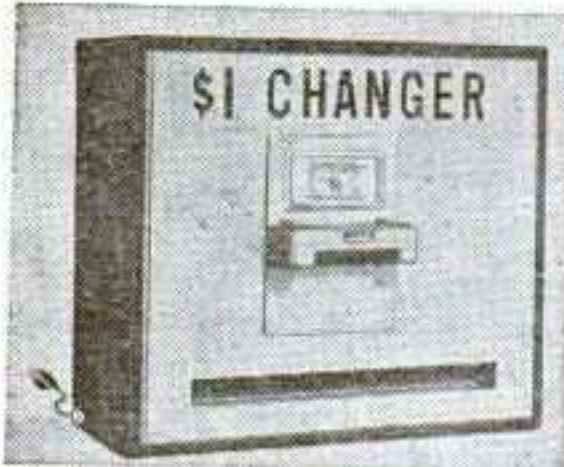
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Try one! You'll quickly agree. It's the outstanding Bulk Vender.  
Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



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## Standard Dollar Changer Covers Vend Precautions



### CHANGEMAKER

INDIANAPOLIS — Standard Change-Makers, Inc., here, is in production on a \$1 bill changer which may be preset to vend any of six combinations of change.

The unit, called the Standard Maximum Security \$1 bill changer, has an electronic bill selector which rejects counterfeit for any other printed matter other than United States paper money. Change is returned in three to four seconds.

Security precautions include a 3/16th-inch steel cabinet, quadruple locks and a built-in burglar alarm. An optional insurance policy, good for machine replacement and up to \$250 for contents, is available. Warranty on the machine is one year.

Loading is drawer action, and full-length picture window coin holders may be filled either through funnels, in stacks, or by replacing holders with other preloaded holders.

The completely transistorized changer is 25 inches high, 31 inches wide and 12 inches deep.



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KEEP YOUR MACHINES ALIVE BY USING THE ORIGINAL AND BEST!  
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Machines empty in an afternoon  
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Only \$31.95  
Order now and start in 10¢ vending at once.

**BULK MERCHANDISE**

	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct., whole	.30	.62
Mixed Nuts	.30	.53
Spanish Peanuts	.30	.37
Virginia Splits Peanuts	.30	.35
Rainbow Peanuts (Candy)	.30	.28
Boston Baked Beans	.30	.28
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.49
Medium Pistachios, Red	.30	.46
Small Pistachios, Red	.30	.35
Leaflets (M&M Style Candy)	.25	.27
Teeny Jelly Beans	.35	.37
Candy Corn	.30	.25
Hersheyettes	.25	.47
Chicle Base Cub Chicks 520	.30	.42
Chicle Base Cub Chicks 320	.30	.42
Rainbow Tabby-Lets 520	.30	.42
Sugar Peps (Bulk Candy)	.24	.40
Maltettes (Ball Style, 100 Ct.)	.15	.35

**BALL GUM VARIETIES**

	Pack	Per
	Lbs.	Lb.
140-170-210 Rainbo Gum	.25	.33
Rainbo 100's Centuries, Ass'd.		
Colors—Grape, Cherry	.18	.34
Rainbo Screwballs, 100's	.18	.35
Rainbo 1/2 Chicle 140	.25	.41
Rainbo Baseball 100's	.18	.35
Cherry 210 Count	.25	.33

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

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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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We handle complete line of machines, parts & supplies.

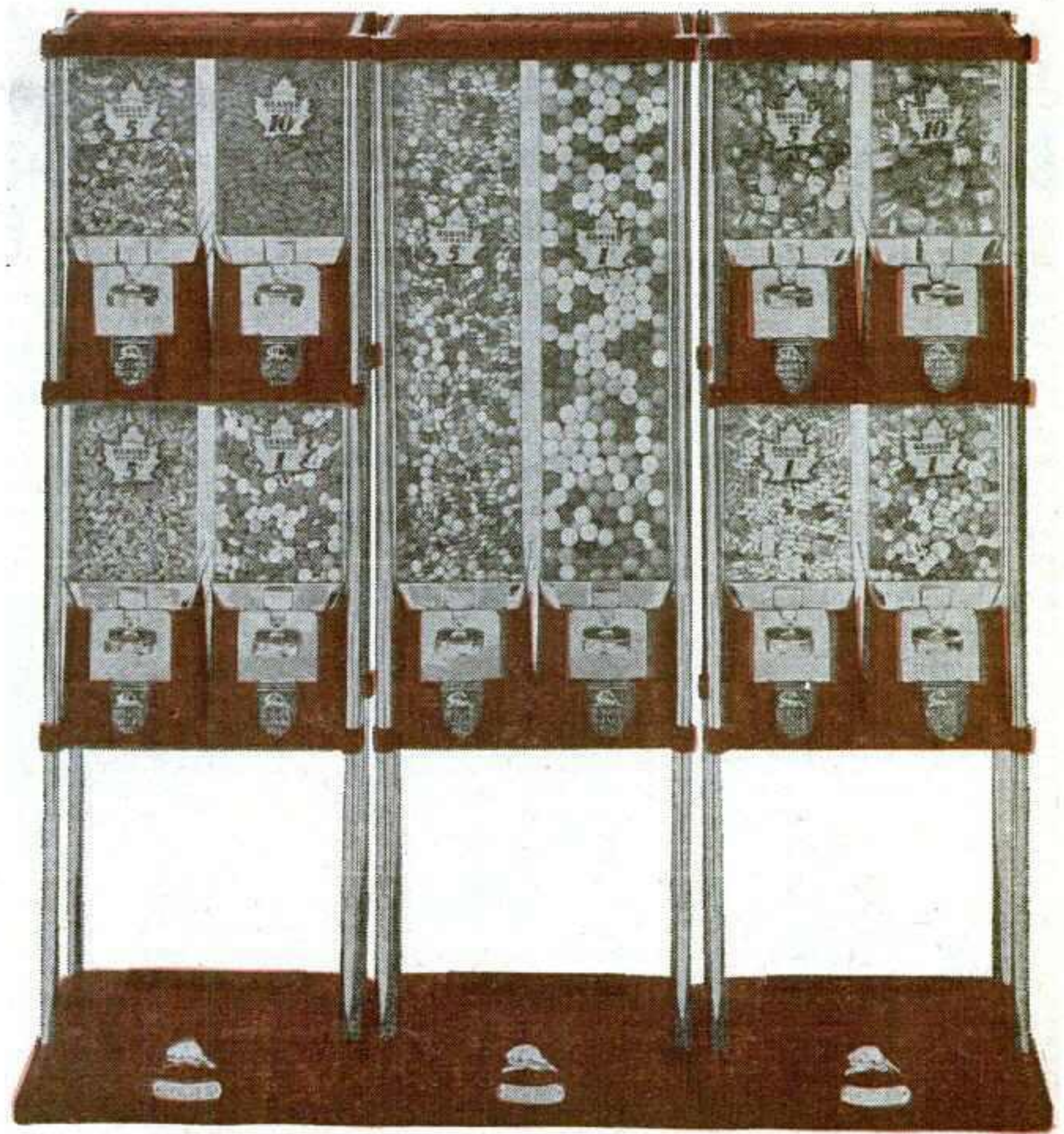
Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk; Fanned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

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With the introduction of the MARK I MULTIPLE VENDOR, it is now possible to assemble a large battery of merchandisers in a neat, attractive and practical unit that is more compact and far more serviceable than anything offered in the North American market today. (Many combinations possible.)

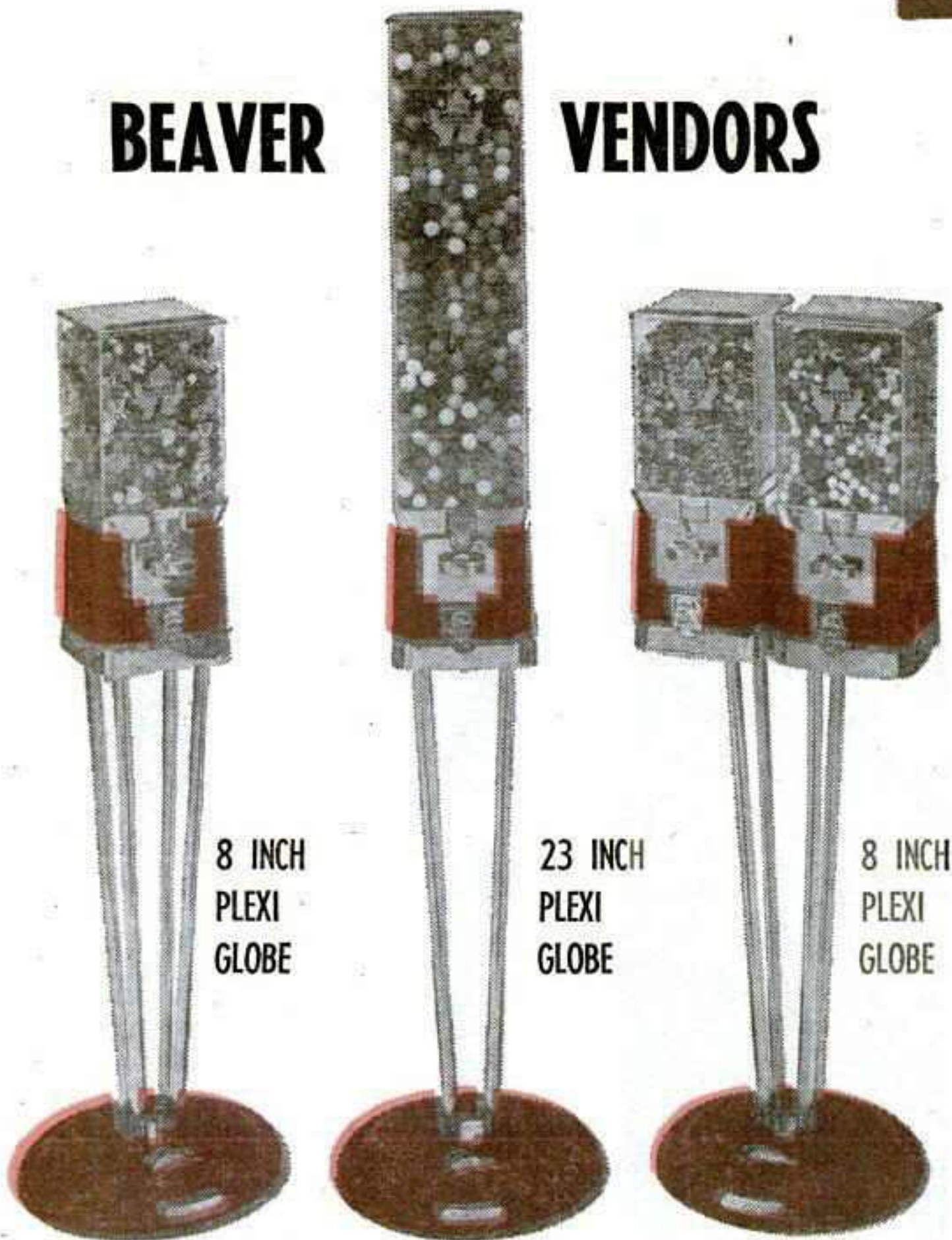
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**MARK I DELUXE CONSOLE**  
Contains 3 Complete Sections  
10 UNITS

**BEAVER**

**VENDORS**



8 INCH  
PLEXI  
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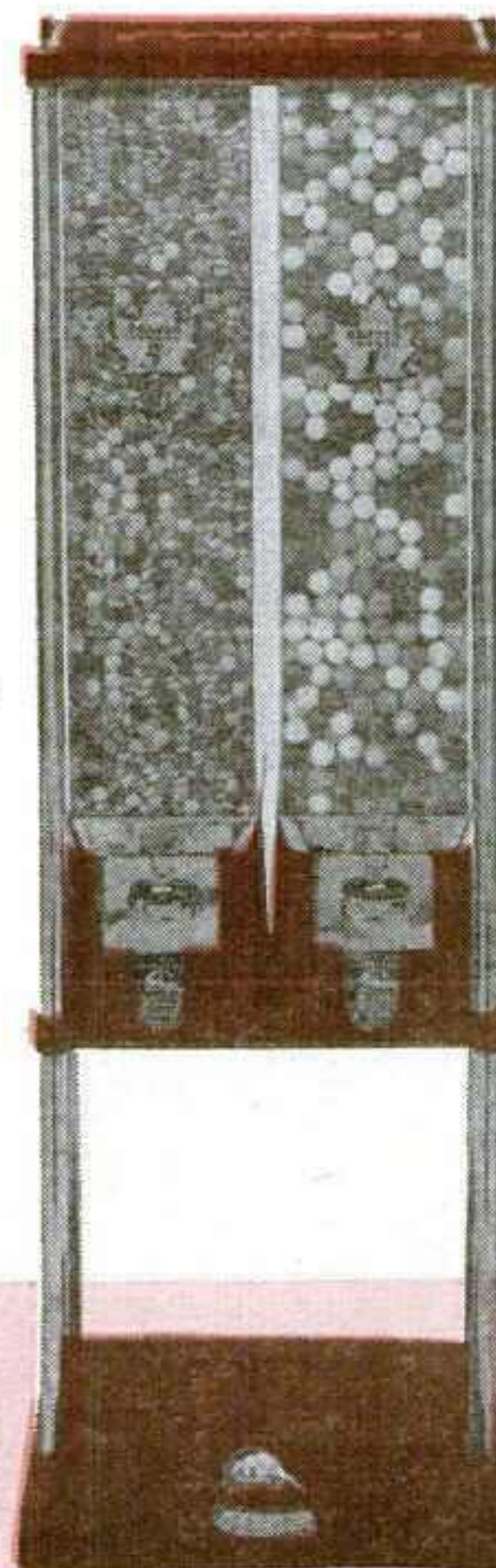
23 INCH  
PLEXI  
GLOBE

8 INCH  
PLEXI  
GLOBE

Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass

**BEAVER MARK I**

**BEAVER MARK I**



CONTAINS 2 UNITS



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BRING 'EM BACK

Shannon Works Magic With Rejuvenated Bulk Machines



JAY SHANNON CHECKS some of his vintage bulk machines on a service station location.

DENVER — Jay Shannon, of Jay's Vending Company, bulk vendor here, owns a lot of old ball gum and peanut machines.

It's next to impossible to tell, however, because over the years Shannon has not only made a fetish of cleaning every unit in the 800-machine route to a spotless condition, but he has made a hobby of restoring them to like-new appearance.

A thoroughly experienced metal worker, and a real craftsman with tools, Shannon can adapt an old ball gum vender and make it look and work like new.

Buying small routes which have proved a disappointment to their previous owners, regularly advertising for older machines, and constantly checking for them with distributors, the Denver bulk operator has been fortunate enough to find identical models of almost every age, so that he can turn out multiple-head stands with three, four, and even six machines, of duplicate appearance, even though they may be 25 or even 35 years old.

Uniform Appearance

Shannon develops standardization in appearance by using the same colors of enamel, the same chrome trim, or nickel trim, on each group of machines. The result of a careful spray job, after removal of all bright metal parts, is a stand which gives a brand-new appearance, something which Shannon has found essential in landing worthwhile locations in these days of high competition.

Naturally, the Denver operator must draw the line on some old machines, simply because the glass globes are not original, or the parts involved are too difficult to make.

There are few, however, with the result that Shannon has made profitable operating machines out of old-timers which other operators have classified as junk.

Shannon handles his rejuvenation projects on a wholesale basis, waiting until he has an accumulation of homogenous machines on hand at the same time. Then, he can use the same tools, the same spray gun and paint, to finish up several units at once.

Despite the fact that many of his locations are in service stations, notoriously hard on vending machines because of the continuous accumulation of grease, Shannon's appearance-upkeep problem is easier to maintain than most. This, again, he credits to the use of high gloss finish enamels, plenty of nickel chromium which can withstand strong detergents, and the fact that every machine is cleaned at every stop.

MANDELL GUARANTEED USED MACHINES

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

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	..... 44
Pistachio Nuts, Jumbo Queen, White	..... 57
Pistachio Nuts, Large Tulip	..... 62
Pistachio Nuts, Vendor's Mix	..... 55
Pistachio Nuts, Sheik, Red	..... 50
Cashew, Whole	..... 45
Cashew, Butts	..... 40
Peanuts, Jumbo	..... 45
Spanish	..... 35
Mixed Nuts	..... 57
Baby Chicks	..... 32
Rainbow Peanuts	..... 32
Bridge Mix	..... 32
Boston Baked Beans	..... 32
Jelly Beans	..... 28
Licorice Gems	..... 28
M & M, 500 ct.	..... 47
Hershey-ets	..... 47

Rain-Blo Gum, 72 ct.	..... \$2
Mail-order, 100 ct., per 100	..... 35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	..... 32
Rain-Blo Ball Gum, 100 ct.	..... 34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	..... 45
Adams Gum, all flavors, 100 ct.	..... 45
Wrigley's Gum, all flavors, 100 ct.	..... 45
Beech-Nut, 100 ct.	..... 45
Hershey's Chocolate, 200 ct.	..... 1.30
Minimum order, 25 Boxes, assorted.	.....

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

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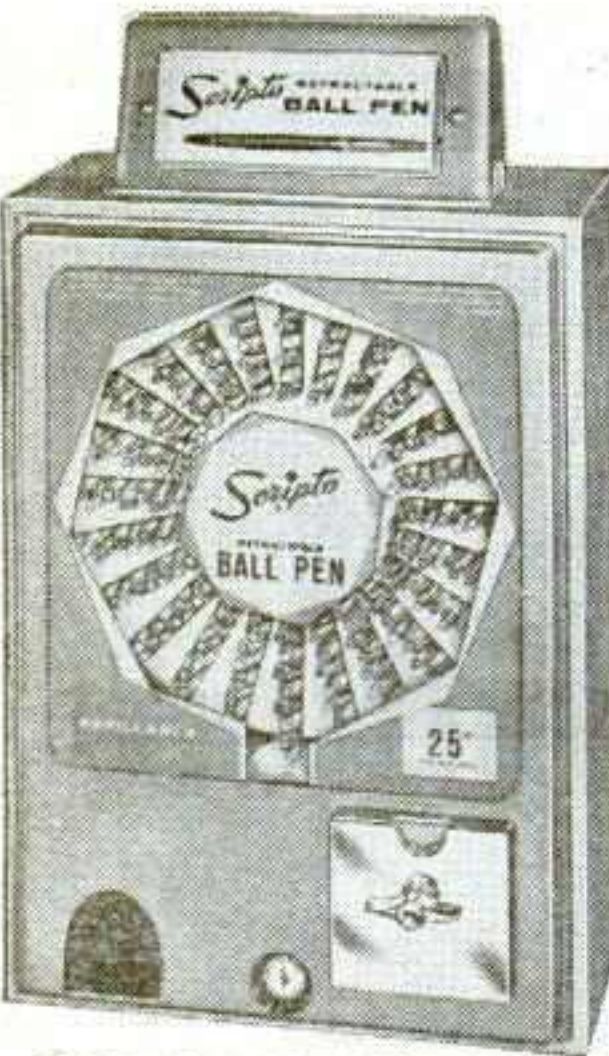
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Capsule Vendor  
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable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

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

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

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

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

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Recording Industry**

# MUSIC OPERATORS OF AMERICA

GEORGE A. MILLER, PRESIDENT

E. R. RATAJACK, MANAGING DIRECTOR

## Revenue Men Check Ark. Units for Stamps

LITTLE ROCK—State Revenue Commission agents are checking 11 coin machines in Paluski County and are confiscating all unlicensed units.

Arkansas Law requires that each juke box or amusement game operator pay a \$250 fee and a \$5 license for each machine. Vending operators are required to pay the same fee, plus a \$10 per machine tax.

Revenue Commissioner Ted Donham said that eventually all sections of Arkansas will be checked. When an unlicensed machine is found, the operator must pay a double tax. To reclaim the machine, he must pay the required State taxes, penalties and freight and storage charges.

Machines are stored in bonded warehouses. The check began when Little Rock police discovered unlicensed machines.

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All Perfect Ready to Go

	Each
7 G-200	\$250.00
1 H-200 E	395.00
4-120	350.00
2 H-100 M	275.00
6 I-200 E	495.00
4 I-200 M	395.00
11 I-120	445.00
1 J-200 E	595.00
5 J-200 M	495.00
7 J-120	525.00
1 Continental #1 200 S	745.00
3 100-M Lyric	595.00
1 K-200 A	725.00
4 K-120	745.00
8 K-100 AS	745.00
1 K-100 A	695.00

All Prices Quoted Crated F.O.B. Phila.

WIRE—PHONE—WRITE TODAY

Send for Complete Lists

ARCADE—GAMES—BINGOS  
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Exclusive A M I Dist. Ea. Pa.  
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ONE-STOP RECORD SERVICE!

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THE MUSICAL SALES CO.

The Musical Sales Bldg.  
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when answering ads . . .

Say You Saw It in Billboard Music Week



## Midwest

### CINCINNATI CHATTER

Lawrence A. Kane Jr., has been named legal counsel for the Automatic Phonograph Owners Association. He succeeds his father. . . Mrs. Myrtle Bigner, wife of Ray Bigner, Bigner Music Company, is in St. Francis Hospital as a result of injuries sustained in an automobile accident. The Bigners had recently returned from a West Coast and Hawaii trip.

Nat Bartfield, APOA president and owner of the BW Novelty Company, has just returned from a business trip to New York. While in New York, he visited his parents. . . Sam Chester, Diamond Vending Company, attended the recent Lexington (Ky.) Horse Show.

Joe Westerhaus, Pioneer Vending Company, has just returned from a three-week visit to Miami Beach. . . Tom Jackson, also with Pioneer, has returned from a three-month Southern trip.

Other returnees from the South are Mr. and Mrs. William Harris, Lincoln Music Company, who were in Miami Beach for two weeks, and Mr. and Mrs. Bernard Stillmaker, Stillmaker Distributing Company, who toured Dixie for three weeks and visited friends in Miami Beach.

### MILWAUKEE MENTIONS

A service school for Wurlitzer operators has been scheduled, according to Harry Jacobs Jr., for May 1-3, at the United, Inc., headquarters, 1101 W. Vliet Street. Operators from all over the state are expected to attend the sessions. Instructor will be C. B. Ross, Wurlitzer field service engineer. . . Dennis Smith, son of Clarence Smith, Milwaukee Amusement Company, is the drummer in the "Dee and his Starliners" combo. The group is stirring considerable interest in the area. . . His new 23-foot Carver inboard-outboard, 160 horse power is due to be delivered shortly, according to Clarence Smith. A breaking-in trip for the boat to Sturgeon Bay is being planned.

Bob Puccio and his family are enjoying a motor trip to the West Coast during the Easter holiday. . . Meanwhile, back at the P. & P. Distributing Company headquarters, foreman Carl Betz says that route receipts are on a par with last year. . . Attendance at the series of three service schools for coffee vending machine operators at the S. L. London Music Company has been "terrific," claims Nat Victor. Top-selling game, adds Victor, is Gottlieb's new Flipper Clown free ball unit.

Location loans continue to plague the music operator more than any other problem, claims Frank Bartnik, Banaco Music. His slogan for the balance of the year: "More locations and fewer location loans." A long list of up-State operators made the one-stop rounds this week for new disks. Stop-ins at the 3d Street Radio Doctors, according to Jim Skiba, included, Roger Bookmeier, Bookmeier Sales, Green Bay; Bob Kammerman, Racine; Andy Waterman, Wisconsin Dells, and William Jahnke, Green Bay.

Pool tables are selling "like hot cakes," says Sam Cooper, Paster Distributing Company. Demand for AMI music equipment is heaviest from the up-North operators, preparing for the influx of tourists this summer. Visitors at the Paster stronghold were Allen Nilva and Walter Johnson, from the St. Paul headquarters.

Bill Kaiser is the new route man in the Wisconsin Novelty Company organization. According to Doug Opitz, game takes are holding up; music has dipped slightly, but cigaret vending receipts have taken a sharp drop in recent weeks. Cigaret sales have declined about 25 per cent, notes Opitz.

A Rock-Ola service school is in the planning stages, informs Orville Carnitz, Badger Novelty Company. It will be held some time following Easter. Recent visitor was Les Rieck, Chicago, Rock-Ola sales boss. Benn Ollman

### DETROIT

Erwin B. Moss, secretary-treasurer of Music Operators, Inc., has moved the offices of Moss Music Company from Linwood Avenue to a new location on West Davison Avenue in the north end. His son, Marty Moss, is actively associated with him in operation of one of the old-established Motor City juke box routes.

Harold Christiansen, general manager of Angott Distributing Company, reports the firm is completing construction of a new addition, and is planning the formal opening in a few weeks. One of the first events in the new enlarged quarters will be the holding of a special service school for juke box operators and their staffs from all parts of Michigan.

Ben Stocker, who has operated the Band Box Music Company with headquarters in Oak Park for some years, has sold out his route, consisting of about 125 juke boxes, to the Angott organization, and is now with that firm as a collector.

Benjamin F. Davis, senior partner of Ray Music Company, is enthusiastic about the firm's new move into full line vending—food, cigarets, beverages, and candy, noting that "We feel this is a nice companion for the music business—in fact we have much of the music in the same locations." Hal Reves

## East

### BOSTON BRIEFS

Arnold Blatt of Brookline is enjoying the Florida sunshine with his wife, Judy. Arnold's dad, Barney Blatt, former joint owner of Atlas Distributors of Boston (AMI), who is convalescing at Port Charlotte, Florida, took a turn for the worse and Arnold rushed down. Barney improved, Arnold returned home only to go back to Florida for his annual visit. He's off to the Keys for some fishing. . . Barney's brother, Louis, former partner in Atlas, is enjoying a fishing vacation in Arizona.

Joe Mason of National Music and Radio Company, Somerville, says, believe it or not, but he used up 500 gallons of fuel oil during the tough month of February keeping his house warm to entertain location owners. . . Ruth Mae Mandell, wife of Richard Mandell, International Vending Corporation, is in Beth Israel Hospital, Boston, undergoing treatment for complications suffered in an automobile accident.

A happy note is sounded by Donald Foote, Randolph operator, who remarks that there are many more quarters in his machines these days than dimes. He also recalls that it doesn't seem too long ago that operators were fighting a battle with locations to get them to go for dime play and forget the nickels. . . Joe Maggioni, comptroller at Redd Distributing Company in Brighton, is spending two weeks courtesy of Uncle Sam at Bedford Airport. It isn't so bad, though, since Joe is a major in the Air Force Reserve.

Basball may be great for some people, but Jim Hunter, manager of Wurlitzer's Boston factory outlet, wishes the Red Sox would stay out of town. The Wurlitzer plant is right across the narrow street from Fenway Park and parking is quite a problem. . . Marshall Caras of Trimount Automobile Sales Corporation, a sports car fancier, is an advocate of compactness even in station wagons. He just sold his huge wagon and acquired a compact wagon. . . Dick Mitchell of Dick's Records (one-stop) reports that the sale of 33 stereo records has gone up 50 per cent in the last six months.

## West

### SEATTLE SHORTS

The opening of Seattle's Century 21 World's Fair will help local operators, with new locations opening up and with existing locations remodeling—and doing more business.

Bill Stead, Harmony Music, has lined up an 18-speaker background music installation for the swank new L'il Abner restaurant. . . Ronnie Biberthaler, Hit Parade Music, and his wife, Jackie, are parents of their first child, Teri Lynn. . . Sam Colacurio, Colacurio Amusements, is recuperating at home after two weeks in the hospital. His brother, Pat, is running the route.

Evelyn Erickson, Gray's Harbor Amusements, recently became a grandmother for the fifth time. . . Jack Miller, Coeur d'Alene, Idaho, has sold his route to Phil and Lertie Goad. The operation is now called Phil & Lertie Amusement Company. . . John Cottrell of High Spot Amusement, Ltd., in British Columbia was in town recently to buy equipment and records. He says he can save money by buying equipment in the States, even with export duties. . . Another recent visitor, from Juneau, Alaska, was Harry Lupro, Harry's Amusement Company.

Leo Tyler, Tyler Novelty, Kenai, Alaska, was recently released from a Seattle hospital. . . Ron Pepple, Northwest Sales, recently returned from a Montana and Alaska sales trip. . . Lucy McIntyre, Arctic Music, Anchorage, Alaska, will be in San Francisco next month and plans a visit here.

Dave Litsis, Mondak Music, Glasgow, Mont., was in town recently. . . Harold (Buzz) Heyer, formerly shop man for Northwest Sales, is in Fairbanks, Alaska, managing the Arctic Coin Company. . . Bill Burroughs has left Western Distributors to enter the food brokerage business.

The R. F. Janes Company is back in Seattle as AMI and Rowe distributor. Leonard Galley, will head the service department, and Ralph Perin will cover Oregon sales. Manager is Ralph Cragan, who was transferred from the Los Angeles office. No formal opening date for the new headquarters has been announced.

## South

### TENNESSEE TEMPO

Memphis memos: Drew Canale, Enterprises, Inc.; Johnny Novarese, Poplar Tunes Music Service, and Louis Barsotti, O. J. Barsotti Company, Inc., journeyed to Hot Springs, Ark., recently during the horse racing season at the Oaklawn track for a few days of pleasure. . . Another visitor during the season was George Sammons, president of Sammons-Pennington Company, distributors.

Parker Henderson, Rainbow Amusement Company, will attend the big MOA convention at the Morrison Hotel in Chicago May 7, 8, 9. None of the other Memphis operators have made plans yet to attend. . . Memphis Music Association moved the place of its meeting this month from Bill & Jim's Restaurant, 1835 Madison, to Grisanti's Restaurant, 1397 Central. Reason was Bill & Jim's were too crowded, had too much business, reports Alan Dixon, S & M Sales Company.

Robert Roll, Roll Vending Company, who has a coin machine pool table at a unique location, Riverside Golf Course clubhouse, recently took some new pool cues out to the game, which brings in good collections for him from golfers waiting to tee off or curtailed from golf by rainy weather. . . Jimmie Wilke, bulk vending distributor and operator, was the only Memphian to attend to NVA convention recently at Miami.

Next meeting of Memphis Music Association is at 7 p.m. May 15 at Grisanti's Restaurant, 1397 Central, reports Klyce Perry of S & M Sales Company, secretary. It's a dinner meeting. . . Mrs. Celia G. Camp Hodge, president of Southern Amusement Distributing Company, is enjoying her tour of Europe with two relatives; she postcarded several friends and business associates. Mrs. Hodge also made some business contacts in several countries. Elton Whisenhunt

## Abe Susman Returns To Music Business, Distributing Rock-Ola

DALLAS—Abe Susman, owner of State Music Distributors here, has recently returned to the music business, following a layoff of several years.

Susman is distributor in the North Texas area for Rock-Ola's 'Princess' model.

Susman, whose State Music Distributors, Inc. is well-known in the coin-operated amusement machine industry in the Dallas trading area, said his return to the phonograph field has also been an asset to his other lines because it has created extra traffic at his place of business.

## EUROPEAN NEWS BRIEFS

• Continued from page 47

the money it brings in. "There are two things that most amaze American visitors at Woburn Abbey," he remarked. "One is the juke boxes and the other is my genuine American buffaloes (which roam the Duke's 3,000-acre park)."

### German Oxygen Machine

HAMBURG — Coin-operated oxygen-dispensing machines are being installed on West German autobahnen as a traffic safety measure. The oxygen machines are located mainly in autobahnen restaurants, which encourage drivers to inhale before driving off. A particular effort is being made to get truck drivers in the habit of "oxygenizing." The machines are being hailed by traffic safety and medical organizations as a valuable antidote to driver fatigue, excessive alcoholic beverage imbibing, and over-eating, which many Germans claim is this nation's real curse. Truck drivers as a class rarely get adequate rest. Authorities are divided, however, whether oxygen will help or aggravate the problem.

### 'Split-Level' Competition

ANTWERP—A new type of "split-level" competition is developing in Western Europe among three U. S. phonograph firms—Seeburg, Rock-Ola, and AMI. All three concerns are pressing vending machine sales almost co-equally with juke box sales. By and large, each firm uses the same aggressive sales organization for both phonographs and vending machines. Seeburg is giving vending machine sales promotion a high priority in its general European sales effort. Rock-Ola has developed a formidable European vending machine operation under the direction of Al Adickes' Rock-Ola organization at Hamburg. Seeburg and Rock-Ola continue to be paced, however, by Automatic Canteen Company of America, which has established a large integrated vending-music operation in Frankfurt.

### Sea-Going Juke Boxes

ROTTERDAM—Dutch shipyards are experimenting with the inclusion of a phonograph as standard equipment for luxury cruisers and small yachts. Yards in Rotterdam and Amsterdam have fitted 21 motor cruisers and small yachts with 40-selection phonographs in the last six months. The Dutch Osca is the most popular box for maritime installation because of its compact cabinet and simple, reliable mechanism. A stabilizer has been devised which, operating on the gyroscope principle, eliminates pitch-and-roll. Yacht owners find a phonograph more practical than a record player. Some owners leave the coin mechanism intact to finance the cost of new records.

## LOCAL GLOBE FESTIVAL HONORS ROSEN'S TRIP



DAVID ROSEN, center, receives a plaque from Morris Shuchman, right, secretary of the Globe Consumer Discount Corporation, while William Ravitz, attorney, examines it.

PHILADELPHIA — David Rosen, local phonograph and game distributor, was honored Sunday (15) by the Globe Consumer Discount Corporation in recognition for his outstanding services to GCDC during the last 25 years, 18 of which were spent as a board member.

The presentation was made at a bon voyage party at the CR club here. Rosen and his wife, Vera, leave May 12 for Dublin, to attend a meeting of the Variety International Club of America. Rosen represents the Philadelphia chapter.

At the presentation ceremonies, Morris Shuchman, Globe secretary, said that when Rosen first took an active interest in the finance firm, its assets were \$40,000, while today they top \$4,000,000.

Rosen himself borrowed \$5,000 from Globe 25 years ago to buy out his partner and build one of the largest coin machine distributorships in the nation.

Accompanying the Rosens to Dublin will be Ray Erfle, vice-president of the Broad Street Trust Company, and Mrs. Erfle. The Broad Street Trust has been handling coin machine paper for many years, and Erfle is in charge of coin machine financing.

From Dublin, the Rosens will go to Israel, while the Erfles will visit England and France.

## Arkansas Court Rules for Ops

• Continued from page 45

A sage paragraph from his opinion states:

"It would have been very simple for the Act the Legislature compiled to have named the Automatic Music Machine as such, had they intended to include them."

The chancellor noted that in section 84-2604 of the Arkansas statutes, such a tax is imposed:

"There is hereby imposed a privilege tax for the operation of coin-operated machines and vending machines, including automatic music vending phonographs..."

He added: "If one must be pleasurably and agreeably occupied to be entertained and amused, how will we allow for music which is sad and depressing?"

The chancellor concluded with: "The court finds that no gross receipts tax is levied upon the proceeds from automatic music machines as the Act now stands."

The State of Arkansas appealed and the Supreme Court in its ruling which was a split 4 to 3 decision, upheld almost word for word Chancellor Bradley's ruling.

The action means that the State cannot collect the 3 per cent sales tax from Arkansas phonograph operators, estimated by various sources at from \$100,000 to \$250,000 a year.

Attorney Barrett, in his appeal brief to the Supreme Court, pointed out that operators are already heavily taxed and to impose the sales tax on collections on which several taxes are already paid, including income tax, would be discriminatory and unconstitutional.

Barrett named in his brief these taxes already paid:

"Certainly, any such inequality of taxation is condemned by all au-

thorities. Remember, please, that appellee (Tolliver) must pay for the privilege of operating his machines the following special taxes:

"1. License fee of \$250 merely to own and operate.

"2. Millage tax on each machine as personal property.

"3. Stamp tax of \$5 on each machine and \$2.50 for each wall box.

"4. Income tax on net proceeds of operating machines."

In a statement to Billboard Music Week, attorney Barrett said he thought at the next session of the Arkansas Legislature (which convenes in January 1962) the Commissioner of Revenue would attempt to get legislation passed imposing the 3 per cent sales tax on coin machine collections.

However, this need not be so if Arkansas operators get together and get the facts before their senators and representatives about the high and exorbitant taxes they already have to pay as a privilege for doing business.

Barrett said operators over the State took no interest nor part in the expense of Tolliver's defense because they didn't think he had a chance of winning.

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CLIMBING MONKEYS IN LITE BOX! Monkey Feature Carryover! Match Feature! Exciting Playing Field Action! Here's "monkey business" that means climbing profits for you!

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## Seeburg Leases Expansion Space

CHICAGO—The Seeburg Corporation has leased a 160,000 square foot building, of which 12,000 square feet are devoted to office space, at 2040-2060 N. Kolmar Street here. This additional space will be used to house the company's cold drink machine production lines and the Government and Industrial Division.

With this addition, the company's plant facilities have been increased by more than one third. The building, a modern reinforced concrete structure, is completely sprinklered. The company's full-scale expansion into the vending field had strained existing facilities.

## FOR SALE

### CIGARETTE MACHINES

NATIONAL, 11-Col. ....\$175.00  
NATIONAL, 9-Col. .... 95.00  
LEHIGH, 10-Col. .... 95.00  
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KEENEY, 9-Col. .... 75.00  
CIGAROMATS ..... 100.00  
EASTERN, 22-Col. .... 150.00  
EASTERN, 12-Col. .... 95.00

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BALLY TOURNAMENT B/A  
BALLY CLUB DELUXE S/A  
CC TRIPLE GOLD PIN S/A  
CC KING B/A  
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BALLY CHAMPION B/A  
BALLY OFFICIAL JUMBO S/A  
CC PRO S/A CC RED PIN S/A

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AMI E80 ..... 65.00  
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right at the phonograph!

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DELUXE and SPECIAL  
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POOL TABLES  
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 (NO 9-7147) (DICKens 3-0311)  
 CHARLOTTE, NORTH CAROLINA (FRanklin 7-1310)

**Jess Carr Buys**  
 • Continued from page 48

identification, etc., in heavy, wear-proof plastic. The service proved highly successful, leading to more than a hundred locations, and in the process, Carr became acquainted with Malone. The result was the transfer of the entire Kap's Vending Company assets to Carr, including machines, shops, parts, and rolling stock.

**Capsule, Charms**  
 A few months prior to the purchase, Carr had already gone into capsules and charms, with 200 machines on test locations. This adds up to more than a thousand machines of the New Easy Vending Company, as Carr calls his firm. With one full-time employee on the panel deliver service unit, Carr is servicing every location at least once a week, some of them more.

**E. G. Names**  
 • Continued from page 48

tor will be named in a week or two.

The warehouse system replaces the firm's distributor sales pattern. Under the new system, the distributors all sell goods for the same price per thousand, with the rate remaining constant no matter what the size or the order.

Guggenheim said that the system is working out well, and that the firm is behind deliveries in Superman Rings and Junior Horribles, and is just keeping up with orders on Twist Rings.

**Jean Coutu's Father Dies**  
 MONTREAL—Funeral services for the father of Jean Coutu, Laniel Amusement Company, were held last week at the George Godin Funeral Home, East Montreal.

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- Scoring "Super" Home Run adds 1 extra inning.
- "Grand Slam" Home Run lites next letter of name to spell W-O-R-L-D S-E-R-I-E-S for powerful carry-over from game to game.
- Beat previous high score, Super Home Run, High Score, Spell Name score replays.
- Number Match—Adjustable for Skill or Mystery.
- Mystery Pitcher throws fast, curve, or slow balls.

★ Players actually run the bases with Williams patented base running unit.

Beautiful new stainless steel trim for eye appeal and lifetime wear.

Also Available: Williams EXTRA INNING Baseball Game

**Williams ELECTRONIC MANUFACTURING CORP.**  
 4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

When you buy a baseball game—buy Williams



new IMPROVED PITCHING UNIT  
 new IMPROVED BATTING UNIT



new classic design...incomparable features

# ROCK-OLA PRESENTS the *Empress*

**NEW DELUXE ALL-PURPOSE  
STEREOPHONIC-MONAUURAL PHONOGRAPH  
FOR EVERY LOCATION REQUIREMENT**

MODEL 1496...120 SELECTIONS  
MODEL 1497...200 SELECTIONS



**distinctive...  
graceful...  
elegant...**

In sound and styling, the 1962 Rock-Ola Empress is truly futuristic. Its elegant, brilliant color, enhanced by gleaming metal appointments, combine to create a phonograph that deserves the place of honor in any location. This styling, as well as the bigger-than-life tone quality, immediately captures the attention of patrons. The "drawing power" of the new 1962 Rock-Ola Empress is irresistible—making it one of the most frequently played, and most profitable phonographs available today.

- \* LOCATION NAME PERSONALIZATION FEATURE.
- \* TRI-FONIC FLEXIBILITY.
- \* 33 $\frac{1}{3}$ —45 RPM MECH-O-MATIC INTERMIX PLAY MECHANISM.
- \* POSITIVE 2 BUTTON SELECTION SYSTEM.
- \* FEATHER TOUCH TONE ARM PLUG-IN CARTRIDGE WITH SNAP-IN DIAMOND STYLUS.

look to **ROCK-OLA** for advanced products for profit

Rock-Ola Manufacturing Corporation • 800 N. Kedzie Ave., Chicago, Ill.

## 6 WAYS TO PLAY!

- SUPER STRIKE
- REGULATION
- "300" CHAMP
- ALL STRIKE
- FLASH-O-MATIC
- RED DOT

CHICAGO COIN'S

NEWEST 6  
PLAYER BOWLER

# GOLD CROWN

and introducing another Chicago Coin "First"  
**SUPER QUIET** **SOFT RUBBER**  
**PLAY FIELD!** **SHIN GUARD!**

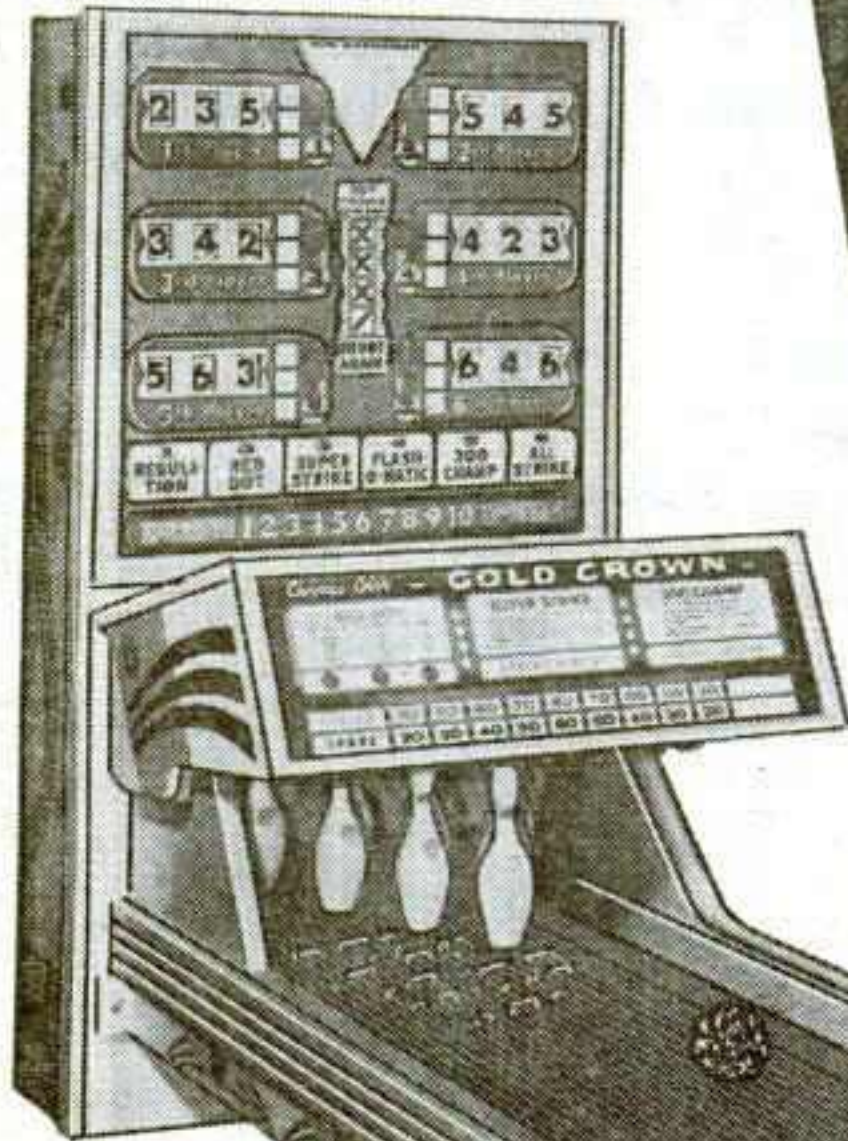
**SUPER STRIKE**  
**SCORING**

with "strike or bust"  
 feature

**RED DOT**  
**SCORING**

scores "double and triple"  
 when red dots are lit

PLUS



**NEW!**

**SUPER QUIET PLAY FIELD!**  
 New rubber mounted and  
 cork laminated. Assures  
 super-quiet play.

10¢ PER  
 PLAYER!  
 3 SIZES:

13' ... 16' ... 21'

**NEW!**

**LEFT SIDE LOCATION**  
**OF CASH BOX!**  
 For easier play.  
 No bending for ball.

**NEW!**

**BUILT-IN ASH TRAY!**  
 Large, easy  
 to empty —  
 stainproof.

**NEW!**

**SOFT RUBBER SHIN GUARD!**  
 No more bruised  
 shins. Bumper gives  
 to pressure.

**THERE'S A MONEY MAKING CHICAGO COIN  
 GAME FOR EVERY TYPE and SIZE LOCATION . . .**



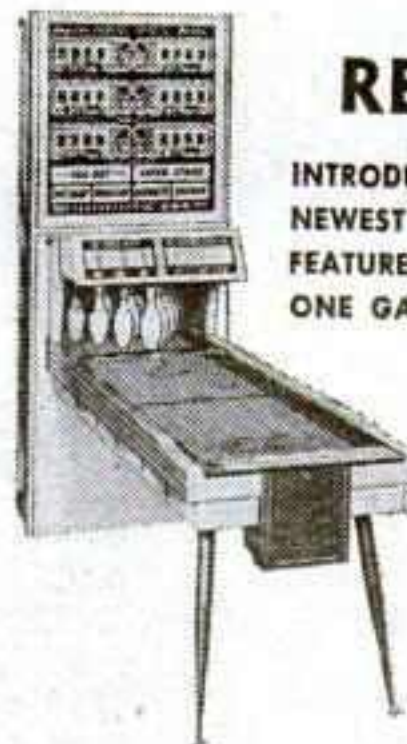
### VARIETY ROLL DOWN BOWLER

(Not a Puck-Type  
 Game.) Featuring  
 an inclined play-  
 field. Ball is pushed  
 like a puck. 8 big  
 ways to play! Auto-  
 matic Ball Return.  
 10c per player—  
 6 can play!



### Entirely New, Long Range RIFLE GALLERY

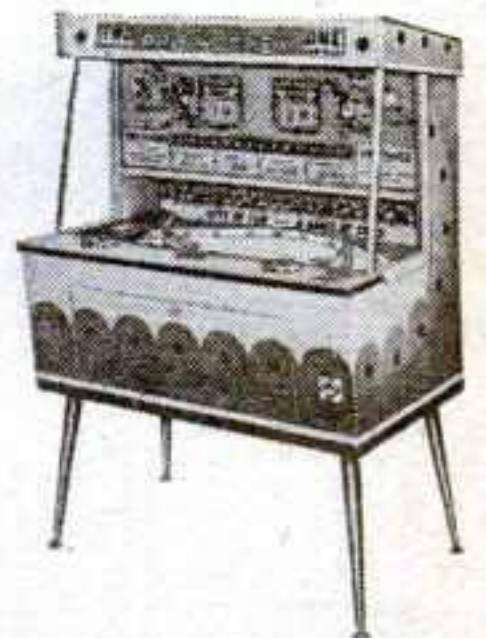
IMAGINE! THIS RIFLE  
 GALLERY LOOKS LIKE  
 IT'S 15 FEET LONG!  
 The players marvel at  
 the illusion — and peo-  
 ple flock around to  
 play it.



### RED DOT

INTRODUCING TWO OF THE  
 NEWEST AND HOTTEST PLAY  
 FEATURES EVER CREATED IN  
 ONE GAME!

**SUPER STRIKE**  
**SCORING**  
**RED DOT SCORING**  
**6 GAMES IN 1,**  
**6 CAN PLAY.**



15 Balls Per Game!  
**PRO HOCKEY**  
 10c per game for 1 or 2 players.

See Your Chicago Coin Distributor

Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

# The Last Hope

• Continued from page 45

there are any dissatisfactions with the actions or policies of the MOA leadership, the place to air them is at the national convention.

MOA is an operator organization, and it is just as good or just as bad as the operators want it.

If anyone is ashamed of this business, he shouldn't be in it. If he isn't ashamed of this business, he should become an active member of the only national trade group the industry has—and he should make his voice heard.

## ATLAS... Reconditioned—Guaranteed MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor ..... \$595	A.M.I. J-200E (50c) .... \$445
ROWE 20-700 (20-Col.) Cig. .... 275	A.M.I. F-120 ..... 225
ROWE COMMANDER, 11-Col. .... 95	A.M.I. I-120 (50c) ..... 425
ROWE AMBASSADOR, 14-Col. Cig. .... 175	A.M.I. K-100 (50c) ..... 495
(Man.) ..... 175	ROCK-OLA 1454 ..... 295
ROWE CANDY, 8-Col. .... 135	ROCK-OLA 1458 ..... 395
NATIONAL 9M Cig. .... 95	SEEBURG AQ160-SH (50c) ..... 845
DUGRENIER K-14 (Man.) ..... 175	SEEBURG 222-SH (50c) ..... 725
DUGRENIER K-12 ..... 155	SEEBURG 201-SH (50c) ..... 625
SEEBURG 800-E2 Cig. .... 215	SEEBURG 200-LU (Backgrnd.) ..... 375
SEEBURG 800-E1 Cig. .... 175	SEEBURG 100-R ..... 375
BALLY CHAMPION HORSE (Metal Base) ..... 445	SEEBURG KD-200 ..... 325
	WURLITZER 1900 ..... 295
	WURLITZER 2000 (50c) ..... 245
	WURLITZER 2300-S (50c) ..... 495

**AC DOLLAR BILL CHANGER**  
Location proved! Increases revenue wherever coin-operated equipment is used. Eliminates need for attendant! Immediate delivery. **\$995**



A Quarter Century of Service

## ATLAS MUSIC COMPANY

DIV. OF AC AUTOMATIC SERVICES, INC.

CHICAGO 47, ILL.  
2122 N. Western Ave.  
ARmitage 6-5005

DES MOINES, IOWA  
1120 Walnut St.  
Ph. 283-2393

## Key Exhibitors

• Continued from page 45

Plaza. Of last year's exhibitors only RCA Victor has not joined the convention yet.

Action aimed at the record industry will include a panel between record and juke box industry officials to be under the joint chairmanship of BMW's music editor, Paul Ackerman, and coin machine editor, Aaron Sternfield; plus MOA's awarding of MOE awards to the outstanding juke box recording company, juke box artist and juke box record of the year.

Other business will include a welcoming address by MOA's George A. Miller; a discussion on Internal Revenue Service (IRS) rules and regulations by Samuel J. Michaelson, chief of the IRS audit division, and an address by Con. George P. Miller, chairman of the House Committee of Science & Aeronautics. Miller's address will cover the U. S. space exploration program. Also on tap is the almost traditional copyright discussion based on preserving the juke box exemption from copyright fees.

## Silverthorn Study

• Continued from page 48

cation owners who have for the most part been dealing with him for anywhere from seven to 10 years.

The torrential cloudbursts which hit the Los Angeles area shortly after the disastrous fires of the mid-winter, posed a serious problem, however, when splashed water and high humidity did major damage to at least half of his shops.

Silverthorn devised a bake oven to dry out on location, after removing the fill, and was able to get most of them back into operation after two or three days of water damage.

APRIL 28, 1962

BILLBOARD MUSIC WEEK 57

## WANTED

Juke Box Mechanic. No drifters, steady work, good pay, regular hours.

Write: The Billboard  
BOX 156  
188 W. Randolph Chicago 1, ILL.

## UPRIGHTS FOR SALE

Red Arrow, Wild Cat, Super Wild Cat, Twin Wild Cat, Flash Back, Trall Blazer, Crisis Cross, Diamond, Sportsman, El Rancho, Old Plantation.

FRANK GUERRINI  
1211 W. 4th St. Lewistown, Pa.  
Call Collect: 248-9611

## ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD



METAL TYPERS  
• Packed in rolls of 100 • Available with special imprint  
Call our PARTS & SERVICE Dept. for all your Typer needs

STANDARD HARVARD  
METAL TYPER, inc.  
1318 N. WESTERN AVE.  
CHICAGO 22, ILL. • EV 4-3120

## NOW DELIVERING

A.M.I. Continental 2 Phonos.  
Gottlieb 5 Balls  
Chicago Coin Gold Crown Bowler  
Chicago Coin Variety Roll Down  
Chicago Coin Long Range Rifle Gallery  
Chicago Coin Red Dot Bowler  
Fischer 6-Pocket Pool Table  
National Shuffleboards  
All-Tech Kiddies Rides

## LARGE SELECTION OF USED MACHINES

5 Balls, Bowlers, Shuffles and  
Arcade Equipment.

Write, Wire  
or Phone.

## MILLER-NEWMARK Distributing Co.

42 Fairbanks Street, N.W.  
Grand Rapids, Michigan  
GL 6-6807

5743 Grand River Avenue  
Detroit 8, Michigan  
TY 8-2230

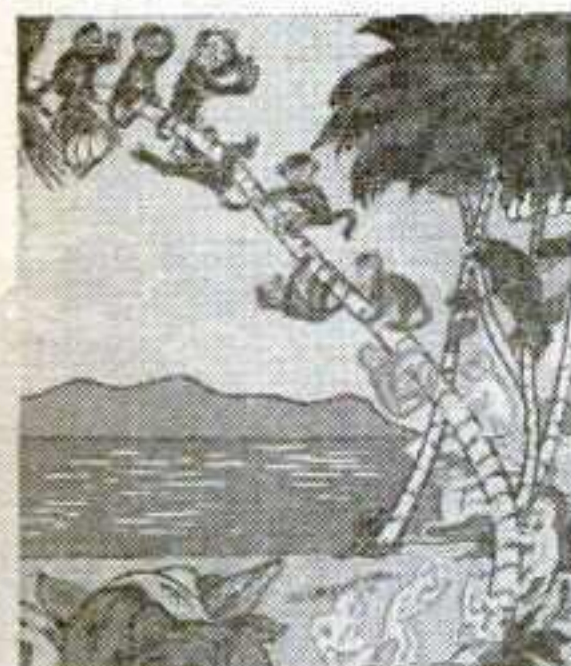
see this one  
and you really!  
see something.

# Peek-A-Rama

SEE IT AT THE M.O.A. CONVENTION



UP GO  
PROFITS



Like the monkeys climbing the tree—UP go profits when you put TROPIC-ISLE in your locations. It's cute! It appeals to every player! Test reports prove they don't stop 'til they get a monkey in the tree-top. See your distributor today.

## GOTTLIEB'S

# TROPIC-ISLE

Monkeys climb UP the tree! UP go profits!

- A-B-C-D targets advance three monkeys to tree-top in Light-Box for specials
- Monkey feature carries over from game to game
- 1 thru 5 top rollovers light side rollovers for specials and out-hole for 200 points
- Purple and green rollover buttons light pop bumpers for high score
- Circular rollunders score 50 points when lit
- Match feature • Sparkling cabinet design



New "Hard-Cote" Finish  
Extends Playboard Life to  
an All-Time High!

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



**LOOK!  
28 HOLES!**



**NEW TYPE  
IN-LINE GAME  
WITH  
3 EXTRA HOLES  
HITS NEW HIGH  
IN EARNING POWER**



**"AUTO-MISSION"  
COIN-DIVIDER**

**POPULAR 6-CARDS PLAY**  
earns up to 6 coins per game

**POSITIVE PROGRESSIVE SELECTION**  
gives extra card for each extra coin

**28 HOLES ON PLAYFIELD**  
adds new dimension in skill-appeal

**PROFIT-PROVED SUPER-LINES**  
insure continuous repeat play

Months of location-testing prove new style playfield—  
with 28 holes—gets biggest play ever in 6-cards class.  
SHOOT-A-LINE consistently out-plays and out-earns  
all other 6-cards light-a-line games. See for yourself  
what 3 extra holes will do. See SHOOT-A-LINE at  
your Bally distributor today.

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago

**Bally** **\$ SHOOT-A-LINE**

# Makes More Money

because

No feature on any phonograph has ever stirred more operator enthusiasm or stimulated extra earnings like the Wurlitzer Ten Top Tunes musical bargain. 50% to 100% increases in location receipts are common facts and Wurlitzer has the testimonials to prove it. If you are looking for a way to revitalize your route, see your Wurlitzer Distributor now.

## WURLITZER TEN TOP TUNES

at the press of a single button

## Promotes Hefty Half-Dollar Play

*Wurlitzer*  
2600

**in addition offers**

33-45 RPM intermix. Eye-arresting dome panel. Dual channel amplifier with treble and bass controls for each channel. Optional motor-driven remote volume control.

Easy front and rear door access.

Flexible four-coin mechanism.

**THE WURLITZER COMPANY  
NORTH TONAWANDA, N. Y.**

Backed by 106 years of musical experience



# BOOMING...

ON THE CHARTS—7 BIG BLASTS BY RCA VICTOR



"CATERINA"—PERRY COMO #8004 ■ "LOVE ME WARM AND TENDER"—PAUL ANKA #7977

"PATRICIA-TWIST"—PEREZ PRADO #8006 ■ "KING OF CLOWNS"—NEIL SEDAKA #8007

"LOVESICK BLUES"—FLOYD CRAMER #8013 ■ "DEEP IN THE HEART OF TEXAS"—DUANE EDDY #7999

"THOU SHALT NOT STEAL"—JOHN D. LOUDERMILK #7993

**RCA VICTOR**   
The most trusted name in sound