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This Week AT THE CENTER FOLD: The First 1961 Spotlight on RECORD PROGRAMMING featuring TODAY'S TOP RECORD TALE

BILLBOARD MUSIC WEEK

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

EDITORIAL

Potential Unrealized

This week's issue of Billboard Music Week notes that sales of hit singles have risen. There are grounds for cautious optimism.

It is necessary to state, however, that no sustained attempt to infuse new life into the singles market has been made.

The initial purpose of the compact 33 has not been realized. This failure derives in part from the lack of promotion centering around a cheap 33-only player. There seems to be no inclination to allocate large promotional funds—as was the case in the early days of 45 r.p.m.

Too, the price gap between singles and albums seems to become increasingly narrow—particularly inasmuch as LP deals become more numerous. There is an old saw in the disk business that if a record has it, the buyers, especially the youngsters, will pay any price to get it.

But isn't this merely wishful thinking and an oversimplification?

If the industry is to realize the full potential of the singles business, it should: (1) Re-examine the possibility of a price cut so as to broaden the market; (2) Major companies should re-examine their promotional allocations, with a view toward programs entailing cheap equipment; (3) Labels should consider the possibility of deals on singles similar to those on LP's, for instance—for every 45 single purchased at the regular price, the buyer gets one 33 single at one-half price.

These approaches are all important if we are to maintain the single as a medium of talent development, as an excitement factor, and as a high-profit segment of the music business.

Hit Singles Show Sudden Sales Power; Indicates Field Still Open for Hot Disks

Spurt Occurs After Long Lag in $$ Volume; Going Still Rough for Labels Lacking Hits

NEW YORK — Hit singles, after lagging in total sales for many months, have suddenly started to sell the way hit singles used to six and eight months ago.

This is the conclusion of a number of manufacturers who have been lucky enough, or creative enough, to come up with hot platters. This doesn't mean that all singles are selling well, but it does indicate that the singles field is still a solid one for a manufacturer with a smash hit. Without one, however, many manufacturers are still finding the singles field rough.

The hottest record of the moment happens to be a wild thing by the Marcels on Colpix, "Blue Moon." It is the hottest record ever on the label, and certainly one of the strongest records in the country in sales. It sold over 500,000 records as of the end of last week, after four weeks on the market. This is an exceptional rate of sale at any time, and an extraordinary rate of sale as against three months ago. At that time, records were making the top 20 of Billboard Music Week's "Hot 100" chart with much smaller sales. Yet the "Blue Moon" disking by the Marcels only made the No. 21 slot this week.

Presley's Latest

"Blue Moon" is only one example of what hitsville means today. There are many others. The new Floyd Cramer record on Victor is selling at a faster rate than anything else on the label, with the exception of the always-phenomenal Elvis Presley. Presley's new record is "Surrender," another million-seller, a figure he has hit on every single record issued by RCA since 1955. Chubby Checker's "Pony Time" has gone over a million, and the sales were stronger at the end than at the beginning. "Wheels" by the String-A-Longs, "One Mint Julep" by Ray Charles, "Runaway" by Del Shannon, "Take Good Care Of Her" by Adam Wade, and "Fell In Love On Monday" by Fats Domino have also proved to be exceptional sellers.

It is still true that the label without a single hit is not having great times these days with singles. There is a very large gap between a strong-seller and a good-seller. In fact, according to many record men, either you have a hit or nothing at all. Less and less records make it, and more and more records keep being released. But when a manufacturer has a hot one — the singles business is just as exciting as ever.

Maitland Sees Cap Album Discount Program Smash

Sales Drive 'Most Successful' in Label's History; Prexy Points to Wide Results

HOLLYWOOD — Capitol's March discount program is paying off as "the most successful in the history of the company," according to Mike Maitland, president of Capitol Records Distributing Corporation. The drive, launched March 1, offers dealers one free LP for every three Capitol or Angel albums purchased, thus providing a 25 percent price cut, comparable to the concurrent Mercury and RCA Victor discount drives.

According to Maitland, the program is more than achieving its aim of "bringing the customers back into the nation's record stores." He told Billboard Music Week that floor traffic in many stores around the country had come to a standstill. "The way to get things moving again, we felt, was to come up with a program which dealers could pass along to their customers—one that would bring record buyers back into the stores. Every report that we've had so far indicates that

(Continued on page 97)

ASKS QUOTA ON POP TUNE PLAY

LONDON — A quota system, limited to 10 per cent for pop disks, governing the broadcasting of foreign music on record, has been asked for by the British Songwriters' Guild.

The appeal was made to the committee now sitting to advise the government on future broadcasting policy. The Guild also demanded that no disk jockey be allowed to continue broadcasting indefinitely with a limit being set on the number of times any one person could broadcast in any year.

German Juke Box Ops Happy With Presley Hit

MUNICH, Germany — Juke boxes in Bavaria and West Berlin are reaping a golden harvest playing the Elvis Presley hit from his film "G. I. Blues."

The hit has been banned by the semi-State-controlled radio networks in Bavaria and West Berlin. Juke box operators hastened to fill the vacuum, and some operators in the "verboten" areas already have worn out three or more disks of the tune.

Presley's hit is based on a haunting, softly sung German folk song several hundred years old. Titled in German, "Muss Ich Denn," the song was originally a student drinking song at the University of Heidelberg.

Its English refrain — "Must I leave, must I leave the little town" — refers to the reluctance of university students to leave town at the end of the semester.

The Presley version, a sentimental, softly sung rendition, is

(Continued on page 126)

MGM Brass in Rome for Talks With Affiliates

ROME—A meeting of the brass of MGM, Inc., was due here as Arnold Maxin, head of the American diskery, arrived late in the week from New York. Already here to confer with Maxin were MGM Pictures President Joe Vogel and Robert O'Brien, vice-president and treasurer.

A meeting on the record com-

(Continued on page 97)

Carlton Records Notes Sales Boost Of 10-15% in '60

NEW YORK—Carlton Records last week issued a financial statement to stockholders indicating the firm's profit picture during 1960. As of December 31, 1960, gross sales were approximately $900,000, with net earnings after taxes totaling about $100,00

Joe Carlton, presiden figures represented a cent increase in volu previous year, and increase in profit. quarter of 1961, C enter a dividend indicated.

Carlton P

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Kings County, N. Y., Grand Jury Indicts Six Charged in Disk Counterfeit Racket

BROOKLYN, N. Y.—A special Kings County Rackets Grand Jury has returned indictments against six men on charges of operating a counterfeit record ring. The indictments were returned before Judge Hyman Barshay in Kings County Court Wednesday (15). Grand larceny charges against seven others suspected of being members of the ring were dismissed in Felony Court.

The following men pleaded not guilty to the indictments: Sidney R. Mittleman, 45, Cester, N. Y.; Charles T. Polhemus, 61, Utica, N. Y.; Franklin Lerner, 26, Brooklyn; Nicholas Del Negro, 49, Brooklyn; Lawrence Martire, 29, Brooklyn, and Gaetano Vastola, 32, Brooklyn. All six were continued in $2,500 bail to await trial, no date for which was set. Mittleman is already under indictment in Essex County, New Jersey, on similar charges.

Specifically, the men are charged with conspiracy and violation of the trade mark laws, all misdemeanors. If convicted, they could receive up to three years in prison.

Cap., Col. Labels

According to assistant Kings County district attorney, William Sonenshine, the ring counterfeited labels, jackets and envelopes of a Capitol Records album titled "Nice and Easy," by Frank Sinatra, and a Columbia album, "Johnny's Move," by Johnny Mathis. He said that 10,000 jackets of the latter had already been recovered. The ring, according to Sonenshine, used a pressing plant in the up-State city of Utica for manufacture of the bogus disks.

Three persons associated with the Utica plant are being prosecuted there. One of these, Stanley Markowski, 41, has already pleaded guilty to charges of violating trade mark laws and is awaiting sentencing. Two others are awaiting trial.

The ring was uncovered during an investigation of a Brooklyn gangland-style slaying last summer of a teen-age hoodlum. During questioning of suspects, police learned of the plan to make the bootleg records for sale at prices far below regular prices during the Christmas holiday season. Special officers were assigned and the authorities clamped down last December 8, seizing 13 members of the gang. One was apprehended at Newark airport as he stepped off a flight from Utica, carrying samples of the counterfeit Mathis disks under his arm.

Disk Makers Hopping To New Dance Craze

NEW YORK—A new Latin dance craze, called either the charanga or pachanga or both, is sweeping New York ballrooms, and a number of record companies this week are attempting to cash in on the trend. Three records of the tune "La Pachanga" are being issued this week, by Audrey Arno on Decca, Hugo and Luigi on RCA Victor, and Genie Pace on Capitol. Another tune called "The Charanga," is out this week on Carlton Records, with Merv Griffin. And it is reported more are coming.

The dance originally stems from Cuba, where charango combos (flute, violin and percussion) play a dance rhythm called pachanga, which is said to be a mixture of meringue and samba.

This rhythm did not catch on with the Latins in New York because it was a bit too stylized and too slow. About three months ago, a new version of the pachanga was created at the Carnival Club in uptown New York. Then it broke loose.

Although some people call it the pachanga, and some call it the charanga (since it was originally played by the charanga combo), there is no question that it has spread to all of the Latin ballrooms in New York, from the Carnival to Broadway's Palladium. As one vet song man put it the other day, "I haven't seen huge crowds dancing this way since the old swing band days." And to prove it's a success, it's reported to have already spread to Grossingers.

Flute Cue

The pachanga-charanga, according to the hippies, starts out like a mambo or cha-cha, and then about half way through flute starts to improvise as solo lead and it's everyone for himself. You can shag to it, lindy to it, or just make up your own steps. "When the crowd yells out 'a caballero,' (which idiomatically means 'get on the horse') you take off," said an ecstatic dance fan.

In addition to the four records this week, there has already been an album called "Charanga" on a United Artists LP. And about two years ago, Decca issued a record called "The Puchunga" with Elena Madera. There is also a pachanga record out titled "La Boa." The Latin dance craze has sparked a new excitement

(Continued on page 106)

Capitol's A.&R. Forces Divided Into 2 Groups

HOLLYWOOD—Capitol's Creative Services vice-president, Alan Livingston, last week realigned his artist and repertoire forces into two separate production corps, one specializing in albums and the other concentrating its talents on singles. Livingston said the move is a natural development as Capitol's "fundamental policy is to handle the two product lines as two separate businesses," due to the different requirements of each field.

Dave Cavanaugh was named executive producer, heading pop album production, with the LP staff including Dave Dexter, Tom Morgan, Bill Miller, Paul Wyatt, Curley Walter, Kent Larsen, Dick Jones and Andy Wiswell. Francis Scott continues as administrative head of all album operations. Voyle Gilmore, singles a.&r. director since last October, will continue in this capacity, with the singles a.&r. staff including producers Lee Gillette, Ken Nelson and Dick Venet. Gilmore continues to report to Eastern operations vice-president, Joe Csida, who took over the executive reins of Capitol's singles program last August. Csida is responsible to Livingston for this facet of his activities.

While the producers in each group will concentrate their talents chiefly to their assigned field, there will be a certain amount of crossing over between singles and LP production by the various a.&r. men. A number of the producers have established long-time successful relationships with certain artists in both fields and these will be retained by allowing them to handle the artists in both album an singles production despite the new a.&r. group formations.

Dot Beefing Up Sales, Promos

HOLLYWOOD — Dot Records is beefing up and reorganizing its field corps in the sales and promotion realms as part of an over-all expansion move. Marketing director George Urey and Webber Parrish, vice-president in charge of the label's wholly owned branches, are supervising the stepped-up activities in these facets of the Dot operation.

Label's new regional sales reps include Donald Zimmer (covering New York and Newark), Donald Colberg (Philadelhia), Jay Jacobs (Boston), Dick Rakovan (Detroit) and Hugh Owen (Chicago and Minneapolis).

George Sherlock, former Capitol Records national singles promotion head, will handle Los Angeles promotion, with Donn Sanders dou-

(Continued on page 97)

'One-Eyed Jacks' Track on Liberty

HOLLYWOOD — Liberty Records has acquired the original sound-track album rights to Paramount's Marlon Brando starrer, "One-Eyed Jacks," marking one of the rare times the label has gone after a movie track.

Deal also is unusual in that it marks one of the few times that a big Paramount picture score will be going to a label other than the film company's disk subsidiary, Dot Records.

PYE PRESENTS GOLD LP TO DAVE MILLER OF U. S.

NEW YORK—One of the most interesting recent success stories in the British record business was capped here last week at a trade luncheon when Louis Benjamin, an executive of Pye Records, presented a gold album to American disk mahoff, Dave Miller. Virtually all of Pye's low-price Golden Guinea album line, first kicked off 20 months ago, is taken from Miller's Somerset—Stereo Fidelity low-price American catalogue. Presentation of the gold album was in token of sales of one million of the albums in Britain.

Benjamin, assistant general manager of Pye Records, recalled the successful promotion of Golden Guinea and of the Pye firm since its management reorganization two years ago. "The main problem in Britain for a new company is getting distribution," he explained. "Eventually, we decided to set up our own warehousing depots. The first was in a small hotel room in Manchester. Now we have our own depot facilities not only in Manchester, but in Leeds, Newcastle, Birmingham and London. And in those depots we don't have to fight every other company in the business. We also have our own pressing plant in Surrey. This, too, is a vital necessity.

"We have a highly trained sales staff working out of auto vans. All accounts are served right out of the vans. we were able to get Lonnie Donegan's "My Old Man's a Dustman," in the top spot on all our charts five days after it was released. The only other artist we can recall who did that was Elvis Presley. Our success was due, we think, to our own depot and van operation."

Unusual Promo

In the case of the Golden Guinea line, a campaign for advertising and promotion quite new for Britain was mapped out well in advance of the first release, by Dave Miller, working with the Pye officials. The campaign broke in London with a series of spot commercials on ATV. Another innovation was the use of outdoor billboards with artwork prepared in the true theatrical manner.

Later, a sales convention was held in London with all provincial sales people present to get the message about the new product line. Later still, spot commercials were aired not only on ATV in London and Birmingham, but on Granada TV in Manchester, TV Newcastle, Scotish TV and East Anglia TV. Then a special program series was sponsored on Radio Luxemburg. Heavy dealer point of sale promotion was also employed. The total ad budget was in excess of $100,000.

"A lot of people thought it could never come off," said Benjamin, "but we did it and we're proud of the accomplishment. It was a bomb, not the kind of bomb you use that is, but a successful bomb."

One of the important factors was that to begin with, we wanted the regular jobbers to handle the line on a reduced mark-up. They did not want to take it on that basis, so we put the line through our own warehouse depots. In that way, we were able to eliminate one step of the distribution and the middle man profit margin. Thus we could sell them for 21 shillings monaural (about $3) and 27 shillings for stereo.

Speaking of the future, Benjamin could see a need for a permanent Ameri[illegible]tie either through a direct buy-out of an [illegible]ontractual tie. Pye already has [illegible] a jointly held operation [illegible]n. The label also has [illegible]t many [illegible] sectors. [illegible]ix and

Sachs to Atlantic As LP Sales Dir.; Label Moving Hdq.

NEW YORK—Atlantic Records has hired vet record man Leonard Sachs as national director of album sales merchandising for the Atlantic and Atco LP lines. In addition, the Atlantic organization is now engaged in moving to new

(Continued on page 97)



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Sholes Boosted to Victor Coast Operations Topper

NEW YORK—RCA Victor took a major step in the build-up of its West Coast operation last week with the promotion of Victor a.&r. chief, Steve Sholes, to the post of manager of the firm's West Coast complex. Sholes, a 25-year vet with Victor, has been responsible for the development of many of the firm's biggest stars, and is the man who brought Elvis Presley into the Victor fold.

Sholes' move to the top slot in the West Coast activities of the company is due directly to the exceptional growth of the West Coast area both as a sales market and as a break-in area for new talent. Norm Racusin, division vice-president and operations manager of RCA Victor, noted that "Sholes' new promotion is a major step in RCA Victor's program to expand and broaden its activities throughout every aspect of our West Coast operations." He also noted that Sholes' background of administrative and creative functions over the years eminently qualified him for this new post.

Sholes is expected to leave for the Coast slot early in June. In the new position, Sholes will plan and direct all a.&r. functions in addition to co-ordinating activities and policies relating to marketing, sales, custom, recording and administrative operations on the West Coast. Sholes will also continue to personally record Presley. Dick Pierce, Victor's West Coast a.&r. director, and assistant Lee Shapiro, will continue their a.&r. functions under Sholes. Sholes will report directly to Racusin, who is second in command of the RCA Victor record division organization under George Marek, division vice-president and general manager.

Other Changes

With Sholes moving to the Coast in the new slot, it is expected that George Avakian will move up to Sholes' old post as manager of pop singles and pop albums. Under Avakian would be Ray Ellis, who recently joined the label, and possibly Hugo and Luigi, who handle singles in New York.

It is also rumored that there may be a number of other a.&r. changes at Victor after Sholes moves up from the a.&r. slot. Up to now, the Nashville end of the Victor operation has been dominant in singles releases for a long time. Some tradesters feel that new factors in the realignment may try to more closely equalize the New York and the Nashville a.&r. operations.

R&B RESURGANCE AN OMEN

Long Vigil Is Forecast for Faithful Harbingers of 'Good Music' Return

By REN GREVATT

NEW YORK — Perennial optimists who are still looking forward to the return of the so-called "good music," are expected to have a long wait, according to the strong resurgence of the earthy, grass roots r.&b. sound, now evident on the Hot 100 charts. A study of labels currently represented brings this fact out in bold relief.

In the current edition of the Hot 100, four firms are tied for the leadership, with six sides each. Two of these, the Atlantic-Atco combine and the King axis, have always been closely identified with authentic r.&b. Ben E. King, Carla Thomas, the Drifters and the Coasters are among the r.&b.-styled entries of the former, while the King-Federal grouping is solidly r.&b., with Hank Ballard, Freddy King, Bill Doggett, James Brown, Little Willie John and Otis Williams all in evidence.

Label Splurge

The palmy days of the rock were always characterized by the presence of many labels on the charts. This is so today, except that in the present instance, many labels appear to fall into a so-called axis, by dint of distribution deals. This is the case with the Scepter label, known for its r.&b. leanings, which now has five disks on the chart.

On Scepter, the Shirelles have "Dedicated to the One I Love" and "Tomorrow." Also in the Scepter chain are "Baby Blue," by the Echoes on Segway; "I Don't Want to Cry," by Chuck Jackson on Wand; and "It's Unbelievable by the Larks on Sheryl.

Imperial, another great name in the world of r.&b., has four chart entries this week with such artists as Fats Domino with three sides, "What a Price," "Fell in Love on Monday" and "Shu Rah" and Frankie Ford with "Seventeen."

Phil and Leonard Chess, a pair of swingers from Chicago's South Side, have three entries on the Hot 100 with "Trust in Me," by Etta (Miss Peaches) James and "But I Do," by Clarence (Frog Man) Henry, both on Argo and "Watusi," by the Vibrations on Checker.

R.&B. Orientations

Other strong r.&b.-oriented lines to be found on the charts include Veejay, Tamla and Cameo. Veejay has Dee Clark with "Your Friends," and Jerry Butler with "Find Another Girl." The Tamla axis (any two labels in the same stable automatically constitute an axis) has "Bye Bye Baby," by Mary Wells on Motown, and "Shop Around," by the Miracles on the mother label, Tamla. Cameo, has two on this week, with one, Chubby Checker's "Pony Time," about as r.&b.-oriented as can be found anywhere.

A study of the chart also reveals an interesting shuffle of the leaders from those of only a few months ago. Victor, in what appears to be an r.&b.-dominated scene, retains a hold on the top rung, with six disks. Liberty, too, enjoys its hottest period in a spell, also with six. The Decca group, including Brunswick and Coral, is also doing well at the moment, with five sides making it. United Artists' group, including Musicor, also has five entries.

Dot, also swinging, is tied with Imperial with four chart disks, while Columbia, Capitol and the London group each have three records on the charts, the same as Chess - Checker - Argo. Somewhat further down the list with two each are ABC-Paramount, Mercury and MGM each of which were, as they say, hotter than a pistol only a few months back.

Mercury Intros Smash Subsid; Bows This Wk.

CHICAGO — Mercury Record Corporation is introducing a new subsidiary label called Smash, and is scheduling its first single release this week.

According to Mercury President Irving Green, the label is being introduced to give better exposure for newly signed pop talent as well as independently cut masters to be acquired from indie producers.

All Mercury sales and administration policies will apply to the new line. Also Mercury officials indicated that distribution for the label, in most instances, will be handled by the parent label's traditional outlets.

First Release

First release is by the Paramours, a group of young singers who were signed and recorded by Nat Goodman, West Coast a.&r.

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Diskery President Kapp Co-Producing 'Donnybrook' Show

NEW YORK—It's the old hat for a diskery to invest in a Broadway show as part of a deal to acquire the cast album rights. But when a diskery head becomes the co-producer as well, that's news! And such news Kapp Records' president, Dave Kapp, made last week, with the announcement that he would co-produce the forthcoming Broadway opus, "Donnybrook."

"Donnybrook," with a score by Johnny Burke and book by Robert E. McEnroe, is based on the movie hit, "The Quiet Man." Also listed as a co-producer is Fred Hebert. The show is set for May Broadway bow and stars Art Lund, Eddie Four Jr., Susan Johnson and Kip Hamilton.

Originally, the Kapp cast album deal called for a substantial in-

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ASCAP, Justice Rip Into Fox Bid

By MILDRED HALL

WASHINGTON — Final briefs were filed last week by the American Society of Composers, Authors & Publishers and the Justice Department in a last broadside against the appeal of Fred Fox et al. to the Supreme Court for the right to intervene in the 1960 consent order. Oral argument before the high court next week could be restricted to the lower court's denial of appellants' right to intervene as parties in interest—or it could get into the merits of charges that the decree fails to correct unfair procedures within ASCAP (Billboard Music Week, March 13).

Both the ASCAP and the Justice Department briefs claim it is too late, on jurisdictional and practical grounds, for the three dissident publishers to intervene in the consent signed into effect by Judge Sylvester Ryan of the New York District Court in January, 1960. Both briefs ask dismissal on the ground that the three firms, Sam Fox Publishing Company, Inc.; Pleasant Music Publishing Corporation and Jefferson Music Company, were properly denied the right to intervene as parties in interest. Denial is claimed proper because (1) as members, the firms were fairly represented in negotiations by ASCAP counsel and the government; (2) they are not "bound" by the decree terms, having right of litigation on any later claims.

Disrupted Consent Terms

However, both documents contain language that can almost be described as conciliatory, concerning the efficacy of the disputed consent terms. Justice Department candidly admits that the terms set only "minimum standards" which the performance society must observe, but points out that the decree "does not foreclose" further improvements.

Further reforms in the controversial matters of weighted vote and the ASCAP survey are "not precluded" by the terms, both briefs specifically point out. This would be possible only if the Supreme Court will dismiss appellants' plea for intervention, with a consequent reopening of decree negotiations, the briefs indicate.

Justice Department bluntly predicts that granting Fox et al. the right to intervene as parties in interest could mean withdrawal of ASCAP from consent dealings. A "blocking" by the intervenors could result in vacating the decree, resulting in "protracted litigation to an uncertain outcome," Justice holds. The government brief reminds the high court that the decree has already "produced many operating changes in ASCAP," and a distribution has already been made to the membership under the new 1960 terms.

Justice Backs Down

Justice backs down from its original argument, made in an earlier brief, that there is no right of appeal from dismissal of a plea to intervene, but only from the judgment itself. It now concedes that the Supreme Court has allowed such appeal when intervention was denied, but only when appellants could prove they were bona fide "parties in interest." Justice swings its heaviest argument to claim that Fox et al. were not properly parties in interest, and that Judge Ryan's denial of their plea was correct.

The ASCAP brief to the Supreme Court also stresses the future possibilities for reform under the 1960 decree. The door is still open to having an "outside agency" conduct the ASCAP survey of performances and does not forbid a per capita voting procedure if the membership wants these things. These two issues, of inadequate survey and unfairly weigthed vote, together with weighting of music "use" credits are the nub of protests by Fox et al. against the decree.

However, in focussing on future reform possibilities, both ASCAP and Justice bypass appellants' claim that the decree "perpetuates" the power of the publisher board members who are responsible for the allegedly unfair practices, and who have for the past 20 years shown no inclination to make voluntary changes for the benefit of the rest of the membership.

In partial answer to that argument, the ASCAP brief denies that the attorneys for the Society represented the board of directors and "not the Society or the membership at large" in the negotiations. The government brief says Fox et al. did not contend that "there was anything collusive about the bargaining" between counsels for the Society and the government. Also, there was no challenge by dissidents that the government had reached "the absoltue outermost limits to

(Continued on page 116)

Epic Pushes to Make Orlando a Teen-Age Star

NEW YORK — Epic Records is going on an all-out campaign to build a new teen-age artist named Tony Orlando. The promotion-minded drive encompasses a kick-off of the 16-year-old lad's first single, "Halfway to Paradise," plus a coast-to-coast promotion tour starting immediately after. His first record is being shipped to deejays across the country this week.

Orlando's first record for the label was produced by the freelance a.&r. team of Nevin-Kirshner Associates, who have signed to do recording on a nonexclusive basis for Epic. They brought Orlando to the label as part of their Epic deal. The label, moving right now with a hit single by Roy Hamilton and a number of albums, hopes that its build-up of Orlando will produce another teen-age star.

EMI MAPS NEW INTERNATIONAL TALENT AGENCY

By DON WEDGE

LONDON — A new talent agency, international in scope, is being planned by EMI. It should lead to an increased number of overseas visits of recording artists, and may be operating within a month.

The decision to go ahead with the project has been taken. Main obstacle to be overcome is finding suitable offices in London, which is the proposed headquarters. As a first step, offices would also be opened in France, Germany and Italy. An EMI executive is due in New York soon for discussions about launching the American side of the operation.

It is felt that this move will be a great help in stepping up exploitation through TV and radio appearances and through other exploitation media.

The agency will also find and develop new talent and work with existing talent offices. New artists will not necessarily be placed on EMI labels, but may be offered to other record firms. Operation of the new set-up will be in conjunction with EMI's publishing firms.

Leslie Distribs Sets Settlement

NEW YORK — An arrangemen plan for the settlement of accounts of the creditors of Leslie Distributors was virtually complete at week's end. Last month, Leslie president, Lou Boorstein, called a creditors' meeting to explain certain financial difficulties resulting from thefts from his inventory.

It is understood that contracts are now being drawn covering better than 90 per cent of the creditors for payment of 66⅔ per cent of the debt in five years. First-year payment is to be 16⅔ per cent. Arrangement is understood to carry a personal Boorstein guarantee of payment of the first two annual installments.

None of the contracts had been signed at press time, but the fact that they were being drawn was seen as evidence of general acceptance of the plan. There were only two known recalcitrants who have so far not agreed to the plan.

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Sholes' Life Reads Like History Lesson in A.&R.

BILLBOARD MAN IN THE NEWS MUSIC WEEK

WHEN Edward (Ted) Wallerstein headed up the RCA Victor record operation in the mid-'30's, he advised Steve Sholes, then a youngster in the record sales department, to get into artists and repertoire. Years later, Wallerstein met Sholes again.

"Well, Steve, I was right," Wallerstein stated.

Wallerstein—who had gone on to become one of the great pioneers of the disk industry—certainly was correct: Sholes,



STEVE SHOLES

who is now scheduled to take over the West Coast RCA Victor operation (see separate story) rose in the a.&r. ranks to the point where he ultimately played a decisive role in channeling the course of pop music. For it was Sholes' acquisition of Elvis Presley in 1955 — and the development of Presley in subsequent years — which crystalized and put into proper focus all that was happening in the music business.

Briefly stated: grass roots influences, notably country and Negro — had entered the pop mainstream in a massive way and had given the idiom a new dimension. Presley spectacularly represented this fusion — to the extent that he has sold, according to recent estimates, $76 million worth of RCA Victor merchandise since 1955.

This, of course, is unparalleled, and assures Sholes a special niche in the annals of the disk industry.

Experience in Depth

Few people today are aware of the depth of Sholes' a.&r. experience. Many associate him with Presley; many think of him as symbolizing the great days of the country field. These estimates, although correct, are misleading in that they indicate only fragments of his career. What is not too well remembered is the fact that the RCA Victor pop a.&r. chief recorded extensively in the rhythm and blues, jazz, pop and classical fields during his earlier years with RCA Victor. Those close to Sholes feel that the totality of this a.&r. experience enabled him — in 1955—to realize what was happening in the pop music business and go all out to acquire a singer who represented a style and repertoire under attack by critics and entrenched music interests.

Large of frame and genial of disposition, Sholes nevertheless has a shy streak. He has never spelled out the details of his earlier years at Victor. He joined the company as a messenger boy in 1929 — just out of Camden (N. J.) High School. He worked with the company part-time while getting a degree at Rutgers, then rejoined full time in 1935 — in the factory storeroom of the radio department. In his early years, Sholes played sax and clarinet with territorial bands.

In 1936 Sholes took a $25-a-week cut in salary to move into the record department. He was a sales clerk and worked for Wally Early. "They recorded on wax in those days and couldn't play the takes back," Sholes recalls, adding that he was asked to listen to the test pressings because he was a musician.

Panassie Influence

During this period Hughes Panassie, one of the early French jazz pundits, arrived in New York with the intention of sparking some jazz recording sessions. Panassie had $600 to spare, and he talked to Sholes about the project. Sholes got RCA Victor to agree to cut some sides. The late Eli Oberstein was a.&r. kingpin at the time, and Obie — involved in more commercial disk ventures — told Sholes to take over. "You engineered the deal," he said.

So Sholes recorded Mezz Mezzrow, Tommy Ladnier, Jelly Roll Morton, Sidney Bechet and others. These were actually Sholes' first disks. In later years he cut Coleman Hawkins, the Earl Hines ork (with Billy Eckstein), Dizzy Gillespie's Afro-Cuban hit, "Manteka," and others.

Army Period

In the Army, Sholes continued his recording work with the V-Disk division — cutting the last of Fats Waller's sides, disks by Pee Wee Russell, Hal Kemp, etc., and recording classical material with Jan Peerce, Eileen Farrell, Mischa Elman, Artur Rubinstein, Primrose and many others His classical activity was not confined to V-Disks, for during his Victor career just prior to his Army stint, he cut a big hit album with Dorothy Kirsten and Felix Knight. He also recorded the great contralto, Marian Anderson, for Red Seal, and at a later date, the Robert Shaw Chorale for the Red Seal.

During 1945 - 1947, Sholes made hit albums with Al Goodman, dean of Broadway musical show conductors and a fixture on The Prudential Hour.

Recalling the late 1930's, Sholes notes that his boss, Eli Oberstein, together with Leonard Joy, recorded pop, country, rhythm and blues—even Cajun and Mexican repertoire. "Obie was a charmer and had a generous vein . . . when my overcoat was stolen and I came back to work chattering with cold, he peeled off a $50 bill and said, 'Kid, buy yourself a coat'."

Country Indoctrination

In 1939 Wallerstein went to Columbia, Frank Walker took over as RCA Victor chief and Obie left the company. Walker, Sholes recalls, was active on the creative end and handled the country and rhythm and blues dates. One day he phoned Sholes from Atlanta and had him come down to handle a hillbilly session. "I found myself recording 'Old Shep'," Sholes says. . . . "and it was my initiation in the country field."

Sholes went on to become country a.&r. chief — and during the 1950's this was a fabu-

(Continued on page 106)

GERMAN PRESS GIVES SINISTER VIEW OF TRADE

HAMBURG, Germany — West Germany's daily press is depicting the American music industry as the target for "gangster infiltration." Some German newspapers are publishing articles comparing the bootlegging of phonograph records to the bootlegging of moonshine liquor. Die Welt, West Germany's leading national daily, has just published a long report headlined, "The Million Dollar Business in Bootlegged Phonograph Records," with a Los Angeles dateline. To some degree, German interest in U. S. disk-bootlegging has been stimulated by lurid accounts in the British daily press of an alleged U. S. gangster "invasion" of the British fruit machine business. The Die Welt and other German press articles also reflect growing German concern with the disk bootlegging problem. Communist East Germany is doing a brisk bootlegging business, and the thriving German tape recording industry is encouraging amateur disk-bootlegging (for the most part innocently committed). As yet, however, there is no organized, volume sale to the German public of bootlegged records, and the German music trade hopes to keep the situation clean in this repect by taking advantage of U. S. experience.

Pick Georgie Auld AFM Watchdog of Waxing Regulat'ns

NEW YORK — The American Federation of Musicians has appointed ex-bandleader and star tenor saxist Georgie Auld as a one-man police force to guard against infractions of the union rules and regulations governing recording. He will have jurisdiction in the United States and Canada.

Auld has been named as a special assistant to President Herman Kenin. In his new capacity, he will investigate complaints filed by members of such recording abuses as tracking, dubbing and non-payment for overtime performances. The names of members filing such complaints will be kept confidential, however, to prevent manufacturer retaliation.

Auld has a 20-year history in the recording business, having fronted and recorded his own big bands and small groups. For years before that, he was star tenor saxist in the orks of such swing luminaries as Benny Goodman and Artie Shaw.

Columbia Makes Distribs' Branch Operations Moves

NEW YORK — Columbia Records has made a number of changes in its Columbia Records Distributor's Branch operations. They include the following shifts: Joe Broderick has been appointed Boston branch sales manager, leaving his post as sales manager for Roskin Distributors in East Hartford, Conn. Ed Masterson, former Boston branch sales manager, becomes the sales manager for the Philadelphia branch. Bob Beasley, former Philadelphia branch sales manager, has been upped to the post of district sales manager for the Northwestern region for the Columbia Records Sales Corporation. New Baltimore branch manager is George Deacon, formerly with Decca. Merton Paul is the new Los Angeles branch operations manager, moving up from the Los Angeles branch.

MUSIC AS WRITTEN

Hollywood

Ardmore Music, the Capitol publishing subsidiary, now owns the U. S. rights to "Angelique," the **Akeel V. Rasmussen** song which won the Danish Melody Grand Prix and is Denmark's entry in the Eurovision Melody Grand Prix this month at at Cannes, France. English lyrics have been penned by **Dick Loring** and **Allan Hood.** Ardmore-Beechwood general manager, **Jack Levy,** is out to set the tune with various U. S. labels as part of a world-wide drive by the various EMI associate publishing companies to have it enjoy the widest possible disk coverage.

TO AND FRO: RCA Victor vice-president, **Bob Yorke,** here since late Wednesday (15), returns to his New York headquarters Tuesday (21).

Columbia chief **Bill Gallagher** on the Coast briefly for a series of regional sales meetings. . . . Tops Records' vice-president left Tuesday (14) for sales huddles in Chicago and New York. . . . Liberty national sales manager, **Don Bohanan,** is back from a swing around the country on behalf of the label's Deluxe Premiere package series.

Capitol has signed 20-year-old **Darrell McCall** to an exclusive contract. He's been a member of Faron Young's road show company for the past year. His first single on his own will be released this week. . . . Imperial's **Lew Chudd** signed singer-actor **Kenny Miller** to a five-year pact. His first single couples "Spring Vacation Time" with "Teenage Bill of Rights," both written by **Glen Larson** and **Bruce Belland,** of the Four Preps.

Lee Zhito

New York

Dick Gabbe has been elected president of the Conference of Personal Managers, East. **Bob Altfield** is the new vice-president; **Bob Coe,** secretary, and **Mel Shayne** treasurer and executive secretary. . . . **Bernie Wayne** will write the new show for the Hawaiian Room of the Hotel Lexington, New York, in collaboration with **Tony Cabot.** . . . A new record label and management firm, United Southern Artists, was set up last week in Hot Springs with **Burton W. LeMaster** as president. . . . . **Gerald Fried** is composing the score for the flick "Twenty Plus Two." . . . **Mildred Fields** has left the **Monte Kay** office to manage jazzmen **Ornette Coleman** and **George Russell.** . . . The Shells have signed a five-year pact with the Johnson label. . . . **Dick Van Dyke** has signed with Jamie. . . . **Don Cornell** has signed with Roulette. . . . **Aaron Schroeder,** who manages warbler **Gene Pitney** in addition to his composing activities, returned from the Coast last week after two weeks of visiting jocks with Gene and seeing a.&r. men with his songs. . . . **Mel Shayne** has left **Dick Linke's** firm to start his own personal management office. . . . **Clarance Avant,** manager of Little Willie John, is now handling thrush **Donna Powers** as well.

Bob Rolontz.

Chicago

William Dobslow, head of Revue Records, is also Chicago promotion man for Gem Publicity, which handles the Acme, Pri, Verro and, naturally, Revue labels. Dobslow spent part of last week making the rounds here with **Jay Fanning** (Acme), young pop singer. . . . **Phil Skaff,** who resigned his position as sales manager with M & S Distributing Company to join Kapp Records, has a pair of replacements. Skaff's job at M & S has been taken over by **Sandy Kaplan,** buyer, and **Vic Faraci,** promotion manager. Faraci, in addition to his duties with M & S, is still active in the entertainment field with his band, having played a WJJD-sponsored benefit recently. . . . **Gene Landy,** promo man for Lectern and Eureka Records, flew in from the West Coast last week on tour with Eureka's **Bob Grossman,** folk singer. Landy was also using his time to comb the area for local professorial talent for the Lectern educational series.

The Simone Finner Agency, Hollywood, booked **Charlotte Arren** and **Johnny Broderick,** comedy duo, into the New Frontier, Las Vegas, for a four-week stand beginning March 30. Arren and Broderick appeared not too long ago with **Jerry Lewis** at the Palace Theater, New York. . . . **Dick Schory** (RCA Victor) will spend Monday (20) and Tuesday (21) cutting a "Stereo Action" LP at Orchestra Hall. Wednesday (22) he wings to the West Coast on a promo tour for his latest LP ("Running Wild"-RCA) where he'll be met by **Dan Pearce,** head of RCA's West Coast distributing. Schory will begin his spring tour of college concerts in Minnesota and Iowa next month.

Dan Rankin was named Mercury Records' Chicago branch manager. Rankin was formerly a salesman for the firm. . . . Arranger **Jean Walz** is celebrating his 50th year in the business during which time he has moved with the trends, having arranged everything from "Let Me Call You Sweetheart" to a number of **Joni James'** hits. . . . **Ted Sipoora,** Singer One-Stop, is recuperating from a bad bout with the flu.

Gloria Manlong

Gotham Trade Abuzz Over 'New' Sound LP's Really Three Yrs. Old

NEW YORK — The street was abuzz this past week with talk of a new series of line-and-dot-packaged "sound" albums that some tradesters say are neither new nor "sound."

Musicians who recognized the names of old buddies on the album covers, called to congratulate their friends on the new recordings, only to learn that the original disks had been cut some three years ago. These records, the musicians say, were made specifically for low-price rack distribution in the New England area.

Critics found that the sound on these stereo albums is not as striking as the four-color, double-fold-packaged covers are.

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time..." "CARNIVAL!"
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RIAA Engineering Specs On 7-Inch 33 Disks OK'd

By SAM CHASE

NEW YORK—The annual meeting of the Record Industry Association of America approved new engineering standards for the seven-inch 33 r.p.m. disk, appropriated funds for continued investigation of counterfeiting of records, and planned increased dissemination of statistics of manufacturer shipment of records.

The new standards for the seven-inch disks will be released last next week, and are said to be considerably different from other existing standards. They will be made available to all manufacturers, including those who are not RIAA members. Some slight revisions in 12-inch 33 r.p.m. standards also are to be announced.

In addition to pursuing the counterfeiting probe, the RIAA board acted to press for federal legislation to make disk counterfeiting a felony and to have member companies seek similar State legislation.

RIAA manufacturer record shipment data will be released on a monthly basis instead of quarterly, according to the board's plans. Collection of such data will begin in April, covering March, and is expected to be released sometime in May or June. A breakdown of shipments by suggested list prices is to be added to current data. The significance of these shipment figures will be analyzed for RIAA members each month by the New York University School of Retailing.

A recruitment drive for new members also was set for the year ahead. In this context, a new category of membership was added to those now existing, starting in January 1962. The RIAA dues structure is based upon gross sales, and Class B membership will be subdivided from its present $2½ million to $10 million basis into two groups: those grossing from $5 million to $10 million, and those with sales from $2½ million to $5 million.

The annual luncheon heard William F. Berns, vice-president in charge of communications and public relations for the New York World's Fair, discuss the potential of the forthcoming fair for the record industry. He urged that one or more record companies consider exhibiting in the industrial area.

The annual election of officers found the current slate re-elected with but one change: Jac Holzman of Electra Records was elected to replace Archie Bleyer of Cadence. George Marek of RCA Victor continues as president. The board of directors also was re-elected en mass.

Colpix Bids to Continue Hot Trend By Signing New Comic Dick Gregory

NEW YORK — Colpix Records, with its hottest single in its history, Marcel's "Blue Moon," appears to be ready for a solid drive in the album field as well. Last week the firm signed comic Dick Gregory, who has created a lot of attention nationally, and will issue his first album in two weeks. This week the firm expects to have ironed out its hassle with pianist-singer Nina Simone and have her back recording again for the label.

Colpix Records won the Dick Gregory sweepstakes when Paul Wexler of Colpix got the comic's signature on a one-year pact. The paper calls for a $25,000 advance against royalties believed totaling near 15 per cent in combined artist and writer-publisher royalties, with Gregory to supply two albums.

During the bidding for Gregory, started about three weeks ago when Time magazine spotlighted the newcomer's s.r.o. appearance at the Playboy Club, Chicago, firms like RCA Victor, Capitol, Columbia and United Artists offered advances against royalties from $15,000 up to $30,000 for up to a three-year period, with royalties averaging out at 10 per cent.

Gregory's rise has been meteoric, for up to his working the Playboy, he had done intermittent locations at minor niteries for less than 15 per cent of the $2,000 per week which he'll average during the next five months. He is booked by Associated Booking Corporation.

Managerially, he has inked with Broadcast Management, the same firm which guides the careers of many prominent radio-TV figures, such as Alex Dreier, the Chicago news commentator, who has been extremely influential in Gregory's rise. Dreier, a long-time friend of Gregory's because of the fact that both wrote material for each other, is writing the backliner for the first Gregory Colpix album. Dreier is also featured as the introducer and interpolator during the Gregory Colpix session.

It is understood that Miss Simone is getting a new contract with the label, and a big bundle of cash besides, which is believed to be in the five-figure bracket. The contractual difficulties between the thrush and Colpix have existed for a few months and were exacerbated by feelers from other companies for her services. It is understood that two large firms let it be known that they would be interested if she were free. However, all of this is now over and a new Nina Simone LP can be expected soon.

NEW YORK — Johnny Restivo, the young singer who received a national build-up on Victor a while back, has been signed by 20th Fox. Deal was set up by Ed Burton, Restivo's manager and 20th Fox President Henry Onorati.

NARAS SLATES GRAMMY FETES IN EAST, WEST

NEW YORK — The National Academy of Recordings Arts and Sciences (NARAS) will present its annual "Grammy" awards this year on April 12. Awards will go to singers, musicians, songwriters, technicians, etc., for outstanding recorded performances of the year, covering 39 different categories. They will be selected by record industry artists, writers and technicians who are members of NARAS. Nominations in the 39 categories have been narrowed down to the finalists in each division, and ballots will soon be sent to members for the final choices.

The identity of the winners will be kept secret until the actual presentations of the "Grammies." There will be two simultaneous dinners held, one on the East Coast and one on the West. The Eastern dinner will be held at the Waldorf-Astoria in New York. The Western dinner at the Beverly Hills Hotel in Los Angeles. There will be entertainment at both black-tie affairs.

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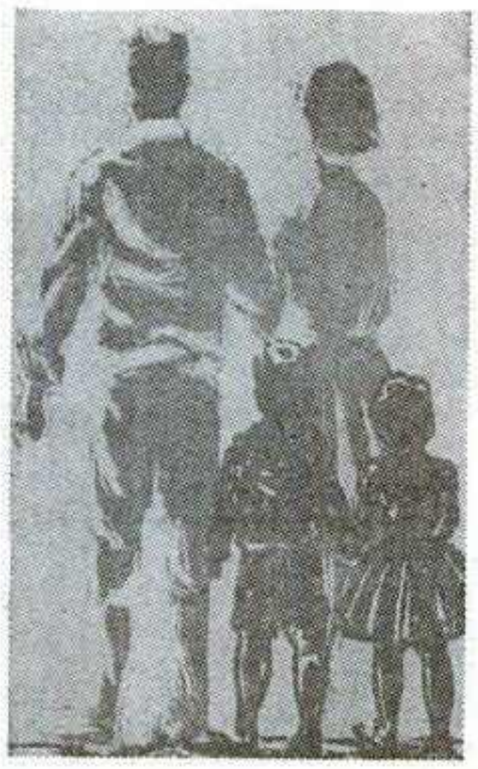
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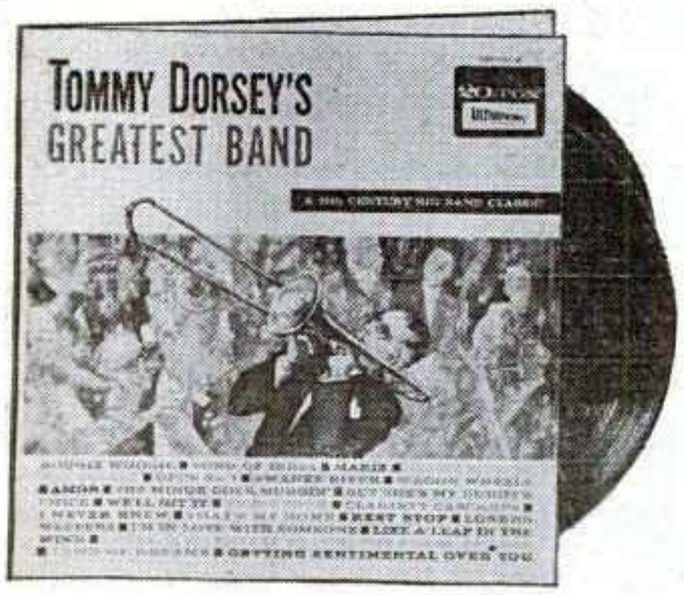


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Twenty-four tunes of Tatum's own choosing—"Body and Saul," "Willow Weep for Me," "I Cover the Waterfront," etc.

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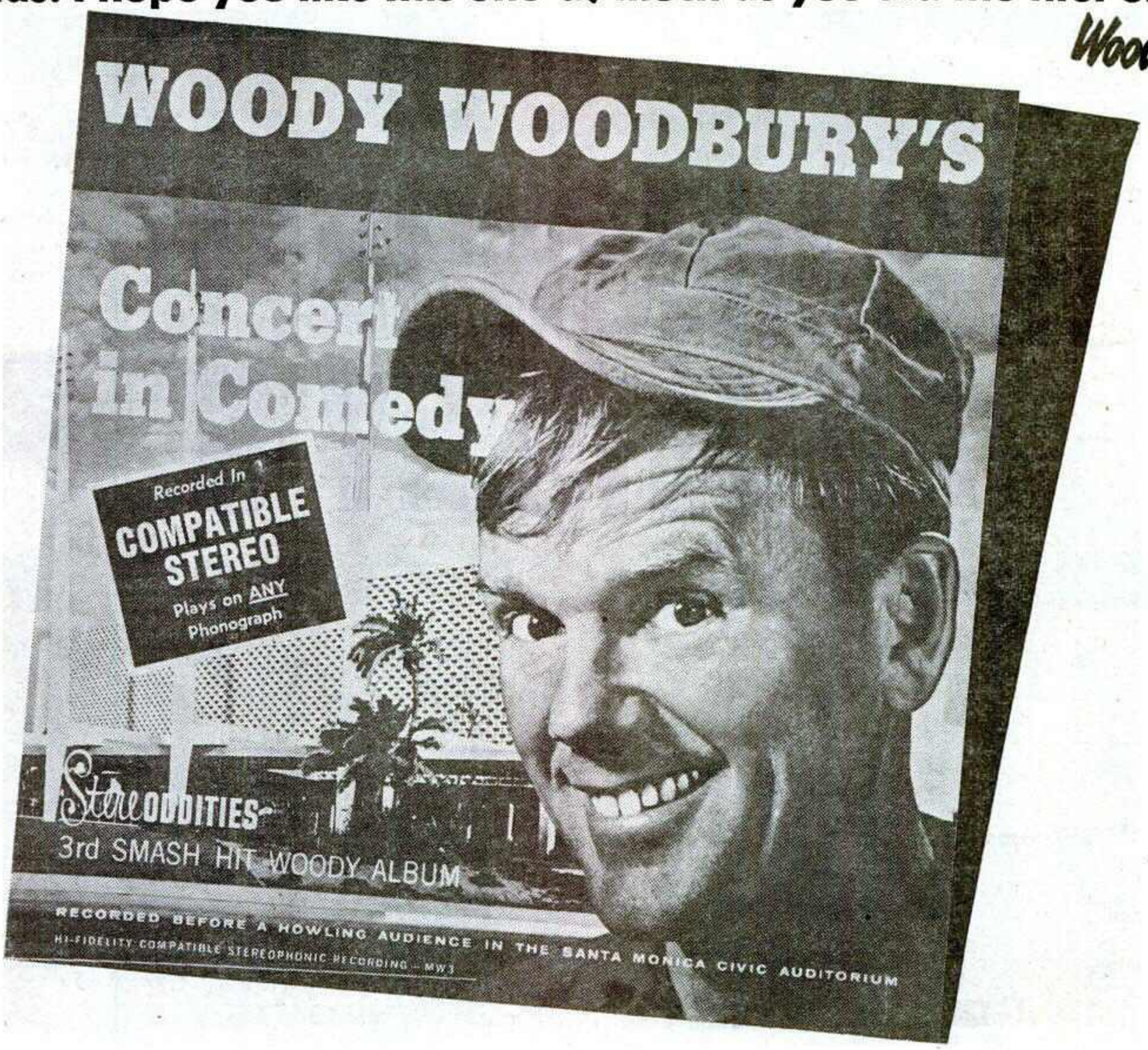
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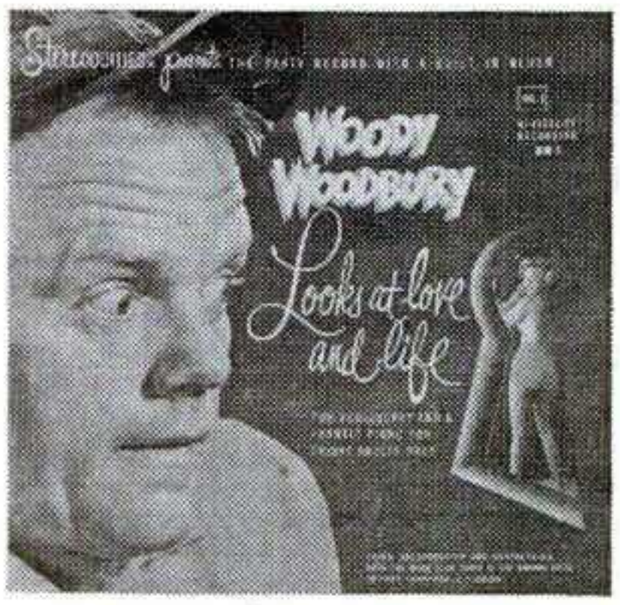
"Thanks Dealers, Distributors, D. J.'s and many, many friends. I hope you like this one as much as you did the first one."

Woody

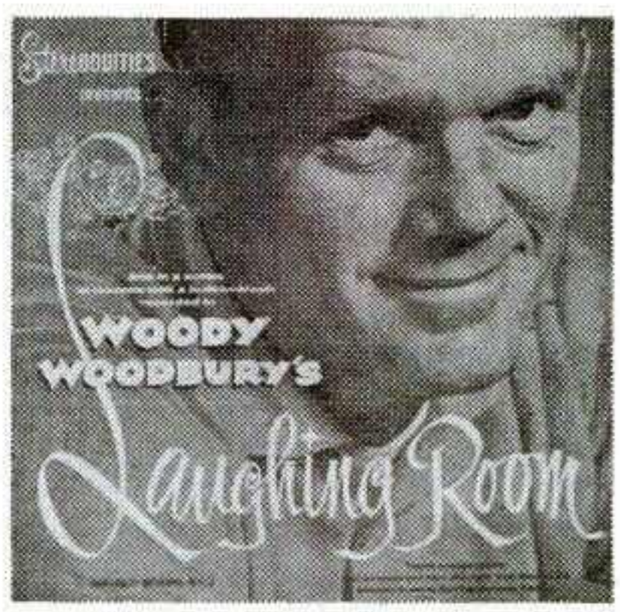


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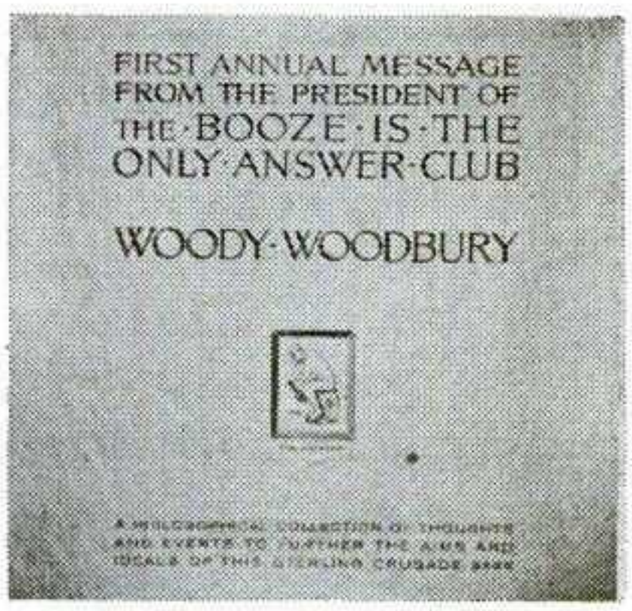
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NIGHT CLUB REVIEW

Cole Sheer Class at Copa

Nat King Cole opened a stand at the New York Copa Thursday (16) with one of his great performances. Suffice to say, Cole's songs and his noodling at the piano entailed such consummate artistry that the crowd would not let him leave. The repertoire included at least a couple of dozen pieces of material —standards and special material, and occasional blues such as "Joe Turner's Blues." There were many highlights, including a slow, soulful performance of "Why Don't You Do Right," the spoofing, "Mr. Cole Won't Rock and Roll," and several medleys capturing the melodic mood of bygone eras.

One is perennially fascinated with the way Cole holds the rapt attention of the audience. There are many reasons for this. Firstly, he is one of the class performers of our generation—in the tradition of the greats of show business. Secondly, he has all the technical equipment, the voice and charm. Thirdly, he is such a keen musician, and this capacity pervades his entire act.

Paul Shelley's Copa ork was augmented by at least 12 men for the occasion, and this provided Cole with full and varied instrumentation. Paul Ackerman.

Forest Hills Sets Folk & Pop Series

NEW YORK — A series of music concerts, featuring both pop and folk artists, will be held at the Forest Hills Tennis Stadium this summer. The series, which is being sponsored by Limelight Productions, consisting of Ronald Roye, Bill Gruman and Harry Foster, will total about 10, starting in July and running through August, on either Friday or Saturday nights.

To date, according to flack Peter Rachtman, the Forest Hills Music Festival has lined up a number of top names for the concerts, including Harry Belafonte, and is negotiating with many others. A two-day folk concert has already been set for July 15 and 16, with Oscar Brand, Josh White and Theodore Bikel already on the bill.

The Forest Hills Stadium seats about 13,000. A new stereo sound system is being built for the summer festival. Producers Roye, Gruman and Foster presented some concerts there last year, and have been active in promoting concerts with the Kingston Trio on college campuses.

Nippon Diskeries Seek New Outlets

TOKYO—Recording companies here are making an effort to expand disk selling on the retail level.

There are about 2,000 record dealers in Japan, but the wax firms are now working out a means of increasing the number of record shops. While disk sales have been on a constant upward trend, there seems to be no increase in the number of record outlets. This is a headache for all diskeries who are now is the process of persuading booksellers, tobacco shops, radio and appliance shops to handle records.

OPERA TO PLAY IN TOKYO CLUB

TOKYO — Puccini's "Madame Butterfly" will be played in a Tokyo night club, making it the first club opera performance in Asia and perhaps in the world. Playing the opera is the Fujiwara Opera Troupe, including prima donna Michiko Sunahara and Italian tenor Aligo Pola, accompanied by a 40-member orchestra. If the offering proves a success, such other popular operatic repertoire as "La Traviata" will follow in the same style of performance.

Poets & Plays on Spoken Arts Sets

NEW YORK—Spoken Arts Records will issue 50 new spoken-word releases this year, including a treasury of modern verse in five volumes.

According to Arthur Klein, president of the firm, among the new releases will be sets by Ruth Draper and more recordings of off-Broadway plays. Among the poets set to do reading from their own works are Robert Frost, Stephen Spender, Carl Sandburg, E. E. Cummings, Archibald MacLeish, and Marianne Moore. Richard Burton, Eli Wallach, and Cornelia Otis Skinner are among the actors signed to wax new disks for Spoken Word.

Bob Fine Obtains Belock Co. Studios

NEW YORK—The sale of the Belock Instrument Corporation's giant sound studio in Bayside, Queens, to Fine Recordings, Inc., reported in BMW last week, became official this week. Until now, the studio has been operated by the Everest Records wing of the Belock firm.

In a statement, Fine Recording chief, Bob Fine, noted, "We believe the addition of this studio will enable us to do any type of sound recording for records, video and motion pictures. Our research programs to improve sound recording will also benefit by the experienced staff of engineers that we have assembled through this acquisition."

Marcus Tops New Wemar Distrib Co.

PHOENIX, Ariz.—Wemar Distributing Company, a new distributorship headed by Irv Marcus, formerly West Coast regional sales manager of Mercury Records, is being formed here.

Wemar will handle the Mercury line as well as five or six other labels to be announced later. For Mercury, he will cover the Greater Arizona area, extending south to El Paso, Tex.

Previously, distribution in the area for Mercury was handled out of Los Angeles.

Sam Cerami replaces Marcus for Mercury. He will handle a territory that includes Los Angeles, San Francisci, Seattle, Denver and Phoenix. He formerly headed the Midwest office for Top Rank, and has been associated with Decca and Coral.

when answering ads . . .

Say You Saw It in Billboard Music Week

TALENT TOPICS

NEW YORK

Sammy Kaye is going out on a one-night concert tour being booked by the William Morris office to start in the fall. He will carry 30 people, including band, singers and dancers. This marks Kaye's first one-nighter concert. The swing-and-sway maestro plays eight weeks at the Riviera, Las Vegas, starting in April. . . . **Teddy Wilson** and the **Henry (Red) Allen** combo open at the Embers, New York, April 3. . . . **Ray Conniff** and ork start a one-nighter tour on the West Coast in May. . . . **Mitzi Mason** is singing her songs at the Golden Slipper on Long Island. Lass has just signed a wax pact with Strand Records. . . . **Carmen Cavallaro** opens at the Drake, Chicago, April 5. . . . **Miriam Makeba** opened last week at New York's Apollo Theater. Bob Rolontz

CHICAGO

Odetta, noted folk singer currently featured in the movie "Sanctuary," will give a one-night concert at Orchestra Hall Friday (24). Her last appearance here was at the Gate of Horn. . . . Appearing recently in a benefit show sponsored by WJJD at Thornridge High School was **Dee Clark** (VeeJay), **Tobin Mathews** (Chief), deejay **Jack Spector** and **Vic Feraci** and his band. . . . **Bob Grossman** ("Cosmo Alley Presents BG"—Eureka LP) put in a guest stint at the Gate of Horn Thursday (16), immediately after which he flew to the West Coast for another LP session. Young Grossman, 19, will soon be singing his folk songs at club dates in the East.

Comedy duo Burns and Carlin (Era) return to the Playboy Club March 30. Prior to working the night club circuit, this team polished their satirical wits on radio as combination disk jockeys and comics. Also on the Playboy bill will be singer-pianist Bobby Short (Atlantic); the Wanderers Three (Mercury), folk singers; vocalists Meg Myles (Capitol and Liberty), and Phillys Branch; and comedienne Jorie Remus. Providing the musical background will be the Kirk Stuart Trio. The Playboy Club, with the Stuart Trio in the Penthouse Room and the Billy Wallace Trio in the Playboy Library, has snared two of the most easy-to-listen-to instrumental groups in town.

Chubby Checker (Parkway), whose "Pony Time" is going strong on BMW's Hot 100, is holding forth at the Regal Theater until Thursday (23). Appearing with Checker is **Joe Jones** (Roulette) who will tour the Bahamas with his band in the near future. . . . **Dinah Washington** (Mercury), currently heading the bill at the Dinahland room of Robert's Show Club, plays hostess every Wednesday night at the Club's special parties for visiting celebs. Recent guests have included **Roy Hamilton** (Epic), **Etta Jones** (Prestige), and **Etta James** (Argo). Last Sunday (12), the **Carmen McCrae** jazz group were featured in a special performance at "Dinahland." Gloria Manlong.

CINCINNATI

Dick Gregory, overnight comedy sensation whose first album on Colpix Records is due out in April, played to SRO biz each night of his three-day stand at the suburban Surf Club here March 14-16. Signed to the date before his two-page spread in a recent issue of Time magazine and two successive appearances on the **Jack Paar** show, Gregory is reported to have netted $450 for the three days, a steal for the Surf management. . . . **Adolph (Ollie) Grimm,** 71, bass-baritone and song-and-dance man with the old Pansy Minstrels, popular in this area for a quarter of a century prior to folding in the late 1920's, died at his home here March 9. With the late **Rheiny Gau,** Grimm formed one of the first radio teams in this area. . . . **Tommy Wills,** who with his **Tomcats** is current at **Babe Baker's** Jazz Corner here, hopped to Cleveland last Wednesday (15) and Columbus, Ohio, Thursday (16) to plug his new release on the Norman label, "Third-Man Theme," only to find the jocks in the two towns giving more attention to the flip side, a thing called "Mr. Movin' Is A-Groovin'." . . . Cincinnati Symphony Orchestra members are slated for three outdoor concerts, June 26, July 17 and July 31, on the mall at the new Tri-County Shopping Center here, with the tab shared by the center and the Music Performance Trust Fund of Local 1, AFM, here. . . . **Ahmad Ertigun,** Atlantic Records chief, in town early last week on business concerning the label's **Modern Jazz Quartet,** who appeared as guests with the Cincinnati Symphony Orchestra at Music Hall here Thursday and Saturday (18 and 19). Bill Sachs

HOLLYWOOD

Ray Conniff's complete stage production package, "Concert in Stereo," which includes full orchestra and chorus, hits the road in May for a West Coast tour. Conniff travels with 20 musicians, eight singers, two engineers, two electricians and more than $30,000 in stereo sound equipment designed to deliver the two-channel effect from the stage. Key bookings include Santa Monica, Calif., May 4; Pasadena, Calif., 5; San Diego, Calif., 6; San Francisco, 12; San Jose, Calif., 13; Berkeley, Calif., 14; Portland, Ore., 19, and Seattle, Wash., 20-21.

Connie Francis and Bobby Darin were added to the disk figures participating in this year's Oscar Awards ceremonies. MGM's Miss Francis will sing the "Never on Sunday" title tune. Darin, with wife Sandra Dee at his side, will be among the celebs handling "The-Envelope-Please" chores, presenting an Oscar rather than singing.

Frankie Vaughan is touring the South of England this month. First of seven concerts is in Plymouth. . . . **June Foray,** versatile multi-voiced artist, has done a "Rocky and His Friends" LP for Golden Records. . . . **Pearl Bailey** wowed her Salt Lake City audience last

(Continued on page 112)

FOLK TALENT & TUNES

By BILL SACHS

Around the Horn

Vic McAlpin, of Moss-Rose Publications, Nashville, headed by **Hubert Long,** phones in to say that the upcoming new country singer, **Darrell McCall,** makes his debut on the Capitol label with "Beyond Imagination," written by McAlpin and **Roy Drusky,** b.w. "My Kind of Lovin'," from McCall's own pen. Sides were cut at the Bradley Studio, Nashville, several weeks ago, and release was made last Thursday (16). Another Moss-Rose tune, "Before I Lose My Mind," also written by McAlpin and Drusky, has been cut by **Ferlin Husky** for Capitol and is now on special release, with general release slated for late this week. . . . **Don Warden,** Nashville agent, hopped to West Plains, Mo., March 9 to promote a benefit show for **Tommy Tomlinson,** lead guitarist seriously injured in the auto crash which took the life of **Johnny Horton** last November. Show pulled a capacity crowd to the West Plains high school auditorium, Warden says, with all proceeds going to Tommy. Donating their services for the occasion were **Red Foley, Porter Wagoner, Jimmy Newman, Jimmie Driftwood, Jan Howard, Mother Maybelle** and **Helen Carter, Harold Morrison** and **Jimmy Gately, Norma Jean,** and **Curly Harris, Jack Little, Jackie Phelps** and **Goober,** of the Porter Wagoner band.

Onie Wheeler, whose newest on the K-Ark label is "You're Getting All Over Me," did a guest shot on "Grand Ole Opry" Saturday (11) and then headed westward for a personals swing through Arizona and California. . . . Claude Gray, currently clicking with his "I'll Have Another Cup of Coffee," is on a Kansas-Nebraska trek for Hap Peebles, Wichita, Kan., promoter. . . . Faron Young and wife Hilda, together with Faron's personal manager, Hubert Long, are sopping up the sunshine in Daytona Beach, Fla., these days. . . . Don Gibson, Harold Harper and Georgie Riddle join Roy Acuff and His Smoky Mountain Boys for a swing through Michigan commencing March 24. . . . Smilin' Jack Silvers, well known in the Valleyfield, Que., area, highlights a new Saturday night TV show on CJSS - TV, Cornwall, Ont., sponsored by O'Keefe Breweries.

George Taylor, head of Rodeo-International Records, Canada's only all-c.&w. label, has signed **Jim Hill** as a.&r. manager. . . . Toronto's **Ramblin' Ross Allen** debuts on the Canadian London tag with a long-play package of country material, including a number of his own selections. He also has a new single release in "Be Unfair and Be Untrue" b.w. "Hey, Baby," both culled from the album. . . . **Terry Parker,** "Canada's Yodelling Sweetheart," entered the recording race last week with her debut on Rodeo-International Records. of Halifax, N. S. Her first release, out last week, is a package called "Teardrops and Yodels," a half-and-half mixture of country ballads and the Swiss Alps product.

Upcoming "Grand Ole Opry" bookings, set by WSM's Ott Devine, include the following: Flatt and Scruggs, Springfield, Tenn., March 20; Cherokee, Ala., 23; Richardsville, Ky., 24; Blackwater, Va., 29, and Bristol, Va., 30; Louvin Brothers, Fairfield, Ill., March 24; Cleveland, 25, and Du Bois, Pa., 26; Jim

(Continued on page 112)

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MPPA Acts in Norbay-King Suit: Atty. Abeles Files Appeal Brief

NEW YORK—The Music Publishers Protective Association has taken a strong stand through its attorney, Julian T. Abeles, in a continuing court case here regarding protection afforded publishers through the filing of "notice of use" of a copyright in the Copyright Office in Washington.

Last week, Abeles, long a legal champion of publishers' rights and also attorney for the office of Harry Fox, publishers' agent and trustee, filed an amicus curiae brief with the U. S. Court of Appeals for the Second Circuit here. The case was originally filed by Norbay Music, a Chicago publishing firm, against King Records in connection with the song, "Slow Walk." New York attorney Walter Hofer brought the Norbay action.

The U. S. District Court held that a publisher who files a late notice of use after a recording is made of a tune, is thereafter barred from collection of mechanical royalties and any other relief on all future unauthorized uses of the copyrighted work. Norbay had filed suit against King for alleged failure to pay mechanicals on a record of the tune.

Since publishers are frequently late in filing notices of use, for various reasons, this ruling, if it stands, can have a tremendous effect on many current copyrights, on which notices of use may not have been filed, or may have been filed long after an initial license was granted for recording.

Late last week, Abeles said he has been swamped by requests from music business attorneys for copies of his brief. Many appeared to be in a state of shock over the legal reversal for publishers.

In a letter to Walter Douglas, head of the MPPA, Abeles warned that henceforth "It shall be the duty of the copyright owner, if he uses the musical composition himself for the manufacture of records, or licenses others to do so, (he should) to file notice thereof in the copyright office and any failure to file such notice shall be a complete defense in any suit." in view of the present decision. The appeal on the case will be heard by U. S. Court of Appeals for the Second Circuit, the week of April 3. Hofer will argue the case for Norbay.

Newport Asks For Applicants

NEWPORT, R. I. — In a surprise move, the city council announced it is ready to accept applications for a license to conduct a summer music festival. The council previously had refused to issue a license for the Newport Jazz Festival, which ended last summer in a riot. Only two weeks ago, Festival President Louis L. Lorillard said the event had been called off and probably never would be resumed.

The council also had tabled an application from a Newport dentist, Dr. Nathan Feigelman, who had deposited a $5,000 check as evidence of good faith. In a rather oblique statement, Mayor James L. Maher said the city's plan would bring the best talent and the best show to Newport and would be the plan most acceptable. He said that law enforcement during the festival would be up to the city.

Former director of the festival, George Wein, was unavailable for comment, having left this week for a talent tour of Europe.

Mercury Smash

• Continued from page 3

man. The side is "That's the Way We Love."

Ken Myers, sales head for both the parent label and the newly formed Smash, said that an additional single will be released next week and that Smash plans to build a full catalog of LP's and singles.

Main thinking behind the new label is that many of Mercury's newer and lesser-known artists are often buried in the firm's large monthly release schedules.

Big Names

Generally, officials noted, big names such as Brook Benton or the Platters receive prime attention from deejays and dealers, while lesser names are overlooked.

Officials noted that more and more in recent years the parent label has refrained from releasing certain album or single product that it felt had merit, merely because it would not have received the attention it deserved.

Currently, Mercury plans are to go all the way with the new Smash line. A full promotion and advertising program is being planned, and stepped-up recording activities are already under way.

Sam Fox Sues 20th Fox Film

NEW YORK — Sam Fox Publishing Company here, has sued 20th Century-Fox Film Corporation, charging infringement of its copyrights and common law copyrights of songs which it had previously licensed to 20th for use in synchronization with motion pictures during the periods of the license. Suit was filed in U. S. District Court.

Fox claims that after expiration of such licenses, 20th in turn granted exclusive licenses to National Telefilm Associates to telecast motion pictures containing the same songs originally licensed to 20th Fox. The complaint charges that granting of a synchronization license does not give the picture producer the right to telecast the pictures without permission of the copyright owner.

The complaint also charges that 20th already has received and contracted to receive from National Telefilm for the license to telecast the motion pictures, over $10 million. Fox attorney, Frank Weinstein, said the suit will have a far-reaching effect both here and abroad on the music and motion picture industries.

Danny Davis Joins MGM A.&R. Staff

NEW YORK — Music business veteran Danny Davis has joined MGM Records as an a.&r. staffer. The well-known artist-conductor-arranger, will work closely with Jimmy Vienneau, who has made a string of hits for the label.

Davis has a colorful history with MGM, being the man who some years back was heard on trumpet on such hits as "Four-Leaf Clover," "Cruisin' Down the River," "You Were Only Foolin'," and "Crazy Heart." He has handled indie production for Liberty and Epic and had his own firm, Thunder Records. He has also been associated with Cabot Records and Joy Records.

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USO Bids for Continued Talent Help Overseas

WASHINGTON — "Have Heart—Will Travel," is the way the USO hopes entertainers of all kinds will continue to feel about visiting their fellow Americans in uniform who are defending this country's furthermost outposts. Celebrating its 20th anniversary here last week, the service organization heard Danny Kaye tell of the servicemen's hunger for live talent.

During the two-day conclave here, the USO's national chairman, Harvey S. Firestone Jr., told the organization's national council that to keep up with America's increasing military commitments the USO had increased its overseas facilities by 50 per cent. To provide talent for centers in the Mediterranean and the Virgin Islands, from the Aleutians to Turkey, and from Europe to Africa, takes money — a fact the American public seems to have forgotten since its generous days of the hot war of the 1940's. The USO hopes to revitalize public interest and to raise funds through an increased number of local USO committees which will work with Community Chest and United Givers' campaigns.

The President, recently made honorary chairman of the USO, nominated actor Ralph Bellamy, president of Actors Equity, and Dan A. Kimball, former Secretary of the Navy under Truman, to be members of the USO's board of governors. The two were elected to the board during the USO conclave, together with other presidential nominees who became members of the USO corporation.

In this case, the President is backing a new talent corps to come to the aid of a neglected frontier. Entertainers and fund-raisers who will help in the momentous job of putting on more than 2,000 shows overseas to an average GI audience of around 1,000,000 annually, will be backed by the advertising council's major campaign for USO next autumn. The USO will concentrate its entertainment units in the overseas bases, Firestone said.

Music is perhaps the most vital part of the show-business role, in giving the perennially lonely G.I. his message from home. Next to letters, the music from home and the news of the favorite home sports, like baseball, renew the feeling of contact for the serviceman halfway across the world, coping with strange climates, geared to monotonous but exacting routines.

Danny Kaye explained this to reporters at an informal press conference, and quickly added: "It isn't enough for them just to know, to keep up with what's going on at home. They get this from radio, films, TV, and what have you. They want to hear it from some living, breathing human being from home who will talk with them."

What kind of musical entertainment do they want? Every kind. Kids who were "vaccinated with rock and roll before they left home" carry the same tastes (and usually their own records, too) to whatever far-flung post they are assigned, said Kaye. Longhair, jazz, hillbilly, standards, show tunes all have aficionados in the services. One USO staffer reported that in Frankfurt, Germany, on the same night Roy Acuff performed to standing room only, while at the same time, in another hall, Stan Getz received a standing ovation.



Warner Bros. Label And MGM Pictures Join on 'Wind' Push

HOLLYWOOD—In one of filmland's rare hands-across-the-movie-lots promotional deals, Warner Bros. Records and MGM Pictures concluded an arrangement on behalf of Metro's reissue of "Gone With the Wind" and the WB label's recording of the film's score. Warner label distributed more than 2,000 LP's at the film's Atlanta premiere and similarly handed out promotional copies at Metro's press prevue of the film held at the studio here.

In addition, Metro, in conjunction with the WB label, will stage special showings of the film to jockeys and record dealers throughout the country in a joint promotion drive. Warners has distributed the LP to disk jockeys to time the air plugs with the rerelease of "GWTW." WB's LP is the only available stereo version of the Max Steiner score.

Tightly Competitive L. A. Market To Get Its Fifth One-Stop—Rosarc

HOLLYWOOD — The highly competitive Los Angeles market will get its fifth one-stop when veteran record distributor Gordon Wolf (Sunland Music) invades the field in mid-April. It will operate under the name of Rosarc and will function as a separate entity apart from his Sunland distributing firm. This market, thus, will have the largest concentration of one-stops in the nation.

Wolf told Billboard Music Week that his decision to open a one-stop was prompted largely by Sunland's recent substantial loss of two of its prime lines: MGM Records, which had distributed here the past 11 years, was moved to Al Sherman, the Verve distributor, soon after MGM bought Verve; the Columbia Records subsidiary line, Epic, was moved to Teddy Rosenberg's Pep Distributing soon after the former Columbia branch manager started Pep.

Wolf stressed that the formation of his Rosarc one-stop operation will in no way interfere with his Sunland Music distributing firm. He said he is currently negotiating for other lines to replace the departed labels. (Sunland now has Everest and recently acquired Rich Vaughn's Hi-Fi Records.) However, Wolf admitted that the almost simultaneous departure of the Epic and MGM lines was a substantial loss, but one which he's confident Sunland soon will recover.

Wolf named Bill Siegel, former Buffalo and Chicago one-stop operator, to run Rosarc. The one-stop wing, Wolf said, will share Sunland's premises but will be staffed by different personnel. Rosarc will treat all labels equally and will not give preferential treatment to those lines handled by its Sunland sister firm, Wolf said. Rosarc, Wolf said will adhere to the established one-stop price policies and will lure its patrons with added service rather than price-cutting.

This market already boasts a competitive array of one-stop operations, including Sammy Ricklin's California Music, Dale Record Service, Bill Leuenhagen and Music Box among the primary contenders in the field. Wolf feels there's room for a fifth one.

Merle Signs Distribs For Disks in 4 Cities

RACINE, Wis.—Merle Records here has signed four major distributors to handle its line in Philadelphia, Chicago, Minneapolis and Nashville.

Heller Bros. has been signed for the Philadelphia territory; M-S Distributing, headed by Milt Saltstone, will handle the line in Chicago; D & G Distributing has been signed for Minneapolis, and Southern Distributing will be Merle's outlet in Nashville.

Merle is the new label formed January 1 by Dick Merle, formerly a.&r. man for Cuca Records, Sauk City, Wis. The label (Merle) is concentrating on pop singles.

Mohawk Distributes Own Line

NEW YORK—Mohawk Records has severed relations with Laurie Records and will handle its own distribution in the future. Laurie has been distributing the Mohawk and Dragon labels for the past year for Mohawk executives Irv Spice, Johnnie Goldfine and Vinnie Gagliano. First of the new releases to be handled by Mohawk directly include sides by the Demensions and Joyce Heath.



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Jazz Releases Coming Thick & Fast in France

By EDDIE ADAMIS

PARIS—All kinds of jazz are booming in France. A big batch of jazz is issued weekly. Brunswick alone is issuing 10 EP's and three LP's by Louis Armstrong for March.

It often happens that the same jazz artist comes out the same week on different labels, creating an over-production that might, at the end, discourage the eventual buyers. Odeon-Arteco issued seven DP's by Louis Armstrong in March .

Practically all major labels here are marketing new jazz series. Not satisfied with all the U. S. jazz labels they already represent, they are vying for new jazz records no matter of what origin they are.

Starting in April, EMI-Pathe Marconi will market a new modern jazz series titled "Carrefour du Jazz." The first LP to be released will originate from MGM modern jazz series.

RCA announced a new series titled "Treasury of Jazz," in which they will reissue "historical records that have become very rare." Those reissues will be mostly collectors' items. First records scheduled are two EP's: "Jones and Collins Astoria Hot Eight," "Dumaine's Jazzola Eight" and an LP with Earl Hines and his orchestra.

Barclay will issue a new series titled "Jazz Choc" which will include mostly EP's. This weekend's releases are two EP's by Miles Davis Sextet and Quintet.

Mills HIT REMINDERS
CORRINA, CORRINA
Ray Peterson (Dunes)
MOOD INDIGO
Floyd Cramer (RCA-Victor)
GIRL OF MY DREAMS
Marty DeRose (MGM)
Mills Music, 1619 Bway., New York 19

Watch Them Climb
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Prediction—A HIT!
Sylvia Saynt on Columbia
LET YOUR LIPS TELL ME
Prediction—A HIT!
Julius La Rosa on Kapp Records
(When You're Young And)
ONLY SEVENTEEN
Prediction—A HIT!
Frank D'Rone on Mercury
B. F. WOOD MUSIC CO., INC.
1619 Bdwy., N. Y. 19, N. Y.
Stanley Mills, Prof. Mgr.

Houston: Dot Stereo Cut; King Moves HQ

HOUSTON — The recently-opened wholesale branch of Dot Records here is currently engaged in a 15 per cent discount stereo promotion. The office, which was opened early in January, is headed up by Norman D. Baxter.

King Records has moved its distributor outlet to larger and more elaborate headquarters. This office has Jean Bobbitt as manager.

Becky Lancaster's Music Box one-stop has completely renovated its location and is once more humming with activity.

London Launches Special Internat'l Catalog Program

NEW YORK—London Records has begun a special spring program on the international portion of its catalog. This includes 99 LP's, principally of German, Irish ans Scottish repertoire. Included in the total are 23 new releases.

Distributors will receive an extra 10 per cent discount on all purchases from now through the termination date, April 28. All back orders will be canceled at that time. Distributor payment is due June 10 and if paid by then will include the normal 2 per cent cash discount. A special new international catalog has been prepared as part of the promotion.

In a commentary on the program, London sales vice-president, Lee Hartstone, said that though the international market is not of a mass-buying character, it is an intensive one which can mean plus sales for dealers. Hartstone noted that dealers can normally make a better mark-up on this specialized type of product since they do not have to discount them as sharply as the rest of the catalog. "Our introduction of a 10 per cent program confirms our position that we do not intend to offer our catalog at any more liberal or drastic discounts," Hartstone said.

Memory Lane to Live Again

GERMANTOWN, N. Y.—Memory Lane Records, based here, has been reactivated by Ferde Keller. The label will issue country and pop ballads and religious records on the new 33 compact single, and an occasional LP. Favorites of the past will be emphasized.

Cap Buys World Pacific Comedy LP in First Such Deal by Firm

HOLLYWOOD — Capitol Records last week paid $37,500 for the master to World Pacific's comedy LP, "2,000 Years With Carl Reiner and Mel Brooks," making it the first time in the company's history it has bought a recording previously released under another label. World Pacific issued "2,000 Years" last November, and has sold some 26,000 copies to date.

Capitol will issue the comedy recording in mid-April under its own banner, using the same art and back-liner material (written by Steve Allen) as in the World Pacific original. Under terms of the Capitol deal, World Pacific president, Dick Bock, is to have his remaining stock of the album destroyed. World Pacific distributors will be free to continue selling whatever stock of the album they may have on hand. However, Bock believes that almost all of it has been exhausted. Deal was concluded just as Bock was about to order a new press run.

Funniest Recording

Capitol's Creative Service vice-president, Alan Livingston, concluded the transaction with World Pacific's Bock. Livingston told Billboard Music Week that in his estimation the album is the "funniest comedy recording ever made on any label." Despite the fact that it has been on the market since November, Livingston feels it has sold but a fraction of its full potential.

With the purchase of the World Pacific master, Livingston has set a long-term, exclusive deal with Brooks as comedy album writer-producer-performer. First of four laugh LP's to be produced by Brooks will feature Milt Kamen. Livingston also has scheduled several Brooks-Reiner LP's.

Bock told Billboard Music Week that he decided to sell the LP master after it became apparent the master had reached its sales peak under the World Pacific label. He felt that in Capitol's hands it would enjoy far greater exposure and reap untapped sales.

EIA Notes Sharp Radio Sales Drop

WASHINGTON—A drastic dip in retail radio sales for the first month of 1961 has been reported by the Electronics Industries Association's Marketing Data Department. The January total of some 580,500 sets sold fell far below the previous month's accumulation of more than two million. This figure, incidentally, was the high for 1960. The January 1961 statistic was also more than 200,000 less than the number sold in January of 1960.

While radio production figures for the month of January also took a nose-dive, the decline was less abrupt than that of retail sales. Some 500,000 fewer sets were produced at the factory level than in December.

Motorola Names Lowry Elec.

CHICAGO—Lowry Electronics, Inc., has been appointed Motorola Consumer Products distributor for the South Florida area.

The new corporation, headed by James R. Lowry, president and general manager, replaces the Neil Distributing Company and will handle Motorola's entire line of consumer products.

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ITALIAN NEWSNOTES

Disk Firms Pay Stamp Tax

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

While the cinemas and theaters closed down in protest against a new stamp tax, the disk companies are not open to a similar expedient. The new law presented by the Ministry of Finance provides for a tax on phonograph records on their sale by manufacturers or on their importation, as well as on tapes and sound tracks if used for public sale. The only exemption is for records used as scholastic or educational matter. Tax paid will be by means of stamps, as set up in the law of December 15, 1960, with a sliding scale which will depend on selling prices. This tax is in addition to the 3 per cent I.G.E. (a sales tax, which is collected on all business transactions, wholesale and retail, in Italy).

Festival

The annual Venice Festival of Contemporary Music, long a September feature, will take place April 9-27 this year.

Travel Notes

Connie Francis will do four TV shows and two radio programs March 23-27 when she will tour Italy with **Gene Moretti,** foreign chief of MGM. . . . **Betty Curtis** is recording her San Remo winner, "From Out of There" in English, French, Spanish and German under CGD auspices.

Distribution

Giuseppi Giannini has arranged for distribution of CGD all over the world. New Agencies include Meteor, South Africa; Poijsmainen, Finland; Bravo, Canada; Subar, Israel; Ariola, Austria; Fast,Belgium; Radiotelevisija Belgrade Yugoslavia, and Gruenberg, Turkey. . . . Galleria Del Corso label has tied up with King, Federal, De Luxe, Bethlehem, Jamie, Amy, Kem, Beltone, Veejay and Embassy American labels.

Personals

Ugo Tognazzi and the Roman New Orleans Jazz Band have been chosen to receive this year's Golden Wolf awards by the Rome Tourist Board. . . . **Dean Martin** will co-star with **Vittorio Gassman** in the film of "Sacco and Vanzetti" to be made in Rome. . . . The 20 songwriters whose disks were top sellers in 1960 will be honored at the Dea Diana Golden Disc event April 14-16.

Umberti Vindi has received a golden disk from Ricordi for "Our Concert" which passed the 300,000 mark in Italian sales. . . . **Joe Sentieri** will record "The Only Illusion" and "We Count the Stars" which finished one-two in the "Il Giorno" amateur songwriting contest in which there were 2,122 entries. Winning composer-lyricist was **Giano Paolo Paliage** of Como.

Graz Lots!

BELGIAN NEWSNOTES

Cousins Get Gold Record

By JAN TORFS
Juke Box Magazine, Mechelen

A golden record was offered to the Belgian vocal group, the **Cousins,** at their own club in Brussels. They sold some 100,000 pieces of their hit "Kili Watch," still third on the Belgian hit parade. Their latest release is "Kana Kapila," backed with "Bouddha."

Visitors

German artists are very much in demand here and therefore Belgian TV contracted **Rex Gildo** and **Freddy Quinn** to come and sing a few songs.

New Releases

Elvis Presley's "Surrender," was brought out last week. Insiders think it should become a hit all over the country. . . . **Rina Pia** made a Dutch version of the theme from "The Unforgiven," titled here "Voor De Eerste Keer."

Another Decca release this week is that famous American hit, "Wheels" by the **String-a-Longs.**

New Label

Ronnex Records presents a new label, Teeny Records, at a price of 35 fr., which is almost 40 per cent cheaper than any other record on the market. With these low prices, Ronnex hopes to contact every teen-ager in Belgium. Most Teeny Records will be cuttings from the American Embassy repertoire.

Best-Selling Pop Records in HOLLAND

Week ending March 11, 1961
(Courtesy Foon-Plateau, Amersfoort)

Last Week	This Week	
1	1	WOODEN HEART (Muss I denn.) —Elvis Presley (RCA)
2	2	SUCU, SUCU—Ping, Ping (Tivoli)
4	3	SAVE THE LAST DANCE FOR ME—The Drifters (London)
3	4	NON, JE NE REGRETTE RIEN —Edith Piaf (Columbia)
5	5	ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
6	6	I LOVE YOU—Cliff Richard (Columbia)
8	7	ROCKING BILLY—Ria Valk (Fontana)
7	8	AFSCHEID VAN EEN SOLDAAT (Wooden Heart)—Ria Valk (Fontana)
9	9	MY GIRL JOSEPHINE—Fats Domino (Imperial)
10	10	DANS NOG EENMAAL MIJ (Save the last dance . . .) —The Fouryo's (Decca)
12	11	SEEMANN (Sailor Your Home Is in the Sea)—Lolita (Polydor)
14	12	CORRINA, CORRINA—Ray Peterson (London)
11	13	EBONY EYES—Everly Brothers (Warner Bros.)
13	14	BARCELONA—De Wilmary's (Fontana)
15	15	KILI WATCH—Cousins (Palette)
17	16	RAMONA—Blue Diamonds (Decca)
20	17	KANGOEROE EILAND—Cocktail Trio (Omega)
—	18	KALKUTTA LIEGT AM GANGES—Vico Torriani (Decca)
18	19	NOOIT OP ZONDAG—Mieke Telkamp (Philips)
19	20	HAVE I TOLD YOU LATELY? (That I Love You)—Blue Diamonds (Decca)

DANISH NEWSNOTES

Record Talents Dominate Shows

By TED WOLFRAM
Hotel Osterport, Copenhagen

A pop concert was presented in Tivoli Concert Hall, March 9, and drew a good house, with such popular singers as **Peter Kraus** (Germany), **Dario Campeotto, Pedro Biker, Jorgen Ingmann, Grethe Soncke, Michael Salmony,** the **Hit Makers, Bent and Vivian,** and **Jimmy Martin's** ork.

TV "Platter Parade" had the **Blue Diamonds** ("Ramona"), **Grethe Soncke** ("Hurra, Vi Skal Leve"), Hammond organist **Klaus Wunderlich** ("Blue Skies"), **Los Indios** (Latin-American), **Lis Christensen,** piano (classic), **Luigi Infantino** ("Rigoletto"), **Goinge Sisters** (Sweden), **Ping Ping** ("Sucu Sucu"), and **Peter Alexander** (Germany).

Diskings

Dansk Grammofon record firm, which signed up **Dario Campeotto** to enregister a platter of "Angelique," winning tune of the "Melodi Grand Prix, 1961" in the Danish finals for its Sonet label, claims a sale of 30,000 records within a few days after the presses began turning them out. The first 5,000 were sold to Sweden, where the new song has also scored a hit. An Italian version has also been waxed by Campeotto for the Sonet label.

Nordisk Polyphon has also been very active with a number of its recording stars, including **Lorne Lesley,** the **Blue Diamonds, Peter Kraus** and **Peter Alexander** in Copenhagen for concerts and TV shows.

Norwegian Newsnotes

Oslo has been a center for pop music the second weekend of

(Continued on page 21)

Best-Selling Pop Records in ITALY

Week ending March 18, 1961
(Courtesy Musica e Dischi, Milan

This Week	Last Week	
1	1	24.000 BACI—Adriano Celentano (Jolly); Little Tony (Durium)
2	2	COME SINFONIA—Pino Donaggio (Columbia)
3	4	AL DI LA'—Luciano Tajoli (Juke Box); Betty Curtis (CGD)
4	6	IL PULLOVER—Gianni Meccia (RCA)
5	3	IL MARE NEL CASSETTO—Milva (Cetra)
6	5	UN UOMO VIVO—Gino Paoli (Ricordi); Tony Dallara (Music)
7	7	JEALOUS OF YOU—Connie Francis (MGM)
8	10	PER UN ATTIMO—Peppino Di Capri (Carisch)
9	8	CAROLINA DAI—Sergio Bruni (Voce del Padrone); Rocco Granata (Bluebell)
10	9	LE MILLE BOLLE BLU—Mina (Italdisc)
11	12	WHAT A SKY—Nico Fidenco (RCA)
12	13	LES ENFANTS DU PIREE—Dalida (Barclay); Katyna Ranieri (MGM)
13	14	ARE YOU LONESOME TONIGHT?—Elvis Presley (RCA)
14	11	NON MI DIRE CHI SEI—Umberto Bindi (Ricordi)
15	15	THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol)
16	—	JUST THE SAME OLD LINE—Nico Fidenco (RCA)
17	—	FLAMENCO ROCK—Milva (Cetra)
18	—	C'EST ECRIT DANS LE CIEL—Bob Azzam (Barclay); Marino Marini (Durium)
19	18	MILORD—Edith Piaf (Columbia); Dalida (Barclay)
20	—	GEE WHIZ—Innocents (Top Rank)

AUSTRALIAN NEWSNOTES

U. S. Stars on Australian Trek

By GEORGE HILDER
19 Todman Avenue, Sydney

During the past few weeks, a "big parade" of U. S. artists and entertainers has been arriving in Sydney and Melbourne, booked for TV and night club engagements. Included at **Vaughn Monroe** for T.C.N. Sydney to appear in a super musical, "Top of the Town"; **John Raitt** and **Jack Smith** for the M.C.A. production, "Revue 61" at A.T.N.; **Buddy Rich** at the Ember's Club, Melbourne, and also doing TV shows. . . . The **Kingston Trio** appeared for two nights at the Stadium.

On the Move

Johnny O'Keefe, while touring the United States recently (he's under contract to Liberty Records), had an offer to go to England for TV shows. He expects to be back in Australia at the end of March for his national TV show, "Six o'Clock Rock."

Releases

Recent record releases show a number of local singers in action: **Ian Crawford, Warren Williams, Patsy Ann Nobel, Johnny Ashcroft** and the **Maori Hi Five.** Ashcroft has just recorded "Fisher's Ghost."

Other releases: **Bobby Darin** singing "Lazy River" on London from Atco. "There's a Moon Out Tonight" by the **Capris** on Columbia from Old Town. **Johnny Burnette** singing "Little Boy Bad" and "I Go Down to the River" on London Records from Liberty. **Ignace Jan Paderewski** in a unique waxing of piano rolls has been cut by the master from Distinguished Records and released on Top Rank. Everest Records has "String of Trumpets" played by **Billy Mure.**

Record Clubs are becoming very popular in Australia. "The Popular Record Club" which has been operating for a little over 12 months, releases an average of 16 LP's per month selling at less than $3 using tapes and masters from Decca, Coral and Tops. This club has acquired the entire American Home Library of great musical masterpieces which are imported direct from the U. S.

Personals

Col Joye's Joy Boys' key man, **Dave Bridge** is going to form his own group. . . . **Bob Crosby** returned for a series of TV shows. Bob made a big hit with the Australian public during his last tour and it is rumored that he may settle in this country. **Bob Whitty** of RCA states the Elvis Presley LP, "G. I. Blues" to date has proved the fastest-selling LP ever to be released by his company.

Disk Biz

Festival Records has released the first two LP's on the Everest label. Previously, Top Rank International had control of this label.

Talent Tours

Darryl Stewart in the U. S. during the past four years, returned home to appear in stage and TV shows including "Top of the Town."

Radio Plays

Three out of five Sydney commercial radio stations reorganized their programs recently and are now concentrating entirely on playing the oldies leaving the two remaining stations (2UE and 2GB) to feature rock and roll and the hit tunes.

Dave Crocket

Capitol Records has released a reissue of "The Ballad of Davy Crocket," the best-selling single of a few years ago, sung by **Tennessee Ernie Ford** to coincide with the Australian TV premiere of the original "Davy Crockett" films. These shows will be seen here in the "Disneyland" program and Australian TV may well start the Dave Crockett craze all over again.

Label Change

The **Delltones,** Sydney's successful and popular vocal group, has changed labels from Coronet Records to His Masters Voice. Their first waxing under the new contract is the oldie, "A Teen-Ager in Love."

Best-Selling Pop Records in CHILE

For the month of March, 1961

This Month	Last Month	
1	5	ESTAS SOLA ESTA NOCHE—Elvis Presley
2	1	LA NOVIA—Antonio Prieto
3	—	CUANDO REGRESE EL BARCO DE MIS SUENOS—Brenda Lee
4	2	ASI ES EL ADIOS—Paul Anka
5	3	MALOS PENSAMIENTOS—Elvis Presley
6	—	LA NINA DEK RIO—Los Jazz Singers
7	—	PASOS—Steve Lawrence
8	—	WOODEN HEART—Elvis Presley
9	—	PASO EL VERANO—Paul Anka
10	—	UN AMOR DIFERENTE—Bat Carol

BRITISH NEWSNOTES

Seeks Prevention of Private Disk-Taping

By DON WEDGE
News Editor, New Musical Express

In the House of Commons, a member asked the President of the Board of Trade to prevent the duplication on privately owned tape recorders of disks obtainable on loan, virtually cost-free, from public libraries "and thus infringing the copyright." The official view, in the parliamentary reply, was that the remedy was with the copyright owner by taking legal action under the Copyright Act, 1956. No further government action was indicated, but the matter is not likely to rest at its present stage.

Dispute

Probably the strangest industrial dispute ever in the British music industry came to a head last week when the 13 full-time officials of the Musicians' Union went on strike against its executive committee (of members). According to General Secretary **Hardie Radcliffe,** a pay increase claimed in February last year eventually brought a $5.60 all-round raise on weekly salaries. The officials demanded that this be back-dated and the dispute was over this point which involved only $840.

Publisher **Ivan Mogull** brought with him a TV film of **Chubby Checker** to help launch "Pony Time" here. He was also working on the **Roy Hamilton** U. S. hit, "You Can Have Her" and negotiating for American rights on several British composition. . . . **Frederik Von Pallandt** of the Nina and Frederik singing duo was in London negotiating details for his return British visit in September, now likely to include another season at the Savoy Hotel. . . . United Artists' **Art Talmadge** and **Sid Shamel** spent two days in discussions with major British labels March 13 and 14, then went on to Paris.

To the U. S.

Songwriter **Michael Carr** flying to New York Sunday (19). . . . **Joe Zerga,** general manager of EMI's international publishing division, also flying to New York.

Disk Business

Sir Laurence Olivier is to make 12 LP's of readings from the Bible for **Fiona Bentley's** indie producing firm. . . . A new label, Listen, has been formed in Hessle, Yorkshire, specializing in spoken word albums. Latest release is of **William Empson** reading his own poems. . . . Soon to be launched here by the Interdisc organization will be LP's from five U. S. catalogs — Swingsville, Moodsville, Bluesville, Jazzland and Washington.

Pubber Row

The **Fred Jackson-Bunny Lewis** firm, Tin Pan Alley Music, has taken over operation of the Harvard Music with a small, but strong collection of British titles. Jackson will be general manager.

Personals

Philips' publicity department brought in **Jo Otten** as records press officer.

Legit

The Royal Academy of Dramatic Art has commissioned its first musical — "Who, is Hopkin?" with music by **Christopher Whelen,** book and lyrics by **Charles Robbin.**

New Disks

Again, fewer releases than usual. The Decca group included the **Bill Black Combo's** "Hearts of Stone" (London label from Hi). . . . From the EMI labels there were **Dee Clark:** "Your Friends" (Top Rank from Vee Jay); **Jimmy Jones:** "I Told You So" (MGM) and **Alma Cogan:** "Cowboy Jimmy Joe" (HMV) — the **Lolita** hit on the Continent, but with English lyrics by **Norman Newell.**

Record Sales

The "Exodus" theme seems set for a lot of action here. The first disk version in the chart, by **Ferrante & Teicher** (London from United Artists), moved up 11 places to No. 7 and a British version, by **Semprini** (HMV) entered at No. 19. . . . Also new in the chart were the **Piltdown Men:** "Goodnight, Mrs. Flintstone" (Capitol) at No. 21; **Bobby Darin:** "Lazy River" (London from Atco) and a British disk, an outstanding performance by **Anthony Newley** on "And the Heavens Cried" (Decca).

Best-Selling Pop Records in ARGENTINA

For the month of March, 1961

This Month	Last Month	
1	—	LA NOVIA—Antonio Prieto
2	—	EL MATADOR—Los Juveniles
3	—	LA PLAGA—Los Teen Tops
4	—	ERES DIFFERENTE—Miguel Amador
5	—	POR DOS BESOS—Trio Vocalistas
6	—	BESAME MUCHO—Ray Conniff
7	2	ADAN Y EVA—Paul Anka
8	4	DOS CARAS TIENNE LA LUNA —Los T.N.T.
9	—	MI MADRE QUERIDA—Baby Bell
10	—	SACALA A BAILAR—Johnny Carel

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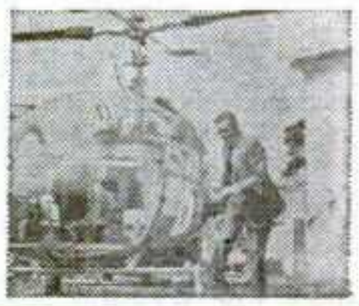
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JAPANESE NEWSNOTES

Nippon Victor Issues Fontana

By JOHN LUCKWEST
Tokyo Correspondent

Ella Fitzgerald and **Oscar Peterson** trio, now traveling in Europe, will visit Japan for the second time in September or October. . . . **Nat King Cole** will arrive in Tokyo, May 8. . . . **Brian Hyland** arrived here March 6 and worked one week from March 8 at the International Theater.

Disk Activity

Kingston Trio agreed to record several Japanese folk songs after their return to the U. S. because their stay in Japan was too short to make recordings at the request of Toshiba Records, Capitol's affiliate.

"Arrividerci" is winning extensive popularity here. Top Rank, Philips and London have already issued this theme song from the Italian picture, but an instrumental by **Georges Djubin** (Angel) and a vocal by **Caterina Villalba** (King) are also to be marketed soon. Further, two Japanese versions by **Peanuts** (King) and **Miss Sakaye Mori** (Columbia) are to follow.

By TEN KATTORI
Yokohama Correspondent

Nippon Victor, who acquired the distribution right in Japan of Philips' repertoire last year, has now concluded an agreement with Fontana, a subsidiary label of the Netherland diskery. Fontana label will debut in April in the Japanese diskery's World Group Series, tagged at 2,000 yen ($5.56) for 12-inch stereo LP's, 1,500 yen ($4.17) for 12-inch mono LP's and 1,000 yen ($2.78) for 10-inch LP's.

King Records will release a stereo recording of "Tintarella di Luna" backed with "Magica Luna," both sung in Japanese by **Caterine Valente.** The diskery has also sent a recorded tape of "Piano Etude," composed by **Yoshinao Nakata,** one of the Japanese leading composers, for U. S. release. The Japanese diskery is releasing Nakata's "Etude" in 10-inch LP in Japan, too, in April.

Harry Fox will come to Japan shortly for consultation with JASRAC, Japanese counterpart of ASCAP, representing the Fox Office here.

FRENCH NEWSNOTES

An 'Itsy Bitsy' Plagiarism Suit

By EDDIE ADAMIS
92 Quai du Marechal Joffre
Courbevole (Seine)

French composer and singer **Gilles Sala** has lodged a complaint against "Itsy Bitsy." The composer charges plagiarism of his 1951 song, titled "Rythme des Antilles."

Film Music

Philips issued the original sound track from the Samuel Goldwyn filmusical, "Porgy and Bess."

New Singles

Among the weekend's new releases from Vogue were **Lonnie Donnegan's** "Beneath the Willow" (Bury Me); **Emile Ford's** "What Am I Gonna Do" and the **Flee Rekkers'** "Blue Tango."

EMI-MGM is making an energetic attempt to make **Connie Francis** one of the favorite songstresses in the juke box field. Four singles have been issued simultaneously.

RCA issued the original sound track from "Exodus" and "The World of Suzy Wong."

Among the EMI group's weekend releases was **Bobby Rydell's** "Cherie" (Columbia from Cameo). . . . **Frank Sinatra's** "Old MacDonald" (Capitol) has two covers by **Dario Moreno** (Fontana) and **Nat Peck Trombone** (Fontana).

Pubbers' Row

French lyrics have been written to two U. S. hits: "Wonderland by Night" (Au Pays des Merveilles) and "Everybody's Somebody's Fool" (Aucun de Nous n'Echappe a L'Amour). . . . Also published by Chappell is the French version of "Exodus," which is expected to be the next hit in France.

Connie Francis came to Paris to be awarded "most aired songstress" title by Radio Luxemburg. She was to wax another German language disk March 14.

Best-Selling Pop Records in NORWAY

For the week ending March 17, 1961
(Courtesy Verdens Gang, Oslo)

This Week	Last Week	
1	1	SEEMANN—Lolita (Polydor)
2	2	O SOLE MIO—Robertino (Triola)
3	9	OH MARIE, JEG VIL HJEM TIL DEG—The Monn Keys (Triola)
4	3	ROMANTICA—Robertino (Triola)
5	5	ARE YOU LONESOME TONIGHT—Presley (RCA)
6	4	WOODEN HEART—Presley (RCA)
7	7	YOU'RE SIXTEEN—Johnny Burnette (London)
8	10	LES ENFANTS DU PIREE—Melina Mercouri (London)
9	8	OH MARIE, JEG VIL HJEM—The Four Jacks (Odeon)
10	6	SJOMANN—Jan Hoiland (Odeon)

SPANISH NEWSNOTES

A Big 'Si' for Anka and Twitty

By RAUL MATAS
Editor, Discomania
32 Av Jose Antonio, Madrid

Two releases, "Summer Is Gone," in English and Italian by **Paul Anka** are doing well with the European fans. **Conway Twitty** is trying to top **Elvis Presley** with C'est Si Bon" and "Mona Lisa." Two oldies which could become strong hits.

RCA launches "Greenleaves of Summer" in Spanish with **Luisita Tenor.** . . . Big success in Chile and Argentina for "La Novia" penned by **Joaquin Prieto** and recorded by his brother **Antonio Prieto.** . . . The TNT **(Tim Nelly** and **Tom)** voted best vocal group of 1960 in Argentina.

"Los Cuatro Duendes" won the Chilean San Remo contest. . . . **Connie Francis** singing in Spanish. Album released here on Hispavox label. . . . "A Los Toros" wonderful narration of the "fiesta brava," selling thousands of copies. . . . **Pepe** with the British pianist **Russ Conway** coming up.

Danish Newsnotes

• *Continued from page 18*

March, with a big midnight hit parade ("10 at the Top"), arranged by a group of 25 record dealers for presentation at the Chat Noir Theater, March 11, and a Eurovision TV airing of the Norwegian finals in the "Melodi Grand Prix," March 12. Taking part in the Chat Noir concert were the **Blue Diamonds** (Indonesia), **Lill-Babs** (Sweden), the **Monn Keys** (Norway), **Danny Hunter** and the **Strangers** (England), **Nora Brockstedt, Solvi Wang.** While the finals of the Melodi Grand Prix were run off some time ago, it was sent out over the Nordvision TV networks Sunday (12), with the winner, **Nora Brockstedt,** singing the winning tune, "Summer in Palma." The **Duke Ellington Giants** slated a concert here March 1.

Taking part in a Nordic "Pop" Festival, in Stockholm's Concert House, were the **Blue Diamonds, Lill-Jorgen, Four Hits,** and the winners of the Scandinavian finals of the Melodi Grand Prix, **Lill-Babs** (Sweden), **Laila** (Finland), **Nora Brockstedt** (Norway), and **Dario Campeotto** (Denmark).

"Knappupp" presented a "Hit Parade" at the Concert House, March 4, with **Lorne Lesley, Robertino Loreti, Lily Berglund** and other pop talent.

N. Z. NEWSNOTES

ABC-Paramount Gets New Distrib

By FRED GEBBIE
P.O. Box 2443, Auckland

A few stirs in the record industry with ABC-Paramount switching distribution to Festival (American Decca, Brunswick, Coral) who will choose between their own agents and Allied Records (ex-Top Rank) as New Zealand distributor.

Chart Climbers

As **Damita Jo's** "I'm Saving the Last Dance for You" hits the charts here, the disk has reached 5,000 sales, which is pretty good for a sleeper with three weeks' exposure. **George Wooler's** Festival label has a big one in "Emotions" by **Brenda Lee** and another "answer disk," "Yes I'm Lonesome Tonight" by **Thelma Carpenter. Fred Noad** reports that advance orders are stacking up for **Elvis'** "Surrender." HMV's big ones here are **Bill Black's** "Don't Be Cruel," **Lawrence Welk's** "Calcutta" and a lot of advance interest in **Ferrante** and **Teicher's** "Exodus."

For a steady 12 months, the original "Five Pennies" sound track has kept the retailers happy and is still coming. Two unknowns here, "Persuasive Percussion" and "Provocative Percussion," are getting plenty of attention and **Grady Martin's** "Roaring Twenties" making money for Festival. Coronet releasing sound track of "West Side Story" from the Columbia label this week and have issued the news that as of April 1, they will release only once a month instead of weekly. Allied collaring the comedy market here with **Shelley Berman, Mort Sahl, Bob Newhart** and have a big one in **Dave King** (Seeco) coming up.

MGM has signed with Allied for the distribution of Verve for a further two years. Allied formerly had the label by way of Top Rank, and their releases helped make the **Ella Fitzgerald** tour here a great success.

Much discussion about whether the coming of commercial TV to New Zealand will affect radio listening and disk sales. Opening date is April 1. There will be just one channel, operating a four-night week under government control.

Decca Reports '60 Boost in Earnings; Final Quarter Best

NEW YORK — Decca Records reported a gain in earnings in 1960 over 1959 with the final quarter of the year showing better than any other quarter. It was also revealed that the total album release of Decca and associated Coral and Brunswick labels in 1960 was one-third less than in 1959.

Dividends for the company during the year totaled $1.15. This marked the 24th consecutive year in which Decca has paid a dividend. It was also announced that the annual meeting of the company will take place April 11 at the firm's Park Avenue offices.

Sacha Distel Does Col. Album

NEW YORK—French recording star Sacha Distel was here last week recording an album with Columbia for release in the fall. The set, which is to be called "The Lover," is an LP of standards featuring Distel as a singer with an accompanying ork under the direction of Frank DeVol. Distel, in addition to his singing work, has an imposing reputation as a jazz guitarist in France and is one of the highest paid pop concert performers in France.

GERMAN NEWSNOTES

German Disk Star Taking Tour And Television to Yugoslavia

By JIMMY JUNGERMANN
102, Ismaninger Str.
Munchen 27 (Munich) Germany

Ivo ("Morgen") **Robic** started his own TV show at Zagreb, Yugoslavia. Top hit at the moment, Ico's "Sa 17 Pocinje Tek Zivot" (Save the Last Dance for Me). This week Ivo is in Munich producing a TV show, next week in Brussels. After a six-week tour through Germany, Ivo will return to Yugoslavia and start for a tour of Hungary.

Electrola will start a new label, The Big Chance." Newcomers will get a chance to sing on record. The first singer is **Nora Nova** from Bulgaria. Her first record, "Sucu Sucu" b-w "Ich Bleib Bei Dir."

After "O Sole Mio," "Wooden Heart" and "Are You Lonesome Tonight," here's the next **Elvis Presley** top hit in a row: "Come Back to Sorrento," issued this week for Germany by RCA.

New Releases

"Goodness Gracious Me," the best selling hit with **Sophia Loren** and **Peter Sellers,** has two German versions. Polydor offers **Bibi Johns** and **John Ward,** Telefunken brings **Lonny Kellner** and **Peter Frankenfeld.**

The "Sailor" team, **Werner Scharfenberger** and **Fini Busch,** wrote another hit tune: the waltz, "Addio, Addio Maria" sung by the **Blauen Jungs** on Polydor. . . . Two new U. S. hits are sung by young **Bert Berger** on Telefunken: "You Talk Too Much" and "You Mean Everything to Me."

Best-Selling Pop Records in INDIA

For February, 1961
(Courtesy The Voice, Calcutta)

1. I LOVE YOU—Cliff Richard (DB)
2. TELL LAURA I LOVE HER—Ricky Valance (DB)
3. THE STRANGER—The Shadows (DB)
4. ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI—Brian Hyland (HLR)
5. LOVE THEME—Cambridge Strings (F)
6. GABBIE—Eddie Calvert (DB)
7. NEVER ON SUNDAY—Don Costa (HLT)
8. WALKING TO NEW ORLEANS—Fats Domino (HLP)
9. PLEASE DON'T TEASE—Cliff Richard (DB)
10. JEALOUS OF YOU—Connie Francis (MGM)

Billy Vaughn has a new record: "Wheels" b-w "Isle of Capri," on London.

"His Hand in Mine" is the new **Elvis Presley** LP on RCA. . . . **Caterina Valente** and **Silvio Franceso** sing "German Standards" on a Decca LP.

Best-Selling Pop Records in SPAIN

For week ending March 13, 1961
(Courtesy Discomania)

Last Week	This Week	
1	1	GREENLEAVES OF SUMMER—Brothers Four (Philips)
2	2	ERES DIFERENTE—Carmen Sevilla (Philips)
4	3	15 ANOS TIENE MI AMOR—Duo Dinamico (Voz Amo)
5	4	GREENFIELDS—Brothers Four (Philips)
7	5	MY HOME TOWN—Paul Anka (ABC-Hispavox)
9	6	24,000 BACI—Adriano Celentano (Zafiro)
6	7	ARE YOU LONESOME TONIGHT?—Presley (RCA)
10	8	IT'S NOW OR NEVER—Presley (RCA)
8	9	ADAM AND EVE—Paul Anka (Hispavox)
3	10	AL DI LA—Luciano Tajoli (Discophon)
19	11	POETRY IN MOTION—Johnny Tillotson (Hispavox)
18	12	LE MILLE BOLLE BLU—Mina (Discophon)
13	13	LA MONTANA DE IMITTOS—5 Latinos (Philips)
11	14	ENVIDIA—Angeles Hortelano (Carillon)
22	15	I'M SORRY—Brenda Lee (Brunswick)
15	16	YOU MEAN EVERYTHING TO ME—Sedaka (RCA)
28	17	OH BLANCA FLOR—Duo Dinamico (Voz Amo)
14	18	SOMETHING HAS CHANGED ME—Anka (Hispavox)
16	19	EL ALAMO—Frankie Avalon (Hispavox)
12	20	POR DOS BESOS—Carla Boni; Nella Colombo (Zafiro)

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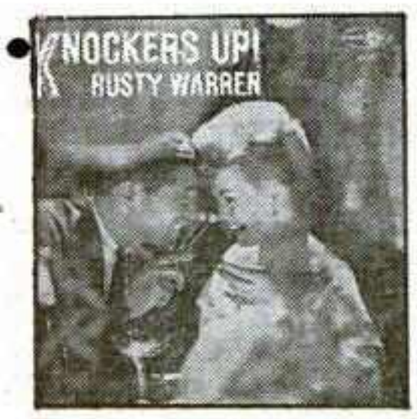
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P. P. S.: When In Florida, drop in to see me at the Golden Falcon, Fort Lauderdale.

Management: Stanford Zucker and Associates, Beverly Hills, Calif.

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BILLBOARD MUSIC WEEK BEST SELLING

NOTE: The listings on this spread are the nation's best selling LP's in the period specified above. They include approximately 200 albums which must be regarded as essential inventory for dealers and as outstanding programming for broadcasters. For convenience in using this material for inventory, display or programming, the listings have been broken into leading categories. The LP's then are listed alphabetically rather than in sales order within each category.

The letter M following a title indicates that only the Monophonic version of that LP is a best seller; the letter S indicates that only the Stereo version is a best seller; the letters M-S indicate that both Mono and Stereo versions are best sellers.

The best selling new LP's, on the charts nine weeks or less, are listed in rank order according to sales in the Action Album charts, in the center of this spread.

BEST SELLING POP VOCAL LP'S

Listed Alphabetically

MALE VOCALISTS

Anka at the Copa (M)
Paul Anka...ABC-Paramount ABC 353
Paul Anka Sings His Big 15 (M)
.....ABC-Paramount LP 323
Belafonte at Carnegie Hall (M-S)
Harry Belafonte..RCA Victor LOC 6006; LSO 6006
Belafonte Returns to Carnegie Hall (M-S)
Harry Belafonte..RCA Victor LOC 6007; LSO 6007
Bobby's Biggest Hits (M)
Bobby Rydell .....Cameo C 1009
Calypso (M)
Harry Belafonte..RCA Victor LPM 1248
Come Dance With Me (M-S)
Frank Sinatra .....Capitol W 1069; SW 1069
Darin at the Copa (M-S)
Bobby Darin .....Atco 112; S112
Dedicated to You (M)
Ray Charles ....ABC-Paramount 355
Elvis Is Back (M-S)
Elvis Presley ..RCA Victor LPM 2231; LSP 2231
Faithfully (M-S)
Johnny Mathis ....Columbia CL 1422; CS 8219
Gunfighter Ballads and Trail Songs (M-S)
Marty Robbins.....Columbia CL-1349; CS 8158
Heavenly (M-S)
Johnny Mathis ....Columbia CL 1351; CS 8152
He'll Have to Go (M)
Jim Reeves ....RCA Victor LPM 2223
His Hand in Mine (M)
Elvis Presley...RCA Victor LPM 2328
Buddy Holly Story (M)
.....Coral CRL 5-7326
Johnny Horton's Greatest Hits (M-S)
.....Columbia CL 1596; CS 8396
Hymns (M)
Tennessee Ernie Ford...Capitol T 756
Johnny's Greatest Hits (M)
Johnny Mathis ....Columbia CL 1133
Johnny's Moods (M-S)
Johnny Mathis ....Columbia CL 1526; CS 8326
Love Is the Thing (M)
Nat King Cole.....Capitol W 824
More Gunfighter Ballads and Trail Songs (M)
Marty Robbins.....Columbia CL 1481
More of Johnny's Greatest Hits (M-S)
Johnny Mathis ....Columbia CL 1344; CS 8150
More Songs by Ricky (M)
Ricky Nelson .....Imperial 9122
Nearer the Cross (M)
Tennessee Ernie Ford..Capitol T 1005
Nice 'n' Easy (M-S)
Frank Sinatra .....Capitol W 1417; SW 1417
No One Cares (M-S)
Frank Sinatra .....Capitol W 1221; SW 1221
Only the Lonely (M)
Frank Sinatra .....Capitol W 1053
Open Fire, Two Guitars (M-S)
Johnny Mathis....Columbia CL 1270; CS 8056
Sinatra's Swingin' Session (M-S)
Frank Sinatra.Capitol W 1491; SW 1491
Sing a Hymn With Me (M)
Tennessee Ernie Ford.Capitol TAO 1332
Spirituals (M)
Tennessee Ernie Ford...Capitol T 818
This Is Darin (M-S)
Bobby Darin .....Atco 115; SD 115
Bobby Vee (M).....Liberty LRP 3181
Warm (M)
Johnny Mathis ....Columbia CL 1078
Wild Is Love (M-S)
Nat King Cole....Capitol WAK 1392; SWAK 1392

FEMALE VOCALISTS

Annette Sings Anka (M)
.....Vista BV 3302
Connie's Greatest Hits (M)
Connie Francis .....MGM E 3793
Italian Favorites (M-S)
Connie Francis..MGM E 3791; SE 3791
I've Got a Right to Sing the Blues (M)
Eileen Farrell .....Columbia CL 1465
Latin a la Lee (M-S)
Peggy Lee...Capitol T 1290; ST 1290
Brenda Lee (M).....Decca DL 4039
Mack the Knife—Ella in Berlin (M-S)
Ella Fitzgerald.....Verve MGV 4041; MGV 64041
More Italian Favorites (M-S)
Connie Francis..MGM E 3871; SE 3871
This Is Brenda (M)
Brenda Lee .....Decca DL 4082
Unforgettable (M-S)
Dinah Washington.Mercury MG 20572; SR 60232
What a Difference a Day Makes (M)
Dinah Washington.Mercury MG 20479

DUOS AND GROUPS

Best Music On/Off Campus (M)
Brothers Four .....Columbia CL 1578
Date With the Everly Brothers (M)
.....Warner Bros. WB 1395
Encores of Golden Hits (M)
Platters .....Mercury MG 20472
Fabulous Style of the Everly Brothers (M)
.....Cadence 3040
From the hungry i (M)
Kingston Trio .....Capitol T 1107
Here We Go Again (M-S)
Kingston Trio..Capitol T 1258; ST 1258
Kingston Trio M-S)
.....Capitol T 996; ST 996
Kingston Trio at Large (M-S)
.....Capitol T 1199; ST 1199
Make Way (M-S)
Kingston Trio..Capitol T 1474; ST 1474
More Encores of Golden Hits (M)
Platters .....Mercury MG 20591
Sold Out (M-S)
Kingston Trio.Capitol T 1352; ST 1352
String Along (M-S)
Kingston Trio.Capitol T 1407; ST 1407
Tonight in Person (M-S)
Limeliters .....RCA Victor LPM 2272; LSP 2272
Weavers at Carnegie Hall, Vol. 2 (M)
.....Vanguard VRS 9075

CHORUSES

Fireside Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1389; CS 8184
Folk Song Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1316; CS 8118
Happy Times Sing Along With Mitch (M-S)
Mitch Miller .....Columbia CL 1568; CS 8368
March Along With Mitch Miller (M)
.....Columbia CL 1475
Memories Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1542; CS 8342
Mitch's Greatest Hits (M)
Mitch Miller .....Columbia CL 1544
More Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1243; CS 8043
Party Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1331; CS 8138
Saturday Night Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1414; CS 8211
Sentimental Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1457; CS 8251
Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1160; CS 8004
Still More Sing Along With Mitch (M-S)
Mitch Miller.....Columbia CL 1283; CS 8099

BEST SELLING COMEDY LP'S

Listed Alphabetically

An Evening With Mike Nichols and ..Elaine May (M)
.....Mercury OCM 2200
Button-Down Mind of Bob Newhart (M)
Bob Newhart.....Warner Bros. 1379
Button-Down Mind of Bob Newhart Strikes Back (M)
Bob Newhart.....Warner Bros. 1393
Down to Earth (M)
Jonathan Winters..Verve MGV 15011
Edge of Shelley Berman (M)
Shelley Berman...Verve MGV 15013
Inside Shelley Berman (M)
Shelley Berman...Verve MGV 15003
Kick Thine Own Self (M)
Brother Dave Gardner .....
.....RCA Victor LSP 2239
Knockers Up (M)
Rusty Warren.....Jubilee JLP 2029
Laughing Room (M)
Woody Woodbury.Stereoddities MW 2
Mort Sahl at the hungry i (M)
Mort Sahl .....Verve MGV 15012
Outside Shelley Berman (M)
Shelley Berman...Verve MGV 15007
Rejoice Dear Hearts (M)
Brother Dave Gardner .....
.....RCA Victor LPM 2083
Wonderful World of Jonathan Winters (M)
Jonathan Winters..Verve MGV 15009
Woody Woodbury Looks at Love and Life (M) Woody Woodbury .....
.....Stereoddities MW 1

BEST SELLING SHOW MUSIC LP'S

Listed Alphabetically

ORIGINAL CAST

Bye Bye Birdie (M-S)
Original Cast.....Columbia KOL 5510; KOS 2025
Camelot (M-S)
Original Cast.....Columbia KOL 5620; KOS 2031
Do Re Mi (M-S)
Original Cast...RCA Victor LOCD 2002; LSOD 2002
Fiorello (M-S)
Original Cast.....Capitol WAO 1321; SWAO 1321
Flower Drum Song (M-S)
Original Cast.....Columbia OL 5350; OS 2009
Gypsy (M-S)
Original Cast.....Columbia OL 5420; OS 2017
Irma La Douce (M-S)
Original Cast.....Columbia OL 5560; OS 2029
Music Man (M-S)
Original Cast.....Capitol WAO 990; SWAO 990
My Fair Lady (M-S)
Original Cast.....Columbia OL 5090; OS 2015
The Sound of Music (M-S)
Original Cast.....Columbia KOL 5450; KOS 2020
South Pacific (M)
Original Cast.....Columbia OL 4180
Tenderloin (M-S)
Original Cast.....Capitol WAO 1492; SWAO 1492
Unsinkable Molly Brown (M-S)
Original Cast.....Capitol WAO 1509; SWAO 1509
West Side Story (M-S)
Original Cast.....Columbia OL 5230; OS 2001
Wildcat (M-S)
Original Cast...RCA Victor LOC 1060; LSO 1060

SOUND TRACK

The Alamo (M)
Sound Track.....Columbia CL 1558
Ben-Hur (M-S)
Rome Symphony Orchestra (Savina)
..... MGM 1E1; 1SE1
Can Can (M-S)
Sound Track.Capitol W1321; SW 1321
Carousel (M)
Sound Track .....Capitol W 694
Exodus (M-S)
Sound Track...RCA Victor LOC 1058; LSO 1058
G. I. Blues (M-S)
Elvis Presley...RCA Vitor LPM 2256; LSP 2256
Gigi (M-S)
Sound Track .....MGM E 3641; SE 3641 ST
Huckleberry Hound (M)
Sound Track .....Colpix CP 202
King and I (M-S)
Sound Track...Capitol W 740; SW 740
Never on Sunday (M)
Sound Track..United Artists UAL 4070
Oklahoma! (M-S)
Sound Track.....Capitol WAO 595; SWAO 595
Porgy and Bess (M-S)
Sound Track.....Columbia OL 5410; OS 2016
South Pacific (M-S)
Sound Track...RCA Victor LOC 1032; LSO 1032
Student Prince (M)
Mario Lanza....RCA Victor LM 1837
Theme From The Apartment (M)
Sound Track.....United Artists 3105

MUSIC FROM MUSICALS, FILMS AND TV

Ballads and Rhythms of Broadway (M-S)
Johnny Mathis.....Columbia C2L 17; C2S 803

ACTION

On the Charts

MONOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
1	1	**CALCUTTA** Lawrence Welk, Dot DLP 3359	8
2	4	**GREAT MOTION PICTURE THEMES** Various Artists, United Artists UAL 3122	9
3	3	**CAMELOT** Original Cast, Columbia KOL 5620	9
4	6	**MAKE WAY** Kingston Trio, Capitol T 1474	4
5	5	**SINATRA'S SWINGIN' SESSION** Frank Sinatra, Capitol W 1491	6
6	7	**MEMORIES ARE MADE OF THIS** Ray Conniff, Columbia CL 1574	6
7	9	**WILDCAT** Original Cast, RCA Victor LOC 1060	8
8	8	**TONIGHT IN PERSON** Limeliters, RCA Victor LPM 2272	4
9	11	**NEVER ON SUNDAY** Sound Track, United Artists UAL 4070	8
10	14	**JOHNNY HORTON'S GREATEST HITS** .... Columbia CL 1596	4
11	21	**DEDICATED TO YOU** Ray Charles, ABC-Paramount 355	3
12	22	**HAPPY TIMES SING ALONG WITH MITCH** Mitch Miller, Columbia CL 1568	2
13	10	**AN EVENING WITH MIKE NICHOLS & ELAINE MAY** .... Mercury OCM 2200	7
14	13	**BEST MUSIC ON/OFF CAMPUS** Brothers Four, Columbia CL 1578	6
15	12	**BOBBY'S BIGGEST HITS** Bobby Rydell, Cameo C 1009	4
16	18	**TENDERLOIN** Original Cast, Capitol WAO '492	7
17	20	**WONDERLAND BY NIGHT** Louis Prima, Dot DLP 3352	9
18	15	**I'VE GOT A RIGHT TO SING THE BLUES** Eileen Farrell, Columbia CL 1465	6
19	—	**BOBBY VEE** .... Liberty LRP 3181	1
20	—	**MORE ENCORES OF GOLDEN HITS** Platters, Mercury MG 20591	7

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LP'S by CATEGORY

FOR WEEK ENDING MARCH 25

Broadway in Rhythm (M-S)
Ray Conniff.....Columbia CL 1252; CS 8064

Camelot (Music From) (M-S)
Percy Faith.....Columbia CL 1570; CS 8370

Exodus (M)
Hollywood Studio Orchestra..... .....United Artists UAL 3123

Film Encores, Vol. 1 (M-S)
Mantovani...London LL 1700; PS 124

Film Encores, Vol. 2 (M-S)
Mantovani...London LL 3117; PS 164

Great Motion Picture Themes (M-S)
Various Artists ..... United Artists UAL 3122; UAS 6122

Mr. Lucky (M-S)
Henry Mancini..RCA Victor LPM 2198; LSP 2198

Music From Exodus and Other Great Themes (M-S)
Mantovani...London LL 3231; PS 224

Operetta Memories (M)
Mantovani.....London LL 3181

Peter Gunn (M-S)
Henry Mancini..RCA Victor LPM 1956; LSP 1956

Theme From A Summer Place (M-S)
Billy Vaughn .....Dot DLP 3276; DLP 25276

BEST SELLING INSTRUMENTAL & MOOD LP'S

Listed Alphabetically

Always (M)
Roger Williams.....Kapp KL 1172

Chet Atkins' Workshop (M-S)
.....RCA Victor LPM 2232; LSP 2232

Blue Hawaii (M-S)
Billy Vaughn .....Dot DLP 3165; DLP 25165

Calcutta (M-S)
Lawrence Welk.....Dot DLP 3359; DLP 25359

Cherry Pink and Apple Blossom White (M)
Harmonicats .....Columbia CL 1556

Concert in Rhythm, Vol. II (M)
Ray Conniff.....Columbia CL 1415

Continental Encores (M-S)
Mantovani .....London LL 3095; PS 147

Gems Forever (M-S)
Mantovani...London LL 3032; PS 106

It's the Talk of the Town (M-S)
Ray Conniff.....Columbia CL 1334; CS 8143

Last Date (M-S)
Lawrence Welk.....Dot DLP 3350; DLP 25350

Let's Dance Again (S)
David Carroll.....Mercury SR 60152

Look for a Star (M-S)
Billy Vaughn .....Dot DLP 3322; DLP 25322

Memories Are Made of This (M-S)
Ray Conniff .....Columbia CL 1574; CS 8374

Music for Lovers Only (M-S)
Jackie Gleason Orch., Buddy Hackett .....Capitol W 352; SN 352

Near You (M-S)
Roger Williams .....Kapp KL 1112; KL 1112-S

The Other Chet Atkins (M)
.....RCA Victor LPM 2175

'S Awful Nice (S)
Ray Conniff.....Columbia CL 1137

Sail Along Silvery Moon (M)
Billy Vaughn .....Dot DLP 3100

Say It With Music (M-S)
Ray Conniff ....Columbia CL 1490; CS 8282

Songs to Remember (M)
Mantovani .....London PS 193

Strauss Waltzes (M-S)
Mantovani....London LL 685; PS 118

Temptation (M-S)
Roger Williams.....Kapp KL 1217; K 3217-S

Theme From "The Sundowners" (M-S)
Billy Vaughn .....Dot DLP 3349; DLP 25349

Till (M-S)
Roger Williams.....Kapp KL 1081; KL 108-S

Billy Vaughn Plays the Million Sellers (S)
.....Dot DLP 25119

Wonderland by Night (M-S)
Bert Kaempfert.....Decca DL 4101; DL 7-4101

Wonderland by Night (M)
Louis Prima .....Dot DLP 3352

Young at Heart (M-S)
Ray Conniff .....Columbia CL 1489; CS 8281

BEST SELLING PERCUSSION, SOUND, JAZZ & TEEN BEAT LP'S

Listed Alphabetically

PERCUSSION & SOUND

Bongos (M-S)
Los Admiradores...Command RS 809; RS 809 SD

Bongos, Flutes and Guitars (M-S)
Los Admiradores...Command RS 812; RS 812 SD

Persuasive Percussion, Vol. 1 (M-S)
Terry Snyder .....Command LP 800; Command RS 800 SD

Persuasive Percussion, Vol. II (M-S)
Terry Snyder and the All Stars..... .....Command RS 808; RS 808 SD

Pertinent Percussion Cha, Cha (M-S)
Enoch Light .....Command RS 814; RS 814 SD

Provocative Percussion, Vol. I (M-S)
Enoch Light and the Light Brigade.... .....Command RS 806; RS 806 SD

Provocative Percussion, Vol. II (M-S)
Enoch Light and the Light Brigade.... .....Command RS 810; RS 810 SD

Quiet Village (M-S)
Martin Denny .....Liberty LRP 3122; LST 7122

Taboo (S)
Arthur Lymon .....Hi Fi SR 806

JAZZ

Bernstein Plays Brubeck, Brubeck Plays Bernstein (M-S)
N. Y. Philharmonic, Dave Brubeck Quartet-Leonard Bernstein..... .....Columbia CL 1466; CS 8257

But Not for Me (M)
Ahmad Jamal .....Argo 628

Ray Charles in Person (M)
.....Atlantic 8039

Pete Fountain's New Orleans (M-S)
.....Coral CRL 57282; CRL 7-57282

Genius Hits the Road (M)
Ray Charles..ABC-Paramount ABC 335

Genius of Ray Charles (M)
.....Atlantic 1312

Have Twangy Guitar, Will Travel (M)
Duane Eddy .....Jamie J 3000

Like Love (M)
Andre Previn .....Columbia CL 1437

Nina at Newport (M)
Nina Simone .....Colpix CP 412

Time Out (M)
Dave Brubeck ....Columbia CL 1397

Twang's the Thing (M)
Duane Eddy .....Jamie J 3009

White Satin (M-S)
George Shearing ....Capitol 1 1334; ST 1334

TEEN BEAT

Encore (M)
Santo and Johnny..Canadian-American CALP 1002

Million Dollars' Worth of Twang (M)
Duane Eddy .....Jamie J 3014

Oldies But Goodies (M)
Assorted Artists..Original Sound 5001

Solid and Raunchy (M)
Bill Black's Combo ....Hi HL 12003

12 Plus 3 Equals 15 Hits (M)
Assorted Artists .....End LP 310

Twist (M)
Chubby Checker ....Parkway P 7001

Walk, Don't Run (M)
The Ventures .....Dolton BLP 2003

BEST SELLING CLASSICAL & SEMI-CLASSICAL LP'S

Listed Alphabetically

Beethoven: Wellington Victory (M-S)
London Sym. Orch. (Dorati)..... .....Mercury LPS 5000; LPS 9000

Brahms: Piano Concerto No. 2 (M-S)
Sviatoslav Richter, Chicago Orch.... .....RCA Victor LM 2466; LSC 2466

Concerto Under the Stars (M-S)
Leonard Pennario....Capitol P-8326; SP 8326

Gershwin: Rhapsody in Blue (M-S)
Leonard Bernstein.Columbia ML 5413; MS 6091

Gershwin: Rhapsody in Blue (M-S)
Leonard Pennario ....Capitol P-8343; SP 8343

Gilbert & Sullivan: Mikado (M)
D'Oyle Carte Opera Co., New Sym. Orch. (Godfrey) .....London 5087

Grofe: Grand Canyon Suite (M-S)
Phila. Orch. (Ormandy) ....Columbia ML 5286; MS 6003

Heart of the Piano Concerto (S)
Artur Rubinstein..RCA Victor LSC 2495

Lanza Sings Caruso — Caruso Favorites (M-S) Mario Lanza, Enrico Caruso.... .....RCA Victor LM 2393; LSC 2393

The Lord's Prayer (M-S)
Mormon Tabernacle Choir..... .....Columbia ML 5386; MS 6068

Mussorgsky: Pictures at an Exhibition (M)
Phila. Orch. (Ormandy)..... .....Columbia ML 4700

Offenbach: Gaite Parisienne (M)
Phila. Orch. (Ormandy) ....Columbia CL 741

Puccini: Turandot (M-S)
Tebaldi, Nilsson, Bjoerling, Tozzi... .....RCA Victor LM 6149; LSC 6149

Rachmaninoff: Piano Concerto No. 2 (M-S)
Artur Rubinstein ....RCA Victor LM 2068; LSC 2068

Rachmaninoff: Concerto No. 3 (M-S)
Van Cliburn ....RCA Victor LM 2355; LSC 2355

Ravel: Bolero (M-S)
Morton Gould...RCA Victor LM 2345; LSC 2345

Respighi: Pines of Rome (M-S)
Phila. Orch. (Ormandy) ....Columbia ML 5279; MS 6001

Rodgers Victory at Sea, Vol. I (M-S)
RCA Victor Sym. Orch. (Bennett)..... .....RCA Victor LM 2335; LSC 2335

Rodgers: Victory at Sea, Vol. II (M-S)
RCA Victor Sym. Orch. (Bennett) ....RCA Victor LM 2226; LSC 2226

Schumann: Concerto in A Minor (M-S)
Van Cliburn ....RCA Victor LM 2455; LSC 2455

Sibelius: Finlandia (S)
Philadelphia Orch. (Ormandy) ....Columbia MS 6196

Sixty Years of Music America Loves Best, Vol. I (M).....RCA Victor LM 6074

Sixty Years of Music America Loves Best, Vol. II (M).....RCA Victor LM 6088

Tchaikovsky: 1812 Overture (M-S)
Minneapolis Sym. Orch. (Dorati)..... .....Mercury MG 50054; SR 90054

Tchaikovsky: 1812 Overture; Ravel: Bolero (M-S) Morton Gould ....RCA Victor LM 2345; LSC 2345

Tchaikovsky: 1812 Overture; Romeo & Juliet; Marche Slav (M)
Phila. Sym. Orch. (Ormandy)..... .....Columbia ML 4997

Tchaikovsky: Nutcracker Suite (M-S)
Boston Pops Orch. (Fielder)..... .....RCA Victor LM 6803; LSC 6803

Tchaikovsky: Piano Concerto No. 1 (M-S)
Van Cliburn ....RCA Victor LM 2251; LSC 2251

BEST SELLING LOW PRICE LP's (List Price $2.98 or less)

Listed Alphabetically

Back Beat Symphony (S)
101 Strings..Stereo Fidelity SF 11500

B. B. King Wails (M)
B. B. King .....Crown 5115

Camelot (S)
Living Strings .....Camden CAS 657

Camelot (M)
101 Strings.....Somerset P 13400

Perry Como Sings Just for You (M)
Perry Como .....Camden 440

Concerto Under the Stars (M-S)
101 Strings.....Somerset P 6700; Stereo Fidelity SF 6700

East of Suez (S)
101 Strings..Stereo Fidelity SF 11200

Ebb Tide (M-S)
Frank Chacksfield..Richmond 20078; S 30078

Good Housekeeping Reducing Off the Record (M).....Harmony 7143

Hawaii in Hi Fi (M)
Leo Addeo .....Camden CAL-510

Living Strings Play Music in the Night (S)
.....Camden CAS 638

Living Strings Play Music of the Sea (M-S)
.....Camden CAL 639; CAS 639

John J. McMormack Sings Irish Songs (M)
John J. McCormack..Camden CAL 407

101 Strings Play the Blues (S)
101 Strings..Stereo Fidelity SF 5800

101 Years of Familiar Songs (S)
101 Strings .....Stereo Fidelity 2RS

Opera Without Words (S)
101 Strings ..Stereo Fidelity SF 8700

Quiet Hours (S)
101 Strings..Stereo Fidelity SF 10200

Silver Screen (M-S)
101 Strings.....Somerset P 7000; Stereo Fidelity SF 7000

Soul of Spain, Vol. I (S)
101 Strings..Stereo Fidelity SF 6600

Soul of Spain, Vol. II (S)
101 Strings..Stereo Fidelity SF 9900

Symphony for Lovers (S)
101 Strings...Stereo Fidelity SF 4500

You Do Something to Me (M)
Mario Lanza .....Camden 450

ALBUMS

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(21) — **12 PLUS 3 EQUALS 15 HITS** 1
Assorted Artists, End LP 310

(22) 16 **MITCH'S GREATEST HITS** 2
Mitch Miller, Columbia CL 1544

(23) — **DO RE MI** 1
Original Cast, RCA Victor LOCD 2002

(24) 23 **MILLION DOLLARS' WORTH OF TWANG** 8
Duane Eddy, Jamie J 3014

(25) 25 **LIKE LOVE** 5
Andre Previn, Columbia CL 1437

STEREOPHONIC

This Week	Last Week	Title, Artist, Label and Number	Weeks on Chart
(1)	1	**CALCUTTA** ..... Lawrence Welk, Dot DLP 25359	7
(2)	3	**GREAT MOTION PICTURE THEMES** ..... Various Artists, United Artists UAS 6122	9
(3)	4	**CAMELOT** ..... Original Cast, Columbia KOS 2031	8
(4)	5	**SINATRA'S SWINGIN' SESSION** ..... Frank Sinatra, Capitol SW 1491	5
(5)	9	**HAPPY TIMES SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 8368	2
(6)	—	**YOUNG AT HEART** ..... Ray Conniff, Columbia CS 88281	2
(7)	10	**MEMORIES ARE MADE OF THIS** ..... Ray Conniff, Columbia CS 8374	5
(8)	7	**CHET ATKINS' WORKSHOP** .... RCA Victor LSP 2232	6
(9)	8	**MAKE WAY** ..... Kingston Trio, Capitol ST 1474	3
(10)	14	**JOHNNY HORTON'S GREATEST HITS** .... Columbia CS 8396	3
(11)	—	**FOLK SONGS SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 8118	2
(12)	12	**SATURDAY NIGHT SING ALONG WITH MITCH** ..... Mitch Miller, Columbia CS 8211	9
(13)	13	**BROADWAY IN RHYTHM** ..... Ray Conniff, Columbia CS 8064	2
(14)	—	**TEMPTATION** ..... Roger Williams, Kapp KS 3217	6
(15)	—	**WILDCAT** ..... Original Cast, RCA Victor LSO 1060	1

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by EDDIE HARRIS

VEE JAY #378

from



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The pick of the new releases:

SPOTLIGHT WINNER OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

THE TRAPP FAMILY

Sound Track. 20th Fox FOX 3044—The forthcoming 20th Fox motion picture boasts a delightful sound track, featuring much of the original, German and Alpine kind of song material closely identified with the noteworthy musical clan. There is, of course, great current interest and awareness of the Trapps, due to the successful Broadway show, "Sound of Music," featuring Mary Martin. The picture can gather much interest, too, with its authentic musical approach. Track contains 15 songs. Good merchandise.

THAT WONDERFUL FEELING

Bill Black's Combo. Hi SH 32004; HL 12004 (Stereo & Monaural)—The great group hasn't missed yet in the singles field and here's an outstanding flock of new sides, many of which would also make fine singles. This collection contains spirituals and inspirational items like "Nobody Knows the Trouble I've Seen," "It Is No Secret," "Just a Closer Walk With Thee" and "Down by the Riverside." The great horn, organ and rhythm combo has rarely sounded better.

CONCERT IN COMEDY

Woody Woodbury. Stereoddities M W 3 — For once, Woodbury has strayed from his well-known Bahama Hotel haunts in Fort Lauderdale, Fla., to regale a live concert audience with this laugh-making, rambling patter. This time the locale is the Santa Monica Civic Auditorium in California. The approach is close to that of his initial albums, with less of the audience participation and more accent on stories and gags, plus a few musical departures on the piano. Woodbury fans are bound to gobble this one up fast.

TUNES OF GLORY

Sound Track. United Artists UAS 5086; UAL 4086 (Stereo & Monaural)—With the tune "Tunes of Glory" from the picture of the same name already on the charts, this album should be a smash seller. It contains the entire track of the stirring movie score, recorded in exceptional fidelity. With the movie a smash wherever it has played, this album, with its attractive cover, could bring in steady dealer sales.

'EXODUS AND OTHER GREAT THEMES

David Rose and His Orchestra. MGM E 3950—The new David Rose collection should ring up some potent sales. It's also likely to become a broadcast turntable staple. Rose's arrangements are moving, bright or witty, as required. He even tosses in a hint of triplet rthythm behind "How High the Moon." Besides the potent "Exodus" theme that gives the LP its title, the collection contains "The Night They Invented Champagne" from "Gigi," the theme from TV's "Bonanza," and seven other eminently listenable tunes.

Jazz

THIS IS OUR MUSIC

The Ornette Coleman Quartet. Atlantic 1353—Coleman and quartet play seven more tracks of their unusual jazz on this album. The so-called far-out altoist has chosen the music on the LP as an introduction to his jazz concept. For instance, one tune is blues-based, another is "Embraceable You." Those who like it, however, will not want for strange harmonies and melodic abandon. Album should move with avant-garde jazz listeners and get play from jazz jocks.

Classical

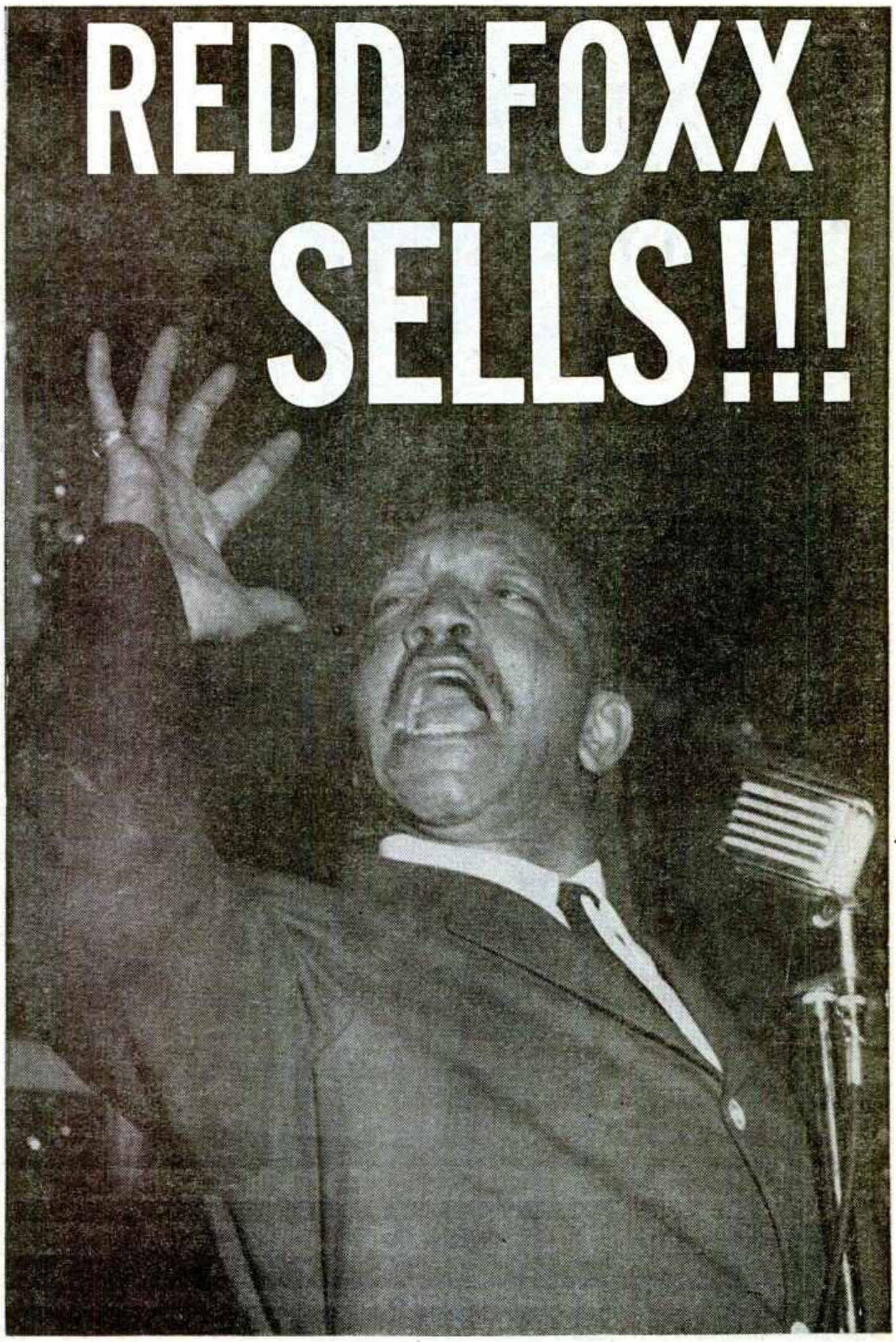
BEETHOVEN: APPASSIONATA AND FUNERAL MARCH SONATAS

Sviatoslav Richter. RCA Victor LM 2545 — The first American-made recording by the Russian pianist Sviatoslav Richter has turned into a runaway best seller both classical and pop. This new album should do the same. It features first-rate performances from Richter of two familiar Beethoven works, the "Appassionata," (Sonata in F Minor), and the "Funeral March" (Sonata in A Flat). Cover art, too, should help spur sales.

CHOPIN: PIANO CONCERTO NO. 1 IN E MINOR, OP. II

Maurizio Pollini (Pianist) Philharmonia Orchestra (Kletzki) Capitol SG 7241 (Stereo & Monaural)—Pollini is the 18-year-old Italian whiz who won first place in the world piano competition in Brussels last year, and who will make his U. S. debut with the Cleveland orchestra next season. His performance of this work is one of the most zestful, dynamic versions put on wax, a powerful kind of interpretation heard far less frequently than the more romanticized approach. Pollini's reputation is only starting to build. He could well become one of the really big keyboard names, and this disk could have long-term sales values.

(Continued on page 29)



NEW APRIL RELEASES

THIS IS FOXX .....REDD FOXX 809
BELOW THE BELT .....RUDY MOORE 808
FOR A PIECE .....ROSCOE HOLLAND 812

CURRENT SELLERS

WILD PARTY .....REDD FOXX 804
LAFFARAMA .....REDD FOXX 801
HAVE ONE ON ME.....REDD FOXX 298
PILLOW PARTY FUN.....BARON HARRIS 294
DOWN BY THE RIVER.....ZION TRAVELERS 807
BLAME IT ON THE BLUES.....WILLIE HAYDEN 293

BEST SELLERS

LAFF OF THE PARTY.....REDD FOXX 214
RACY TALES .....REDD FOXX 275
SONGS THRU A KEYHOLE.....JOEL COWAN 285
REDD FOXX FUNN .....REDD FOXX 290
SLY SEX .....REDD FOXX 295
LAFF OF THE PARTY, Vol. 5..SLOPPY DANIELS 232
PARTY RECORD PARTY.....GENE & FREDDY 279
THE SIDESPLITTER, Vol. 1 & 2..REDD FOXX 253-270
GEORGE KIRBY 250

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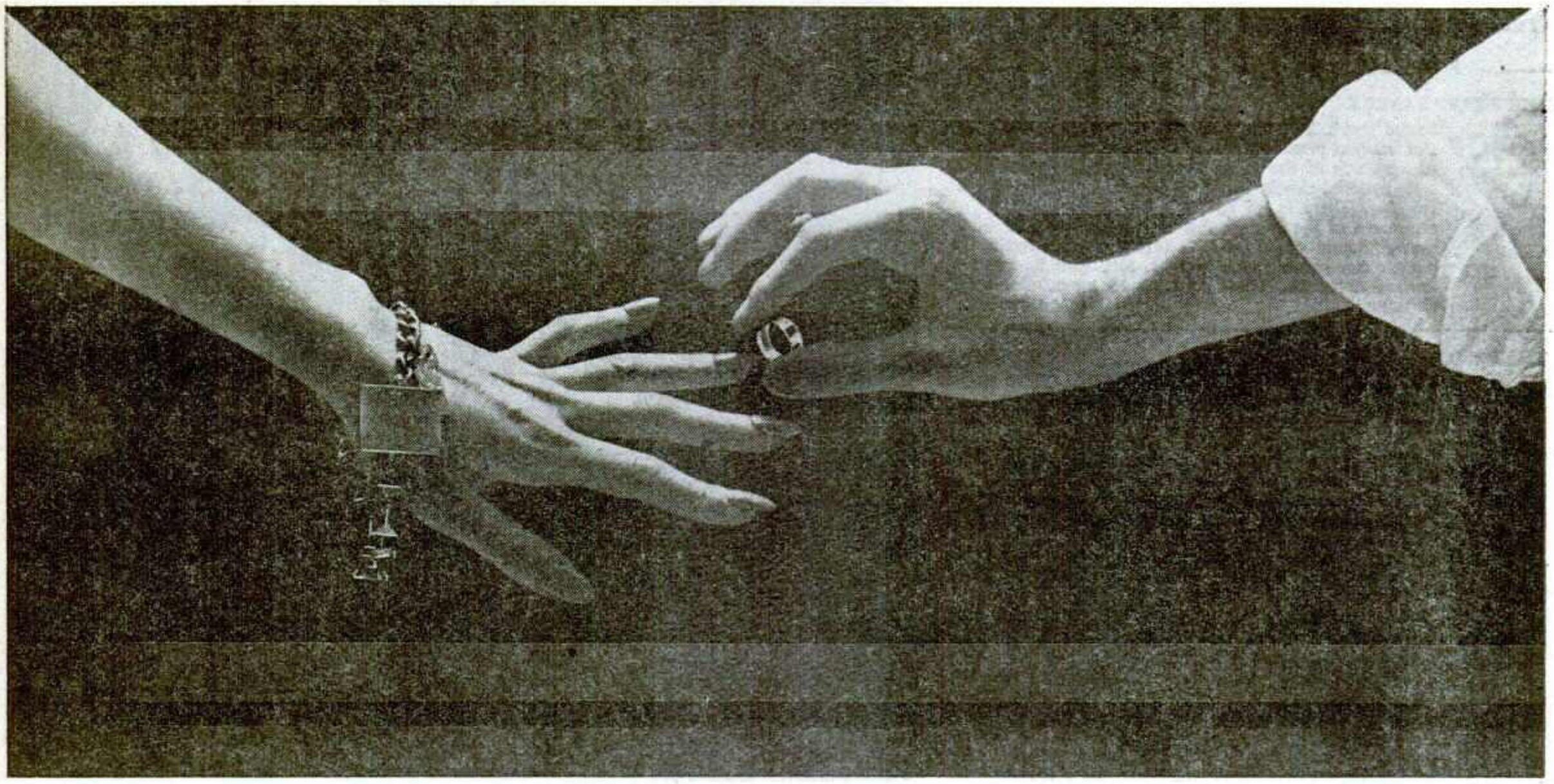
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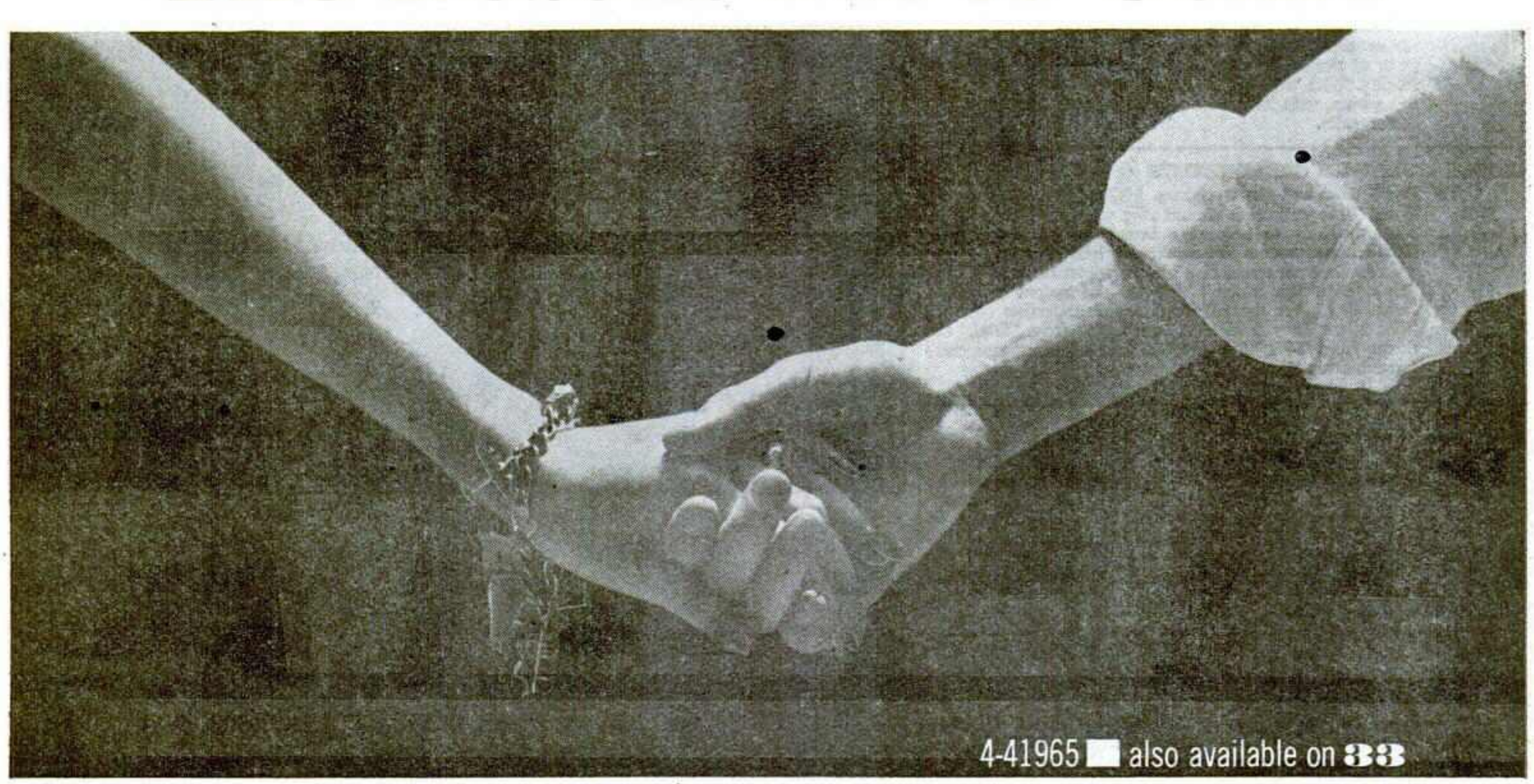
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the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• *Continued from page 27*

Country & Western

THE GREAT BILL MONROE AND HIS BLUE GRASS BOYS

A BILLBOARD PICK

Columbia HL 7290—The title of this package is not an exaggeration. Monroe is regarded as one of the greatest—perhaps the greatest—in the blue grass category. Dealers should try to sell the package as more than a c.&w. album—rather for its folk and grass roots interest. The tunes with vocals, include "Rocky Road Blues," "Blue Moon of Kentucky" and "Can't You Hear Me Callin'."

Spoken Word

PETER SELLERS AND SOPHIA LOREN

A BILLBOARD PICK

Angel 35910 (Stereo & Monaural)—This should join a select list of really funny comedy disks in the upper sales echelons. Sophia Loren proves she can be funny as well as beautiful and Peter Sellers is at his wackiest, reminiscent of his old "Goon Show" screwball radio series. They alternate tracks and work together on some in zany sketches and songs, all of above average wit, with a few containing sharp satiric barbs. The name value of Sellers-Loren is a plus factor, as the duro currently co-star on the comedy film, "The Millionairess." The LP should be displayed where the film plays.

SPECIAL MERIT SPOTLIGHTS

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

Classical

★★★★ BEETHOVEN: SYMPHONY NO. 9—L'Orchestre de la Suisse Romande (Ansermet), London CS 6143

International

★★★★ SWEDEN'S TAUBE SINGS TAUBE—Capitol ST 10274

Spoken Word

★★★★ UNDER MILK WOOD—Dylan Thomas With Richard Burton, Spoken Arts 791 and 792

POP LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ THE UNSINKABLE MOLLY BROWN

Ray Anthony. Capitol ST 1576 (Stereo & Monaural)—A most pleasing interpretation of the "Molly Brown" score. In his readily identifiable Glenn Miller-oriented style maestro Anthony blows this trumpet along with the band on the overture plus a selection of the better known tunes from the show like "Dolce Far Niente," "I Ain't Down Yet," "I'll Never Say No" and "Belly Up to the Bar Boys." Danceable and listenable with a good cover shot of "Molly" heroine, Tammy Grimes.

★★★★ BABY SITTIN' WITH BUZZ CLIFFORD

Columbia CL 1616—Buzz Clifford proves on this record that he's more than a one-hit record artist with strong performances on a group of standards. He has a style and enthusiasm about his material, ranging from his "Baby Sittin' Boogie," and including "Ebb Tide," "Shake, Rattle and Roll" and "Long Tall Sally." Among the less-known gems is "Hello Mr. Moonlight," which could happen as a single. Good wax here, and a good showcase for the new artist.

★★★★ WILD! STEREO DRUMS

Capitol ST 1553—This is exactly what the title says and it features some mighty enjoyable stereo effects. Set spotlights three jazz drummers, two on Latin rhythm, a percussion brigade consisting of drums and cymbals, bongos and more, all playing bright, swinging drum tunes, in speaker-to-speaker stereo that is ear-catching and exciting. Truly a virtuoso drum set, and one that could entertain any sound buff. Potent wax here.

★★★★ NINA & FREDRIK WITH LOUIS ARMSTRONG

Atco 33-128—From the sound track of the European film "Formual for Love," "Louis Armstrong and his group are joined by two of Europe's most popular performers, Nina and Frederik. The three join to sing the title song. Then one track features the Armstrong group with Satchmo singing "Struttin' With Some Barbecue" together with the late Velma Middleton. The two Scandanavian performers take up the rest of the album singing songs from the picture and an assortment of other material. One of the most notable performances is of Paul Anka's "My Home Town."

★★★★ SING 'N' CLAP ALONG

Edmundo Ros Orchestra and Chorus. London PS 226 (Stereo & Monaural)—The sparkling musi of Edmundo Ros is utilized for a Latin-based sing and clap along. A chorus of mixed voices does the singing on a number of very popular tunes—most of them from hit shows. Among the material are "People Will Say We're in Love," "Hey There," "I Love Paris" and "There's Is Nothing Like a Dame." Tunes are done in either cha-cha-cha or merengue tempo. Song sheets are enclosed. This set sells retail for $2.98 for a limited time.

★★★★ HI-FI HAMMOND—VOL. 2

Jackie Davis. Capitol ST 1517 (Stereo & Monaural)—Jackie Davis at the organ always means enjoyable listening and this new album is no exception. It is Volume 2 in this series and it features strong performances of a group of standards by Davis, over swinging drum backings. The tunes include "Walkin' My Baby Back Home," "I Hadn't Anyone Till You," "Star Eyes" and "Without a Song." Stereo recording adds depth and color to the swinging performances.

LOW PRICED POPULAR

★★★★ THE BEST OF HERBERT AND ROMBERG

Frank Chacksfield and His Ork. Richmond B 20086—Frank Chacksfield delivers smooth-sounding, easy-listening versions of five songs from operettas by Victor Herbert and a like number by Sigmund Romberg. All familiar songs, the Romberg group includes "The Desert Song," "One Alone" and "Softly as in a Morning Sunrise," while among the Herbert songs are "A Kiss in the Dark," "Kiss Me Again" and "Ah, Sweet Mystery of Life." Well-loved music played in a pleasing style.

★★★★ SO EASY TO LOVE

Werner Muler and His Ork. Telefunken TP 2517 (Stereo & Monaural)—The Werner Muller ork has a pleasing approach to easy listening arrangements of pop favorites. More than strings are employed, with a fine blend of brass also worked in. Tunes featured are "All the Way,' "There's a Small Hotel," "Easy to Love" and "Exactly Like You."

★★★ MODERATE SALES POTENTIAL

★★★ MALTBY SWINGS FOLKSONGS

Richard Maltby and His Orch. Roulette R 25148—Maltby wraps up a group of melodic folk songs in gentle swinging ork treatments. Spinnable deejay sides include "Billy Boy," "Red River Valley," "Little Brown Jug" and "Blue Tail Fly. Pleasant mood music package.

★★★ SKATIN' WITH LAYTON

Eddie Layton. Mercury SR 60258; MG 20498 (Stereo & Monaural)—Specially recorded for skaters, each song in the LP is recorded "at a precise number of beats per minute as recommended by the U. S. Federation of Amateur Skaters. Layton's listenable organ solo technique is nicely showcased on a group of oldies—"Let Me Call You Sweetheart," "Jealous," "Twelfth Street Rag," etc. Beats per minute are listed for each tune on the back of the album.

★★★ SWING AND SWAY WITH SAMMY KAYE AND HIS ORK

Decca DL 74071 (Stereo)—Here's a bright, bouncy package of community-sing-styled chorus warbling on a group of nostalgic oldies. Selections—all lending themselves to sentimental deejay segs—include "If I Had My Way," "When You Wore a Tulip" and "Pack Up Your Troubles."

★★★ THAT'S PARIS

Tony Osborne, His Piano and Ork. Roulette R 25149—A pleasant program of mood music is offered by the Osborne string ensemble. Some are danceable, and all are listenable Songs include typical Parisian entries like "Under the Bridges of Paris," "Midnight in Montmartre" and "The Pavements of Pigalle."

★★★ JACKIE JOCKO FROM COAST TO COAST

Strand SLS 1023; SL 1023 (Stereo & Monaural)—Jocko is a singer-pianist, who is caught here in a live performance in an unidentified club. He is somewhat in the Matt Denis school of performance as he turns out "This Could Be the Start of Something," "I Like the Likes of You" and "Be Careful, It's My Heart," in the smart grouping. The singer plays piano and is abetted by bass, guitar and drums. Pleasant, listenable wax.

★★★ SENTIMENTAL JOURNEY

Mr. Acker Bilk. Atco 129—Acker Bilk is the clarinetist-leader of one of Europe's popular New Orleans-type jazz bands. On this LP, however, he is spotted in clarinet solos against a background of soft filmy strings. There is real ease in the way he handles his instrument, which should delight all types of listeners. The 12 tracks are made up mostly of standards with a number of unusual tunes. "Brahms Lullaby" and "Greensleeves" are two of them.

★★★ THEME FROM "BUTTERFIELD 8" AND OTHER GREAT SONGS

David Rose and His Orchestra. MGM E 3952—Practically the only tune here that is well known is the "Theme From Butterfield 8." The only other familiar song would be "Thank Heaven for Little Girls." All of the tunes are well played and well recorded, but the question would be whether the one tune could sell the album. Liz Taylor's picture on the cover, of course, could help.

★★★ THEME FROM "CIMARRON" AND OTHER GREAT SONGS

David Rose and His Orchestra. MGM E 3953—The main emphasis in this album is the tune "Cimmaron," already issued as a single by the David Rose crew. The other tunes include "Take It Slow Joe," "I'm Glad I'm Not Young Anymore," "Ca, C'est L'amour,' and a number of good items composed by David Rose himself.

★★★ THE BIG SAX AND THE VOICE OF SAM BUTTERA

Capitol ST 1521 (Stereo & Monaural)—Louis Prima's erstwhile sidekick is heard here blowing his tenor sax and singing in a romping, rocking, upbeat set keyed to the younger dancers. The numbers include "Chantilly Lace," by the Big Bopper; "Skinny Minny," "Night Train," "Honey Love" and "Kansas City." The vocal style is undistinguished but there's a lot of rhythmic action with the swinging band sound.

★★★ MEYER DAVIS PLAYS THE INAUGURAL BALL 1961. Warwick W 2035—Here is all the excitement of the Kennedy innaugural ball. held in Washington on the night of the great snow, last January. The Davis ork is heard just as millions heard it on radio and TV. Included, too, is the unfortunate and rather tasteless song,

(Continued on page 30)

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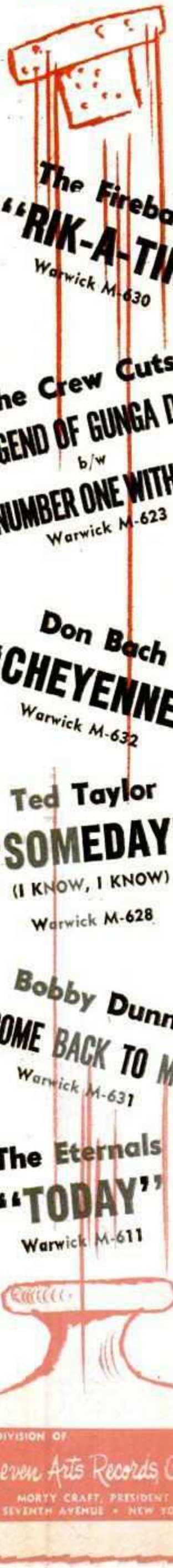
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by THE DEMENSIONS
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#77 and Climbing—Station WIBG—Philadelphia, Pa.
Under Top Thirty—Station WAMS—Wilmington, Del.
Pick of the Week—Station WNAR—Norristown, Pa.
Watch for the Demensions on Dick Clark Show April 4th

"I WOULDN'T DREAM OF IT"
by JOYCE HEATH
(DRAGON 415)
#4 on Future Fifty—WAAT—Trenton
Pick of the Week—WAEB—Allentown, Pa.
Pick of the Week—WAMS—Wilmington, Del.

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"LEGEND OF GUNGA DIN"
b/w
"NUMBER ONE WITH ME"
Warwick M-623

Don Bach
"CHEYENNE"
Warwick M-632

Ted Taylor
"SOMEDAY"
(I KNOW, I KNOW)
Warwick M-628

Bobby Dunn
"COME BACK TO ME"
Warwick M-631

The Eternals
"TODAY"
Warwick M-611

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• Reviews and Ratings of New Albums

• Continued from page 29

"Jacqueline," written as an ill-advised tribute to the first lady. This track aside, the album contains a lot of color and a good program of dance music in the typical Davis, society vein.

★★★ PAGAN LOVE
Stanley Wilson. Capitol ST 1552 (Stereo & Monaural)—There is a lot of musical pageantry to this set as Stanley Wilson helms the large ork with its strings, woodwinds and percussion, in music suggesting the varied rites of courtship and marriage in the more savage and pagan civilizations. The music is rich, lush and beautifully recorded with accompanying liner notes explaining what each piece of music denotes in terms of ceremony.

★★★ AZURE
King Curtis and His Ork. Everest LPBR 5121; SDBR 1121 (Stereo and Monaural)—King Curtis, in recent years, has been most closely identified with the rock scene as one of the "honking" tenormen frequently heard on singles. Here, he's cast in a more moody setting as he blows his expressive, and sometimes breathy horn against a delightfully weaving vocal background contributed by the Malcolm Doods Singers. Moody, romantic tunes include "Close Your Eyes," "Azure" and "When I Fall in Love." Nice listening and danceable.

★★★GIRLS OF MY DREAMS
Harry Arnold Ork; Frank Barclay, piano. Atco 127—Warm, listenable instrumental performances of a collection of familiar tunes named after young and attractive ladies. Titles include "Laura," "Ramona," "Dolores," "Louise," "Linda" and "Charmaine." The piano is that of the European favorite Frank Barclay, and the Arnold ork features shimmering strings. A warm mood album that could sell.

★★★ ROMANTIC ZITHER
Ruth Welcome. Capitol T 1527—A group of lovely standards are played with warmth and feeling here by Ruth Welcome on zither. Her use of the instrument creates a tender and romantic feeling on such tunes as "Love Is a Many-Splendored Thing," "Red Sails in the Sunset," "As Time Goes By" and "Far Away Places." A set that makes for appealing mood music.

★★★ A HUNTING WE WILL GO
Pee Wee Hunt. Capitol ST 1523 (Stereo & Monaural)—Pee Wee Hunt and his Dixieland-oriented cohorts offer a fine variety of tempi and melody on this LP. All of the tunes are vintage chestnuts with the accents on recognizable themes. Tunes include "Jealous," "The One I Love," "Mack the Knife," "Ja-Da" and "Am I Blue." All are performed instrumentally with good solo spots.

★★★ LET'S SING WITH HAWAII CALLS
Webley Edwards. Capitol SKAO 1518 (Stereo & Monaural)—This is a singalong package based on Webley Edwards' "Hawaii Calls" program, which is broadcast by hundreds of stations. It originates at Waikiki. The package includes 16 Island tunes, including "On the Beach at Waikiki," "Aloha Oe," and "Maui Girl." Very pleasant singing. Package is in book format, with lyrics of the songs on the inside covers.

★★★ AROUND THE WORLD IN PERCUSSION
Billy Mure and His Ork. Strand SL 1021 (Stereo & Monaural)—Leading off, naturally enough, with "Around the World," Billy Mure and his ork swing into an LP recorded for sound of music representative of any number of different lands. "Spain," "Persian Market," "Chinatown, My Chinatown" and "Managua Nicaragua" are just a few of the titles included.

★★★ PASSIONATE PERCUSSION
Don Catelli & All Stars. Directional Sound DS 5009 (Stereo & Monaural)—The Don Catelli group tears right into this LP of Latin-American warhorses. Each of the tracks can be judged a Latin-American standard. The music and musicians have been given depth by stereo recording. The small group under Catelli's baton performs admirably.

LOW PRICED POPULAR

★★★ GREAT THEMES FOR PIANO
Fred Hartley. Richmond B 20084—Many of the most popular piano compositions of the past are contained on this 10-track set. Hartley plays "Warsaw Concerto," "Liebestraum," "Gigi" and "Limelight" among others accompanied only by a rhythm section.

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ A NIGHT IN TUNISIA
Art Blakey and the Jazz Messengers. Blue Note 4049—Using the Diz Gillespie original as the title tune, the Blakey Messengers score again with a high-flying five-track set. The unison work between tenor saxist Wayne Shorter, and trumpeter Lee Morgan, is precise and intense, the rhythm section driving and secure. Besides fine solos by the front line, there are good choruses by pianist Timmons and drummer Blakey. Modern jazz jocks and fans are sure to be interested in this one.

★★★★ THE OLD SOUTH WAILS
The Dave Pell Octet. Capitol ST 1512 (Stereo & Monaural)—Dave Pell and his swinging, modern group turn to a flock of older Dixieland turkeys and hand them an entirely new and fresh interpretation. It may be said that some bear little resemblance to what they used to be. The group itself has much style and sound in a not too far out modern vein, with excellent stereo "back and forth" effects achieved. The tunes include, "Saints," "Jazz Me Blues," "Ballin' the Jack" and "Paper Doll."

★★★★ WES, BUDDY AND MONK MONTGOMERY
Pacific Jazz PJ 17 — The Montgomery Brothers are portrayed here in a compendium of tracks from a number of their former World Pacific-Pacific Jazz sets. Besides Wes on Guitar, Monk on bass and Buddy on piano and vibes, the group is joined by Harold Land and Freddie Hubbard among other artists. The six-track set has a fine easy-flowing quality that swings with character. With the current interest in this group, the LP should get much play from jazz deejays.

★★★ MODERATE SALES POTENTIAL

★★★ LES McCANN LTD., IN SAN FRANCISCO
Pacific Jazz PJ 16—Recorded live at the Jazz Workshop in San Francisco, this set by pianist Les McCann and trio cohorts Ron Jefferson (drums) and Herbie Lewis (bass) should continue to build and sustain critical audience interest and individual audience interest. Individual interpretations of standards like "Jeepers Creepers," "Red Sails in the Sunset," and Cole Porter's "I Am in Love," could bring him to the ears of other than cultish jazz listeners.

★★★ TENDER FEELIN'S
Duke Pearson. Blue Note 4035—Pianist Pearson has appeared with the Donald Byrd group and the Golsom-Farmer Jazztet in earlier dates and here he offers the second LP under his own name. Essentially a linear artist, whose fingers wander all over the keybord in a series of inventive positions, Pearson also occasionally breaks out with handsome chord flourishes as in "I Love You." Others heard here include John Lewis' "Golden Striker," plus "I'm a Fool to Want You" and "Bluebird of Happiness." Fine participation, too, by Gene Taylor, bass and Les Humphries, drums.

★★★ MORE SOUL
Hank Crawford. Atlantic 1356—Alto saxist Crawford is blessed with a rich, live tone and as the by now hackneyed reference to "soul" indicates, the music here is more on the emotional rather than the cool, intellectual side. The band has a down-to-earth sound, rooted in the blues tradition. Other soloists who contribute to the feeling are Dave Newman, tenor; Leroy Cooper, baritone; Phil Guilbeau, trumpet, and John Hunt on flengel horn. Numbers include "The Story" (arranged by Ray Charles) and "Misty." Good swinging wax.

★★★ BLUE HOUR
Stanley Turrentine with the Three Sounds. Blue Note 4057—Tenor saxist Stan Turrentine and the Three Sounds trio team up for a highly satisfying set of mood standards and blues. There are five tracks in all and each carries the weight of Turrentine's broad-toned tenor. Four are of the blues-ballad type like "Willow Weep for Me," while there is one out and out blues. This is the one up-tempo track of the lot. Set can get some jazz deejay play.

★★★ JAZZ & SWINGING PERCUSSION
Bill Berry Quintet. Directional Sound DS 5002 (Stereo) — A handsome package, in book format, with modern design. Berry is an accomplished trumpeter, and with him are Alan Dawson on drums; Alex Cirin on bass and pianist Bob Freedman. Latter has written six originals for the package. Standards include "Almost Like Being in Love," and "Blow, Gabriel Blow." Good sound.

★★★ FILET OF SOUL
Luis Rivera. Imperial LP 9139—Staying for the most part in the medium-tempo groove with an occasional ballad, organist Rivera has put together a relaxing jazz LP here. Besides the organist, guitarist Herb Ellis, Tony Ortega on alto sax and Lorenzo Holden on tenor come in for solo honors. In addition a variety of blues, the group plays "Home," "Don't Let the Sun Catch You Crying" and "That's All" as ballads.

★★★ DANISH IMPORTS
Svend Asmussen and Ulrik Neumann. Warner Bros W 1408—Two of the highly talented Swe-Danes perform instrumentally on this set Sven Asmussen and Ulrik Newmann, on violin and guitar respectively, perform 12 tracks of standards and oldies in a highly personal style. This is an unusual jazz set which might appeal to the swing-minded connoisseur. The duo's playing of tunes like "Cherokee," "Blue Orchids," "Flamingo" and "Yesterdays," is at once delightful and appealing.

★★★ THE REVELATION
Roosevelt Wardell Trio. Riverside RLP 9350 (Stereo & Monaural) — Here is a brightly swinging debut featuring former rhythm and blues singer Roosevelt Wardell in the new role of pianist. And a bright talent he is, with this lightning fast, rippling-run technique with occasional passages of full, rich block chords. Sam Jones is on bass and Louis Hayes was borrowed from Vee Jay for the date. Sides are a mixture of standards and three Wardell originals, which show a strong blues orientation. A swinging group which should please modernists.

★★★ THE MESSAGE FROM BRITAIN
The Jazz Couriers featuring Tubby Hayes and Ronnie Scott. Jazzland JLP 934S (Stereo & Monaural)—The Couriers are a swinging modern group, most distinctive from the standpoint of the dual tenor work of the two feature performers. These lads play good ensemble sounds but each is distinctive in his own right as a soloist with considerable soul. Hayes is also heard on flute and interestingly enough, on vibes. Piano, bass and drums support the lads in seven tracks, mostly standards, and all are arranged by Tubby Hayes. Top recording quality. A good cover provides the British angle of what is otherwise a largely American-plan type of package.

★★★ HARLEM BANJO
Elmer Snowden Quartet featuring Cliff Jackson. Riverside 934S (Stereo & Monaural)—The exuberant "Harlem rent-party spirit of the 1920's" is cheerfully illustrated in this happy package, spotlighting veteran Elmer Snowden's standout banjo solo work with equally good solo stints by Cliff Jackson on piano. All of the selections are from the early repertoire of Duke Ellington, with whom Snowden worked in the 1920's. Nostalgic line-up includes "Runnin' Wild," "Alabamy Bound" and "Dear Old Southland."

★★★ THINKING MAN'S TROMBONE
Al Grey. Argo LP 677—Surrounded by compatriots from the Count Basie band, Al Gray, trombonist from that fine band, swings in a hard, free style on this LP. With the exception of two men, this nine-piece combo is a junior size edition of the Count's mighty aggregation—and being that, it swings in a loose-limbed way. Naturally, a good deal of the material is in the blues groove, with "When I Fall in Love" and "Tenderly" the only standard exceptions out of the eight tracks.

★★★ EASTWARD HO!
Harold Land and Kenny Dorham. Jazzland JLP 933S (Stereo & Monaural)—West Coast tenorman Harold Land teams up with veteran New York trumpeter Kenny Dorham for a hard-blowing session which sometimes rises to exciting heights, as in their work with "On a Little Street in Singapore." Rhythm behind the two is provided by Joe Peters on drums, Amos Trice on piano and Clarence Jones on bass.

★★★ COLLABORATION
Johnny Dankworth and his Orchestra with the London Philharmonic Orchestra (Ringold). Roulette R 52059 (Stereo & Monaural)—Featured here are experiments in "Third Stream" jazz, combining the staid London Philharmonic with Johnny Dankworth's excellent big band. The experiment is nearly always a real interest and frefrequently quite successful in melding the two forces The symphonic group usually provides backing against which the jazz unit improvises, as in an item titled "Improvisations." The Philharmonic also works with a jazz quartet in an interesting five-part opus titled "Rendezvous." Filling out the disk is a performance of Stravinsky's "Ebony Concerto" which stresses its delicacy and texture rather than its sonorities.

★★★ SENTIMENTAL AND MELANCHOLY
Joe Williams. Roulette R 52066—Joe Williams sells these sentimental, pretty songs, in warm, meaningful fashion here, aided by the fine arrangements of Jimmy Jones. The tunes include "Stay as Sweet as You Are," "Darn That Dream," "Contented" and "Day by Day." A fine collection of standards sung with style by the ex-Count Basie chanter.

★★★ SPACE FLIGHT
Sam Lazar. Argo LP 4002—Organist Sam Lazar sticks pretty close to the blues motif for this set of swinging tracks. There are fast blues, slow blues, medium blues and "Ruby." The man at the console is surrounded by a fine supporting cast led by guitarist Grant Green, Willie Dixon on bass, and drummer Chauncey Williams.

★★★ GRIMM'S HIT FAIRY TALES
Dan Morrow. Roulette R-25146 (Stereo & Monaural)—On one side of this release three fairy tales are enacted in cool fashion with far-out dialog narrated by Don Morrow and four performers helping redo Hansel and Gretel, the Shoemaker and the Elves, and Rumpelstilskin in amusing jive talk. On the reverse side, a group of nine musicians, who backed the action on the first side, take over for a swinging session that's consistent with the mood established by the stories. The music, all original, is well performed and should prove pleasing in jazz circles.

★★★ HOT LIPS
Roger Link. Decca DL 74055 (Stereo)—Roger Link makes a trumpet sound just the way Henry Busse did, not so long ago, and Busse's old theme provides the title for this album. Link's whispering horn is backed by a band that turned out attractive tunes in tasteful fashion, with a modern beat and feeling, which are excellent for dancing. The tunes, all old-timers, are such as "Ida," "Limehouse Blues," "Sweet Sue," "Whispering" and "Wang Wang Blues."

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CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ BEETHOVEN: SYMPHONY NO. 9 IN D MINOR OP. 125 (CHORAL)

L'Orchestre De La Suisse Romande (Ansermet); Sutherland, Proctor, Van Mill, Dermota. London CS 6143 (Stereo & Monaural)—The monumental Beethoven work gets a strong and stirring performance. In the slower sections especially, the large ensemble sweeps and vibrantly interprets the great composition. There is much majesty, too, in the entrance to vocal segment in the forth movement. The choral segments are gracefully and inspiringly performed by Joan Sutherland, Norma Proctor, Anton Dermota and Arnold Van Mill. The stereo version of the set is being retailed at $2.98.

★★★★ ORGAN MUSIC FROM FRANCE

Virgil Fox (Organ). Capitol SP 8544 (Stereo & Monaural)—The huge organ console at Riverside Church is beautifully manipulated by Virgil Fox in this striking recording of organ pieces by Franck, Vierne, Dupre, and Durfle. Durfle's Opus Five fills one side of the LP, and is performed with an awesome brooding and much tenderness by Fox. The other works are interpreted with a like regard for their structure and feeling.

★★★★ CHOPIN: LES SYLPHIDES MEYERBEER: LES PATINEURS PONCHIELLI: DANCE OF THE HOURS

Philharmonia Orchestra (Mackerras). Angel 35833 (Stereo & Monaural)—This is a first-rate set for ballet aficianados. It features three familiar works, played with spirit by the Philharmonia Orchestra under the baton of Charles Mackerras. The attractive cover and the excellent sound should add appeal to this fine recording.

★★★★ SIBELIUS: SYMPHONY NO. 2 IN D MAJOR, OP. 43

The Philharmonia Orchestra (Von Karajan). Angel 35891 (Stereo & Monaural)—Von Karajan's version of the most popular of the Sibelius symphonies is on the stern, strong side, powerful and dramatic. Although confronted with strong competition, some of which perform the symphony with somewhat more warmth, there will be many buyers who will favor this approach.

★★★ MODERATE SALES POTENTIAL

★★★ RAVEL: BOLERO; TCHAIKOVSKY; 1812 OVERTURE

The Hamburg Philharmonic (Reiner). (Directional Sound DS 5004 (Stereo)—The two frequently recorded items are coupled here in an album titled "Percussion Classics," and are given straightforward performances by the Hamburg Philharmonic under Karl Reiner. The Ravel starts at a relatively high pitch and seeks to build from there. The "1812 Overture" is up against much stiff competition, some of which have the advantage of using field artillery pieces for sonic effect. Coupling the works with a percussion-styled cover and title might help sales, however.

★★★ HERMANN SCHERCHEN CONDUCTS TRUMPET CONCERTI

Westminster XWN 18954—Connoiseurs of music from the Baroque period will find this release of special interest. It contains four trumpet concerti including two well-known Haydn works and Vivaldi's concerto for two trumpets, plus two rarely heard compositions—one by Torelli and anther by Handel for two trumpets. The attractive performances feature Roger Demotte on trumpet, with Hermann Scherchen conducting idiomatic performances by the Vienna State Opera Orchestra.

★★★ ROSSINI OVERTURES VOLUME I AND VOLUME II

Orchestra Dell 'Academia De Santa Cecelia (Previtali). Westminster XWN 18944—Striking color covers give both these packages strong display value. Performances are competent and sound good. Volume I, which features the more familiar "William Tell" and "Barber of Seville" overtures, will probably have the edge sales-wise, but both are good commercial items.

★★★ FAURE: LE BONNE CHANSON

Gerard Souzay. Epic BC 1122; LC 3764 (Stereo & Monaural)—In a clear liquid voice, French baritone Gerard Souzay sings this set of music by Faure. "Le Bonne Chanson" is composed of nine melodies composed by Faure to fit the words of nine poems by Verlaine. The work occupies side 1 of the LP, while nine other poems set to Faure music are sung on the flip. Dalton Baldwin is the accompanying pianist.

★★★ DONIZETTI: LUCIA DI LAMMERMOOR (HIGHLIGHTS)

Soloists; Orchestra and Chorus of La Scala (Sanzogno). Mercury SR 90261; MG 50261 (Stereo & Monaural)—Mercury's one-disk highlight versions, derived from its full two-LP set, presents the most popular music from "Lucia," including the Sextet and the mad scene. Vital and pungent interpretations are strong points in competing with other versions. The exciting young soprano, Renata Scotto, is heard to fine advantage, along with tenor Giuseppe di Stenfano and baritone Ettore Bastianini. A fine disk that many opera fans will want.

★★★ GRIEG: PIANO CONCERTO IN A MINOR

Joyce Hatto (piano); Philharmonic Orchestra of London (Leonard). Roulette R 75008—Here's a new performance to add to the several dozen already available of the well-known Grieg work. Miss Hatto renders a satisfactory performance in a recording which unfortunately cannot boast of the superior sound quality of some others. Competition will be rough here despite a good cover.

★★★ GILBERT AND SULLIVAN FOR ORCHESTRA

Eric Johnson and His Orchestra. Westminster XWN 18952—The well-known airs from "HMS Pinafore," "The Mikado," "Pirates of Penzance," "The Yeoman of the Gaurd," "Patience" and "The Gondoliers" get a competent but not especially exciting reading on this LP for the Eric Johnson ork. The melodies of Arthur Sullivan are the important element here and should be the thing to cause sales.

★★★ ARTHUR POISTER: ORGAN CONCERT

Syracuse Music Festival Series. Westminster XWN 18950—This album should have strong appeal to organ fanciers. Arthur Poister, professor of organ at Syracuse University, performs works by Bach, Widor and Franck, in a most attractive manner, demonstrating his fine musicianship and his feeling for the music. The Bach "Partita in C Minor" and the "Prelude and Fugue in A Major" are outstanding. The recording of the Syracuse University organ is excellent.

★★★ ANDRE MARCHAL: ORGAN CONCERT

Syracuse Music Festival Series. Westminster XWN 18949—Andre Marchal, the blind French organist, performs a collection of contemporary works here with the touch and feeling that has made him one of the outstanding musicians of our day. The selections are by Tournemire, Messiaen, Barie, Viene, Bonnal, and Alain, and they are played with their full range of musical color by Marchal. An unusual and exceptional album for organ buffs, recorded on the Syracuse University Holtkamp organ, as part of the Syracuse Music Festival.

★★★ A MAURICE GENDRON RECITAL

Maurice Gendron, Cellist; Peter Gallion, Pianist. Epic BC 1115; LC 3753 (Stereo & Monaural)—French cellist, Maurice Gendron, shows off smooth intonation and impressive technique in a group of familiar encores such as Schumann's "Traumerei"; the "Largo" from Handel's "Exerxes"; Saint Saens' "The Swan"; Kreisler's "Liebeslied"; and Granados' "Andalusa." The package is a good gift recommendation for someone who enjoys light or popular classical music, or for cello students or fans.

★★★ BACH: CANTATAS NO. 12 & 29

Vienna State Opera Orchestra (Woldicke). Vanguard BGS 5036. (Stereo & Monaural)—These two are noteworthy additions to the catalog of recorded Bach cantatas. Number 12, "Weinen, Klagen, Sorgen, Zagen," and Number 29, "Wir Danken Dir, Gott," are both fine examples of Bach's output in the form Mogens Woldicke directs moving performances. Vocal soloists are Hilde Rossel-Majdan, Netonia Davrath, Walter Berry and Anton Demota, all experts in this music. Bach collectors will be interested in the availability of these works on LP.

★★★ HANSON: THE COMPOSER AND HIS ORCHESTRA, VOLUME II

Eastman-Rochester Orchestra (Hanson). Mercury SR 90267. (Stereo & Monaural)—Howard Hanson provides another fascinating glimpse inside the techniques used by a composer to achieve his effects. His descriptions of the elements in his recent work, "Mosaics," are illustrated by the Eastman Rochester Orchestra, which concludes by playing the entire work without interruption. Some months ago, Dr. Hanson and the orchestra did much the same with his "Merry Mount Suite." Dealers should recommend to music lovers seeking something beyond "musical appreciation" lectures.

LOW PRICED CLASSICAL ★★★

★★★ SCHUBERT: SYMPHONY NO. 9

North German Radio Symphony Orchestra (Schmidt-Isserstedt). Telefunken TC 8041; TCS 18041 (Stereo & Monaural)—Schubert's Ninth Symphony is winningly played here. As with all albums in the firm's low price label, the sound is excellent and the cover is attractive. Strong wax for the low-price classical trade.

★★★ RIMSKY-KORSAKOV; SCHEHERAZADE

North German Radio Symphony Orchestra (Schmidt-Isserstedt). Telefunken TC 8042—One of a great many current editions of this familiar, widely favored work. There are also several low price versions available, which will provide plenty of competition. Primary factor in favor of sales here is good sound reproduction.

★★★★ BRAHMS: SYMPHONY NO. 4

Hamburg State Philharmonic Orchestra (Keilberth). Telefunken TC 8039; TCS 18039 (Stereo)—Joseph Keilberth and the Hamburg Philharmonic do a dutiful job of performing the Brahms Fourth on this LP. The large German ensemble under the direction of Keilberth leans toward the classically romantic in this reading, and all the finest attributes of that school of interpretation can be found in this disk.

★★★★ BEETHOVEN: SYMPHONY NO. 7; EGMONT OVERTURE

Berlin Philharmonic Orchestra (Keilberth). Telefunken TC 8040; TCS 18040 (Stereo & Monaural)—There are at least two dozen current versions of Beethoven's Seventh, many with stereo counterparts. For that matter, there are several others by the Berlin ork, yet this performance is one of the few low-priced stereo performances available. It's high quality sound and bargain price make it a solid bet for sales in chains and racks.

SEMI-CLASSICAL ★★★

★★★ ERIC COATES: LONDON SUITE, AND LONDON AGAIN SUITE

Eric Johnson and His Orchestra. Westminster XWN 18951—A bright portrait of the magnificent city, depicting its moods—its pomp, bustle, etc. Pleasant programming for jocks seeking something unusual, yet easily understood.

C&W LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ THE ONE AND ONLY RED SOVINE

Starday SLP 132—Red Sovine offers a flock of good solid country songs, some real weepers, others in the general blues category but all of them featuring fine performances by Sovine. He has a new single out on two of the titles here—"Little Rose" and "Why, Baby, Why?" Others included are "Invitation to the Blues," "More From Habit Than Desire" and "No Money in This Deal." Good country vocal wax in the traditional groove.

★★★ MODERATE SALES POTENTIAL

★★★ FIDOODLIN'

Spade Cooley-King of Western Swing. Roulette R 25145—Cooley comes across on this 14-track album with some highly polished violin performances. With him are some 10 other members of his band, including besides two other fiddles, accordion, harp, four guitars and rhythm. All are bright and dazzling in performance with little of what might be called a "hillbilly" flavor.

★★★ SALUTE TO THE WESTERN STARS

Stu Davis. Richmond B 20090—Stu Davis pays tribute here to a group of famous country and western artists by singing the tunes they made famous. Songs include "You Are My Sunshine," "Wedding Bells," "There's a Star-Spangled Banner" and "Cool Water." Interesting set that could interest some c.&w. fans.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

INTERNATIONAL

★★★★ SWEDEN'S TAUBE SINGS TAUBE

Capitol ST 1027 (Stereo & Monaural)—This will be a very strong package in Scandinavian neighborhoods, while other dealers would do well to expose it to folk music fans. Sweden's noted Evert Taube wrote the lovely ballads, and his son Sven-Bertil sings them. They are filled with beautiful, simple melody and tell simple folk-type stories. Backing is by members of the Stockholm Philharmonic. A most unusual and high quality item in the Capitol of the World Series.

★★★★ I REMEMBER SWEDEN, VOL. 3

Various Artists. Fiesta FLP 1302—The third volume in this Swedish series features the work of Thory Bernhards, Nils Flacke, Lars Kage, Annica Risberg and Stikkan Anderson. The music is diversified in that ballads both played instrumentally and sung. A solid item for the market.

★★★★ THE KOBZA

Paul Konoplenko. Folkways FW 8705—Folk music of the Ukraine is performed on a native Ukrainian instrument, the kobza, by Paul Konoplenka here. The kobza is a stringed instrument of the lute family with a sound that is something of a cross between the guitar and the harpsichord. The artist shows much proficiency on the instrument and also sings a few of the folk melodies in their native Ukranian. Might get action in foreign folk and language areas. A pamphlet is included with the set that explains the history of the kobza and the songs.

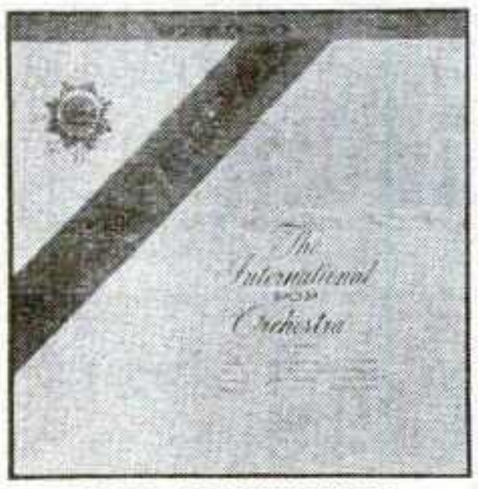
★★★★ LA GUITARRA QUE LLORA

Antonio Bribiesca. Columbia EX 5034—Antonio Bribiesca, one of Mexico's outstanding guitarists, shows off his exceptional musicianship on this excellent album. Bribiesca performs these lovely tunes with taste and style that is sure to make many North Americans aware both of his name and his guitar work. Some of the best tunes are "La Borrachita," and a medley of "Estrellita," "La Paloma," and "L.A Golondrina." Set was recorded in Mexico.

★★★★ BAILE A LOS RITMOS TROPICALES DE SONORA SANTANERA

Columbia EX 5033—A colorful import from Mexico is this trio of singers, who

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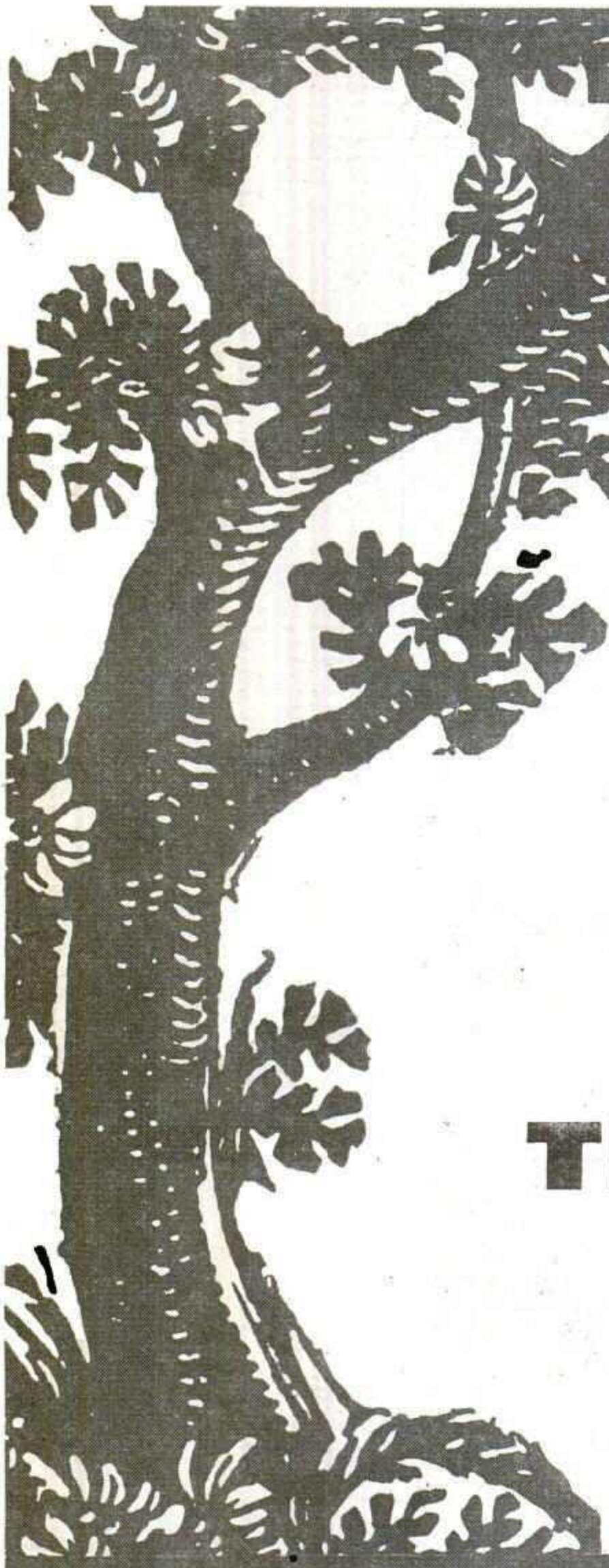
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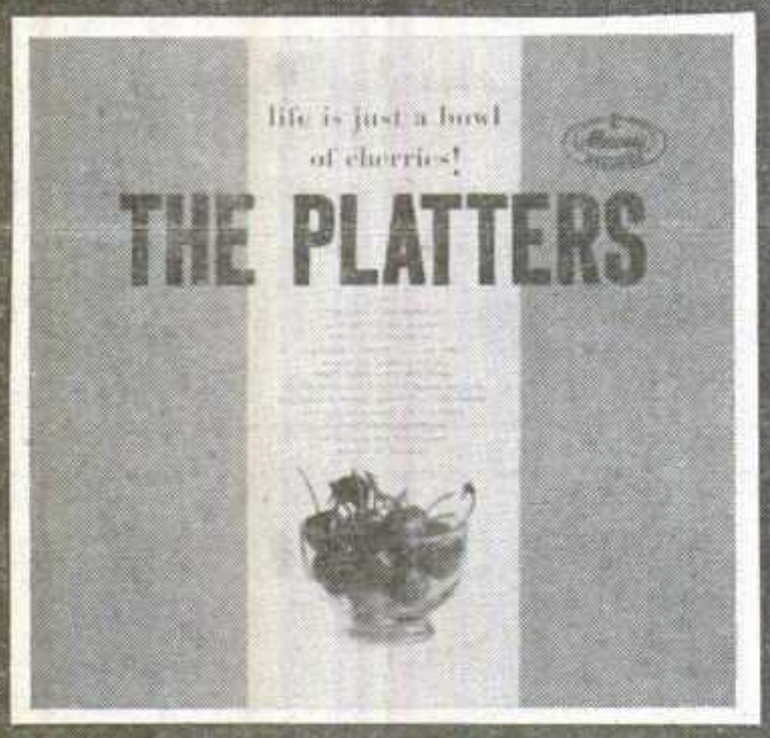
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SPECIALTY LP'S

• Continued from page 31

work both as a trio and in individual solo stints. The group also contains three colorful trumpeters in the great Mexican tradition and a rhythm section. The music is danceable and extremely well recorded. In the growing amount of Mexican repertoire now in evidence in the American market, this should hold its own well.

★★★★ **BALALAIKA**
Sasha Polinoff and His Russian Gypsy Orchestra. Elektra EKL 194—Those who seek the unusual or who hunt for new sounds should be steered to this LP. It contains some refreshingly different renditions of favorite Russian music, played by a zestful gang of balalaika pickers. Sasha Polinoff, who fronts the group, is a virtuoso who may be compared with top artists on more familiar instruments. The balalaikas range from the highest register to low baritones, and offer vast variety of tone and feeling. The result is one of the really intriguing International releases of the season.

★★★★ **MARIACHI MEXICO**
Capitol ST 10269 (Stereo & Monaural)—A swinging set, in terms of the south-of-the-border style. Here's the familiar virtuoso trumpet sound and the rhythm of the guitars with fiddles also prominently displayed, all of which is closely identified with the Mariachi sound. A dozen Mexican pop songs of varying rhythms are handsomely performed in crystal clear sound. Strong merchandise for what appears to be a growing market for Mexican material.

LATIN AMERICAN

★★★★ **DANZAS MEXICANAS**
Orquesta Mariachi de Rafael Carrion. Columbia EX 5032—A well-conceived idea is carried off here. Program consists of a dozen different dances, typical of various regions of Mexico. There is a substantial contrast in rhythm from track to track, nicely brought together in a unit by the brilliant mariachi sound of the band. The brass crackles throughout in the grand tradition. The dancing couple on the cover carry out the theme well. In the proper markets this can make its mark.

SOUND

★★★★ **DIXIELAND**
Johnny Best and His All Stars; Dick Cathcart and His All Stars. Mercury PPS 6009; PPS 2009 (Stereo & Monaural)—Here is a sort of big band, swing-styled, Dixie with much of the guitar, down-home quality of the idiom, rounded off and smoothed through the commercial arrangements. The 21-man complement swings into such familiar items as "Little Sir Echo," "Little Rock Getaway," "Blue Turning Grey Over You," "When You're Smiling," etc., for listenable, neatly recorded sound. A solid "pretty girl" type of cover adds to the salability of the set.

★★★★ **GUITAR GALAXIES**
George Barnes. Mercury PPS 6011; PPS 2011 (Stereo & Monaural)—Another in the new Mercury Perfect Presence sound series, this admittable set features the great guitaring of George Barnes, abetted by an ensemble of melody guitars, with assorted percussion instruments. Things are largely keyed to a Latin beat, which lends an admirable showcasing for the percussion elements. Tunes include "Tequila," "Anna" and "Lady in Red." Excellent sound with an eye-catching, tastefully done cover of three Latin dolls. Classy merchandise.

SPOKEN WORD

★★★★ **UNDER MILK WOOD**
Dylan Thomas with Richard Burton. Spoken Arts 791 and 792—Spoken Arts has issued this album in co-operation with the BBC which first broadcast the verse play in January of 1954. The two LP set has an all-Welsh cast and the brilliant imagery of the modern poetry of Thomas comes to live in dramatic vividness. As the first narrator, Richard Burton does an excellent job. This is an album that most collectors of dramatic verse, and especially those interested in modern poetry are going to want.

★★★★ **IMPRESSIONS AND THE HISTORY OF MODERN ART**
Richard Cassidy, Narrator. Lectern 107 A—Anyone interested in impressionistic painting should learn something from this new album, which is almost a capsule history of impressionism. Lecturer is Richard Cassidy, professor of Art History at Los Angeles State College. He covers impressionists from Claude Monet to Picasso and tells about their paintings and importance in the scheme of painting form in straightforward terms. A must for art students and an interesting item for art collectors.

★★★★ **DYLAN THOMAS, FIFTEEN POEMS**
Read by Richard Burton. Spoken Arts 789—The poetry of Dylan Thomas, always majestic and musical, is excellently read by actor Richard Burton on this LP. There are 15 of Thomas' verses included, all of them worth a cultivated persons' attention. Among the works read by Burton are "A Winter's Tale," "The Ballad of the Long-Legged Bait," "Poem in October," "Lament" and "And Death Shall Have No Dominion."

FOLK

★★★★ **OLD TIME MUSIC AT CLARENCE ASHLEY'S**
Various Artists. Folkways FA 2355—Here's a wonderful helping of authentic, old-time mountain music, recorded in various spots in Tennessee, North Carolina and Virginia last year. The performances have the old-time ring and the feeling of the genuine material from the old world. Such performances as Tom Ashley, Doc Watson, Clint Howard, Fred Price and others turn out such great songs with roots as "Honey Babe Blues," "The Louisiana Earthquake," "Maggie Walker Blues," and "Handsome Molly." There are exceptionally knowledgeable notes on the artists, songs and the development of the genre. A must for collectors of Americana.

★★★★ **WALKIE IN THE PARLOR**
Fiddler Beers and Evelyn. Folkways FA 2376—Evelyn and Bob Beers sing and the latter plays the psaltery, ancestor to the harpsichord, on this fine set of American folk songs. Besides the well-known "Lord Randall" and "The Sailor Boy" the two sing, individually mostly, a number of very humorous songs and ballads from the American past.

★★★★ **THE DUDAIM**
Ben and Adam. Elektra EKL 196—Ben and Adam sing folk songs of Israel as well as a number of other lands in this fine international-tinged folk LP. Besides Israeli songs of varying moods and tempo, French, Greek, Scottish, and Paraguayan tunes are included.

★★★★ **TWO-WAY TRIP—AMERICAN, SCOTS AND ENGLISH FOLKSONGS**
Peggy Seeger and Ewan MacColl. Folkways FW 8755—Many folk music buffs will be interested in this collection, sung by the talented husband-wife team of Ewan McColl and Peggy Seeger. The emphasis is on Scots songs on the first side, with the duo singing together most effectively. Then they sing some English and American-derived folk songs. Complete texts are included, along with some interesting notes by the couple on the upsurge of folk music in Britain and differences between folk music there and here.

KIDDIE

★★★★ **GOLDILOCK'S AND THE THREE BEARS**
David Allen. Columbia HL 9528—Two of the favorite nursery tales are included in this delightful narration by David Allen. He has a real touch for the assignment and he receives excellent original musical bridges by Curtis Biever, who also conducts the ork. Each of the stories occupies a complete side. Kiddies of the younger age bracket should be enthralled.

★★★ MODERATE SALES POTENTIAL

INTERNATIONAL

★★★ **LADO**
The Croatian Song and Dance Ensemble. Monitor MF 344—The Croatian Song and Dance Ensemble has performed in 18 countries throughout Europe since it was founded a scant 10 years ago. The group features the folk music of Yugoslavia, especially the music of its native region, Crotia. In addition to singing native songs, the group uses folk instruments, including the stringed tamburo and the three-stringed lijerica. The music is authentic and excitingly handled here. A strong LP for folk collectors.

★★★ **MUSIC OF YUGOSLAVIA: DALMATIA**
The Dalmation Singers. Tralich, Conductor. Monitor MF 349—The Dalmation Singers have earned a world-wide reputation with their performances of Yugoslav folk songs, mainly from their native section. On this album they show off their attractive style and enthusiastic vocalizing on a collection of 12 Dalmation tunes, in their first recording for U. S. audiences. The disking is good, too. These singers, rooted in the folk tradition, should please folk disk collectors.

★★★ **I REMEMBER IRELAND**
Dermot Troy. Fiesta FLP 1305—Recorded in Ireland, this new set arrives unfortunately too late to cash in on St. Patrick's Day business. Tenor Troy sings, accompanied by a harp, a series of typical Irish folk melodies like "The Young May Moon," "At the Mid Hour of Night," "The Minstrel Boy," etc.

★★★ **I REMEMBER ISRAEL**
Shimshon Bar-Noy. Fiesta FLP 1299—Recorded in Israel, this is an interesting package—one in a series of international material released by Fiesta. The Israeli songs are in Hebrew and feature Shimshon Bar-Noy. Good sound. An album for the speicalty shops, folk clientele, etc.

★★★ **I REMEMBER GERMANY, VOL. 9**
Various Artists. Fiesta FLP 1301—Another in Fiesta's series of international material. Recorded in Europe, this includes male and female vocals in German, with authentic style and sound. Package has an attractive cover.

★★★ **ZITHER SERENADE**
Fred Kripner. Fiesta FLP 1303—A brace of old German folk songs are given attractive performances on the solo zither, played unaccompanied by Fred Kripner. The result is pleasing and makes for relaxing listening. For music with a different sound, this zither collection is a fresh approach, and is certainly suited to the music.

★★★ **SUMMERTIME IN SALZBURG**
Alfons Bauer and the Salzburger Vierland. Capitol T 10265—Gay Tyrolean songs and dances, sung and played by popular Salzburg groups and soloists, makes for a festive disk here. Included are yodels, zither instrumentals, polkas, laendler and the sound of clog-shoe dancing. For anyone who knows or is interested in Austria, this disk should be recommended for the genuine flavor of that nation, brimming over with good spirits.

★★★ **HONG KONG'S GRACE CHANG**
Capitol T 10272—Youthful Grace Chang sings pop songs in various international styles, including rock, cha cha, Hawaiian, and calypso as well as Oriental on one side of this disk. The lyrics are all rendered in Chinese. The tang of the East pervades her renditions, especially in the collection of authentic Chinese songs that fill the second side and are the real highlight of the disk. Miss Chang's network TV appearances on the Dinah Shore show here may help sell this LP.

★★★ **SIZZLING STRINGS-CASTANETS PERCUSSION**
Madrd Festival Ork (Quintero). Directional Sound DS 5007 (Stereo & Monaural)—A "pops" styled approach to music in the Spanish idiom, such as truncated versions of Rimsky-Korsakoff's "Capriccio Espagnol," Ravel's "Bolero," as well as Chabrier's "Espana Rhapsody" and the Jotas from Larreglas' "Viva Navarra!" Mixed in are a couple of tracks of gypsy-style dancing supported by guitar, clapping, stamping, and castanets. Can serve as an introduction to this type of music.

★★★ **THE DRUMS OF INDIA**
Chatur Lal Accompanied by Mr. Ramnarayan. World Pacific WP 1403—This is a most out of the ordinary disk. It spotlights some fantastic drumming on the tabla, a pair of drums from India that seem distant cousins of bongos. What Chatur Lal does with them is little short of amazing, backed by a sarangi, a stringed instrument played with a bow. Each new change of pace is introduced with a vocalized indication of what the drumming will be, a form of scat singing that is in itself worth the price of the record. A real demo item, for both the serious and the curious.

★★★ **THE GOLDEN VOICE OF HAWAII**
George Kainapau. Decca DL 74059. (Stereo)—George Kainapau, known as the golden voice of Hawaii in his native land, performs these familiar tunes of the island with taste and warmth. The tunes include the "Hawaiian Wedding Song," "Now Is the Hour," "Blue Hawaii," and many other less familiar but attractive melodies. For those who enjoy Hawaiian melodies this album will furnish much enjoyment.

★★★ **VACATION IN PUERTO RICO**
Rosendo Rosell and His Ork. Tico LP 1080—The Rosell ork accents an ensemble of strings along with flutes, clarinet and saxes. There are some interesting pizzicato effects as well in the easy-listening, rhythmic Latin stylings. Set can serve as nice mood wax.

★★★ **NEW POPULAR SONGS FROM GREECE**
Various Artists. Epic LF 18009—Greek songs in the popular mode are sung by five different artists on this 12-track LP. All of them are more or less of the romantic nature. The entire second side of the set is notable for it is composed entirely of tunes by Manos Hadjikakis of "Never on Sunday" fame. Mary Lo and John Voyadjis sing these. One other tune, "The Goldfish," also by Hadjidakis, is included on side 1. Might get action in areas with international concentration.

LATIN AMERICAN

★★★ **EXITOS DE LUCHA MORENO**
Orfeon LP 12-214 — Senorita Lucha Moreno is one of the celebrated thrushes of the day in Mexico and here, on this imported disk, she offers what are described as representative tunes from that country's Top 10 listings. There's a lot of deep, contralto in her voice and she gets standout mariachi type backings from various ensembles General appeal limited but the set is good quality for the border areas and the more southerly West Coast sectors.

SOUND

★★★ **HAWAIIAN PERCUSSION**
Billy Mure. Strand SLS 1010 (Stereo & Monaural)—This is a wild percussion album that should interest both hi-fi fans and stereo bugs. The songs contained all refer to Hawaii, from "Hawaiian War Chant," to "Sweet Leilani," but these tunes are only vehicles for some frantic percussion work featuring Billy Mure and his rhythmic guitars. It's a very exciting album that has a chance for sales if exposed.

★★★ **NOTHING BUT PERCUSSION, VOL. I**
Bryon Parker and His Percussion Ensemble. Westminster WP 6130—Here's a study in percussive sound that is unfortunately available in only mono form, which will be something of a handicap in today's stereo-conscious percussion market. Such instruments as xylophone, marimba, bells, celesta, chimes, guitars, cymbals, gourds, etc., are employed on such material as "Carioca," "Hawaiian War Chant," "Cherokee" and "Drums in the Night." Interestingly different cover employs merely a blob of black paint but it creates quite an effect. Part of a percussion series, this will have interest for those with monaural equipment only.

★★★ **NOTHING BUT PERCUSSION, VOL. II**
Bobby Christian. Westminster WP 6131—Maestro-arranger Christian offers a five-movement Oriental-flavored suite on Side 1 of this recording, featuring Japanese guitar, vibes, xylophone, harp and piano to express the exotic mood. Side 2 offers five moody numbers with much the same line-up. A listenable program with the emphasis more on mood than percussion instrumentation. Lack of stereo version may be a handicap in the strictly sound market.

SPOKEN WORD

★★★ **THE BIRDS' WORLD OF SONG**
Hudson and Sandra Ansley. Folkways FX 6115—Folkways documents not only folk mores, but also captures in the groove many interesting aspects of natural history. This disk, recorded in the open around a Maryland farmhouse, contains the songs of wrens, tohees, mockingbirds, etc. A narrator gives an expert analysis of the musicality of the different species. There are scholarly notes with the package. For specialty shops, educational organizations and bird lovers.

★★★ **PAUL DOOLEY BOOKED SOLID**
Strand SL 1018—Dooley, who has appeared on the Jack Paar show and at Chicago's Playboy Penhouse, has a relaxed, witty air and some of his material is quite funny indeed. Basing his act on a "book" theme, Dooley explores such diversified topics as "Beat Poetry," "The Girl Scout Handbook" and "The Subway Rule Book."

(Continued on page 32c)

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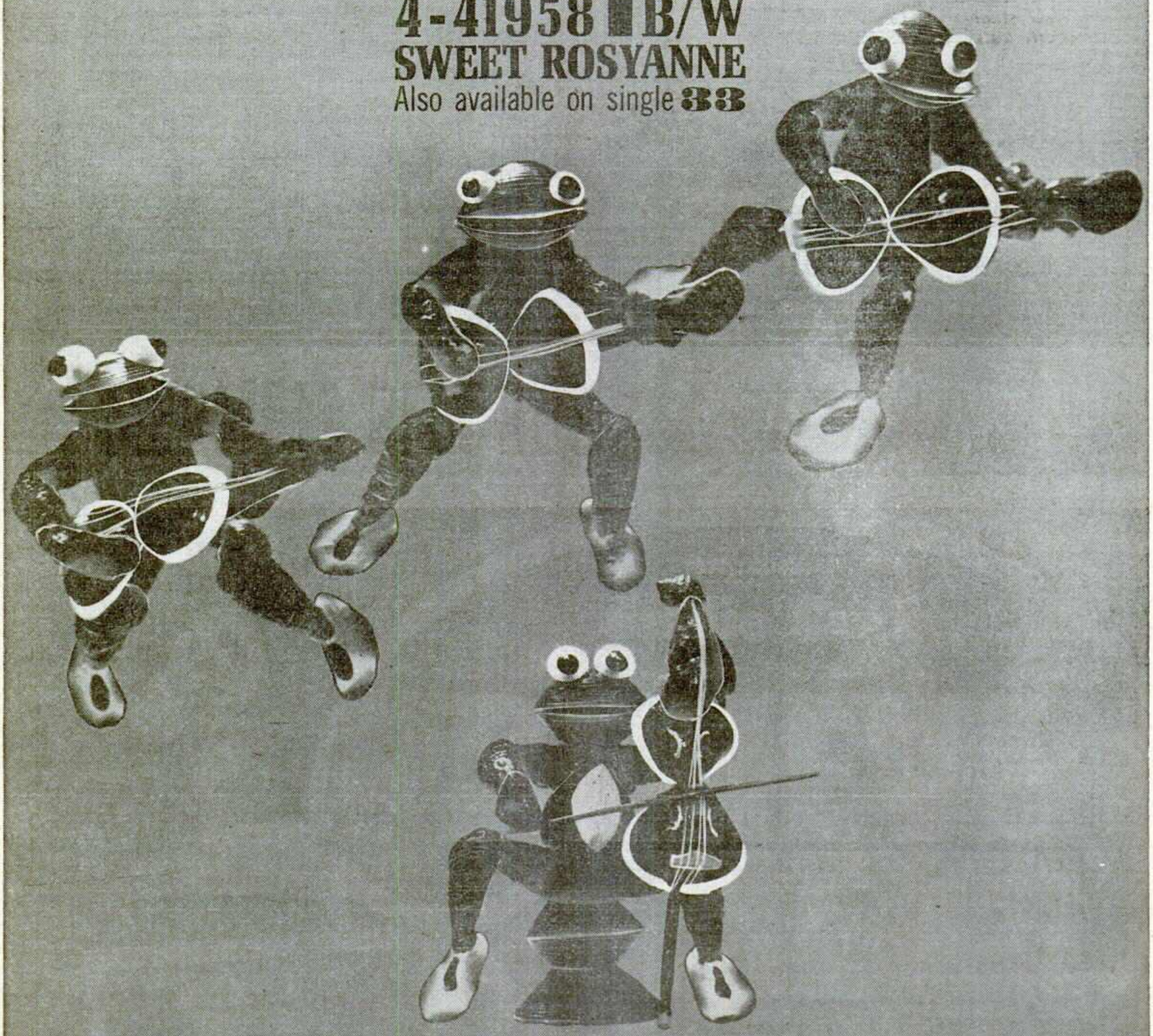
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SPECIALTY LP'S

• Continued from page 32a

★★★ **MOMS MABLEY AT THE "UN" Chess LP 1452**—A veteran trouper of many years' standing, Moms Babley is represented here by her second LP for Chess. It was taped during a performance from the stage of Philadelphia's Uptown Theater, and the tumultuous reaction of the huge audience lends tang to the disk. Mom's humor is hardly subtle, and her broad digs at many subjects wow the crowd. She whacks away at the heads of government who attended the UN sessions, and at various aspects of life, love and discrimination. Good bet, especially in Negro neighborhoods

FOLK

★★★ **THE ENGLISH AND SCOTTISH POPULAR BALLADS (CHILD BALLADS) Ewa MacColl. Folkways FG 3509** — English and Scottish ballads are sung, unaccompanied, by Ewan MacColl on this LP. The ballads are traditional and were originally collected and published by Professor Child. The readings are exceptionally clear and well done. "Lord Randall," "The Battle of Harlaw," "The Three Ravens" and "Thomas Raymour" are among the 12 tracks included. Notes and transcripts of the songs are also part of this package.

★★★ **BILL McADOO SINGS VOLUME 2 Folkways FA 2449**—Young (23) McAdoo sings with plaintive simplicity and heart on a group of his own compositions, and traditional folk tunes. Selections include "Detroit Blues," "Cuba," "Go Down Moses," and "I Dream of a World."

★★★ **DOGWOOD SOUP Shep Ginandes. Pathways of Sound POS 1023**—This album is aimed at children but it is doubtful if it will hold their attention very long. It features Shep Ginandes singing a group of folk tunes in a straight and often monotonous style. Tunes include "Dogwood Soup," "The Old Miller," "Father Grumble" and "Groundhog Song." Adults will probably enjoy it more than kids.

★★★ **ARBEE'S BLUES Arbee Stidham, Vocal and Guitar; Memphis Slim, Piano and Organ; Jump Jackson, Drums. Folkways FS 3824**—The rough-hewn voice of Arbee Stidham singing this set of blues should be a boon to collectors of the folk-blues heritage. The recordings are excellent and Arbee and his two supporters play with much gusto especially on side 2. Versions of "Careless Love," and "Good Morning Blues," are included with other less well-known items.

★★★ **THE HIGHWAYMEN United Artists UAL 3125**—The competition is getting more heated among the folkniks, with this group of five youths from Connecticut's Wesleyan University the latest entry. A pleasant-sounding group, the lads are apt to cut a slice of the sales pie with their renditions of "Cindy O Cindy," "Take This Hammer," "Big Rock Candy Mountain," and several folk songs of international origin.

★★★ **BRITISH TRADITIONAL BALLADS IN THE SOUTHERN MOUNTAINS, VOL. I, VOL. II Jean Ritchie. Folkways FA 2301, 2302**—Kentucky folk singer Jean Richie performs two complete programs of mountain songs whose roots stretch back in a direct line to the British. These are songs with the unusual sing-song, up and down melodic content, with interesting vocal slurs appearing at the end of the phrases. Miss Ritchie is an accomplished artist in this vein and she is heard to excellent advantage in an entirely a cappela performance. She also contributes her own background notes. Either set would have much to attract the student.

CHILDREN'S

★★★★ **ROCKY AND HIS FRIENDS Golden LP 64**—Here's an original cast album of a favorite kid TV show featuring Rocky, the Flying Squirrel, and his many friends. They include Bullwinkle, Mr. Peabody, Sherman, Boris and Natasha. Rocky and his friends tell stories and sing songs that are sure to amuse the many young fans of the show, from the ages of six to 11.

★★★ **ON THE RANCH Norman Rose, Cleso Houston and Art Malvin. RCA Victor LY 1033**— This attractive low-priced ($2.49) package artfully dramatizes one of childhood's favorite fantasies—living the life of a cowboy in story and song. The bright lyrics are included on the back of the album. Titles include "Yippi Ti Yi Yi," "The Horse," and "The Corral." Salable kiddie wax.

SPECIALTY

★★★ **UP IN THE AIR Oscar Brand. Elektra EKL 198 (Stereo & Monaural)**—Oscar Brand has concocted a batch of original songs about flying and flyers, filled with aeronautical terms and using the folk song idiom. The zany songs range from talking blues to a take-off on Gilbert and Sullivan. The material is uneven in quality and humor, but Brand's following may dig it.

★★★ **ROMANCE AT CHEZ VITO Chez Vito String Orchestra. Vito V 125**—The "Strolling Strings" of the New York's plush and exclusive Chez Vito night spot, augmented by woodwinds and horns, plays a highly acceptable medley of American and foreign pop songs on this set. Among the titles included are "Long Ago and Far Away," "I'll Take Romance," "Autumn Leaves" and "Valencia."

BAND

★★★ **BRASS BAND BASH Windsor Guards. Directional Sound DS 5008 (Stereo)**—The band of the Windsor Guards, recorded in England, does a workmanlike job of playing a dozen famed marches Neither the most nor the least inspiring band on disks, the Guards are at their best in the "Col. Bogey March." Other favorites in the collection are the "Guadalcanal March," "On the Mall," "Washington Post March" and "King Cotton."

★★★ **I REMEMBER HOLLAND, VOL. 2 Koninklijke Militaire Kapel-Royal Military Band. Fiesta FLP 1298**—This is a stirring album of band music played with enthusiam by the Royal Military Band of Holland. Songs are well-known Dutch marches, and the Dutch national anthem is included. Recording is good and cover is bright. This is the second album featuring the Royal band and it should do as well as the first.

SACRED

★★★ **THE OAK RIDGE QUARTET Starday SLP 130**—This fine gospel group will sell wherever there are discerning buyers. Produced by Tommy Hill, with an assist by Hank Garland's guitar, this package includes "Since I Found the Lord," "Search Me Lord," and "One Step Toward Jesus."

RELIGIOUS

★★★ **VOICES OF HOPE .... Capitol ST 1526 (Stereo & Monaural)**—This fine vocal chorus, more than 100 strong, raises its voice in the praise of the Lord in a stirring set of 10 spirituals. Thurston Frazier is the director-soloist of the group and some of the other soloists are Rose Mahoney, Ona Mae Ryan and Richard Whitfield. Among the moving performances are "Stop By Here," "Fight My Battle," "I Sure Do Love the Lord" and "Ask What You Will."

★★★ **PRAISE THE ALMIGHTY The Lutheran Hour Choir; St. Louis Symphony (Schalk). Word WST 9006 (Stereo & Monaural)**—The Lutheran Hour Choir sings 12 hymns in uplifting style. The large group does an excellent job on Ralph Vaughan Williams' "The Old Hundredth Psalm Tune," and other fine works. The chorus is accompanied by members of the St. Louis Symphony and the entire disk is directed by Carl Schalk.

Capitol Inks Genevieve To Long-Term Pact

HOLLYWOOD — Genevieve, Parisienne pixie of the Jack Paar show, has signed to a long-term, exclusive Capitol contract. Several special-material albums for her now are under consideration. She will also star in a Broadway-aimed show which will give Capitol an original-cast hold on its album rights should it prove to be a hit.

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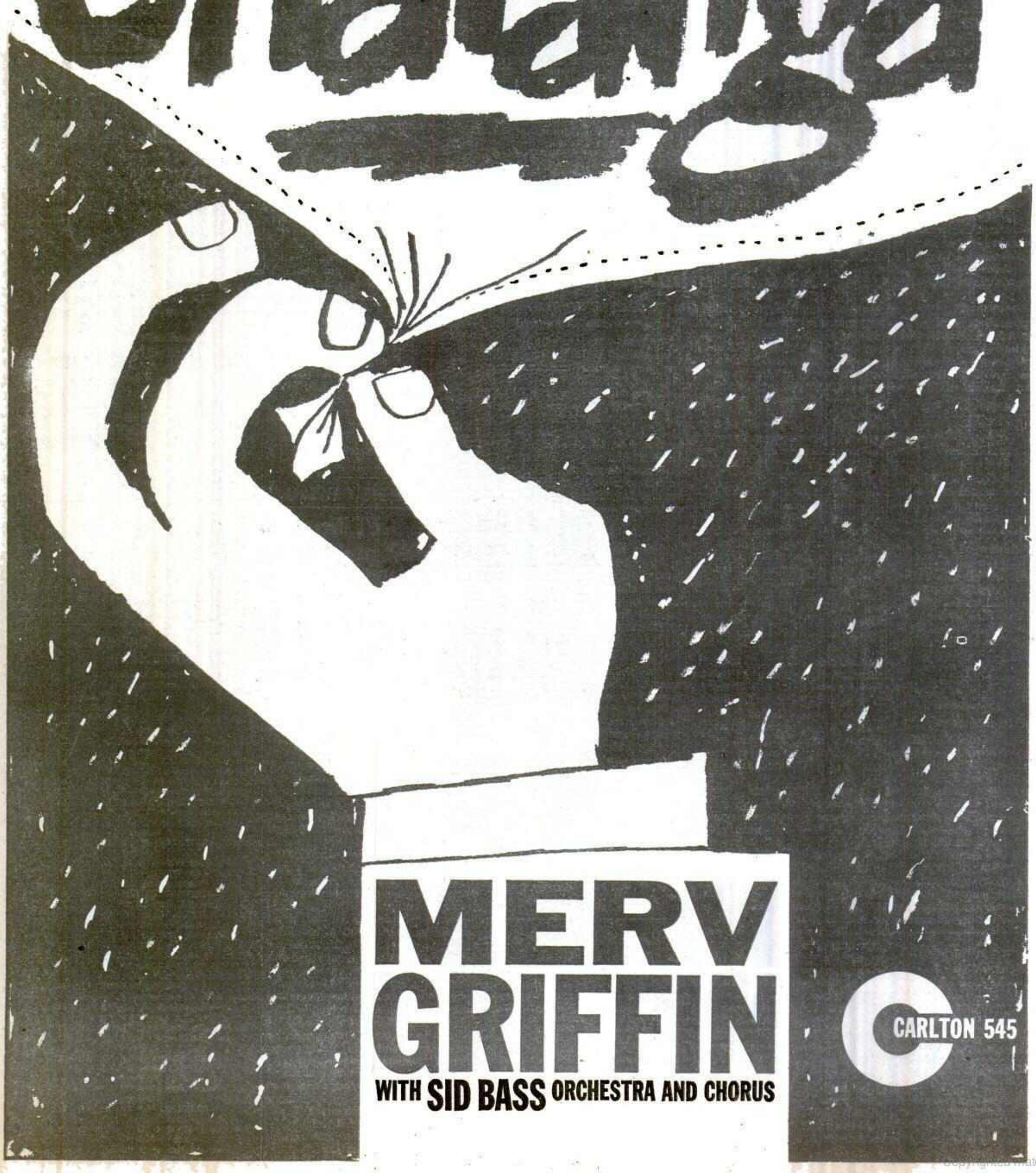
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the first hit record of the new dance craze

the Chalanga



MERV GRIFFIN

WITH **SID BASS** ORCHESTRA AND CHORUS

CARLTON 545

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Discount Plan Smash, Says Maitland

• Continued from page 1

we have achieved our goal—and then some."

As an example of the program's results, Maitland pointed to the CRDC salesmen's reports from St. Louis that dealers there had "the biggest day in years last Monday (13)," following ads in the Sunday papers by several key accounts.

The CRDC chief executive said that most dealers throughout the country were passing the discount on to the consumers. Furthermore, business increases have been "immediate" and "dramatic" for these retailers. Dealer reception to the program, he said, has been "overwhelming," with "even our smallest accounts" participating.

As further evidence of this enthusiastic acceptance of the discount program, Maitland quoted CRDC branch field reports:

Hartford, Conn.: Initial acceptance to new program by all types of accounts has been enthusiastic and spontaneous. . . .

Dallas: Some dealers short of cash borrowed money to take advantage of the March program.

Detroit: Dealers feel it is definitely the stimulant needed to bring people back into the stores. All dealers passing discount along to customers.

New Orleans: Dealers feel consumer traffic in this territory will reach highest level in history.

Kansas City, Mo.: Most dealers reported unusually slow February sales, and say program is best tonic we could have offered them.

Cincinnati: Virtually every dealer is buying across the board. Inclusion of Angel in program enabled us to sign 12 new accounts with dealers who never carried the line.

Pittsburgh: Program will greatly change this usually conservative market.

Carlton Sales Up

• Continued from page 1

quality factors and high profit, Carlton stated the company now had a bank account of $60,000. As of the first quarter of 1961, he added, accounts receivable total about $300,000. Gross sales this quarter exceed last year's rate of sale by 40 per cent. This quarter's income from foreign fields — including publishing took a big jump over last year, Carlton added.

Looking to the future, Carlton noted that all deficits had been wiped out and plans are being set to move ahead. By April 16, the label's "Hear How" series will be expanded to 22 items, with disks covering such subjects as baseball, photography, harmony in marriage.

10,000 Sold in New Orleans and Headed Up the Charts!
"RAININ' IN MY HEART"
SLIM HARPO
excello #2194
NASHBORO-EXCELLO
177 3rd Ave., N., Nashville, Tenn.

The Original Smash From England
AFRICAN WALTZ
Johnny Dankworth
R 4353
Roulette Records

ATTENTION, DJ's, DEALERS, OPRS.
Bob Heller and Gene Canter
Record Dist. Co.
665 N. Broad St. Phila. 23, Pa.
"Our Flying Philly Disk"
Pick of the week—March 20th
"THAT'S THE WAY WITH LOVE"
Piero Soffici
The big instrumental the whole nation's talking about!!!!
D. J.'s write
Kip Records Corp.
45 West 39th St., New York 18, N. Y.



Rusty & Doug
LOUISIANA MAN
HICKORY #1137

Sachs to Atlantic

• Continued from page 2

and much larger offices here at 61st and Broadway.

Sachs comes to Atlantic from his former post as divisional sales manager for Kapp Records. He set up the Kapp distributing branch in New York. Prior to that he worked for the Mercury Distribution Corporation, and before that ran his own record shop in New York. In his new Atlantic post, Sachs will be responsible for all sales, promotion and merchandising of Atlantic and Atco albums. He will work in close association with National Sales Manager Bob Kornheiser.

Atlantic's album sales have been on the upgrade since 1958, with 1960's LP sales doubling those of 1959. The addition of Sachs to the Atlantic family is part of an all-out drive on the part of the firm on LP merchandising and promotion.

Atlantic's move to larger quarters is part of the firm's large growth over the past few years. In their new building, Atlantic will have an entire floor, with all Atlantic functions—executive, sales, shipping and recording under one roof. Up to now Atlantic has had offices in one place and the studio in another. The firm is building a large new studio to be located in the same building, and expects to be able to offer studio facilities plus mastering and recording, etc., to other companies.

Dot Beefing Up

• Continued from page 2

bling in promotion and sales on the Coast. Rhea Robertson has been assigned promotion for the Midwest, with Lucille Van Arsdale handling it in the Southern region. Sandy Harbin, former Dot promotion man, will serve as regional sales rep in the Baltimore-Washington territory, and former rep Bob Greason will be responsible for the Dot-owned branch operations in Buffalo, Cleveland and Pittsburgh.

MGM Brass in Rome

• Continued from page 1

pany's overseas distributors and affiliates was scheduled and Gene Moretti, foreign sales manager for the record company, was also due to join the conference. Moretti has been on the Continent since the beginning of March. Meanwhile, Maxin was also due to meet with Connie Francis here this week, where the singer was concluding her latest European tour.

THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING MARCH 26

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	CALCUTTA	By Gaze-Bradtke—Published by Pincus-Symphony House (ASCAP)	12
2	4	SURRENDER	By Pomus and Schuman—Published by Presley (BMI)	5
3	2	WHEELS	By Torres-Stephens—Published by Dundee (BMI)	6
4	3	PONY TIME	By D. Corvay-J. Berry—Published by Alan K (BMI)	8
5	5	WHERE THE BOYS ARE	By Greenfield-Sedaka—Published by Aldon (BMI)	8
6	11	APACHE	By Lordan—Published by Regent (BMI)	5
7	6	EXODUS / THE EXODUS SONG (This Land Is Mine)	By Gold—Published by Chappell (ASCAP) / By Gold-Pat Boone—Published by Chappell (ASCAP)	16
8	7	DON'T WORRY (LIKE ALL THE OTHER TIMES)	By Marty Robbins—Published by Marty's (BMI)	6
9	10	EBONY EYES	By J. D. Loudermilk—Published by Acuff-Rose (BMI)	5
10	9	DEDICATED TO THE ONE I LOVE	By Pauling-Bass—Published by Armo (BMI)	7
11	8	BABY SITTIN' BOOGIE	By J. Parker—Published by Reis (BMI)	7
12	20	WALK RIGHT BACK	By Sonny Curtis—Published by Cricket (BMI)	3
13	13	SPANISH HARLEM	By Jerry Lieber-Phil Spector—Published by Progressive-Trio (BMI)	5
14	15	GEE WHIZ (LOOK AT HIS EYES)	By Thomas—Published by East (BMI)	4
15	24	THINK TWICE	By Joe Shapiro-Jimmy Williams-Clyde Otis—Published by Play (BMI)	3
16	12	THERE'S A MOON OUT TONIGHT	By Striano-Luccisiano-Gentile—Published by Rob-Ann (BMI)	8
17	14	SHOP AROUND	By Gordy-Robinson—Published by Jobbett (BMI)	12
18	30	LAZY RIVER	By Sid Arodin-Hoagy Carmichael—Published by Peer (BMI)	2
19	16	(WILL YOU LOVE ME) TOMORROW	By Carol King-Jerry Goeffin—Published by Aldon (BMI)	14
20	29	ON THE REBOUND	By Floyd Cramer—Published by Cigma (BMI)	2
21	18	GOOD TIME BABY	By Mann-Lowe-Appel—Published by Lowe (ASCAP)	5
22	22	LITTLE BOY SAD	By Wayne Walker—Published by Cedarwood (BMI)	4
23	25	HEARTS OF STONE	By Ray Jackson—Published by Regent (BMI)	3
24	—	BLUE MOON	By Rodgers-Hart—Published by Robbins (ASCAP)	1
25	—	FOR MY BABY	By Clyde Otis-Willie Dixon—Published by Play (BMI)	1
26	21	YOU CAN HAVE HER	By Cook—Published by Big Billy (BMI)	4
27	23	WONDERLAND BY NIGHT	By Klaus Guenter Neumann-Lincoln Chase—Published by Roosevelt (BMI)	17
28	26	PLEASE LOVE ME FOREVER	By Malone-Blanchard—Published by Ricky (BMI)	2
29	—	WATUSI	By Hall-Temple-Johnson—Published by Arc (BMI)	1
30	19	WINGS OF A DOVE	By Bob Ferguson—Published by B Gee Music (BMI)	12

RECORDING AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **CALCUTTA — Four Preps, Cap 4508;** Werner Muller, Dec 31189; Vico Torriani, London 1965; Valiants, Col 41931; **Lawrence Welk, Dot 16161.**
2. **SURRENDER—Elvis Presley, Vic 7850.**
3. **WHEELS—**Johnny Duncan, **Leader** 814; Johnnie Stavin, Yale 250; **String-A-Longs, Warwick 603; Billy Vaughn, Dot 16174.**
4. **PONY TIME — Chubby Checker, Parkway 818; Don Corvay & the Goodtimers, Arnold 1002;** Twi-Lites, King 5461.
5. **WHERE THE BOYS ARE—Connie Francis, MGM 12791.**
6. **APACHE—Jorgen Ingmann, Atco 6184;** Sonny James, RCA Victor 7858; Shadows, ABC-Paramount 10138.
7. **EXODUS—**Pat Boone, Dot 16176; **Ferrante and Teicher, United Artists 274;** Legends, Col 41949; Mantovani, London 1953; Medallion Strings, Medallion 602.
8. **DON'T WORRY (LIKE ALL THE OTHER TIMES)—**Tony Martin, Dot 16181; **Marty Robbins, Col 41922.**
9. **EBONY EYES—Everly Brothers, Warner Bros. 5199.**
10. **DEDICATED TO THE ONE I LOVE—**Five Royales, King 5453; June and Joy, Dot 16134; **Shirelles, Scepter 1203.**
11. **BABY SITTIN' BOOGIE — Buzz Clifford, Col 41876.**
12. **WALK RIGHT BACK — Everly Brothers, Warner Bros. 5199.**
13. **SPANISH HARLEM—Ben E. King, Atco 6185.**
14. **GEE WHIZ (LOOK AT HIS EYES) —Carla Thomas, Atlantic 2086.**
15. **THINK TWICE — Brook Benton, Mer 71774.**
16. **THERE'S A MOON OUT TONIGHT—**Pat Boone, Dot 16176; **Capris, Old Town 1094.**
17. **SHOP AROUND—Miracles, Tamla 54034.**
18. **LAZY RIVER—**Rex Allen, Vista F341; Floyd Cramer, Vic 7840; **Bobby Darin, Atco 6188;** Leon Eason, Blue Note 1745; Lee Helsel, Set In Order 1109; Jack Lidstrom, World Pacific Records 645; Mills Brothers, Dec 25046 and 28458; Mulcays, Dot 15837; Roberta Sherwood/J. Pleis Ork, Dec 29911; Squareabouts, Set In Order 2112; Sundowners Band, Windsor 7611.
19. **(WILL YOU LOVE ME) TOMORROW—Shirelles, Scepter 1211.**
20. **ON THE REBOUND — Floyd Cramer, Vic 7840.**
21. **GOOD TIME BABY—Bobby Rydell, Cameo 186.**
22. **LITTLE BOY SAD—Johnny Burnette, Liberty 55298.**
23. **HEARTS OF STONE—Bill Black's Combo, Hi 2028;** Red Foley/A. Kerr Singers, Dec 29375; Fontane Sisters, Dot 15265 and Dot 16027.
24. **BLUE MOON—**Bel-Aire Girls, Everest 19333; Tony Bennett, Col 41298; Jimmy Bowen, Roulette 4102; **Classics, Promo 1010;** Buck Clayton/M. Morris Trio, Okeh 6968; Sam Cooke, Keen 86101; Emanoes, Josie 801; Julie London, Liberty 55157; **Marcels, Colpix 186;** Naturals, Hunt 425; Elvis Presley, Vic 0613; Jimmy Smith, Blue Note 1685; Dante Varela, Kem 2719.
25. **FOR MY BABY—Brook Benton, Mer 71774.**
26. **YOU CAN HAVE HER — Roy Hamilton, Epic 9434.**
27. **WONDERFUL BY NIGHT —** Anita Bryant, Calton 537; **Bert Kaempfert, Dec 31141;** Louis Prima, Dot 16151.
28. **PLEASE LOVE ME FOREVER—Cathy Jean and Roomates, Valmor 007.** Sunny Gale, Warwick 626.
29. **WATUSI—Vibrations, Checker 969.**
30. **WINGS OF A DOVE—**Paul Clayton, Monument 423; **Ferlin Husky, Cap 4406;** Kitty White, Dot 16157.

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FOR WEEK ENDING MARCH 26

BILLBOARD MUSIC WEEK HOT 100

STAR PERFORMERS showed the greatest upward progress on Hot 100 this week.
S Indicates that 45 r.p.m. stereo single version is available.
Indicates that 33⅓ r.p.m. stereo single version is available.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE / Artist, Company / Record No.	STEREO	WEEKS ON CHART
1	2	2	4	SURRENDER Elvis Presley, RCA Victor 7850		5
2	1	1	1	PONY TIME Chubby Checker, Parkway 818		9
3	4	4	5	DON'T WORRY (LIKE ALL THE OTHER TIMES) Marty Robbins, Columbia 41922	S	8
4	5	5	7	WHERE THE BOYS ARE Connie Francis, MGM 12071		10
5	7	8	6	DEDICATED TO THE ONE I LOVE Shirelles, Scepter 1203		9
6	11	15	20	APACHE Jorgen Ingmann, Atco 6184		9
7	3	3	10	WHEELS String-A-Longs, Warwick 603		11
8	9	10	9	EBONY EYES Everly Brothers, Warner Bros. 5199		8
9	13	17	28	WALK RIGHT BACK Everly Brothers, Warner Bros. 5199		7
10	6	7	12	BABY SITTIN' BOOGIE Buzz Clifford, Columbia 41876	S	11
11	10	13	18	SPANISH HARLEM Ben E. King, Atco 6185		12
12	15	22	26	GEE WHIZ (LOOK AT HIS EYES) Carla Thomas, Atlantic 2086		8
13	20	23	29	THINK TWICE Brook Benton, Mercury 71774		6
14	8	6	2	CALCUTTA Lawrence Welk, Dot 16161		15
15	24	51	—	ON THE REBOUND Floyd Cramer, RCA Victor 7840		3
16	12	11	13	GOOD TIME BABY Bobby Rydell, Cameo 186		9
17	17	21	21	LITTLE BOY SAD Johnny Burnette, Liberty 55298		7
18	25	31	35	LAZY RIVER Bobby Darin, Atco 6188		7
19	14	9	3	THERE'S A MOON OUT TONIGHT Capris, Old Town 1094		12
20	21	26	44	HEARTS OF STONE Bill Black's Combo, Hi 2028		5
21	59	87	—	BLUE MOON Marcels, Colpix 186		3
22	22	35	71	PLEASE LOVE ME FOREVER Cathy Jean and Roomates, Valmor 007		4
23	16	12	24	YOU CAN HAVE HER Roy Hamilton, Epic 9434		8
24	18	16	11	(WILL YOU LOVE ME) TOMORROW Shirelles, Scepter 1211		18
25	39	49	60	WATUSI Vibrations, Checker 969		5
26	23	14	8	SHOP AROUND Miracles, Tamla 54034		15
27	19	18	14	EXODUS Ferrante and Teicher, United Artists 274	S	19
28	49	46	50	FOR MY BABY Brook Benton, Mercury 71774		7
29	41	55	68	MODEL GIRL Johnny Mastro, Coed 545		7
30	32	32	58	HAPPY BIRTHDAY BLUES Kathy Young and the Innocents, Indigo 115		5
31	28	37	43	WHEELS Billy Vaughn, Dot 16174		7
32	35	44	84	LONELY MAN Elvis Presley, RCA Victor 7850		4
33	36	39	46	ASIA MINOR Kokomo, Felsted 8612		5
34	38	36	42	YOUR FRIENDS Dee Clark, Vee Jay 371		7
35	26	19	15	CALENDAR GIRL Neil Sedaka, RCA Victor 7829	S	14
36	40	47	61	I DON'T WANT TO CRY Chuck Jackson, Wand 106		5
37	47	66	—	THAT'S IT—I QUIT—I'M MOVIN' ON Sam Cooke, RCA Victor 7853		3
38	30	20	17	WINGS OF A DOVE Ferlin Husky, Capitol 4406		17
39	50	64	82	LET'S GO AGAIN (WHERE WE WENT LAST NIGHT) Hank Ballard and the Midnighters, King 5459		5
40	52	67	77	BUT I DO Clarence (Frogman) Henry, Argo 5378		5
41	51	65	—	BABY BLUE Echoes, Segway 103		3
42	45	48	57	ONCE UPON A TIME Rochell and the Candles, Swingin' 623		7
43	63	—	—	TAKE GOOD CARE OF HER Adam Wade, Coed 546		2
44	54	70	—	ONE MINT JULEP Ray Charles, Impulse 200		3
45	56	—	—	TONIGHT MY LOVE, TONIGHT Paul Anka, ABC-Paramount 10194		2
46	29	27	27	WHAT A PRICE Fats Domino, Imperial 5723		9
47	57	77	—	RUNAWAY Del Shannon, Big Top 3067		3
48	46	53	79	I PITY THE FOOL Bobby Bland, Duke 332		5
49	33	34	38	STAYIN' IN Bobby Vee, Liberty 55296		6
50	55	74	—	FIND ANOTHER GIRL Jerry Butler, Vee Jay 375		3
51	31	29	31	RAM-BUNK-SHUSH Ventures, Dolton 32		9
52	77	—	—	PLEASE TELL ME WHY Jackie Wilson, Brunswick 55208		2
53	68	81	—	HIDEAWAY Freddy King, Federal 12401		3
54	62	76	—	PORTRAIT OF MY LOVE Steve Lawrence, United Artists 291		3
55	65	89	—	BLUE MOON Classics, Promo 1010		3
56	58	58	76	TO BE LOVED (FOREVER) Pentagons, Donna 1337		5
57	61	71	80	HONKY TONK, PART II Bill Doggett, King 5444		7
58	34	24	16	EMOTIONS Brenda Lee, Decca 31195		12
59	72	79	94	BEWILDERED James Brown, King 5442		4
60	66	69	73	PONY TIME Don Corvay and the Goodtimers, Arnold 1002		9
61	80	84	96	MORE THAN I CAN SAY Bobby Vee, Liberty 55296		4
62	64	68	72	TOUCHABLES Dickie Goodman, Mark X 8009		5
63	74	85	83	ORANGE BLOSSOM SPECIAL Billy Vaughn, Dot 16174		5
64	100	—	—	YOUR ONE AND ONLY LOVE Jackie Wilson, Brunswick 55208		2
65	86	—	—	I'VE TOLD EVERY LITTLE STAR Linda Scott, Canadian-American 123		2
66	84	—	—	LONELY BLUE NIGHTS Rosie, Brunswick 55205		2
67	78	—	—	TRUST IN ME Etta James, Argo 5385		2
68	75	—	69	GINNIE BELL Paul Dino, Promo 2180		8
69	69	78	—	IT'S UNBELIEVABLE Larks, Sheryl 334		3
70	60	61	63	PONY EXPRESS Danny and the Juniors, Swan 468		5
71	71	60	74	TUNES OF GLORY Cambridge Strings, London 1960		6
72	48	33	25	JIMMY'S GIRL Johnny Tillotson, Cadence 1391		11
73	44	25	19	ALL IN MY MIND Maxine Brown, Nomar 102		12
74	70	75	91	ALL OF EVERYTHING Frankie Avalon, Chancellor 1071		4
75	—	—	—	ONE-EYED JACKS Ferrante and Teicher, United Artists 300		1
76	27	30	32	UTOPIA Frank Gari, Crusade 1020		14
77	79	93	—	TONIGHT I FELL IN LOVE Tokens, Warwick 615		3
78	83	92	—	LITTLE MISS STUCKUP Playmates, Roulette 4322		3
79	—	90	70	BYE, BYE, BABY Mary Wells, Motown 1003		7
80	85	86	—	SECOND TIME AROUND Frank Sinatra, Reprise 20001		3
81	82	97	—	LING TING TONG Buddy Knox, Liberty 55305		3
82	43	38	37	WAIT A MINUTE Coasters, Atco 6186		8
83	93	—	—	VERY THOUGHT OF YOU Little Willie John, King 5458		2
84	—	—	—	FELL IN LOVE ON MONDAY Fats Domino, Imperial 5734		1
85	81	94	90	TOP FORTY, NEWS, WEATHER & SPORTS Mark Dinning, MGM 12980		5
86	53	52	39	(I WANNA) LOVE MY LIFE AWAY Gene Pitney, Musicor 1002		8
87	90	—	—	MERRY-GO-ROUND Marv Johnson, United Artists 294		2
88	89	—	—	JUST FOR OLD TIME'S SAKE McGuire Sisters, Coral 62249		2
89	—	—	—	FOOLIN' AROUND Kay Starr, Capitol 4542		1
90	92	—	—	MEMPHIS Donnie Brooks, Era 3042		2
91	—	—	—	ONE HUNDRED POUNDS OF CLAY Gene McDaniels, Liberty 55308		1
92	88	95	—	MILORD Edith Piaf, Capitol 4493		3
93	—	—	—	DIXIE Duane Eddy, Jamie 1183		1
94	—	—	—	MY THREE SONS Lawrence Welk, Dot 16198		1
95	—	—	—	SOME KIND OF WONDERFUL Drifters, Atlantic 2096		1
96	98	—	—	KOKOMO Flamingos, End 1085		2
97	—	—	—	SHU RAH Fats Domino, Imperial 5734		1
98	99	—	—	LITTLE TURTLE DOVE Otis Williams and the Charms, King 5455		2
99	—	—	—	SEVENTEEN Frankie Ford, Imperial 5735		1
100	—	—	—	THE BLIZZARD Jim Reeves, RCA Victor 7855		1

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& TOMORROW'S TOPS

BUBBLING UNDER THE HOT 100

1. LITTLE PEDRO.....Olympics, Arvee 5023
2. CALIFORNIA SUN.....Joe Jones, Roulette 4344
3. EARLY EVERY MORNING .....Dinah Washington, Mercury 71778
4. BUMBLE BOOGIE .....B. Bumble and the Stingers, Rendezvous 140
5. THEME FROM THE GREAT IMPOSTER .....Henry Mancini, RCA Victor 7830
6. CANADIAN SUNSET.....Etta Jones, Prestige 191
7. BANNED IN BOSTON.....Merv Griffin, Carlton 540
8. ILLUSION .....Nat King Cole, Capitol 4519
9. PLEASE SAY YOU WANT ME .....Little Anthony and the Imperials, End 1086
10. I TOLD YOU SO.....Jimmy Jones, Cub 9085
11. HOLD IT.....James Brown's Band, King 5438
12. LITTLE GIRL, LITTLE BOY.....Al Martino, 20th Fox 237
13. I LIED TO MY HEART.....Enchanters, Musitron 1072
14. TREES .....Platters, Mercury 71791
15. I'LL JUST HAVE ANOTHER CUP OF COFFEE .....Claude Gray, Mercury 71732
16. YOUR GOODNIGHT KISS..Guy Mitchell, Columbia 41970
17. GREEN GRASS OF TEXAS.....Texans, Infinity 001
18. MILORD .....Franck Pourcel, Capitol 4493
19. LIKE LONG HAIR..Paul Revere and Raiders, Gardena 116
20. BONANZA.....Al Caiola, United Artists 302

TOP MARKET BREAKOUTS

NEW YORK

—TONIGHT I FELL IN LOVE
Tokens, Warwick

—VERY THOUGHT OF YOU
Little Willie John, King

—GINNIE BELL
Paul Dino, Promo

—IT'S UNBELIEVABLE
Larks, Sheryl

—HONKY TONK, PART II
Bill Doggett, King

CHICAGO

—TRUST IN ME
Etta James, Argo

—GINNIE BELL
Paul Dino, Promo

—VERY THOUGHT OF YOU
Little Willie John, King

—KOKOMO
Flamingos, End

LOS ANGELES

—VERY THOUGHT OF YOU
Little Willie John, King

—TRUST IN ME
Etta James, Argo

—GINNIE BELL
Paul Dino, Promo

—HONKY TONK, PART II
Bill Doggett, King

PHILADELPHIA

—TRUST IN ME
Etta James, Argo

—VERY THOUGHT OF YOU
Little Willie John, King

BOSTON

—GINNIE BELL
Paul Dino, Promo

—VERY THOUGHT OF YOU
Little Willie John, King

—I TOLD YOU SO
Jimmy Jones, Cub

—TRUST IN ME
Etta James, Argo

—JUST FOR OLD TIME'S SAKE
McGuire Sisters, Coral

MILWAUKEE

—TRUST IN ME
Etta James, Argo

—THE BLIZZARD
Jim Reeves, RCA Victor

—KOKOMO
Flamingos, End

—MY THREE SONS
Lawrence Welk, Dot

—FOOLIN' AROUND
Kay Starr, Capitol

MIAMI

—VERY THOUGHT OF YOU
Little Willie John, King

—TRUST IN ME
Etta James, Argo

—GINNIE BELL
Paul Dino, Promo

HOT 100: A TO Z

All In My Mind 73
All of Everything 74
Apache 6
Asia Minor 33
Baby Blue 41
Baby Sittin' Boogie 10
Bewildered 59
Blizzard, The 100
Blue Moon (Classics) 55
Blue Moon (Marcels) 21
But, I Do 40
Bye, Bye, Baby 79
Calcutta (Welk) 14
Calendar Girl 35
Dedicated to the One I Love 5
Dixie 93
Don't Worry (Like All the Other Times) 3
Ebony Eyes 8
Emotions 58
Exodus 27
Fell in Love on Monday 84
Find Another Girl 50
Foolin' Around 89
For My Baby 28
Gee Whiz (Look at His Eyes)..... 12
Ginnie Bell 68
Good Time Baby 16
Happy Birthday Blues 30
Hearts of Stone 20
Hideaway 53
Honky Tonk, Part II 51
I Don't Want to Cry 36
I Pity the Fool 48
(I Wanna) Love My Life Away .. 86
It's Unbelievable 69
I've Told Every Little Star 65
Jimmy's Girl 72
Just for Old Time's Sake 88
Kokomo 96
Lazy River 18
Let's Go Again (Where We Went Last Night) 39
Ling Ting Tong 81
Little Boy Sad 17
Little Miss Stuckup 78
Little Turtle Dove 98
Lonely Blue Nights 66
Lonely Man 32
Memphis 90
Merry-Go-Round 87
Milord 92
Model Girl 29
More Than I Can Say 61
My Three Sons 94
On the Rebound 15
Once Upon a Time 42
One-Eyed Jacks 75
One Hundred Pounds of Clay ... 91
One Mint Julep 44
Orange Blossom Special 63
Please Love Me Forever 22
Please Tell Me Why 52
Pony Express 70
Pony Time (Checker) 2
Pony Time (Corvay) 60
Portrait of My Love 54
Ram-Bunk-Shush 51
Runaway 47
Second Time Around 80
Seventeen 99
Shop Around 26
Shu Rah 97
Some Kind of Wonderful 95
Spanish Harlem 11
Stayin' In 49
Surrender 1
Take Good Care of Her 43
That's It—I Quit—I'm Movin' On. 37
There's a Moon Out Tonight 19
Think Twice 13
To Be Loved (Forever) 56
Tonight I Fell in Love 77
Tonight, My Love, Tonight 45
Top Forty, News Weather & Sports 85
Touchables 62
Trust in Me 67
Tunes of Glory 71
Utopia 76
Very Thought of You 83
Wait a Minute 82
Walk Right Back 9
Watusi 25
What a Price 46
Wheels (String-A-Longs) 7
Wheels (Vaughn) 31
Where the Boys Are 4
(Will You Love Me) Tomorrow ... 24
Wings of a Dove 38
You Can Have Her 23
Your Friends 34
Your One and Only Love 64

REVIEWS OF THIS WEEK'S SINGLES

the pick of the new releases:

SPOTLIGHT WINNERS OF THE WEEK

Strongest sales potential of all records reviewed this week.

Pop

BRENDA LEE

YOU CAN DEPEND ON ME (Peer Int'l, BMI) (3:29)—IT'S NEVER TOO LATE (Jat, BMI) (2:19)—Two very moving sides by the fine young thrush. The first is the old standard done with exceptional warmth and heart at an unusually slow tempo. The flip is another ballad sung with great emotion by the gal, embellished effectively by a wide string background. **Decca 31231**

SKEETER DAVIS

THE HAND YOU'RE HOLDING NOW (Marty's, BMI) (2:10)—SOMEDAY, SOMEDAY (Tree, BMI) (2:17)—The lass who did so well with her last side, "Yes I'm Lonesome Tonight," comes in with two new efforts that could really move. First is a weeper sung with much feeling and the second is a catchy tune with the country touch in which she sings harmony with herself. Watch both. **RCA Victor 7863**

THE ROOMATES

THE GLORY OF LOVE (Shapiro-Bernstein, ASCAP) (2:00)—The Roomates are the boys who have backed Cathy Jean on her hits, and they come through neatly with a warm reading of this evergreen. Flip is a bright, sweet, rhythm effort, "Never Knew" (Mode, BMI) (2:00). **Valmor 008**

DON ROBERTSON

BUTTONS AND BOWS (Famous, ASCAP) (2:31)—Here is a bright, sparkling version of the oldie, all dressed up in a lilting instrumental arrangement featuring the piano in the lead. A side that could be a solid seller. Flip is "Bobby-O" (Jungnickel, ASCAP) (2:22). **RCA Victor 7862**

COWBOY COPAS

FLAT TOP (Starday, BMI) (2:16)—Cowboy Copas has another bright, cheery rhythm item here that could appeal to both his country and pop fans. He sings it with vigor, in the style of "Alabam." Flip is "True Love (Is the Greatest Thing)" (Starday, BMI) (2:45) **Starday 542**

THE DEMENSIONS

TERESA (Mohawk, ASCAP) (2:58)—The boys have another good chance to climb chartward with this listenable ballad over a combo that has both a beat, and unusual harmonies. The flip, "A Tear Fell" (Mohawk, ASCAP) (2:10). **Mohawk 123**

DICK MILES

RUSSIAN ROULETTE (Warden, BMI) (2:02)—This is a suspenseful, though very funny, novelty item, in which Miles tells how to have fun playing "Russian Roulette." He loses. Flip features Pete Stamper singing "Cheva-Kiser-Olds-Mo-Laca-Stude-Uar-Linco-Baker" (Capitol City, BMI) (2:21). **Dot 16183**

Rhythm & Blues

JIMMY REED

BIG BOSS MAN (Conrad, BMI) (2:56)—I'M A LOVE YOU (Conrad, BMI) (2:02)—Two strong Southern blues by the blues chanter and both should do very well in blues markets. Top side is in the work song tradition; flip is about the romantic side of life. Strong wax for the field. **Vee Jay 380**

Pop Song

LA PACHANGA (Peer, BMI)
GENIE PACE (1:54) Capitol 4552
AUDREY ARNO AND THE HAZY OSTERWALD SEXTET (2:36) DECCA 31238
HUGO AND LUIGI (2:15) RCA Victor 7868—A bright new dance craze from the Latins has resulted in these three good recordings, all with interesting and varying treatments. The Capitol version features Genie Pace, a fine new thrush, while the Decca side offers a German language reading which has been getting good European action. The Victor side highlights the Hugo and Luigi children's chorus. Any of these has a strong chance. Flip sides in order of disks listed above are: "Somebody Else Is Taking My Place," (2:21) (Shapiro-Bernstein, ASCAP); "Bei Mir Ist Nix Amore So Im Vorubergehn," (2:32) (BIEM, ASCAP); "Bimbombey," (2:20) (Planetary, ASCAP).

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SPECIAL MERIT SPOTLIGHTS

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

• *Continued from page 99*

Pop Disk Jockey Programming

JIM EANES
★★★★ LADY OF SPAIN (Sam Fox, ASCAP) (1:48)

★★★ LONG JOURNEY HOME (Lonesome Pine, BMI) (2:20)
Blue Ridge 510

Pop Talent

TONY ORLANDO
★★★★ HALFWAY TO PARADISE (Aldon, BMI) (2:36)

LUCKY CLARK
★★★★ SO SICK (Hill & Range, BMI) (2:22)

★★★★ TWO KIND OF PEOPLE (2:25), Chess 1782

★★★★ STRONG SALES POTENTIAL

POPULAR

CHUCK JACKSON
★★★★ Hula Hula — BELTONE 1005—Chuck swings this rocker in a medium tempo in solid style. Tune outlines the qualities of Lula and a fine backing of strings and combo underscores the side. Could be a big one for the lad, watch it. (Fee-Bee) (2:05)

★★★★ Mr. Pride—Jackson sings a rockaballad in a feelingful style here. Both sides have a chance. (Dorothy-Fee-Bee) (2:22)

THE DO-RE-MI CHILDREN'S CHORUS
★★★★ He'll Love You As You Are—KAPP 378—The Children's chorus sings out with a fresh sound. Sounds like a cut from an album. Has a sing-along or gang-sing effect. (Garland, ASCAP) (2:25)

★★★★ Dondi—Tune from the flick of the same name is handed a charming reading. Backing for the voices is uncluttered. (Lear, ASCAP) (2:15)

JOE TEX
★★★★ Ain't I a Mess—ANNA 1128—High spirited singing by Joe Tex gets this rocker off to a strong start. Funny lyric and strong vocal group could get this juke exposure. (Tri-Phi, BMI) (2:30)

★★★★ Baby You're Right—Gospel-tinged rockaballad gets a strong reading from Tex. (Ro-Gor, BMI) (2:15)

THE DEBONAIRES
★★★★ Every Once in a While—DORE 592—A ballad full of wild and crazy vocal effects, in front of the melody. There are high pitched voices against deep ones, plus a rippling triplet piano. This has a little of everything and it has a chance. (Hillary, BMI) (2:11)

★★★★ Gert's Skirt—Here's another on the apparel kick, and it's all about a tight skirt and the effect it had. Cute novelty that has a chance. (Meadowlark, ASCAP) (2:06)

FABIAN
★★★★ Grapevine—Fabian comes through with a first-rate reading of a swinging rocker over bright and exciting backing by the ork and rhythm section. Strong side here, watch it. (Debmar, ASCAP) (2:33)

★★★★ David and Goliath—Fabian tells the story of "David and Goliath" in modern fashion as he explains how David joined the army and knocked off Goliath. Side is exciting and could happen. (Debmar, ASCAP) (2:20)

ARTHUR LYMAN GROUP
★★★★ Yellow Bird — HIFI 5024 — The pretty tune receives a warm and persuasive instrumental reading from the Lyman combo. Disk is from his latest album and has a chance for plays and play as a single. (Frank, ASCAP) (2:41)

★★★★ Havah Nagilah—Traditional Hebrew air is sold smartly here by the Lyman group featuring a bright and spirited fralich about halfway through. Two strong sides. (Arvee, BMI) (2:30)

JIM EANES
★★★★ Lady of Spain — BLUE RIDGE 510—Tnis instrumental features an infectious reading of the standard with Alan Shelton spotlighted on banjo. A side that could happen both country and pop. (Sam Fox, ASCAP) (1:48)

★★★★ Long Journey Home—Jim Eanes turns in a tremendous vocal on this fine country side which also features some first-rate pickin'. The enthusiastic vocal work could make this happen. (Lonesome Pine, BMI) (2:20)

LUCKY CLARK
★★★★ So Sick — CHESS 1782 — Strong string support and a rocking rhythm section provide just the right kind of background for this rocker sold with authority by the boy. (Hill & Range, BMI) (2:22)

★★★★ Two Kind of People—Flip is a slow rockaballad that gets a nice reading from the lad. Strings and vocal group assist. Both have a chance. (2:25)

BERT KAEMPFERT
★★★★ Without Your Love — DECCA 31236—The trumpeter takes off on a warm ballad that could be a follow-up to his "Wonderland" hit. Vocal chorus embellishes the backing. Watch it. (Roosevelt, BMI) (3:01)

★★★★ Tenderly—A large vocal chorus helps this fine instrumental standard by the "Wonderland by Night" man. Disk should get lots of spins from jocks. (Morris, ASCAP) (3:13)

JIMMY CLANTON AND MARY ANN MOBLEY
★★★★ No Longer Blue — ACE 616—Pretty Mary Ann Mobley teams up with Jimmy Clanton for a happy reading of a bright up-tempo effort here. It's a cute side that could get action. (Jay Cee, BMI)

★★★★ Down the Aisle—Jimmy Clanton and Mary Ann Mobley sell this attractive rockaballad with a lot of feeling over big band support. Side could also get coins. (Miller, ASCAP) (2:20)

LEFTY JONES
★★★★ Tennessee Molly — CADENCE 1395—A calliope sound is featured here with a rocking beat. Tune is based on the oldie "Mollie Malone." Solid tenor scores, too. Watch it. (Gil, BMI) (2:08)

★★★★ Why Not?—There is something of a Latin kick on this fine rocking instrumental which features a gimmicked piano. Side also has fine teno sax spots. Watch this one. (Gil, BMI) (1:50) •

GENE PITNEY
★★★★ Louisiana Mama — MUSICOR 1106—A touch of Latin in the rhythm makes this record cook. The chanter does a strong job out front telling the story of his New Orleans girl. (January, BMI) (2:16)

★★★★ Take Me Tonight—Soft ballad gets a warm performance from the boy. Tune is a familiar melody based on a Tchiakovsky opus. Strings and soft piano color the background. (Arch, ASCAP) (2:33)

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VARETTA DILLARD
★★★★ You Better Come Home—CUB 9091—Interesting arrangement and strong rhythm set the scene for this hard-sell vocal by the thrush. Tune on a novelty kick tells the guy to keep away unless he's straight. (Mellin, BMI) (2:28)

★★★★ I Don't Know What It Is, But I Like It—Swinging side here punches home an intriguing lyric. Another fine performance. (Shalimar, BMI) (2:23)

ANTHONY NEWLEY
★★★★ And the Heavens Cried—LONDON 1972—The British lad, who struck the charts recently, could have another action record with this high-powered ballad. (Rags, BMI) (2:10)

★★★★ Lonely Boy and Pretty Girl—The story song of love is sung by the English lad with much conviction. Vocal chorus and strong ork backing make this record a strong item. (Northern, ASCAP) (2:30)

EDDY ARNOLD
★★★★ Just Call Me Lonesome — RCA VICTOR 7861—This country weeper gets a very strong sell from Arnold. The moving ballad has to do with a girl who has gone. Fine violin work and choral background make the disk a heavy-hitting item. (Forest, BMI) (2:21)

★★★★ (Jim) I Wore a Tie Today — A speaking intro tells the story of Jim, who has obviously passed away. Arnold sings the story with moving warmth. Vocal chorus beautifies the background. (Davidson County, BMI) (2:35)

TONY ORLANDO
★★★★ Halfway to Paradise—EPIC 9441—New singer debuts on the label with a mighty good reading of a meaningful ballad, aided by a very smart arrangement by the ork and chorus. The side could break through. Watch it. (Aldon, BMI) (2:36)

★★★ Lonely Tomorrows — Tony Orlando bows on the label with a touching performance of a big big ballad, over first-rate backing by the ork and chorus. Side is good and it has a chance. (Aldon, BMI) (2:29)

THE ADMIRATIONS
★★★★ Little Bo-Peep—MERCURY 71521—The Admirations handle this wild rocker in swinging style, with the boys coming through with unusual sounds over speedy backing. Watch this. (Actual, BMI) (2:08)

★★★ The Bells of Rosa Rita—On this side the lads turn to an attractive ballad and they hand it a meaningful performance. It's a good side but flip is stronger. (Tippy, BMI) (2:00)

TONY CARO
★★★★ Chemistry of Love — CRYSTALETTE 742—Here's an elaborate explanation of those elements that make the world go round. It's cute and should appeal to the teen mind. Gals do a nice backing vocal. The lad has a good sound. (Chemistry, BMI) (2:12)

★★★ Hard to Get—Caro implores the gal to be a bit more available. His vocal has the high school sound and he get's a good assist from the chick group. (Carsey-Honaya, BMI) (2:10)

DAVID WHITFIELD
★★★★ Scotland the Brave — LONDON 1971—This traditional tune, which is currently a hit under the title "Tunes of Glory," receives a powerful performance here from David Whitfield aided by a large ork. Could get action. (Burlington, ASCAP) (2:05)

★★★ A Scottish Soldier — This tune, which is getting action on the Warwick label (originally issued on Top Rank) receives a potent performance here from David Whitfield. Could get spins. (Jaro, BMI) (3:05)

WES FARRELL
★★★★ Willie and the Hand Jive—FTP 405—The oldie Johnny Otis hit is done up again in bright 1961 fashion by the chanter. A good effort by the lad against a solid rhythm backing. This could grab spins aplenty. (El Dorado, BMI) (2:22)

★★★ You Got Love—A pleasant rocker by Farrell, who has support here from a chorus. Good arrangement and performance. (Rell-Tom-Pel, BMI) (1:45)

MERV GRIFFIN
★★★★ The Charanga—CARLTON 545—A bright new Latin rhythm tune gets a pleasant swing from Griffin with a small Latin combo in accompaniment. Side is getting big push and has a chance. (Mansion, ASCAP)

★★★ Along Came Joe—Here's a side with a soft touch. Nice ballad could get some spins. (Sequence, ASCAP)

KEN BOZEMAN
★★★★ Trackdown—SANDY 1066—Blues instrumental which keeps building in intensity. The word trackdown is merely used initially to set a mood—as a hunt. Very interesting. (Burnt Oaks, BMI) (2:40)

★★★ Wanted—Blues instrumental which follows the mood of the flip. Very solid indeed, with fine organ. Deejays who appreciate an honest disk have it here. (Burnt Oaks, BMI) (1:55)

RANDY LEE
★★★★ So Wrong—EVEREST 19404—A ballad contrasting with the flip. It's arranged with a triplet figure, and a softly voicing chorus. Lee sings it with heart. (Cedarwood, BMI) (2:13)

★★★ Tell Me—The Carl Perkins tune is blues-based and is an interesting piece of material. Chanter here does it with heart, with a good feeling for its country-blues quality. (Cedarwood, BMI) (1:57)

L. C. COOKE
★★★★ The Lovers — SAR 112 — Sam Cooke's brother L. C. Cooke handles this blues oriented bouncing rocker neatly. Boy does a fine job selling the lyric. (Kags, BMI) (2:18)

★★★ Sufferin'—Flip is a rockaballad that moves along briskly. Lyric is a plea for another chance. String ork and chorus support. On this side he sounds like his brother (Kags, BMI) (2:01)

MEL ROBBINS
★★★★ Go Ahead On—WILDCAT 1001—Instrumental with a touch of gospel in march tempo is exceptionally catchy. Piano and drums carry a lot of appeal. (Ashna, BMI) (2:25)

★★★ Teen-Age Tears — Instrumental, slow and relaxed in tempo, with piano playing a very attractive part. Again, a touch of church sound, and a touch of "Last Date." (Ashna, BMI) (2:14)

THE CHARMERS
★★★★ Little Fool—JAF 2021—A pleasant, lilting rocker ballad by the gals, who turn in a listenable brand of thrushing. Spinnable wax. Somewhat along Patience and Prudence lines on this side. (Balladeer, ASCAP) (2:06)

★★★ Hard to Get—A medium-rhythm teen-styled ballad by the gals. They feature a harmony sound, similar to that of the Poni Tails. Pleasant wax. (JAF, BMI) (2:35)

DAVID GATES •
★★★★ Jo-Baby—MALA 427—Gates has the teen-age sound as he sings this ballad of tribute to a chick. Good arrangement features triplets and singing strings supporting the vocal. This has a chance. (Tree, BMI) (2:36)

★★★ Teardrops in My Heart — Another listenable ballad; this time on the weeper kick. Good performance with an edge to the material on the flip. (Aim, BMI) (2:22)

THE LIONS
★★★★ 'Til the 13th Month—MACK IV 104—A dedicated performance here which finds the boys expressing their amours in the strongest terms. Side has a chance if exposed. (Brujem, BMI) (2:29)

★★★ Girl of the World—Okay vocal by the lead man against group support. Fair material has a pounding, penetrating arrangement Brujem, BMI) (2:03)

JOHNNY DANKWORTH
★★½ African Waltz—ROULETTE 4353—The wild waltz item that is now a big smash in England is now out here on the Roulette label. The Dankworth crew plays it with a lot of excitement. Disk could break through here and should grab a lot of performances. (Jazz Standard, BMI) (2:21)

★★★ Moanin' — The Bobby Timmons swinger is sold with a lot of spirit by the Dankworth crew and the side also moves. Two good sides for both the pop and jazz trades. (Totek, ASCAP) (3:11)

THE DEL ROYALS
★★★★ Got You on My Mind—MINIT 620—The slow, blues-based ballad is expressed in fine fashion by the lead over strong vocal, string and piano backing. This could get a lot of action. (Raleigh, BMI) (3:20)

★★★ Close to You—A ballad in medium tempo. The lead hands it a persuasive reading but the flip may have the edge here. (Minit, BMI) (2:15)

THE MEDICINE MEN
★★★★ Teen Fever—LAUREL 1016—Unusual hunk of material, which is mainly an intsrumental with choral voices making warm sounds, get a solid performance from the band here. It rocks and swings in wild fashion. Watch this one. (Sepe, ASCAP) (2:15)

★★★ Lucky Star—The Medicine Men perform this "Last Date" type of instrumental in nice fashion, with the piano in the lead all the way. •

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MYRON LEE
★★★★ I Need Someone—NOR-VA-JAK 1326—Myron Lee turns in a first-rate performance on a bright new rockaballad over most intriguing backing by the rhythm combo and chorus. This could happen quickly (Dundee, BMI)

★★★ Blue, Lawdy, Blue—Here's another good side by the chanter, this time, too, of a catchy novelty tune that has a warm sound. Watch this side, too. Two sock sides. (Dundee, BMI)

SHANE KAI-RAY
★★★★ Trashman's Blues — LODESTAR 61—Shane Kai-Ray comes through with a swinging reading of a bright driving blues effort here. Singer sells the side with loads of enthusiasm and the disk has a chance to break loose. Watch it. (Lingua-Musica, BMI) (2:25)

★★★ Jungle Talk—On this side the singer sells a wild rocker with unusual and unique jungle sounds over solid rhythm backing by the ork. At the end he yells his vocal. (Lingua-Musica, BMI) (3:11)

THE LEMON DROPS
★★★★ Canadian Capers — DORE 589—The instrumental group works out on this familiar oldie, with a guitar taking the lead over rhythm support. Good sound that could make a dent. Cole, BMI) (1:53)

★★ Lonesome Loole—A slowly expressed riff comes off here for okay effects, but the flip has much more interest. This sounds like a track arranged for a vocal, with the vocal cut out. (Hillary, BMI) (2:01)

★★★ MODERATE SALES POTENTIAL

POPULAR

DOROTHY DANDRIDGE
★★★ Somebody — VERVE 10231 — The striking looking young thrush sings this ballad from the Jerry Lewis pic, "Cinderfella," to fine voice. (Famous, ASCAP) (2:46)

★★★ Stay With It—Rhythm tune gets a strong reading by the girl on this side. Hart-hitting big band is in support. (Comet, ASCAP) (2:34)

SAM HAWKINS
★★★ I'd Be a Fool Again—DECCA 31233—Pretty ballad is sung here by the chanter. Good ork fills the background. (Miracle, ASCAP) (2:30)

★★½ You're the Reason—The girl is the reason for his elation. Fine arrangement and vocal perk the side up. (Sidney, BMI) (2:15)

ELLA JOHNSON WITH BUDDY JOHNSON
★★★ Good-Time Man—MERCURY 71799—Johnson has the vocal here and he does a strong job with a driving reading about the good times he has. The band backing is solid, too. Thrush answers him with verve. (Jeanette, BMI) (2:05)

★★★ The Last Laugh's on You—Sister Ella and Brother Buddy Johnson combine here for a swinging performance on a rhythmic blues effort. Her vocal is strong and the backing rocks. (Jeannette, BMI) BMI) (2:15)

PAUL NEW AND THE CREW
★★★ I Wanna Dance—MARLO 1504—A blues in a moderate rhythm, with New turning out a familiar kind of rockabilly performance of a rhythmic blues. Can do as (2:45)

★★★ She's a Woman—Another rock performance of a rhythmic blues. Can do as well as the flip. (Staff, BMI) (2:10)

DAVID SEVILLE
★★★ Freddy, Freddy—LIBERTY 55314—David Seville and ork and chorus handle this happy novelty in bright fashion, and the backing is light and breezy. (Monarch, ASCAP) (1:47)

★★★ Oh, Judge, Your Honor, Dear Sir, Sweetheart—Nostalgic, old-fashioned waltz effort with a big, big choral effect receives a pleasant performance from the Seville ork and chorus. (Monarch, ASCAP) (2:04)

RUSS CARLYLE AND HIS ORK
★★★ A Man Lives a Long, Long Time—REGIS 702—A very danceable item from the Carlyle ork. Maestro does the vocal with his own ork and femme vocal chorus in the background. (Carbaugh, ASCAP) (2:06)

★★★ The Sheik of Araby—Carlyle sings the oldie in pleasant form. The band provides swinging background. (Mills, ASCAP) (2:26)

ALAN DALE
★★★ Conquered — FTP 407 — A slightly Latinized ballad by Dale, making his return after an absence from the disk scene. The chanter hands it heart with an assist from a chorus. (FTP, ASCAP) (2:15)

★★★ Daddy's Little Girl—Dale croons the familiar tune to a gently rocking triplet backing. Pleasant wax. (Cheerio, BMI) (2:25)

BRADY & GRADY SNEED
★★★ Leavin' It All Up to You—DOLTON 38—The boys turn in an attractive performance on this country-ish side, which stresses their vocal over nice backing. Worth spins. (Venice, BMI) (2:12)

★★★ Little Bitty Heart—A first-rate novelty is sung in Everly Brothers style by the boys on this bright side. It could grab some action if exposed. (Aldon, BMI) (2:05)

BOBBY WRIGHT
★★★ I Need Sleep—DECCA 31229—A medium rocker with cute lyrics about insomnia gets a strong performance by Bobby. Strings, combo and femme chorus assit. (Cedarwood, BMI) (2:27)

★★★ Wonderful One—The boy sings this sentimental rockaballad to the accompaniment of strings, combo and vocal chorus. (Lowery, BMI) (2:25)

DOTTIE CARROLL
★★★ That's the Thing to Do—LAURIE

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• Reviews and Ratings of New Records

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3083—Thrush sings a sensitive ballad with sincerity to a tasty backing. (Midway, Midway, ASCAP) (2:25)

★★★ **Sad and Lonely Heart**—In waltz time, this is an affecting melody. Thrush does it with a fresh quality. (Just, BMI) (2:18)

ROY BERKELEY
★★★ **All Night Long**—CORAL 62256—Brisk rocker is sung by Roy with a country twang. Folky backing features banjos and chorus. (Bayer, ASCAP) (2:17)

★★★ **Aboline** — Flip is dedicated to the Kansas town. With the chorus, the ballad gets a good reading by the lad. (Champion, BMI) (2:35)

THE BISHOPS
★★★ **Open Up Heart**—LUTE 6010—The groups sings in nice harmony on this slow ballad. Use of organ in the combo makes for effective backing. (Kavelin, BMI) (2:10)

★★★ **Masquerade Ball**—Blues-based tune has a funny lyric about the way the girl looks. Fine spot of guitar in assisting combo. (Kavelin, BMI) (2:07)

RUSS MORGAN AND HIS ORCHESTRA
★★★ **Does Your Heart Beat for Me**—EVEREST 19401—Russ Morgan plays his theme song. The fine oldie ballad has vocal by the quartet and massed strings in background. Good jock wax. (Mills, ASCAP) (2:26)

★★½ **So Tired**—Flip is another old ballad done in the Morgan manner. (Glenmore, ASCAP) (3:01)

WILLIE WEST
★★★ **It's No Use to Try**—RUSTONE 1406—West sings this slow rockaballad with sentimental flair. Good guitar is spotted in the combo backing. (Explanade, BMI) (2:15)

★★★ **Willie Knows How**—Appealing disk by the boy is in the blues groove. Latin-tinged rhythm backing adds much to Willie's strong vocal effort. (Esplanade, BMI) (2:10)

BOBBY TAYLOR
★★★ **It's Funny**—KAJO 2201—The slow rockaballad has to do with getting over the girl. The lad sings it with feeling. Combo assists. (Jeneva-Just, BMI) (2:30)

★★★ **Walk, Walk, Walk** — This gospel-tinged rocker shows the boys preaching style to good advantage. Vocal group and combo provide backing. (Jeneva-Just, BMI) (2:16)

PETER AND THE WOLVES
★★★ **Mr. Frankenstein**—TIDAL 1002—A novelty blues, with a wild, far-out rockabilly lead heard against high fem voices. (Tidal, BMI) (2:51)

★★ **King of the Cobras**—A novelty that doesn't really come off. (Tidal, BMI) (2:40)

SKIP ROPER
★★★ **Pick of the Week**—COLPIX 187—Cute novelty sung nicely by the boy revolves around the best-selling chart of romance. The Latin-tinged tune gets good backing from the supporting combo. (Trinity, BMI) (1:55)

★★★ **I Grew Up Last Night**—Love matured the lad. Skip sings the ballad which is built upon a Latin rhythm figure. (Trinity, BMI) (2:17)

SONNY THOMPSON
★★★ **Hangout (Parts I & II)**—KNIGHT 2002—This instrumental blues in a walking tempo moves along very nicely. The combo spots fine piano, tenor sax and guitar spots. (Sherlyn, BMI)

ARTHUR EPPS
★★★ **There Was a Party**—SPARK 900—A rocker, uptempo, and done with a world of rhythm. Chanter gives this a really belting vocal. (Sark, BMI) (2:03)

★★★ **Mona**—The ballad gets a relaxed vocal, with a tastefully swinging arrangement. (Bruder, BMI) (2:36)

HERBIE SMITH
★★★ **Samson and Delilah** — WILDCAT 1002—A rocking version of the Biblical story. Has a revival quality, plus a touch of Eastern atmosphere. In this reading, Delilah is presented as a double-crossing chick. (Ashna, BMI) (2:15)

★★★ **Our Love Can Never Be**—Rockaballad with conventional triplet figure. Good chanting. (Ashna, BMI) (2:23)

CAROL JARVIS
★★★ **Give Him a Kiss for Me**—ERA 3043—A tale of a love lost to a best friend, is sung in warm and impassioned tones by Miss Jarvis. Good sound and a performance that's worth a hearing. (Meriddian, BMI) (2:05)

★★★ **My Private Dream**—A ballad is sung neatly by the gal. Listenable, slow rhythm wax. (Bamboo, BMI) (2:19)

DIANN MAXWELL
★★★ **Born to Be With You**—CAPITOL 4541—Diann does a stirring job on the tune made popular by the Chordettes some years ago. Large ork and vocal chorus embellish the background. (Mayfair, ASCAP) (2:20)

★★★ **Whispering Pines**—The thrush gives a new and vital interpretation to the Johnny Horton hit of several years ago. Again large string ork and vocal chorus fill out. (Buna, BMI) (2:38)

NELSON KEENE
★★★ **Teen-Age Troubles**—CAPITOL 4540—This English teen-ager makes his Capitol debut on this quick-moving tune about the love troubles of the teeners. (2:06)

★★★ **Keep Loving Me**—Rockaballad is performed in good voice by the boy on the flip. Strings and vocal group assist. (Selma, BMI) (2:02)

SMILEY MONROE
★★★ **I Want You**—TOPPA 1036—Monroe sells this pleasant country tune with a lot of feeling and the backing is warm and countryish, too. (Mixer, BMI) (2:20)

★★★ **Pink Carnations and Yellow Roses**—The chanter performs this weeper with tenderness and feeling and the backing is most attractive. (Mixer, BMI) (2:17)

BILLY KEEN
★★★ **(That Little) Angel**—KEEN 82123—A pleasant, bouncy little rhythm ballad. Keen turns in a good job and he's neatly assisted by a femme group and a nice arrangement (Hermoso, BMI) (2:35)

★★★ **There'e One Thing I Want**—The chanter pleads for the lady's love in this slow, triplet-accented ballad side. Good vocal work by Keen. (Hermoso, BMI) (2:24)

JAMES POWELL
★★★ **Beverly Angel**—CHRISTY 61151—Powell sells this rockaballad with a lot of emotion over talking and singing the lyrics over routine backing by the combo. Interesting wax (Marina, ASCAP) (1:59)

★★★ **Lidia** — Same comment. (Marina, ASCAP) (1:58)

NERVOUS NORVUS
★★★ **I Like Girls** — EMBEE 117 — The Nervous one has been away for a long time, and returns with a novelty with a pleasant sound. It could get listens, with the proper exposure. (Barrett, BMI) (2:06)

★★★ **Stoneage Woo**—A crazy, mixed up side with a flock of weird sound effects, having to do with an earlier period in human history. Purely novelty appeal for this side. (Barrett, BMI) (2:25)

THE SILHOUETTES
★★★ **Bull Frog**—20TH FOX 240—Here's an old-styled rock and roll side which employs the crazy vocal tricks now again in vogue. A gimmicky side on offbeat subject matter. Might have a chance. (Trinity, BMI) (2:08)

★★★ **Never**—A devoted lead job is done here in the Bill Kenny style. Okay performance of mediocre material. (Harvard, BMI) (2:13)

WILLIE TREAT
★★★ **For Each One (There's Someone)**—LAURIE 3084—Treat, who sings in a Brook Benton style, sells this pretty ballad with a lot of warmth aided by a chorus and orchestra. Side has a chance for coins. (Knollwood, ASCAP) (2:35)

★★★ **Only So Long**—On this side the singer handles a pretty new ballad with a lot of feeling over fine support from the band again. Flip is stronger. (B. L. & H. Music, ASCAP) (2:15)

JERRY CRUTCHFIELD
★★★ **I'll Forever Be Lovin' You**—DOT 16125—Jerry Crutchfield plays this pretty tune pleasantly with the organ in the lead throughout over help from the rhythm section and horns. Worth spins. (Sun-Vine, BMI) (2:13)

★★★ **E'Wan Amen** — Same comment. (Sherina, BMI) (2:41)

THE CELEBRITIES
★★★ **I Want You**—MUSIC MAKERS 101—The boys bow on the new label with a listenable reading of a pretty rockaballad. The singers can handle a song and the side has a chance. (Sheba, BMI) (2:25)

★★★ **Mambo Daddy** — The Celebrities come through with an exciting reading here of a wild mambo that rocks. It has a sound and the disk could get attention. Watch it. (Sheba, BMI) (1:56)

KENT DRAKE
★★★ **Each Time We Love** — JUBILEE 5399—A ballad, with a lush arrangement. Drake does a carefully articulated vocal. (Benell, BMI) (2:39)

★★★ **Ev'ry Time We Say Goodbye**—The ballad gets a relaxed, sensitive reading, to a string-dominated arrangement. (Chappell, ASCAP) (2:36)

THE MONTCLAIRS
★★★ **Goodnight, Well It's Time to Go**—AUDICON 111—A rhythmic item by the group. Arrangement carries a triplet figure, with strings in the background. (Arc, BMI) (2:30)

★★★ **A Broken Promise**—Similar to the flip in character and quality. (Vogel, ASCAP) (2:55)

(Continued on page 104)

BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING MARCH 26

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	DON'T WORRY (LIKE ALL THE OTHER TIMES), Marty Robbins, Columbia 41922	7
2	3	4	6	FOOLIN' AROUND, Buck Owens, Capitol 4496	8
3	4	3	4	WINDOW UP ABOVE, George Jones, Mercury 71700	20
4	2	2	2	ON THE WINGS OF A DOVE, Ferlin Husky, Capitol 4406	29
5	8	8	14	LET FORGIVENESS IN, Webb Pierce, Decca 31197	5
6	5	5	3	I MISSED ME, Jim Reeves, RCA Victor 7800	21
7	6	9	10	I'LL JUST HAVE ANOTHER CUP OF COFFEE, Claude Gray, Mercury 71732	11
8	9	7	7	LOVING YOU, Bob Gallion, Hickory 1130	17
9	10	16	18	ODDS & ENDS, Warren Smith, Liberty 55302	5
10	11	20	23	I'D RATHER LOAN YOU OUT, Roy Drusky, Decca 31193	5
11	13	11	9	WALK OUT BACKWARD, Bill Anderson, Decca 31168	13
12	7	6	5	NORTH TO ALASKA, Johnny Horton, Columbia 41782	19
13	19	22	—	YOUR OLD LOVE LETTERS, Porter Wagoner, RCA Victor 7827	3
14	12	12	13	I THINK I KNOW, Marion Worth, Columbia 41799	19
15	20	27	24	I WANT TO LIVE AGAIN, Rose Maddox, Capitol 4487	6
16	14	18	27	KISSING MY PILLOW, Rose Maddox, Capitol 4487	6
17	25	—	—	I LOVE YOU BEST OF ALL, Louvin Brothers, Capitol 4506	2
18	15	17	19	LOUISIANA MAN, Rusty & Doug, Hickory 1137	6
19	16	13	16	OH LONESOME ME, Johnny Cash, Sun 355	7
20	22	—	28	IN MEMORY OF JOHNNY HORTON, Johnny Hardy, J&J 003	5
21	30	26	—	THE OTHER CHEEK, Kitty Wells, Decca 31192	3
22	23	—	—	WHAT ABOUT ME, Don Gibson, RCA Victor 7841	2
23	17	—	—	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	2
24	21	30	—	HOUSE OF BLUE LOVERS, James O'Gwynn, Mercury 71731	4
25	—	—	—	HEART OVER MIND, Ray Price, Columbia 41947	1
26	24	19	15	ONE STEP AHEAD OF MY PAST, Hank Locklin, RCA Victor 7813	12
27	—	25	—	EBONY EYES, Everly Bros., Warner Bros. 5199	2
28	—	—	—	BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876	1
29	—	—	—	FICKLE FUN, Kitty Wells, Decca 31192	1
30	—	—	—	HELLO WALLS, Faron Young, Capitol 4533	1

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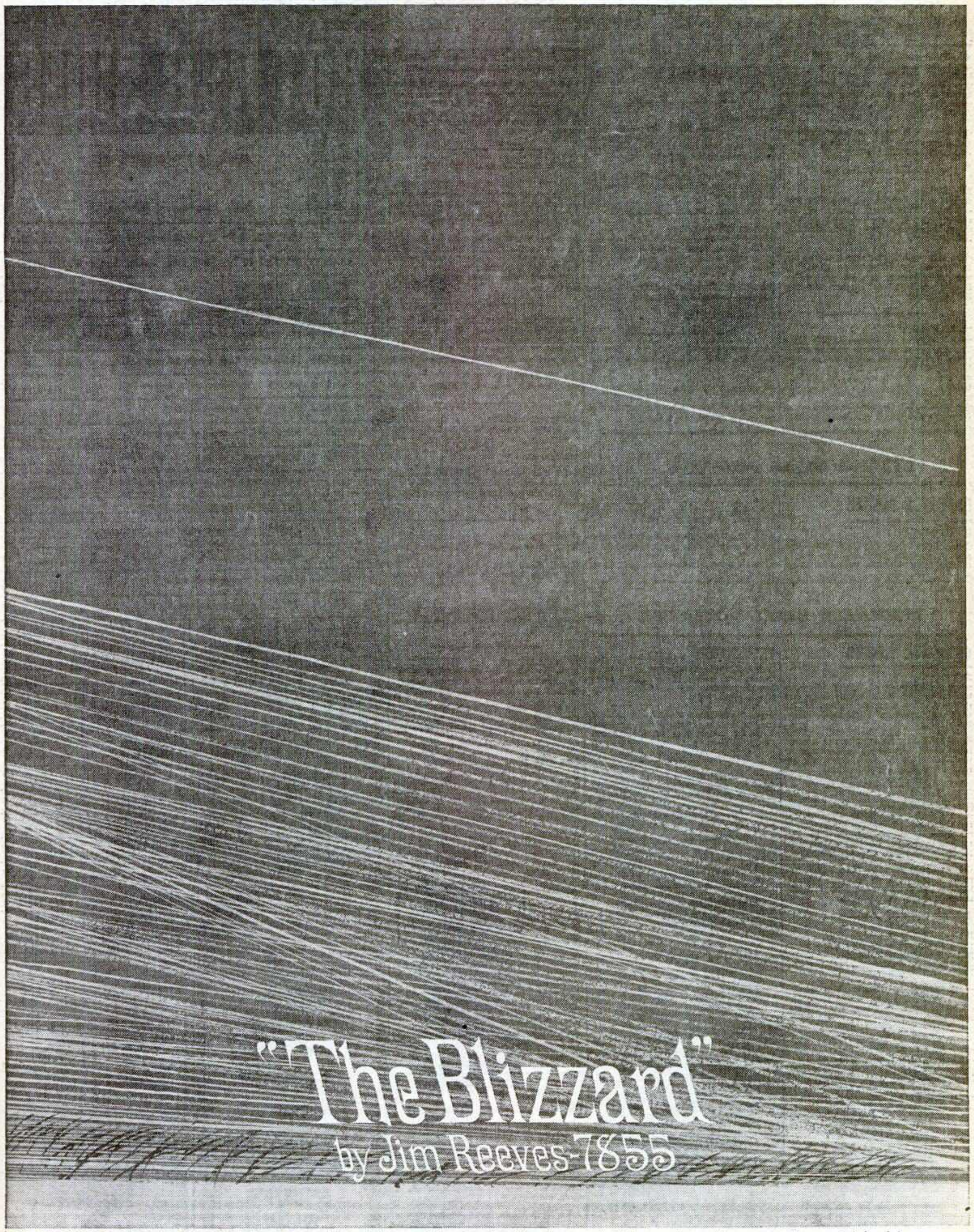
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• Reviews and Ratings of New Records

• Continued from page 102

MICHAEL ALLER
★★★ **Same Age**—JOURNAL 2116—Pretty ballad tastefully done, to a background which uses strings tastefully. (Ardmore, ASCAP) (2:00)

★★ **Young and Alone**—Ballad, chanted to a background of strings and voices. (Central Part South, ASCAP) (1:40)

BRUCE LOCKE
★★★ **I Love You Truly**—CORNUTO 1003—Trumpet instrumental reading of the standard. An uptempo arrangement, with sharp rhythm by the combo. (Protone, ASCAP) (1:52)

★★★ **The Bull Fighter's Theme**—Trumpet instrumental with bright, brassy sound. The mood is well known on album product, but is not common on singles. (Protone, ASCAP) (1:52)

THE EMPIRES
★★★ **Definition of Love**—CALICO 121—The Empires come through with an enthusiastic performance of a rock-calypso about love and what it means. Tune has a catchy air and could happen. (Myers, ASCAP) (2:38)

★★ **Only in My Dreams**—On this side the boys turn to a ballad and handle it rather listlessly. Flip is better. (Myers, ASCAP) (2:47)

LYNN BRITT
★★★ **Too Long**—MIKI 1117—The boys come through with a spirited vocal on this bright side that could catch some juke coins. (Thunder, BMI) (2:08)

★★ **Two Times a Stranger**—The lads sing this ballad in listless fashion. (Thunder, BMI) (2:26)

THE GOLDEN TONES
★★★ **Mister Moon**—LODESTAR 61—The Golden Tones, featuring Roj on lead, turn in a pleasant reading of a country-styled ballad here. (Peer Int'l) (2:51)

★★ **The Blackboard of My Heart**—On this side the chanter sings about a girl who doesn't feel for him what he feels for her. (Texoma, ASCAP) (2:58)

THE DOVELLS
★★★ **No, No, No**—PARKWAY 819—A rocker, with drums, chimes and other instruments contributing a busy quality. (Maryland, BMI) (2:39)

★ **Letters of Love**—A rockaballad in slow tempo. (Maryland, BMI) (2:06)

★★★★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

BILL PARSONS
★★★★ **A-Waitin'** — STARDAY 544 — Parsons swings into this strong side with a talk-sing story about the waiting for things to happen that goes on in the world. Interesting rhythm by the combo adds character. (Starday, BMI) (2:30)

★★★ **The Price We Pay For Livin'**—This bouncy country side gets a smart reading by Parsons who tells the philosophical story effectively. (Golden State, BMI) (2:08)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

JIM EANES
★★★ **Borderline** — STARDAY 535 — A bouncy tune by Eanes against banjo and rhythm backing. Smart performance for the traditional markets. (Starday-Hoedown, BMI) (2:40)

★★★ **Mark of Cain**—Fiddles and a smart banjo sound back Eanes performances of this pleader ballad. Again strictly for the rural marts. (Starday, BMI) (2:28)

THE CARNATIONS
★★★ **Scorpion** — TILT 780 — The rhythm and the sound of "Tequilla" are inherent in this infectious instrumental side. Good guitar out front takes the lead all the way. Might get some play. (Starday, BMI) (2:15)

★★★ **Fireball Mail** — Deep guitar and growling tenor sax set the pace on this hard-driving medium-tempo rocker instrumental. (Milene, ASCAP) (1:55)

DANNY ROLAND
★★★ **Shockwave** — BAYOU 117 — Hard-punching rhythm and explosions join Danny as he barks out this intense rocker. (Le Bill-Mellin, BMI) (1:59)

★★★ **This Is My Love** — Soft floating ballad by the boy with femme group and combo assisting mark the flip. (Mellin, BMI) (2:05)

EDDIE RAY
★★★ **Some Things Will Never Change**—KING 5467—Plaintive rendition by Ray on okay country ballad. (Lois, BMI) (2:12)

★★★ **The Lucky Guy**—Same comment. (Lois, BMI) (2:28)

JIMMY BANNER
★★★ **Your Cheatin' Heart**—20th FOX 241—Jimmy Banner performs the Hank Williams tune with feeling aided by warm support from the chorus and rhythm combo. Worth spins. (Acuff-Rose, BMI) (1:58)

★★★ **Bimbo**—The hit for Jim Reeves a few years back is handed a strong performance by the singer over very attractive backing. (Fairway, BMI) (2:46)

SUGGIE SMITH
★★★ **The Mem'ry of Johnny Horton**—KENO 1001—Another of the memorial records for the late country-pop star. Smith sings his eulogy sincerely. (Vanessa & Carpino, BMI) (2:15)

★★★ **Six Little Teardrops**—He counts the teardrops on this weeper and is backed by a country combo and vocal group. (Carpino & Vanessa, BMI) (2:26)

RODNEY SCOTT
★★★ **Bitter Tears**—CANON 225—Rodney Scott sells this moody ballad with a lot of warmth over simple backing. Tune has a haunting quality and is worth watching. (Stagg, BMI) (2:15)

★★★ **Granny Went Rockin'**—On this side the lad turns in an enthusiastic reading of a routine rocker. Lad himself is good. (Stagg, BMI) (2:05)

CURTIS GORDON
★★★ **Oh Lonely Heart**—DOLLIE 3267—A bit of an r.&r. rhythm figure and some fine piano sets Gordon moving on this uptempo weeper. Good performance. (Cedarwood, BMI) (1:38)

★★★ **Each Time You Go**—A very effective vocal by Curtis on this country weeper that has to do with a fickle lass. (Cedarwood, BMI) (2:47)

KAREN WHEELER
★★★ **Wait Till I'm Sixteen**—K-ARK 616—Karen Wheeler, a lass with a sound, comes through with a rocking performance here of a cute novelty. (Stagg, BMI) (2:45)

★★★ **Going to Hold My Baby**—Another good performance by the lass, who has a bit of Brenda Lee's rousing style. With the right material she could happen. (Cedarwood, BMI) (2:30)

JOE MELSON
★★★ **Hey, Mister Cupid**—HICKORY 1143—Joe Melson complains to cupid that he's aiming his arrows at the wrong girls, and getting everyone's romances all mixed up. Cute side, worth exposure. (Acuff-Rose, BMI) (2:18)

★★★ **No One Really Cares**—A pretty rockaballad is sold with care by the chanter and the chorus and ork support him warmly. Two nice sides with an edge to the flip. (Acuff-Rose, BMI) (2:58)

EDDIE REYNOLDS & HIS BAND
★★★ **Cowboy Hall of Fame**—DIXIE 914—Tune here was penned in tribute to the "Cowboy Hall of Fame" which was set up near Oklahoma City early this year. Worth spins in Western cities. (Bendon, BMI) (2:03)

★★★ **Wrangler**—Okay rocking instrumental effort is played with energy and drive by the boys here. (Bendon, BMI) (2:32)

THE MARY D'S
★★★ **I'd Walk a Million Miles**—ECHO 1003—The Mary D's, a smooth voiced gal's group, sell this quiet ballad in nice fashion. (Arlu Gold Band, BMI) (2:15)

★★ **Just One Kiss**—Happy novelty is handled pleasantly by the girls. They lack excitement, however. (Arlu-Gold Band, BMI) (1:45)

MAC WISEMAN
★★★ **Darling, How Can You Forget So Soon**—DOT 16194—A ballad, much in the country tradition and with a bit of the blue grass feeling. A warm vocal by Wiseman. (Shapiro-Bernstein, ASCAP) (2:20)

★★★ **Dark as a Dungeon**—A ballad of the mines and the men who live and work in them. Much philosophy in this interesting three-beater by Merle Travis. Has some of the "16 Tons" quality. (American, BMI) (2:30)

KEN LIGHTNER AND THE HAY RIDERS
★★★ **The Corner of Love**—DIXIE 913—Happy novelty receives an enthusiastic reading here from the chanter and the backing moves with him. A side that is worth plays in the field. (Bendon, BMI) (1:50)

★★★ **Am I Still the One**—Ken Lightener, formerly on the Emperor label, turns in a listenable version of a pretty country ballad here backed in traditional style by the ork. Side could catch coins. (Bendon, BMI) (2:24)

CHUCK JONES AND THE RAYS
★★★ **Right About My Age** — BELLE MEADE 135—An okay ballad on the time-honored "Too Young" kick. The lad hands it a nice chanting job. (Hillsboro, BMI)

★★ **The Women in My Life**—Okay ballad fare, but flip is better. (Hillsboro, BMI)

OLIVETTE MILLER
★★★ **Look Up**—PROTONE 128—Bright performance on a fly little effort by the thrush. It could get spins. (Protone, ASCAP) (2:50)

★★ **I Got the Call**—The thrush bows on the label with a pleasant performance on an old-fashioned blues. (Protone, ASCAP) (2:24)

JIMMY CARTER
★★★ **I'll Never Let You Go**—Cayce 2002—Carter takes a leaf from the Kathy Young, Kathy Jean school of singing for this moody ballad about fidelity. Femme chorus sings in support. (Pamper, BMI) (2:24)

★★ **Teen Queen**—Rocker on the flip has Jimmy singing about his teen gal. (Pamper, BMI) (2:38)

ARLO McDANIEL
★★★ **I'd Rather Be Alone**—SHASTA 152—A wistful reading of a pretty country-flavored tune. (Mono, BMI) (2:31)

★★★ **Girl With the Pony Tail**—Bouncy tune with teen-styled lyrics is warbled pleasantly by McDaniel. (Mono, BMI) (1:34)

THE RODGERS BROS. BAND
★★★ **Orange Blossom Special** — RODEO 279—A version of the current chart item instrumental by Billy Vaughn has strings out front and moves along at an easy but upbeat tempo. Disk was made in Canada, and could get Upstate action. (BMI) (2:15)

★★★ **Cannon Ball Rag** — Instrumental guitar takes over the lead on the fast-moving flip. Rhythm section accompanies, and there's also a nice piece of fiddlin'. (BMI) (1:55)

★★★★ STRONG SALES POTENTIAL

RHYTHM & BLUES

DAVE HAMILTON
★★★★ **Gooter Bug** — HI-Q 5019 — Blues instrumental, with funky guitar figures and some very fetching horn work. Satisfying. Watch it. (Trianon, BMI) (2:42)

★★ **Donna's Cha-Cha**—Blues-oriented instrumental, with Latin beat. (Trianon, BMI) (1:50)

★★★ MODERATE SALES POTENTIAL

RHYTHM & BLUES

TAB SMITH
★★★ **Chuggin' Along**—KING 5468—Blues instrumental, featuring a fine horn. Side is relaxed and has a world of beat. Watch it. (Lois, BMI) (2:45)

★★★ **Night Hawk Prowl**—Similar to flip in its blues orientation. Pace is slower, with this side placing more accent on soul. Again, a fine horn. (Wisto, BMI) (2:25)

BILL BOREN
★★★ **If I Loved You**—HOME OF THE BLUES 117—The pretty standard gets a soulful vocal. (Williamson, ASCAP) (2:00)

★★★ **Marie**—A lilting performance of the standard. A chorus and a prominent drumbeat and horn mark the side. (Irving Berlin, ASCAP) (2:16)

(Continued on page 106)

BILLBOARD MUSIC WEEK HOT R&B SIDES

FOR WEEK ENDING MARCH 26

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	2	3	PONY TIME, Chubby Checker, Parkway 818	7
2	12	11	20	DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203	4
3	5	6	15	I PITY THE FOOL, Bobby Bland, Duke 332	7
4	4	3	2	ALL IN MY MIND, Maxine Brown, Nomar 102	9
5	6	9	9	GEE WHIZ (LOOK AT HIS EYES), Carla Thomas, Atlantic 2086	7
6	10	23	11	THINK TWICE, Brook Benton, Mercury 71774	5
7	3	8	8	FOR MY BABY, Brook Benton, Mercury 71774	5
8	2	4	6	AT LAST, Etta James, Argo 4003	10
9	21	—	—	BEWILDERED, James Brown, King 5442	2
10	9	13	7	WHAT A PRICE, Fats Domino, Imperial 5723	5
11	8	12	12	YOU CAN HAVE HER, Roy Hamilton, Epic 9434	7
12	7	1	1	SHOP AROUND, Miracles, Tamla 54034	15
13	11	7	5	I DON'T WANT TO CRY, Chuck Jackson, Wand 106	6
14	19	—	—	HIDEAWAY, Freddie King, Federal 12401	2
15	29	—	—	BLUE MOON, Marcels, Colpix 186	2
16	16	24	27	APACHE, Jorgen Ingmann, Atco 6184	4
17	18	—	—	FIND ANOTHER GIRL, Jerry Butler, Vee Jay 375	2
18	20	22	—	LET'S GO AGAIN (WHERE WE WENT LAST NIGHT), Hank Ballard & the Midnighters, King 5459	4
19	22	—	—	WATUSI, Vibrations, Checker 969	2
20	14	5	4	(WILL YOU LOVE ME) TOMORROW, Shirelles, Scepter 1211	12
21	15	15	—	CLOSE TOGETHER, Jimmy Reed, Vee Jay 373	5
22	—	—	—	ONE MINT JULEP, Ray Charles, Impulse 200	1
23	13	14	21	THEM THAT GOT, Ray Charles, ABC-Paramount 10141	7
24	17	18	26	SPANISH HARLEM, Ben E. King, Atco 6185	9
25	24	20	19	AIN'T THAT JUST LIKE A WOMAN, Fats Domino, Imperial 5723	6
26	—	16	13	BYE BYE BABY, Mary Wells, Motown 1003	10
27	—	—	—	WHEELS, String-A-Longs, Warwick 603	1
28	26	—	—	MERRY-GO-ROUND, Marv Johnson, United Artists 294	2
29	—	—	—	EBONY EYES, Everly Bros., Warner Bros. 5199	1
30	25	27	—	BUT I DO, Clarence (Frogman) Henry, Argo 5378	3

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• Reviews and Ratings of New Records

• Continued from page 104

JOE TEX
★★★ **Ain't I a Mess**—ANNA 1128—A smart, poundin' upbeat blues job by Tex. It's an extended blues pattern with the band repeating the vocal phrases instrumentally. Chorus is heard behind the chanter. (Tri-Phi, BMI) (2:30)

★★★ **Baby You're Right**—A slower, ballad-styled effort with Tex backed by organ and band Good performance. (Ro-Gor, BMI) (2:15)

THE TEEN QUEENS
★★★ **Donny (Parts I & II)**—ANTLER 4016—Betty and Rosie, the Teen Queens, turn in a ballad with a hiccupy style against string backing. Wax is in a nice, gently rockin' groove. Side 2 finds the band in the original track, but without the vocal. (Argo, BMI) (2:19, 2:19)

EL PAULING, ROYAL ABBIT THE ROYALTON
★★★ **Rain Drops Keep A-Fallin'**—FEDERAL 12398—Heartfelt warbling stint on emotion-packed rockaballad. (Lois, BMI) (3:15)

★★★ **Please, Please Be Mine** — Frantic chanting on catchy r.&r. ditty, with solid piano backing. (Wisto, BMI) (2:42)

JIMMY BARNES
★★★ **Baby I Love You**—SHARP 113—Showmanly delivery by Barnes on catchy rocker. (Savoy, BMI)

★★★ **Let Me Know**—Feelingful chanting by Barnes on intense rockaballad. (Savoy, BMI)

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BIG JAY McNEELY
★★★ **Before Midnight**—SWINGIN' 629—A slow instrumental employing a simple blues riff in the horn section. Kids will find this one danceable. (Mercedes, BMI) (2:16)

★★★ **After Midnight**—This one is a sort of reprise of Side 1, with the same melodic pattern except with the solo horn in a higher register. Nice, relaxed sound here. (Mercedes, BMI) (2:03)

THE DIVOTS
★★★ **Diddy-Wah-Diddy**—SAVOY 1596 — Okay vocal by Dan Durham on bouncy rocker. (Savoy, BMI)

★★ **Missing You**—Plaintive warbling by Durham on routine rockaballad. (Savoy, BMI)

JIMMY NORMAN
★★★ **Here Comes the Night (Part I)**—GOOD SOUND 105—Norman preaches out his woe on this blues-tinged rockaballad. Chorus and group embellish the background. (Hidle, BMI) (3:00)

WILLIE ECHOLS
★★ **Here Comes the Night (Part II)**—Echols shouts the same tune on the other side in a hard, hectic way. It's more talking than singing while the group and chorus fill out the background. (Hidle, BMI) (2:14)

STELLA JOHNSON
★★★ **Think About Love No More**—CONCERTONE 215—A gospel-styled chant and shout performance by the gal. She has an okay sound. (Mune, BMI) (2:10)

★★ **Little Girl**—A moderate-appeal medium-rhythm number. Flip is better. (Mune, BMI) (1:54)

JIMMY McCRACKLIN
★★★ **Club Savoy** — GEDINSON'S 6121 — A good rockin' big band sound precedes McCracklin's chanted, shouted blues vocal. The side has the old type sound in the r.&b. tradition. Good, exciting dance wax. (Geddins, BMI) (2:25)

★★★ **My Life**—Good slow, plodding wax with McCracklin delivering the soulful message of hurt. Good blues for the traditional r.&b. marts. (Geddins, BMI) (2:28)

ACE ADAMS SINGERS
★★★ **Black Stockings**—ABBCO 43600-1—A blues done by what sounds like an all-girl chorus singing unison all the way. A good bit of excitement in the sound and the rhythm here with a good honking tenor moving up later. Dancers would like. (Champ-Peer Int'l, BMI) (2:04)

★★ **Gooey Over Louie**—A moderate-paced tune with little appeal. Performers here leave something to be desired. (Beechwood, BMI) (2:04)

JAZZ

LOU DONALDSON
★★★★ **Blues for J. P.**—BLUE NOTE 1774—Alto saxist Lou steps in with a swinging medium-tempo tune propelled by fine solos by trumpet and piano as well as by the leader himself. (Clifton)

★★★ **Politely**—Flip is another easy swinging tune in a bit slower tempo which also spots fine solo work. (Totem)

POLKA

ERNIE KUCERA
★★★ **Dona Polka**—D 1180—Polka band plays this original with spirit. (Glad, BMI) (2:25)

★★★ **Wayside Waltz**—Flip is a waltz in the old tradition. Like the first side, this should appeal in areas where this type of music is popular. (Glad, BMI)

ELMER SCHEID AND HIS BAND
★★★ **Merry-Go-Round Polka** — PLEASANT PEASANT 61—Polka instrumental with a fine oompah sound. Guaranteed to bring them on to the dance floor. (2:22)

★★★ **Elephant Waltz**—Fetching three-beat side makes a fine coupling for the flip. All in all, a nicely recorded disk. (1:57)

SPIRITUAL

TRUMPETS OF JOY
★★★ **Need the Lord to Guide Me**—NASHBORO 685 — Recognition of supernatural guidance is the theme of this moving gospel vocal by the group. (Excellorec, BMI) (2:18)

★★ **On the Right Road Now**—Lead singer takes the honors on this joyous spiritual. (Excellorec, BMI) (2:24)

LIMITED SALES POTENTIAL

POPULAR

TOM KERRY
If You Love Me — When I Was a Beggily Boy. ACE 138.

JAY FANNING
It's Love — Won't You Be My Sweetheart. ACME 2032.

BABE BLOUNT
Bobby Sox Rock — Hello Phyllis. ATOMIC-H 909.

ANDY PERRY
Alley Cat — Sally Baby. FLAGSHIP 123.

LORRAINE X PAGE-BENDER PAGE FOUR
Riley's Birthday Song; The Steeple of St. Martins.

HAROLD BURTON
Wedding March No. 1—Enter; Wedding March No. 2—Exit. ALVIN 29.

STEVE SUMMERS
You Can't Please Everybody — Po'dro. LEONE 6M-4.

DEAN REED
Once Again—I Forgot More Than You'll Every Know (About Her). IMPERIAL 5733.

BOBBY ANGEL
Baby-O—That's the Way I Want to Go. RHUM 101.

LANIER SMITH
Slipping—Verbena. VAL-HILL 1004.

KRIS ARDEN
Picture in the Fire. CRESCENDO 101.

COUNTRY & WESTERN

CARMELA ROSELLA
Where?—Oh, It Was Elvis. NANCY 1004.

KRIS ARDEN
Ever—Picture in the Fire. CRESCENDO 101.

RAY ARDEN
Wedding Plans—Rebel Yell—ALL-STAR 7217

MORISS TAYLOR
Sweetie-Pie Punkin' — Look-A-What (My Baby Done to Me). KEY 5718.

CAL PALMER
A Hop Skip and a Jump — Run Big Feet Run. VERRO 701.

BOB LINDELL
Happiness (Is Heaven) — When a Boy Meets a Girl. ECHO 1001.

ARLIE DUFF
Croppo Le Blanc — In the Big Woods. SALVO 2861.

HANK THE DRIFTER
I'm Gonna Spin My Wheels — Hank Williams Is Singing Again. NEW ENGLAND 235.

BILLY WOODS
Little Rose Marie — Gift From Heaven. ROSE 100.

DEWEY GROOM
Still — Don't Ever Change. LONGHORN 511.

JACK AND HIS DRIFTERS
Old Hawaii—Sweet Talk and Lies. B-W 610.

RHYTHM & BLUES

THE MARTELS
Forgotten Spring—Va Va Voom. CES-SNA 477.

TONY KEYS
All This Belongs to Me — Let Me Be Your Man. THRILL 3288.

SACRED

ROGER SMITH
Dear God (A Prayer for Peace) — The Mrs. and I. STAR-X.

President Kapp

• Continued from page 3

vestment, reportedly $100,000 of the required $300,000, but Kapp explained last week, "When I heard the score, I decided this could make one of the great show albums of all time," hence the move into the co-production slot.

Kapp, with his brother, the late Jack Kapp, had much to do with originating the concept of the original cast album in their days with Decca, having been involved in cast sets for such shows as "Oklahoma!" "Carousel," and others. In his own company, Kapp has enjoyed substantial success recently with the cast package for the hit, "Once Upon a Mattress."

• Best Selling Sheet Music in U. S.

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

This Week		Last Week	Weeks on Chart
1.	**EXODUS** (Chappell)	1	17
2.	**CALCUTTA** (Pincus-Symphony House)	2	12
3.	**THEME FROM THE APARTMENT** (Mills)	3	35
4.	**WONDERLAND BY NIGHT** (Roosevelt)	4	15
5.	**HEY, LOOK ME OVER** (Morris)	12	8
6.	**NORTH TO ALASKA** (Robbins)	7	13
7.	**ANGEL ON MY SHOULDER** (Sherman-De Vorzon)	13	2
8.	**WHEELS** (Dundee)	6	5
9.	**WHERE THE BOYS ARE** (Aldon)	5	4
10.	**CALENDAR GIRL** (Aldon)	8	7
11.	**APACHE** (Regent)	11	2
12.	**SECOND TIME AROUND** (Miller)	—	3
13.	**MISTY** (Octave)	9	40
14.	**LAST DATE** (Acuff-Rose)	10	19
15.	**WINGS OF A DOVE** (Gee Music)	15	4

Diskers Hop to New Dance Craze

• Continued from page 2

among Latin dance bands. Tito Rodriguez has been offered a shot on a top TV show to demonstrate the tune, and Pachuco, the flutist or flautist, has been getting many calls, too, as have other bands specializing in the charanga.

A lot of manufacturers and ballroom operators are now hoping that the new records will help spread the dance across the country.

Another View

In spite of the excitement about the charanga-pachanga, there are some record firm execs who think the excitement is occurring too early. One of these is Jose Moran, head of Fiesta Records, and a 20-year vet in the Latin end of the music-disk business. Moran thinks that a lot of rhythms going under the name of charanga or pachanga are merely tricked up calypsos and cha chas, and that they won't have any special appeal to the kids who want to dance the pachanga. He believes that the pachanga should be allowed to happen naturally, as other dances did, and that the commercialization of the pachanga name will only hurt the dance rather than help it spread. "It is the Spanish teen-agers," says Moran, "who started the pachanga, and they are the only ones who can dance to it anyway. If anyone over 40 tries to dance to it he'll never make it." Moran is rushing out a pachanga album with Rando Carlos next week on the Fiesta label to keep up with the trend. "My album features genuine pachangas," notes Moran.

Sholes Life Reads Like History Lesson

• Continued from page 4

lous segment of the record business. Established country artists sold 300,000 to 500,000 records with each release. The majors never lost their hold on c.&w., as they did in rhythm and blues.

The Victor pop a.&r. chief casts some interesting light on the decline of the majors in the r.&b. area. In the mid-1950's, shellac was in short supply and when companies received their allocation they apportioned it mostly to pop and classical, some to country, and least to r.&b. Production in this area was curtailed; meanwhile, the great rhythm and blues indies were coming to the fore. The majors never closed the gap.

Led to Presley

Sholes' interest in r.&b. finally led him to Presley. The great rocker's first hit on Sun was a Big Boy Cruddup song, "That's All Right Mama." In 1945-1946, Sholes had made the song (as they used to say) with Cruddup, and a review of the Presley version in Billboard Music Week piqued his interest.

When Sholes acquired Elvis in October 1955, the rocker was going strong with "Mystery Train" — his fifth disk on Sun. The purchase price was $40,000, and it included 10 released masters plus a half dozen which were usable.

"Two-thirds of the performances on Presley's first Victor album were those Sun masters," Sholes recalls. . . . "It really paid off."

Whenever Sholes negotiated for a top artist, he always tried to secure all of that artist's available masters — so that other labels could not cut in on sales by releasing material from the can. "We were able to do this not only in the case of Presley, but also with Jim Reeves and the Browns. They all had million-record sellers, and there was not a bit of music available on any other label," Sholes added.

One of the high spots of Sholes' career has been his close and successful association with Chet Atkins, head of Victor's Nashville studios. Sholes signed Chet 13 years ago and developed him as an artist and recording man. Atkins did not do well at first and offered to resign, but Sholes persisted. Last year, when Victor far outpaced all labels in singles sales, Atkins produced well over one half of the hits.

Victor's New York - Nashville axis, which proved so fruitful, was made possible by two things: Sholes' insistence years ago on setting up a studio operation in Nashville, and acquiescence to Sholes' wish by the late Manie Sacks. In the early 1950's, Sacks one day casually remarked, "You got it, Steve."

Blumberg Ankles Amy-Mala

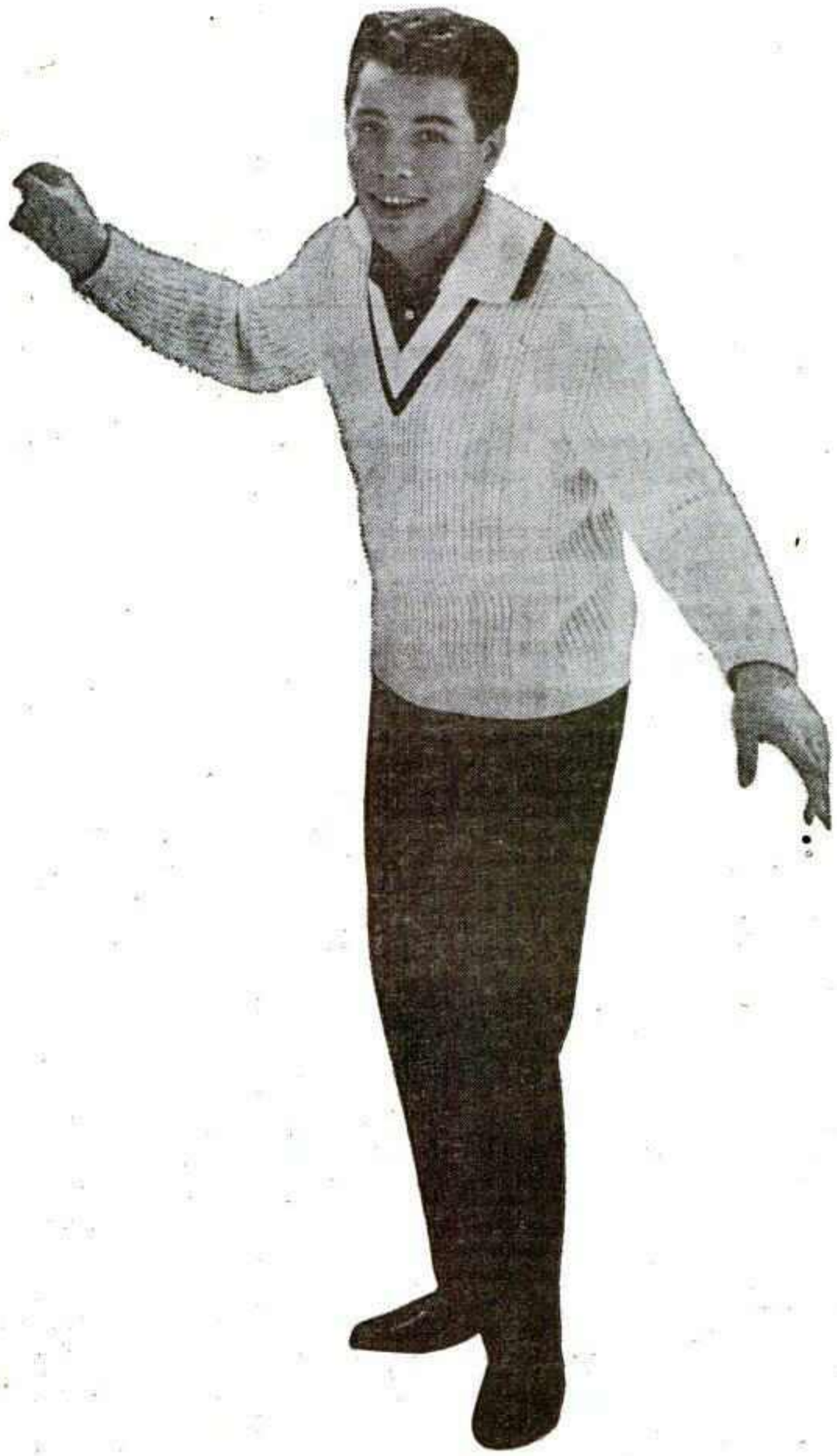
NEW YORK—Walter Blumberg, former sales chief for Amy and Mala Records, has ankled the firm to join publisher Bob Lissauer's record label, Arliss Records. In his new post, Blumberg will be in charge of sales and promotion. The Arliss label has a flock of young singers, including Jimmy Randolph, Jeannie Allen and Curt Jensen.

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Disk Promotion Clan Blasts Philadelphia As 'Town With Too Many Jockey Hops'

PHILADELPHIA—Diskery promotion men traveling the colorful Quaker City jockey circuit from such centers as New York have found not all to their liking in the way things are going here. A subject of particular irritation appears to be the unusually high number of regularly scheduled deejay record hops in this area and the special problems posed by these affairs.

One of the more eloquent members of the Manhattan-based disk plugger fraterr.ity, button-holed on Market Street, summed it all up succinctly: "The way things are going here it's a drag, and I would frankly prefer not to even take an artist to Philly on a weekend."

This loquacious spokesman was referring to the fact that on virtually any weekend, the promotion man can find at least 20 jockey record hops going on within 50 miles of City Hall.

Can't Make All

"It's become a tough problem here for any promotion man who brings an artist into town," the plugger noted. "If you arrive on a Friday, you can't possibly make all the hops in one weekend.

"The result is," he continued, "some jockey is going to feel insulted. I've even had my artist's records thrown off the air by one jockey when we accidentally blew his hop." And if that situation isn't bad enough, they all want you to make their hop first. If you have 20 to visit, you can only make one of them first."

Beyond this, the pluggers have indicated a belief that the whole idea is unfair to an artist. "They get tired running from one affair all the way across town, or maybe out of town to the next stop," another promoter explained. "Maybe toward the end of the line, they don't sound as good as they did at the start. And that's bad."

Heads on Block

"The artist who tries to make this scramble of a scene is putting his head and his career right on the chopping block," asserted a third diskery field man. "If the artist is doing the normal thing and lip-synchs his record, he's running a risk. Those kids are jumping around the place and shoving, and the first thing you know, the needle jumps a groove and the artist looks like an idiot. Or if he sings live, his backing is usually some little local band that doesn't know the arrangement. He can look just as bad this way."

On the market's leading hit record station, WIBG, five staff jockeys are holding regular hops. These include Bill Wright, Bill Jones, Jerry Stevens, Harvey Miller and Dean Tyler. Another station in the market area, WCAM, Camden, also has five active hop jocks. These are Sam Scott, Cal Rudman, Hy Litt, Pat Delsi and Jack LaMar. The latter is also program director of the station.

Larry Brown, well-known jockey voice on WPEN, is another who is active on the hop front. Every Saturday evening there's a big disk hop held at St. Aloysius Church in suburban Upper Darby. This one is hosted on alternate weeks by Phil Sheridan of WFIL and Tom Brown of WIP. There are a number of other local affairs within the city and immediate environs as well as more distant sectors such as Reading, Allentown and Bethlehem, still considered for these purposes part of the over-all Philadelphia scene.

Knowledgeable sources here point out that the Quaker City has always been a big area for deejay-sponsored record hops and that no great increase in actual numbers has been noted in recent months. The hops have taken on added importance, however, in the view of many tradesters, as a means of legitimate outside income for jocks, since other sources have been more or less shut off.

However, even though the numbers may not have grown, the subtle pressures have, according to those in the business of getting action on records. "The deal is now that to get your records played you deliver your artist for a personal appearance," it was explained.

Bill Randle Ends Career As Jock; Hopes to Teach

By REN GREVATT

CLEVELAND — Veteran personality deejay Bill Randle has ended his career as a jockey, it was announced here Friday (17) by WERE vice-president and general manager, Richard M. Klaus. Randle will continue to serve the station in the off-the-air capacity of program and promotion consultant, and will devote the major part of his time to seeking a doctorate degree in American Culture at Western Reserve University.

"This shouldn't be news to anyone," Randle was quoted in local papers. "I'm really interested in being a teacher. I could have stayed on the air if I wanted to settle for being a teen-age disk jockey. But I'm a teacher, student and a creato. of albums. As a consultant, I know many things that can help the station.

"The decade that I was on the air here was a period of change in broadcasting. Without seeming to be boastful, I was responsible for much of that change. Now radio has turned away from the era of the solo performer to a formula type of operation. You could describe me as the last of the big-time operators as a performer in radio. The others have gone down the drain. I was fortunate."

Randle went on to describe radio's turn to chain operation and formula programming as "basically good. To have a guy sitting in the saddle like me is an anachronism, like a gun fighter today. I lasted longer because I am more socially aware. I couldn't be happier to be off the air, because as I declined as a performer, I increased as a student."

Randle is currently an instructor on the staff of Fenn College, teaching European Civilization. George Harris, formerly with WIZE, Springfield, Ohio, is temporarily assigned to the spot formerly occupied by Randle. Randle himself is now on vacation and will return early in April.

Paul Taubman: TV Skips Live Music

NEW YORK — Veteran band leader and musician in TV and radio, Paul Taubman, says that live music and the musician is getting the go-by from TV producers.

Taubman, who is a member of the board of governors of the Academy of Television Arts and Sciences, claims that less than 200 out of the 38,000 Local 802 AFM members are employed in the TV industry. In the place of live music, TV uses word-out recorded bridges and soft mood tapes from station libraries. He also noted that producers are buying musical backgrounds taped in Germany, France and Italy, where the performance fees are known to be well below the American wage scale.

Johnny Cash Show Sponsored by KRCT

HOUSTON — Radio Station KRCT will sponsor the Johnny Cash Show at the City Auditorium here, plus the Tennessee Two. Added attractions include Rose Maddox, Claude Gray, Roger Miller, George Jones, Gordon Terry and Johnny Western. Advance tickets will be sold at $1.50 with price at $1.75 at the door on the day of the show.

Mex. Station Sales Go to McLendons

LOS ANGELES — B. R. and Gordon McLendon, well - known Dallas father and son business team, long active in the radio field, acquired exclusive American sales rights for XEAK, giant Mexican clear station operating out of Tijuana.

The 24-hour-a-day outlet, operating at 50,000 watts, is heard throughout Southern California and much of the West. The sales pact was purchased in the name of Texas Triangle, Inc., a McLendon corporation, from Mrs. Helen Alvarez Hill and her brothers, James and Robert Harmon, of La Jolla, Calif.

The McLendons own and operate KABL, San Francisco; KLIF, Dallas; WAKY, Louisville; KEEL, Shreveport, La.; KILT, Houston; WYSL, Buffalo and KTSA, San Antonio. Station XEAK, employing a pop music and news format, is licensed to Radiodifusora Del Pacifico, S. A., a Mexican firm. Principal stockholder is Jorge I. Rivera.

PARIS ACADEMY MAKES ANNUAL DISQUE AWARDS

PARIS — The Charles Cros Academy presented its annual Grand Prix du Disque 1961 (annual disk awards) at the Palais d.Orsay, March 9.

Among this year's winners in various categories were Edith Piaf, for her whole career in the recording field; and Les Double-Six, for their vocal group record, "Meet Quincy Jones" (Columbia).

Harry Belafonte received mention for "Swing Dat Hammer" on RCA Victor, and in the jazz orchestras category Miles Davis' "Kind of Blue" (Fontana) and Charlie Mingus with "Pithecanthropus Erectus" (Atlantic) both scored. In small group jazz, Cannonball Adderley won with his "In San Francisco" album on Riverside.

DJ PROGRAMMING CHARTS

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

CHART CLIMBERS

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

Chart Climber Rank	Hot 100 Rank	Title, Artist, Label
1	6	Apache, Jorgen Ingmann, Alco
2	13	Think Twice, Brook Benton, Mercury
3	15	On the Rebound, Floyd Cramer, RCA Victor
4	18	Lazy River, Bobby Darin, Alco
5	21	Blue Moon, Marcels, Colpix
6	25	Watusi, Vibrations, Checker
7	28	For My Baby, Brook Benton, Mercury
8	29	Model Girl, Johnny Castro, Coed
9	37	That's It—I Quit—I'm Movin' On, Sam Cooke, RCA Victor
10	39	Let's Go Again (Where We Went Last Night), Hank Ballard and the Midnighters, King
11	40	But I Do, Clarence (Frogman) Henry, Argo
12	41	Baby Blues, Echoes, Segway
13	43	Take Good Care of Her, Adam Wade, Coed
14	44	One Mint Julep, Ray Charles, Impulse
15	45	Tonight My Love, Tonight, Paul Anka, ABC-Paramount
16	47	Runaway, Del Shannon, Big Top
17	52	Please Tell Me Why, Jackie Wilson, Brunswick
18	53	Hideaway, Freddie King, Federal
19	55	Blue Moon, Classics, Promo
20	59	Bewildered, James Brown, King
21	61	More Than I Can Say, Bobby Vee, Liberty
22	64	Your One and Only Love, Jackie Wilson, Brunswick
23	65	I've Told Every Little Star, Linda Scott, Canadian-American
24	66	Lonely Blue Nights, Rosie, Brunswick
25	75	One-Eyed Jacks, Ferrante & Teicher, United Artists
26	79	Bye Bye Baby, Mary Wells, Motown
27	84	Fell in Love on Monday, Fats Domino, Imperial
28	89	Foolin' Around, Kay Starr, Capitol

DEBUT DISKS

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

Hot 100 Rank	Title (Publisher)—Artist, Label
75.	One-Eyed Jacks (Famous, ASCAP)—Ferrante & Teicher, United Artists
84.	Fell in Love on Monday (Travis, BMI)—Fats Domino, Imperial
89.	Foolin' Around (Central Songs, BMI)—Kay Starr, Capitol
91.	One Hundred Pounds of Clay (Gil, BMI)—Gene McDaniels, Liberty
93.	Dixie (Linduane, BMI)—Duane Eddy, Jamie
94.	My Three Sons (Don-Michael, BMI)—Lawrence Welk, Dot
95.	Some Kind of Wonderful (Aldon, BMI)—Drifters, Atlantic
97.	Shu Rah (Travis, BMI)—Fats Domino, Imperial
99.	Seventeen (Lois, BMI)—Frankie Ford, Imperial
100.	The Blizzard (Red River, BMI)—Jim Reeves, RCA Victor

PICK HITS

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

POP

BRENDA LEE: You Can Depend on Me (Peer International, BMI) (—)—It's Never Too Late (Jat, BMI) (—) Decca
SKEETER DAVIS: The Hand You're Holding Now (Marty's, BMI) (2:10)—Someday, Someday (Tree, BMI) (2:17) RCA Victor
THE ROOMATES: Glory of Love (Shapiro-Bernstein, ASCAP) (2:00) Valmor
THE DEMENSIONS: Teresa (Mo, ASCAP) (2:58) Mohawk
COWBOY COPAS: Flat Top (Starday, BMI) (2:16) Starday
DON ROBERTSON: Buttons and Bows (Livingston-Evans, ASCAP) (2:31) RCA Victor
DICK MILES: Russian Roulette (Warden, BMI) (2:02) Dot

COUNTRY AND WESTERN

No selections this week.

RHYTHM AND BLUES

JIMMY REED: Big Boss Man (Conrad, BMI) (2:56)—I'm a Love You (Conrad, BMI) (2:02) Vee Jay

POP SONG

LA PACHANGA (Peer International, BMI)
GENIE PACE (1:54) Capitol
AUDREY ARNO AND THE HAZY OSTERWALD SEXTET (2:36) Decca
HUGO AND LUIGI (2:15) RCA Victor

POP TALENT

TONY ORLANDO: Halfway to Paradise (Aldon, BMI) (2:36) Epic
LUCKY CLARK: So Sick (Hill & Range, BMI)—Two Kind of People (—) (2:25) Chess

POP DISK JOCKEY

JIM EANES: Lady of Spain (Fox, ASCAP) (1:48) Blue Ridge

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TV JOCKEY PROFILE

Television disk jockeys and the TV record and dance party formats have become increasingly important. Each week, this feature will provide details of an outstanding exponent.

THE KPIX DANCE PARTY
Starring Dick Stewart
KPIX, San Francisco
Monday through Friday, 4-4:45 p.m.
Saturday, 3-4:45 p.m.



Dick Stewart

"The KPIX Dance Party" was originally emseed by Ted Randall. After Randall resigned from the post, the station held a series of "on the air" auditions for a new host. Winner was Dick Stewart, who took over the show February 23, 1959.

The show is set in an ice cream parlor locale, with teen-agers dancing on camera and daily guest stars. The youngsters in the studio audience include "regulars" and visiting groups. Refreshments are provided for the teen-agers, who help Stewart judge "hits of tomorrow," participate in dance contests and take dancing lessons on camera to learn new steps.

New producer-director of the show is Bill Hollenbeck, former director-producer and program manager at KGO-TV, San Francisco. Stewart formerly operated out of Hollywood in local and network radio and TV. He also worked as an actor in several films. He has his own dance band and writes songs. Minimum age for admittance to the show is 14. Couples are preferred, and smoking and chewing gum are tabu. Boys must wear ties, sports slacks or suits; girls, dresses, or skirts and blouses with flat shoes.

The Saturday afternoon show, tagged "Dance Party Around the World," features the Top 10 U. S. records and the Top 10 International disks. Teen-agers from foreign countries appear on the show to discuss the hit records and exchange ideas on dances and other teen customs.

Stewart participates on a full-time basis in station promotion. His show was used at one time by the Civil Air Patrol to spur interest in its program. Another successful promotion highlighted a "Stars of Tomorrow Talent Quest." He is currently conducting a "Talent Opportunity Program" in Northern California. One winner a week appears on the show.

Stewart does a flock of remotes on a regular basis. This month, for example, he did a three-hour dance-party remote from Alameda, Calif., Naval Base in commemoration of its 50th anniversary. "KPIX Dance Party" has won several awards, including the regional "Radio-TV Mirror" award as the best music show on TV.

PROGRAMMING PANEL

THE QUESTION

What is the most important service a record promoter can render you?

THE ANSWERS

DAVE PRINCE
WPAG, Ann Arbor, Mich.



Record promoters' most important service—straight-from-the-shoulder information. Professional and personal information about the artist along with information about past, present and future records. Also important are the contacts a promoter should make for an artist with a deejay and vice versa. This is important to the artist and certainly important to the deejays. The promoter serves as the all-important middle man—and writing "smash" on a record is not promoting.

BUDDY MORRIS
KDAN, Eureka, Calif.



To give an HONEST appraisal of the record he sends . . . some promoters do this and are given first attention in program planning. . . . A few shipments will soon let you know whether the promoter is honest or just flak-happy . . . the latter can cause disastrous results when you accept his word on a busy day with no time for auditing! Correct description builds confidence, gets more attention . . . prompt shipment helps too!

FRANK (SWINGIN') SWEENEY
KYW, Cleveland



Basic honesty. The era of the phony hype is, or should be over. I expect a record man to tell me honestly about the product, about its previous success if any, and his honest appraisal of its potential. Concerning the promotion man representing an indie distributor with a multitude of lines, I would appreciate his concentrating efforts on that minimum of records which are hit potentials, instead of every release that comes out.

FREEMAN HOVER
KEYZ, Williston, N. D.



Integrity and sincerity of purpose with a sense of responsibility to see that quality material is represented. Promoters who carefully accept an artist and show us their efforts have merit and are generally reliable. Thus, the promoter's opinion is trusted; they save us time. The anything-and-everything promoter does no service. A big personal service is seeing that I have a potential hit before it is (a hit!).

VOX JOX

HOLIDAY PROGRAMMING GIMMIX: Variation of these holidays contests and programming gimmicks would make them use ful the year-round: Pittsburgh's KDKA devoted St. Patrick's Day to the "Givin' of the Green." Listeners were asked to send in their names and addresses on post cards and the awards were announced hourly between 10 a.m. and 8 p.m. by jockeys **Art Pallan, Bob Tracey** and **Clark Race.** Ten persons received 10,000 stamps each in the promotion. . . . KNEW, Spokane, ran a "Biggest Blarney Tale" contest.

Dick Conrad, Pat Sheridan and Bruce Martyn, WCAR, Detroit deejays, took part in the Motor City's St. Patrick's Day Parade through the downtown area. The trio of personalities rode through the streets in the long-time symbols of WCAR: three antique automobiles dressed in bright kelly green for the occasion. Of course, all three claim Irish ancestry.

"Cherry Pies for Little White Lies" were offered KISN, Portland, Ore., listeners on George Washington's Birthday. The radio audience listened to KISN deejays to spot "whoppers" told, then called the station to claim cherry pies. . . . On Lincoln's Birthday, deejay **Harv Morgan,** on Baltimore's WCAO, subjected himself to a barrage of listener's questions about Abraham Lincoln. Listeners phoned in any question during a 10-hour marathon and the questions were screened as to fairness by reps from Johns Hopkins University and the Enoch Pract Library. The historians submitted the questions to Morgan and kept the tally. Listeners who stumped the deejay were awarded prizes, including a deed to a square foot of ground at the Gettysburg Battlefield. The station had such terrific response to the gimmick that WCAO has made the question-and-answer bit a permanent part of the Harv Morgan Show every morning.

Tim Nolan and **Bob Byron,** better known as "Tim and Bob" on KPRC, Houston, who preside over the airwaves at 6:15 to 9 a.m. and 1:05 to 3 p.m., sponsored for the second consecutive year Houston's St. Patrick's Day parade. The two deejays instituted the parade last year which went over so successfully that they arranged for a "bigger and better" parade this year. A $100 cash prize is being offered for the best float.

CHANGE OF THEME: Don Shafer, former personality and production manager for Oklahoma City's Storz station, KOMA, has joined the staff of KXOK, St. Louis. He will be heard on the "Shafer Caper" from 7 p.m. to 1 a.m., across the board, and on Sunday from 7 p.m. to 12 midnight. . . . Earl Burnam has been appointed station manager for KOOL, Phoenix, Ariz. . . . John L. Williams moves up to assistant program manager for WBZ, Westinghouse Broadcasting's Boston outlet. Formerly the station's advertising and sales promotion director, he will now assist in the co-ordination and development of programming. . . . Sandy Jackson has been promoted to assistant manager of KOIL, AM-FM, Omaha. In addition to his new duties, Jackson will continue as operations director of the station.

Station KSO, Des Moines, announces the following schedule changes: **George Gregg,** "The Morning Mayor," from 6 a.m. to 9 a.m.; **Barry Smith** hosts the 10 a.m. to 2 p.m. slot. Emseeing the afternoon show is **Dick Vance,** and **Dick Youngs** and **Hal Moore** split the night hours, with **Steve Hawk** taking over the 6 p.m. to midnight stint on the weekends. . . . **Bill Thompson** comes in from KWHW, Altus, Okla., to take over the 7 p.m. to midnight shift on KSYD, Wichita Falls, Tex. Other schedule changes at the station include **Tom Torrance,** 6 a.m. to 9 a.m. and noon to 2 p.m., **Johnny Kay,** 9 a.m. to noon and 2 p.m. to 4 p.m. and **Mike Hoey** 4 p.m. to 7 p.m.

WNTA's "The Golden Sound of Jazz" show, hosted by Bob Brown, returns to it's old time, Saturday afternoons from 4:05 to 6:30 p.m. Brown chooses five groups from the latest jazz disks and offers each a full half-hour airing.

MIDWEST MOVES AND MAKIN'S: Four Chicago deejays will serve as panel judges at a Northwestern University talent contest. It's the 15th Annual Lydian event—each campus group does a 15-minute sketch. Judges are **Jack Karey,** WGFL; **Paul Saliner,** WGN; **Dorsey Connors,** WGN, and **Jim Dunver,** WLS. . . . **Larry Smith,** WSBC-FM, Chicago, will do a special tribute to **Charlie Parker, Max Roach,** and big band jazz, sometime during the latter part of March. He'll also do a special show March 27, devoted to the work of **Fats Navarro,** considered by some as an excellent but little-known, artist. WHHH's **Floyd Rydel** and **Matt Stevens** donned gay '90's clothes, including handle-bar moustaches, recently for an "Old Fashioned Bargain Days" promotion by area Kroger Supermarkets, where they conducted interviews with store personnel, customers, and an organ grinder and monkey, hired especially for the occasion. . . . Another station, WKMH, Dearborn, Mich., joins the sing-along format, across the board, 6 a.m. to 9 a.m. on the **Robin Seymour** "Traffic Safety" show.

DARIN'S DISK JOCKEY DEBUT: Singer Bobby Darin made his debut as a disk jockey last Monday night (13), when he took over for William B. Williams on WNEW's "Make Believe Ballroom" from 6:15 to 8 p.m. The situation came about as a result of Williams' doing some wishful thinking on the air Thursday (9) morning. He told his audience he would like to go to Miami Beach and see Frank Sinatra's closing at the Hotel Fontainebleau and the heavyweight championship fight. Darin, who was visiting WNEW, walked into the studio and offered to substitute. Williams accepted and as a result, he was able to hear one singer through the courtesy of another.

WRCV Sets Live Band Broadcast

PHILADELPHIA — WRCV here will present a two-hour airing of live big band music picked up from the stage of the Wayne Theater in Wayne, Pa. The station, which programs 24 hours of big band music a day, has worked closely with the Rotary Club of the town in lining up name talent for the show, and will have one of its top deejay personalities, Jack Pyle, emsee the event.

Listed as participants in the show are Glen Gray, vocalist Bon Bon, and the Eddie Bigman ork. Guest soloists include arranger Larry Wagner, former arranger for the Casa Loma band; clarinetist Billy Krechmer and trumpeter Tommy Simms.

NBC-COMO OK THROUGH 1962

NEW YORK—Perry Como will continue to headline the Kraft Music Hall on NBC-TV for at least another 18 months. An announcement last week said that a new agreement carries the current Como outing until October 1962.

Como will appear in 30 colorcasts for Kraft next season, while his own production firm, Roncom, will produce an additional three shows with a special guests. Roncom will also continue to produce the Como summer replacement for Kraft.

NAB PRES. ASKS FINER FORMATS

WASHINGTON — Blue-ribbon programming in fine music, outstanding drama and public information have been called for by **Leroy Collins,** president of the National Association of Broadcasters, to replace some of the violence exploding on the country's TV screens. Collins would like to see some of the better-type programming on prime evening hours, possibly for a combined total of six hours a week, he told guests at a Radio and TV Executives Society luncheon in New York last week.

Collins hopes to get the lift and variety into TV programming through voluntary agreement among the networks and a concerted drive to get sponsorship for the better-quality programs.

Dot Records Pacts The Andrews Sisters

HOLLYWOOD—The Andrews Sisters will join Dot Records. An exclusive recording pact has been set bringing the Andrews into the Dot fold. First album planned will be a "Great Hits" LP, featuring their top yesteryear sellers ("Rum and Coca-Cola," "Bei Mir Bist Du Shoen," "I Can Dream, Can't I," "Apple Blossom Time," etc).

Femme singers will be moving to Dot from Capitol, where they had been for the past six years. Prior to that, they were with Decca for well over a decade.

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LP PROGRAMMING

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

"We heartily approve the basic concept of LP's," says Ed Stevens, vice-president of programming for WERE, Cleveland.

"The best artists with the best possible material are combined under the best possible conditions into one unit. Since this concept results more often than not in high-quality selections, we find ourselves programming LP's liberally throughout our broadcast day."

The station's greatest success with LP programming has been with its "spectaculars" which are aired twice a week on both its AM and FM facilities.

These three-hour shows began in October, 1959, when Bill Randle did a special memorial show for the late Mario Lanza. Higbee's, Cleveland's largest department store and a long-term advertiser on WERE, was the sponsor. Randle, hosting the show, suggested that listeners wanting to obtain the Lanza records featured on the tribute, call either the station or the store. Both switchboards were jammed for orders that finally totaled $2,700.

The impressive response alerted both station officials and store management to the fact that the public is greatly interested in LP's.

That was the beginning of what has been described as the largest LP listening booth in the world. Carl Reese, as host on the "spectaculars" showcases a series of related disks and gives background on the artists and music played.

Listeners are invited to call the station and place orders for the series of albums, usually offered at a special price. Their order may be added to their Higbee charge account or sent out C.O.D. In addition to those calling to order the albums, a number of listeners call to thank the station for playing the music. The selection of albums for a spectacular is discussed in a weekly meeting with Ed Stevens, vice-president of programming for Cleveland Broadcasting, Walt Maskey, WERE record librarian, and host Carle Reese.

A recent example of response to this show was the Justin Wilson album. Wilson, a Cajun humorist, was unknown in the Cleveland market until Bill Randle played a segment of Wilson's only album on his late afternoon show. Randle told listeners that Higbee's would be stocking the album. Higbee's switchboard was swamped with calls and a Justin Wilson spectacular was planned for the next Monday night. In three hours that night over 500 Wilson albums were sold to WERE listeners.

Everything from Roaring '20's jazz to operettas have been offered on the spectaculars and have proved successful. One album chosen for spectacular treatment was the RCA Victor release, "60 Years of Music America Loves Best." It had been out for two months when, as a result of the WERE broadcast, Higbee's rang up cash register sales totalling $4,899.38.

Another LP programming feature that is aimed primarily at the professional man or woman is the WERE "Seven Arts" show with Bob West as host. This is a weekly Sunday night program with two and a half hours of stereo selections featuring cultural exchange stereo recordings from Czechoslovakia, Russia and the BBC, as well as those commercially available. The show is flexible so that occasional monaural mystery dramas are aired. One of the most successful of these in audience response has been a running series of Sherlock Holmes mysteries from the BBC. The station does not publish a programming guide but is listed on the weekly Fine Arts magazine which has a circulation of 5,000 in the Cleveland area. It is also listed in Cleveland's two daily papers and, of course, promotes special shows on its own station.

Its day to day programming of LP's is based on the best-selling LP's for the week together with the new releases. These are selected by music librarian Walt Maskey from sales by music stores and trade publication lists.

'Drummers' Due SESAC Encore

NEW YORK—Due to the favorable acceptance of its first three country and western "Drummers" releases, SESAC last week announced plans to produce an additional three albums in the series during 1961.

The first new "Drummers" album is scheduled for release before June 30 and will feature the Statesmen and the Blackwood Brothers. Talent for the second and third albums has not yet been set.

Offered on an exclusive basis to one station in each market, SESAC's first three-album c&w "Drummers" release proved a success, with the sales and programming aids, the first ever produced especially for country music broadcasters, already in use in nearly 100 key markets from coast to coast, according to SESAC officials. Material for the Statesmen-Blackwood release is being written by J. D. Sumner and will be produced in Nashville.

NAB in Radio Month Promo

WASHINGTON — A series of musical jingles will be distributed to member radio stations of the National Association of Broadcasters to remind listeners that May is National Radio Month. Promotional kits have been mailed out to nearly 2,300 NAB member radio stations, the association announced last week. Slogan for this year's promotion is: "Radio—The Best Sound Around."

DISCOURSE®

FROM BILLBOARD MUSIC WEEK SALES DEPARTMENT

A weekly column of lively chatter material on the hottest and most popular recording artists—those "Spotlighted" by Billboard Music Week's review staff, as well as those featured by the record companies in their major Billboard ad promotions.

CANNONBALL ADDERLY makes a safari into the singles field with two unusual sides . . . "African Waltz" and "Kelly Blue." The off-beat harmonies and double rhythms of the "Waltz" make for intriguing listening.

THE ALLISONS, a pair of English lads sing "Are You Sure," the song that won the British section of the Eurovision Song Contest. The boys, both in their early twenties, are prolific song-writers, having published over 100 songs. A popular combo in Great Britain, the boys are currently on the Continent for the finals of the Eurovision Contest.

THE CAPRIS, now appearing on the Old Town label, have two strong entries in their newest single since the best-selling "There's A Moon Out Tonight." Spotlighted by the Billboard Music Week staff, the group offers two rock-a-ballad sides in "Some People Think" and "Where I Fell in Love."

FERRANTE & TEICHER, currently one of the hottest recording duos in the nation, have two new album releases, "Latin Pianos" with orchestra conducted by Don Costa, and "The World's Greatest Themes." Both are part of the United Artists' March album release.

STONEWALL JACKSON, like his historical namesake, has become a favorite not only in the South, but clear across the nation. The Columbia Records artist, an ex-farmer, ex-logger, from North Carolina, who scored an immediate success with his initial appearance in "Grand Ole Opry", has had equal success in his recording career. His latest single "Greener Pastures" has already jumped onto the Hot C&W Charts.

BUDDY KNOX has a chart-climbing hit in his latest release for Liberty, "Ling Ting Tong." The flip side, "The Kisses (They're All Mine)" is an equally listenable piece. Both sides were recipients of the Billboard Music Week Spotlight a few weeks back.

BIRTHDAYS OF THE WEEK: March 20, Wendell Corey, Larry Elgart, Marian McPartland, Carl Reiner. March 22, Blue Barron, Sonny Burke, Karl Malden. March 23, Joan Crawford. March 24, Richard Conte. March 25, Anita Bryant, Frankie Carle, Jerry Livingston. March 26, Dirk Bogarde, Rod Lauren.

THE LIMELITERS, RCA Victor's bright new trio, have come up with their first single for the label, "A Dollar Down." A follow-up to their very successful album "Tonight: In Person", this single is in the same witty groove, offering a delightful lampoon of the current credit craze. The boys who originally performed as singles, eventually combined their talents for an appearance at San Francisco's "hungry i", launching spot for many another new act.

BOB LUMAN a Texan, suh, was launched on the road to stardom when he won a talent contest judged by Johnny Cash, Johnny Horton and Carl Perkins, among others. Their critical acclaim encouraged him to try a professional career and subsequently, he appeared on "Louisiana Hayride" and a number of television shows. This led to several motion pictures and a recording contract. His current Warner Brothers single is "The Great Snowman b/w "The Pig Latin Song."

DIANNE MAXWELL recently signed a Capitol recording contract. The former Challenge Record artist, recently cut her first sides for Capitol —a pair of oldies entitled, "Born To Be With You" and "Whispering Pines." A versatile entertainer, Dianne has sung everything from Rock 'n' Roll to Musical Comedy, starring in recent Los Angeles revivals of "South Pacific," the "King and I" and "Porgy & Bess". In addition to her singing ability the pert, green-eyed brunette is also an accomplished pianist and clarinetist.

THE ROOMATES, Steve, Bob, Jack and Felix, are college students who have been singing together for over two years. Their excellent backing of Cathy Jean on her smash "Please Love Me Forever," caused many inquiries as to when the boys would come out with a release of their own. Their first solo Valmor release—the old standard "Glory of Love" is out this week.

FELIX SLATKIN, whose recent recording of "Theme From The Sundowners" was an entry on the "Hot 100," has a solid follow-up in "My Own True Love," also known as "Tara's Theme" from "Gone With the Wind." The haunting tune is issued to coincide with the 20th anniversary of the famous motion picture. Slatkin, a former child prodigy on violin, has appeared with leading symphony orchestras across the country, as well as a soloist at the Hollywood Bowl. He has worked with many film companies and has been with Liberty since 1959.

To help you spot the ones you need, when you need them, all artists items are carried in strict alphabetical sequence.

JUNE VALLI is another former winner of Arthur Godfrey's "Talent Scouts" program who has gone on to success as a recording artist. Her latest Mercury release "This World We Live In" is a dramatic ballad on the style of her "Crying in The Chapel." Flip side is a fine rendition of "Sorrento" in Italian.

LAWRENCE WELK, he of the Champagne music, is currently bubbling with the heady success of his best-selling "Calcutta." The Dot Records maestro, has come up with a strong follow-up in "Out Of A Clear Blue Sky." Exotic and effervescent instrumentation are the keynotes to this new release, backed up with the "Theme From My Three Sons."

PROMOTIONS DAYS & WEEKS: March 20 Spring begins. March 21 is National Teen Ager's Day. March 20 commences National Foreign Language Week, National Wildlife Week, National Rice Week, National Salesman's Week and National Television Technician's Week.

Denis Hyland.

THIS WEEK'S NEW

Money Records

. . . an alphabetical listing of the records manufacturers are backing with special feature treatment in big-space Billboard Music Week ads.

SINGLES

BOUNTY HUNTER—Al Caiola .....United Artists
AFRICAN WALTZ—Cannonball Adderly .....Riverside
TREES—The Platters .....Mercury
CHARANGA—Merv Griffin .....Carlton
CAN YOU IMAGINE THAT/THEME FROM CARNIVAL—Joni James .....MGM
AFRICAN WALTZ—Lan Fraser .....London
HALFWAY TO PARADISE/LONELY TOMORROW—Tony Orlando .....Epic
GIDGET GOES HAWAIIAN—Duane Eddy .....Jamie
FROGG—Brothers Four .....Columbia
THE BLIZZARD—Jim Reeves .....RCA Victor
LITTLE GIRL, LITTLE BOY—Al Martino .....20th Fox
LA PACHANGA—Hugo and Luigi .....RCA Victor
MARRY YOUNG—Tony Bennett .....Columbia

According to statistics maintained over a period covering thousands of releases . . .
7 out of 10 will reach Billboard Music Week's "Hot 100" in the weeks ahead!

Every week . . . disk jockeys all over the nation help spark up their record shows with this fresh, lively material furnished exclusively by Billboard Music Week. Watch for it next week.

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FOLK TALENT & TUNES

• Continued from page 11

Reeves and Stringbean, Bristol, Tenn., March 30; Augusta, Ga., 31, and Mobile, Ala., April 1; the Wilburn Brothers, Bristol, Tenn., 30; Augusta, Ga., 31, and Pensacola, Fla., April 1.

The West Coast **Country Boys,** blue-grass group, have just completed their second film for the **Andy Griffith** TV show and are set for several more in the next few weeks. They also cut several tunes in a Capitol album with Andy. . . . **Rusty and Doug** (Hickory) kick off an 18-day Western tour for Americana Corporation at Phoenix, Ariz., March 23. . . . **Johnnie and Joanie and the Westernaires** (Challenge) are working a four-week holdover at a new Ventura, Calif., nitery. . . . **Stonewall Jackson** and **Andy Doll** and band appeared recently on "Midwest Jamboree," originating each Saturday from the stage of the Cecil Theater, Mason City, Ia., and aired via Station KSMN. **Red Blanchard,** formerly emsee-entertainer with the WLS "National Barn Dance," Chicago, heads "Midwest Jamboree."

Hank Thompson and the Brazos Valley Boys returned to Las Vegas' Golden Nugget March 16 for a fortnight's stand. The Brazos Valley personnel remains the same: Billy Gray, Dubert Dobson, Bob White, Bobby Garrett, Junior Nichols and Bill Stewart. Other Thompson bookings at the Golden Nugget this year will be May 11-31; July 20-August 2; August 31-September 13, and November 23-December 6. . . . Stonewall Jackson (Columbia), Patsy Cline (Decca) and Jimmy Smart (Plaid) guest on "Dixie Jubilee" in East Point, Ga., March 25. . . . Second meeting of the Country Music Wives Auxiliary was held February 28 at the Hermitage Hotel, Nashville, with President Mrs. Jimmy Dickens presiding. Gospel singers Lester Cousins and Billy Potts entertained. Group will hold its next meeting at the Hermitage Hotel March 28.

Grelun Landon, of Hill & Range Songs, Inc., New York, tells of a heart-warming experience Hill & Range staffers had recently. To explain, Hill & Range has been keeping the youngsters of the Country and Western Music Society in Tokyo supplied with music books, photos and biogs on American c.&w. artists and recently Landon passed along the word that Hank Snow was tentatively scheduled for personals in Japan in May. It brought the following reply from **Mituhiro Ohira,** of the Tokyo organization: "I read your letter to our Country and Western Music Society members. They are very interested in the information. They exclaimed: 'Really?' 'Is it really true?' We were so happy that we cheered and clapped our hands just like little children. Nothing gives me so much pleasure that American big country and western singer, Hank Snow, is coming to Japan.

Hill & Range Songs, Inc., has finally persuaded England's BBC to rereview Ferlin Husky's "Wings of a Dove" and the network has approved it for air play in the British Isles. Radio Luxembourg has been swinging away on it for some time (Ferlin made a tape interview for them), and BBC's recent approval is expected to go far in building the song's acceptance abroad. There are releases in Scandinavia, Germany and Australia. Several foreign-language releases are scheduled to follow Husky's release. . . . Two of Jimmy Driftwood's albums on folk Americana are out and scheduled for early release in England, Germany and Australia, reports Grelun Landon, of Hill & Range. "Thanks to men like Steve Sholes, Don Pierce, Shelby Singleton and Ken Nelson," writes Landon, "plenty of photos and biographies are seeing print in overseas magazines and papers, with all media becoming more and more receptive, prompting many inquiries from promoters and booking agencies abroad."

Jimmy Martin and His Sunny Mountain Boys play the high school at Scotland Neck, N. C., March 25, booked by **Tom Reeder,** deejay and general manager of WYAL, Scotland Neck. Reeder covers Eastern North Carolina with his booking activity. . . . The gospel-singing **Blackwood Brothers Quartet** closes out its March bookings with stops at Bogalusa, La., March 21; Dothan, Ala., 23; Pensacola, Fla., 25; Anderson, S. C., 28, and Asheville, N. C., 31. . . . The finals of the Fourth Annual "Grand Ole Opry" Talent Contest sponsored by Station WSM, the Pet Milk Company, the Gardner Advertising Agency and the Keystone Broadcasting System will be held in Nashville June 22-24. Preliminary contests are staged by the many Keystone stations carrying the Pet Milk program. Final winner receives a contract to appear on six "Grand Ole Opry" shows and a recording pact with Columbia Records.

The country music show set for two performances at Taft Auditorium, Cincinnati, Sunday (26), will comprise the following talent: Lester Flatt and Earl Scruggs and the Foggy Mountain Boys, Mother Maybelle Carter, Connie Hall, Esco Hankins, Jimmie Skinner, Bobby Bobo, Bill Lanham, Rusty York and the Kentucky Mountain Boys, and Zeke and Slim, of WLW's "Midwestern Hayride." Show is being promoted by Ray Scott, deejay at WNOP, Newport, Ky., and Jimmie Skinner, head of Skinner's Music Center in downtown Cincinnati. . . . Bobby Bobo and his personal manager, Warren E. Coffey, returned to Cincinnati early last week after an extended deejay safari through Northern Ohio and Western Pennsylvania to promote Bobby's newest Decca release, the storied version of "The Battle of Gettysburg." They departed Friday (17) for Nashville where Bobby guested Saturday night (18) on "Grand Ole Opry."

FM Day Program Planned by NAB

WASHINGTON — The FM radio committee of the National Association of Broadcasters has named a special sub-committee to plan an "outstanding program" for FM Day, Sunday, May 7, to be observed at the NAB annual convention here. Members on the subcommittee are Everett L. Dillard, Washington, chairman of the NAB-FM radio committee, and Fred Rabell, KITT, San Diego, Calif., president of the National Association of FM Broadcasters, the sales promotion arm of the FM broadcasting industry.

"FM radio is on the threshold of a new era of solidity and stature," said Dillard. FM Day, which was successfully launched at the NAB convention last year, is expected to "reach a new height in importance" at the upcoming convention.

PROGRAMMING TIP OF THE WEEK

Deejays and stations across the country celebrated George Washington's birthday, February 22, with a flock of special promotions. One of the zaniest G. W. stunts was staged by Mike Connors, WRNY, Rome, N. Y., who toured the streets of Rome that day wearing a George Washington costume and passing out silver dollars to persons who approached him and said, "I cannot tell a lie, I always listen to WRNY."

Dave Diamond, program director of WKGN, Knoxville, Tenn., and his staff celebrated G. W.'s natal day by offering 100 silver dollars to the first person throwing a record over the Tennessee River. The station also passed out $5 to listeners who called correcting "Little White Lies" told on the air that day by WKGN jocks.

A similar "White Lies" promotion was aired by KOIL, Omaha, Neb., only in their case the first listener to call in and correct the deejays' "Little White Lie" won a free cherry pie.

Thanks to Station WYSL, Buffalo, N. Y., Washington and Benedict Arnold crossed the Delaware again this year —the Delaware in this case being Delaware Avenue, one of the main thoroughfares in downtown Buffalo. A boat was set up on the back of a truck and a sign in the boat read, "Crossing Delaware is now a pleasure while listening to beautiful WYSL music." A sign on the truck read, "I would cross Delaware a thousand times to hear beautiful WYSL music." Each testimonial was signed "George Washington."

Riding in the boat—and wearing appropriate costumes —were WYSL's chief engineer Mike Edwards—as the Father of Our Country—and program director Ron Baxley, who played Arnold and staged the promotion. The pair also visited local advertising agencies and distributed cherry pies and cherry trees. The trees were tagged with cards reading "Next year make your own pie—compliments of WYSL."

TALENT TOPICS

• Continued from page 11

week when she made her Terrace debut, according to the spot's manager, **Robert E. Freed.** As usual, she appeared with drummer **Louis Bellson.** Lee Zhito

PITTSBURGH

Dinah Washington will end a dearth of "in person" record names to appear here in person when she stars in a concert at Carnegie Music Hall, April 18, promoted by **Robert E. Baltz.** Baltz will also present **Ray Charles** in a concert at Syria Mosque, April 22, to be followed by another revue May 3 starring **Fats Domino,** the **Shirelles, Chubby Checker,** the **Drifters, Bo Diddley, Benny King,** the **Shells, Chuck Jackson** and **Paul Williams** orchestra.

Cal Tjader's Quintet will close the series of concerts presented by Horizons Limited in its first season. The date is March 26 and the spot is the Penn-Sheraton Hotel. . . . Lenny Martin, head of Robbee Records here, has leased the platter "Ronnie" by Pittsburgh's Marcy Joe to Liberty Records for national distribution.

Leonard Mendlowitz.

BOSTON

Oscar Cohen, Louis Armstrong's manager, visited the Hub last week seeking a replacement for **Velma Middleton.** He auditioned a woman singer at a nightspot but made no commitments. He reported that Satchmo received $25,000 for the stint on **Ed Sullivan's** show and taped another show for June 4. . . . **Pat O'Day,** Hub singer, has moved to New York to do commercial jingles and to try for another big record like her "Dear John Letter" of a few years ago.

That old-time favorite, Ted Lewis, will grace the Frolics in Revere starting April 2. He will bring his "shadows" and a dance act. . . . The Four Brothers played to a full house at Boston University's Sargent Gymnasium and brought the house down. They also made appearances at Raymond's department store (in the window) for the Heart Fund in conjunction with Radio Station WBZ.

Columbia's "Don't Worry" by **Marty Robbins,** and **Jerry Vale's** "Camelot" seems to have established themselves as record hits in these parts. . . . Boston's **Bill Coss** has made a switch in jazz magazine affiliations. He has become an associate editor of Down Beat under President **John J. Maher.**

Cameron Dewar.

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.

CATHY JEAN



Valmor's new recording artist is Cathy Jean, born September 8, 1945. The young thrush is a New Yorker and attends high school in Brooklyn.

Cathy Jean has been singing since she was seven years old and has studied both pop and classical music. Besides her vocal interests, the versatile teenager plays piano, guitar and flute.

Her hobbies include ice skating and dancing.

Her debut disk on Valmor, "Please Love Me Forever," has been a solid chart climber on the "Hot 100." On this disk she is ably backed by a group called the Roomates, who have a new single of their own out this week titled, "Glory of Love," on the same label.

Cathy Jean is currently making personal appearances at record hops and theaters. She is booked by GAC.

THE VIBRATIONS



Members of the Checker recording group are James Johnson, Richard Owen, Carl Fisher and David Govan, all age 21, and Don Bradely, age 24. The boys went to high school and reside in Los Angeles.

Johnson, Fisher and Govan were formerly members of the Jay Hawks, who had a big record in "Stranded in the Jungle," while Owens sang with the Six Teens. The latter group's big record, "A Casual Look," on the Flip label.

The Vibrations have appeared in night clubs and theaters across the country. They are presently on the road on a series of one-nighters, in addition to record hops and TV shows.

Currently, the group is represented on the "Hot 100" with a solid disk hit called "Watusi!" The boys have two other singles on Checker, "So Blue" and "Cave Man." Their latest LP is titled "The Watusi."

The Vibrations are managed by Leslie E. Temple and booked by Universal Attractions.

YESTERYEAR'S HITS

Change-of-pace programming featuring the hottest disks in the land five and 10 years ago this week, from Billboard's charts.

POP—5 Years Ago
MARCH 24, 1956

1. Poor People of Paris, Les Baxter, Capitol
2. Lisbon Antigua, Nelson Riddle, Capitol
3. Rock and Roll Waltz, Kay Starr, RCA Victor
4. No, Not Much, Four Lads, Columbia
5. Great Pretender, Platters, Mercury
6. I'll Be Home, Pat Boone, Dot
7. Hot Diggity, Perry Como, RCA Victor
8. Why Do Fools Fall In Love, Teenagers, Gee
9. Blue Suede Shoes, Carl Perkins, Sun
10. See You Later, Alligator, Bill Haley, Decca

POP—10 Years Ago
MARCH 24, 1951

1. If, Perry Como, RCA Victor
2. Be My Love, Mario Lanza, RCA Victor
3. Tennessee Waltz, Patti Page, Mercury
4. My Heart Cries for You, Guy Mitchell, Columbia
5. Aba Daba Honeymoon, D. Reynolds & C. Carpenter, MGM
6. Mockin' Bird Hill, Les Paul & Mary Ford, Capitol
7. You're Just in Love, Perry Como, RCA Victor
8. Would I Love You, Patti Page, Mercury
9. Sparrow in the Treetops, Guy Mitchell, Columbia
10. Mockin' Bird Hill, Patti Page, Mercury

ROCK & ROLL—5 Years Ago—MARCH 24, 1956

Drown in My Own Tears, Ray Charles, Atlantic
Eddie My Love, Teen Queens, RPM
Devil or Angel, Clovers, Atlantic
Ain't That Lovin' You Baby, Jimmy Reed, Vee-Jay
Speedo, Cadillacs, Josie
Smokestack Lightning, Howlin' Wolf, Chess
Need Your Love So Bad, Little Willie John, King
No Money Down, Chuck Berry, Chess

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BEST BUYS IN RECORDS

These records, of all those on the Hot 100, have begun to show NATIONAL sales breakout action this week for the first time. They are recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

POP

***BLUE MOON . . . . . Marcels**
(Robbins, ASCAP) Colpix 186

TAKE GOOD CARE OF HER . . . . . Adam Wade
(Paxton, ASCAP) Coed 546

***PLEASE TELL ME WHY**
(Lena, SESACS)

***YOUR ONE AND ONLY LOVE . . . . Jackie Wilson**
(Pearl, ASCAP) Brunswick 55208

HIDEAWAY . . . . . Freddy King
(Lois, BMI) Federal 12401

PORTRAIT OF MY LOVE . . . . . Steve Lawrence
(Piccadilly, BMI) United Artists 291

BLUE MOON . . . . . Classics
(Robbins, ASCAP) Promo 1010

BEWILDERED . . . . . James Brown
(Miller, ASCAP) King 5442

I'VE TOLD EVERY LITTLE STAR . . . . . Linda Scott
(Harms, ASCAP) Canadian-American 123

***LONELY BLUE NIGHTS . . . . . Rosie**
(Figure, BMI) Brunswick 55205

C&W

I LOVE YOU BEST OF ALL . . . . . Louvin Brothers
(Acuff-Rose, BMI) Capitol 4506

THE OTHER CHEEK
(Cedarwood, BMI)

FICKLE FUN . . . . . Kitty Wells
(Tree, BMI) Decca 31192

HEART OVER MIND . . . . . Ray Price
(Cedarwood, BMI) Columbia 41947

R&B

BEWILDERED . . . . . James Brown
(Miller, ASCAP) King 5442

***BLUE MOON . . . . . Marcels**
(Robbins, ASCAP) Colpix 186

WATUSI . . . . . Vibrations
(Arc, BMI) Checker, 969

ONE MINT JULEP . . . . . Ray Charles
(Progressive, BMI) Impulse 200

Use of High-Fidelity Equipment Soars In Past 10 Years, But Prices Stable

GREAT BARRINGTON, Mass.—The use of high-fidelity equipment has ascended at a giddy rate during the past 10 years, but the cost of a component music system has not increased, according to High Fidelity magazine Editor Roland Gelatt, in his April editorial. The April issue marks the 10th anniversary of the magazine.

"Throughout this generally inflationary decade the high-fidelity industry has managed to maintain stable prices while significantly increasing performance," Gelatt noted. "If you examine a 1951 catalog, you will find that a first-class control amplifier cost $198 (monophonic, of course, and only 10 watts), that a fine AM-FM tuner was $205, and that speaker systems (there weren't many then) ran to about $400. You pay no more (and often considerably less) for better equipment in 1961."

In addition to Gelatt's editorial commentary, this special anniversary issue of High Fidelity features, in part, the magazine's selection of the "Great Recordings of the Decade" (BMW, February 13), conversations with Stokowski, a discussion of FM radio's next chapter, and a whimsy on high-fidelity equipment in 1984.

Old Coins Win Dealer Profits

La CROSSE, Wis—In the fact that many people are collectors of old coins, lies a lot of extra sales, according to Clark-Bracken, Inc., stereo dealers here.

George Bracken, head of the long-estblished firm, invited La Crosse's numismatists to search their collections for 1921 coins, with the promise that they would be of substantial value during special sale of portable and console stereo.

Because of an anniversary date, the Wisconsin store settled on 1921. Every customer bringing in a 1921 silver dollar was rewarded with a $25 payment on any stereo chosen. Similarly, each customer bringing in a 1921 penny received $1 credit on the purchase. It was found that 1921 pennies were by no means difficult to come by. One housewife turned up with 25 of them, and happily took home a stereo phonograph, which cost her $25 less than the advertised sale price.

Another clever touch was the offer of a $25 discount on each stereo set sold to a couple who were married in 1921—requiring the bringing along of a wedding certificate, with the date. Ten couples showed up and were given the same $25 credit.

This was a fantastically successful sale, given plenty of advance

(Continued on page 116)

Developments on Tape Manufacturing Level Likely to Spur Fresh Dealer Sales

By REN GREVATT

NEW YORK—A gathering interest in magnetic tape and tape-playing equipment is seen as a result of various recent developments at the manufacturing level. Sooner or later, these developments are certain to have a bearing on dealer sales in the tape field, tradesters say.

In the first place, two manufacturers of major status have announced plans to commence production of raw tape for both domestic and industrial applications. These are the Eastman Kodak Company and the Burgess Battery Company, the latter a division of Servel, Inc. In another interesting development, the Emerson Radio and Phonograph Corporation has acquired an option to purchase 800,000 shares of stock of Telectro Industries, leading producer of home tape recorders. If the option is exercised, Emerson will take over a controling interest in Telectro.

These developments alone are regarded as indicating faith on the part of major firms in the future of tape, particularly as a home entertainment medium, as well as an important aspect of the growing field of computer and information storage equipment.

3M Purchase

Not long ago, in a move to consolidate its position in the field of tape, the Minnesota Mining and Manufacturing Corporation acquired a majority interest in the Revere Camera Company, also long-established in the tape recorder field. Sometime earlier, in a sort of reverse action, Ampex, known primarily as a tape equipment manufacturer, purchased Orradio Industries, a well-known raw tape producing firm.

Eastman's announcement of its entry into the tape field is seen as of great interest through not as a great surprise. In view of moves by 3-M's and Ampex to be represented in all phases of the tape field, the question naturally arises as to whether Eastman can also be expected to develop a line of tape recording and playback units. There is a history here, too, inasmuch as Eastman makes cameras and the film that goes with them.

A spokesman for Eastman pointed out that it was logical for a company with vast experience in the field of coatings and sensitized products to enter the tape field. "We have provided triacetate bases for others to use for a long time," he said. "So it's logical for us to be in the market, too.

Clears Air

"Our February announcement statement was made only to clear the air," he continued. "We will not have product actually on the market till later this year." He added that there were no present plans for invading the equipment field but other observers do not discount this possibility.

Burgess president, Fred J. Kirkman, announced last week that his company enters the tape field "after a six-year-long research and development program. Burgess has more than 40 years in coatings and coating processes," he added. The Burgess audio tape will be in the standard one-quarter-inch width and will be sold through wholesalers to radio and high-fidelity component outlets, camera and photo supply shops and drug and department stores.

The Emerson-Telectro deal is still subject to Telectro stockholder approval. But if as expected, this is forthcoming, it will mark the entrance of one of the long-time radio, phono and TV giants into tape, the newest aspect of the home entertainment market. The entire Telectro line will receive financial and sales assistance from Emerson and will be marketed through the Dumont Emerson wing of the company.

Cartridge Player

Meanwhile, at Minnesota Mining, there is little additional word regarding the company's long-discussed tape cartridge player. A spokesman last week reaffirmed the company's "hope" to officially enter the market late this year, "possibly in time for the Christmas buying period, or at least part of it." The spokesman said that no arrangements have been made to date regarding the availability of repertoire for the narrow-width tapes to be used. He added that Zenith and the European firm, Grundig, both still have license agreements to produce the tape cartridge units under 3-M's specifications. Statements appeared in the press at the time of 3-M's acquisition of Revere that Zenith would pull out of the picture because it felt that 3-M's would be directly competing with a licensee.

Tradesters noted at week's end that the entrance of new companies in the fields of both tape and tape equipment could ultimately be of benefit to the dealer inasmuch as added competition in the market can only work toward the establishment of prices more competitive than ever with disks and disk-playing units.

Brown Hails Advances in Tape Market

HOLLYWOOD—The claim that the tape-recording industry today enjoys the hi-fi field's greatest potential was made last week by Magnetic Recording Industry Association's president, Herb Brown, at the opening of the MRIA's annual San Francisco Hi-Fi Show.

According to Brown, who also is an Ampex Corporation vice-president, the phonograph market has reached its saturation point. There are very few first-time phono buyers, Brown said, therefore the phono industry must sell to a replacement market.

Brown predicted that in 1962, tape cartridge will emerge in direct competition to disks. Today, he said, the tape market is crystalizing into three basic fields: the tradi-

(Continued on page 114)

DEALER INVENTORY CHARTS

Dealers will find these charts a reliable weekly guide to more profitable inventory and display of records, playback equipment and related merchandise.

BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST-SELLING MONAURAL TAPE DECKS AND RECORDERS

RANK	BRAND	% OF TOTAL POINTS
1	Webcor	21.9
2	Voice of Music (V-M)	16.8
3	Columbia	11.1
4	Decca	6.6
5	Wollensak	5.7
6	Recordio	4.9
7	Telectro	4.1
8	Pentron	3.3
	Others	25.6

BEST-SELLING STEREO TAPE DECKS AND RECORDERS

RANK	BRAND	% OF TOTAL POINTS
1	Voice of Music (V-M)	24.2
2	Webcor	22.6
3	Columbia	8.2
4	Ampex	5.5
5	Wollensak	4.0
6	Telectro	3.8
7	Sony	3.6
	Others	28.1

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Revolving Cabinets Up Turnover of 45 Disks

Selling upwards of 1,500 45 r.p.m. records per month in a space of only two by six feet is the purpose of novel, revolving cabinets developed by Frances Egan, of Egan's Music Mecca, in Biloxi, Miss.

Miss Egan, owner, operates just outside the main gate of Keesler Air Force Base. This military installation has as many as 22,000 men on duty, most of them young airmen who are universally record fans. Consequently, although Miss Egan prefers to sell albums and stereo phonos, she lists the 45 r.p.m. disk as a bread and butter item.

Doing a six-figure volume from a small shop only 25 feet long by 12 feet wide, the Mississippi dealer found the mere display of 45 r.p.m. records a tremendous problem until she went to a local cabinet maker for a solution. Not only display, but the actual handling of the singles tied up large areas of space, and actually interfered with demonstrations of highly profitable stereo, tape recorders, and other equipment.

Early last year, on finding that 45 singles were more in demand than ever, she made the big decision: to compress the single record department down to a single counter, and to make it possible to accommodate all records, where customers could serve themselves, without damage, breakage or theft, in a two by six-foot space. This objective, naturally, did away with the use of the usual browser, racks and standard equipment. Instead, Miss Egan designed five revolving cabinets, which can readily accommodate 5,000 singles almost as compactly as if they had been stacked in tall piles.

Constructed of heavy plywood, the revolving cabinets are two and a half feet high and two feet through in both dimensions. Running down all four sides are horizontal shelves only three-quarters of an inch wide, six inches long by six inches deep. This results in a series of 25 pigeonholes on the right side of each base, while the left side is a plain blank plywood wall of the same dimensions. The

(Continued on page 116)



FRANCES EGAN, proprietor of Egan's Music Mecca, Biloxi, Miss., shown demonstrating a group of unique, rotating singles storage compartments in her store. The area, located in the rear of the shop, occupies a space of only two by six feet, but makes possible finger-tip access to 500 different singles.

RETAILING PANEL

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

THE QUESTION

"Do you favor a permanent album price cut?"

THE ANSWERS

HAROLD MARTIN
Martin's Music
Culver City, Calif.

It would be a great help to us in fighting the discounters if LP's could be reduced to a more realistic list price. Today's "suggested price" means little because few dealers pay any attention to it. Practically everyone cuts price. The inflated list price only helps the discounters make their offers seem that much more of a bargain to consumers. Take the water out of the LP price and you take away the discounter's strongest hold on the business.



GEORGE JACQUES
The Music Box
San Francisco

With our tremendous stock, we'd take a bath if the manufacturers decided to cut price, but I'd love to see it happen. It would be just what the business needs today. However, you can bet that there won't be a price cut. The manufacturers have to support the present price to keep their clubs going. If the album prices were cut, then the record clubs would lose their appeal. The buyers would no longer feel that they are getting a price-break by joining a club. Personally, I'd like to see LP prices go down at least 25 per cent so that we could offer the $3.98 album for $2.98, but as long as the manufacturers stay in the club business, it will never happen.

ED BALBIER
Balbier's Record Shop
Jenkintown, Pa.

I definitely do. Such a move would alleviate two of our toughest problems, the club and the discounter. A drop to $2.98 officially would cut the real meat out of the club price offers. It would also make it tougher on the discounter. A customer, finding he could save perhaps 70 cents instead of $2 or so at the discounters would be more likely to patronize his neighborhood store. The discounter saving would be less likely to lure him.

OTTO DIERKES
Henrich's Record Shop
Union City, N. J.

We certainly favor a cut. The way it is now, everybody has a special deal but they're all different. It means much extra paperwork and we have to anticipate what deals will be and play a guessing game. Everything is unstable now. If we could buy a record for $1.86 and sell it for $2.98, we'd all be better off. They should also think about making the price of stereo the same as the monaural.

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.

DECCA—Expires March 24, 1961. Started March 1, 1961.
"All Time Golden Favorites" incentive plan covering nine new releases and the six packages previously released in that series. Details can be obtained from Decca distributors. See page 2, March 6 issue, for details.

ABC-PARAMOUNT—Expires March 31, 1961. Started January 16, 1961.
Winter merchandising plan offers straight 12½% discount off the face of the invoice and specific dated billing for qualified dealers. Plan applies to 11 new ABC-Paramount albums, four initial LP's in the label's new jazz series, Impulse and Chancellor LP product. See page 4, January 16 issue, for details.

AUDIO FIDELITY—Expires March 31, 1961. Started March 1, 1961.
"March New Release and Sales Program." Buy six LP's get one free on seven new March releases plus a 10 per cent dealer discount on four-track stereo master tapes. See pages 6 and 43, February 27 issue, for details.

CAPITOL—Expires March 31, 1961. Started March 1, 1961.
Label offers dealers 33 free LP's or EP's for every 100 purchased on orders of 100 Capitol albums and 50 Angel albums. Program supercedes the Sinatra and Angel plan as well as all previously announced Capitol and Angel plans. See page 1, March 6 issue, for details.

COLUMBIA—Extended thru March 31, 1961.
Extra 10% discount on label's complete catalog of Broadway show albums and multiple LP show sets. Plan features two LP's for the price of one on new "Broadway's Best" album.

LIBERTY—Expires March 31, 1961. Started March 1, 1961.
Ten per cent discount on pre-stated minimum orders. For details, see Liberty distributors. See page 27, March 6 issue, for details.

ROULETTE—Expires April 10, 1961. Started March 10, 1961.
Distributors and dealers receive 33 albums for every 100 LP's purchased with 100 per cent exchange privilege. Plan supersedes any Roulette sales programs currently offered by distribs and covers entire Roulette Roost and Tico album catalog. See page 10, March 10 issue, for details.

DIRECTIONAL SOUND—Expires April 5, 1961. Started March 5, 1961.
Introductory offer is 25% in free goods. 30-60-90 and 120-day billing available. One hundred per cent exchange on all merchandise. Co-op advertising available. See insert, March 6 issue, for details.

RCA VICTOR—Expires April 15, 1961. Starts March 15, 1961.
"Greatest Sale on Earth." Dealers can sell consumer any Victor LP at half price when they purchase one LP at full price in same price range. All stereo and mono sets are included. See page 1, March 6 issue, for details.

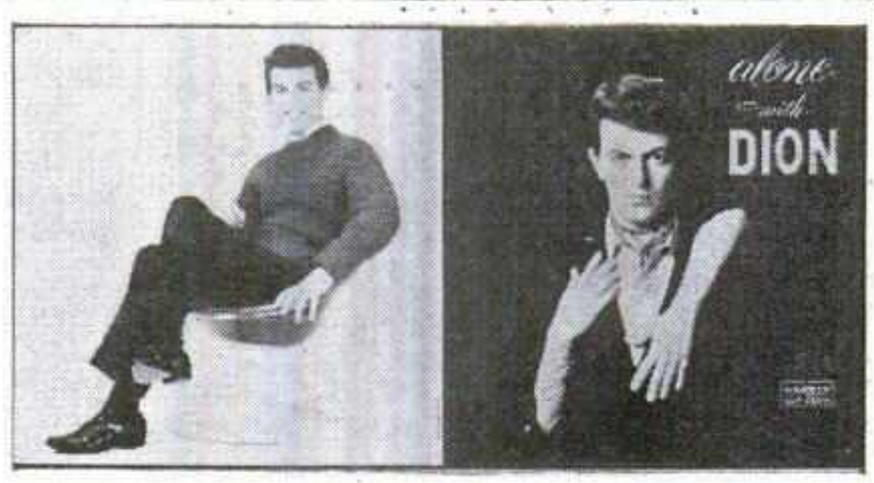
MERCURY—Expires April 15, 1961. Started March 3, 1961.
Sales program offers one LP free for every three purchased (M&S), with the exception of the Sound Series. On that series, the label is offering one free for every five purchased. See page 1, March 6 issue, for details.

KING—Expires April 30, 1961. Started March 1, 1961.
Two-for-the-price-of-one-album deal on series of European-made LP's. See page 10, March 6 issue, for details.

STRAND—Expires April 30, 1961. Started February 1, 1961.
"Major LP Expansion Program." Plan applies to complete Strand line plus new Elite percussion series. Details available from Strand's distributors. 90-day deferred billing with normal 2% discount for prompt payment.

RIVERSIDE—No expiration date. Started February 6, 1961.
Dealers buying the Riverside Pre-Pack, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

ALBUM COVER OF THE WEEK



ALONE WITH DION—Dion, Laurie LLP 2004. Exceptional double cover album with striking, full-color photos of artist. Front cover in bright blue, shocking pink and black, and back cover in blue and black on gold background. Fine candid photos of the artist on the inside plus removable wallet-size pix in full color for the fans. Album concept and design by Connie De Nave. Photos by Michael Levin, and art direction under Walter Rich. Potent display item.



Stock up with Duotone needles, the needles with customer acceptance. Nationally advertised and extensively promoted, this well-known brand has widespread recognition for fine quality. Duotone makes genuine diamond, sapphire and osmium tipped styli. Tell your customers to trade up to a Duotone diamond needle . . . made with a whole diamond tip that's hand set and hand polished. What an easy way to easy profits for you.

Write for Free 1961 Duotone Needle Wall Chart and see DUOTONE Distributor.

Parts Show Booth: 306

DUOTONE® COMPANY INC. KEYPORT, N. J.

Jensen Merchandiser At Electronic Showing

CHICAGO — The Electronics Parts Show will be the scene of the introduction of a new Jensen Merchandiser. The new unit will combine a sales message with complete needle information and 144 needles in a single 9 by 12-inch package. It can be used as a wall hanger; as a counter display; or as a merchandise stock book.

The looseleaf package has complete data on 700 different needles in the Jensen line placed in an accordion folder and neatly bound into the back of the counter display.

Brown Hails

• Continued from page 113

tional tape recorder market, the non-recording tape player and the tape cartridge. In hailing tape's advances, Brown pointed with pride to the fact that every major recording company is today marketing tape versions of its material.

The biggest problems facing the U. S. tape industry today, Brown said, are inroads being made by foreign imports. He expressed confidence that the superiority of American design, merchandising and servicing will help the U. S. products win out over the imports.

Reeves Premium With Raw Tape

NEW YORK — The Reeves Soundcraft Corporation has introduced a new pre-recorded tape of "Cole Porters Swings Easy in Stereo" as a premium with the purchase of the firm's blank tape.

The original recording features a number of swinging jazz stars under the direction of Larry Clinton who plays popular Porter favorites like "Night and Day," "I Love Paris" and "My Heart Belongs to Daddy." Charlie Shavers, Cozy Cole, Sam Taylor, Buddy Weed and Urbie Green are some of the stars represented.

The new recording is available only through the purchase of the Soundcraft premium pack which contains two seven-inch reels: one recorded and one blank. The purchaser pays for only two blank tapes plus $1.

RCA Debs New Radios, Phonos

INDIANAPOLIS — New low prices were the keynote of three new radios and two portable phonos introduced last week by RCA Victor.

The Accent, a five-tube table radio carries a price tag of $14.95, which the company claims is the lowest for this type of item in 20 years. In addition the firm is adding a six-transistor portable pocket set at $24.95 called the Nugget, and the Hardy, another budget-priced table set to its line.

Besides the three radios RCA is adding two new "Victrolas" to its phono stable. The 1VA1 is a new monaural machine that sells for $49.95 while the 1VC1 is a new stereo set.

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SIX SMART DEALERS!

They give the big play to RCA VICTOR Total-Sound Stereo because it's easier to sell



"What really sells Stereo? Features. Even if customers don't understand the technical talk, they're impressed by things like RCA Victor's top-performing speaker system. That's one of the first things I point out to them."

Harold Key
Pizitz Department Store
Birmingham, Ala.



"The combination of the RCA Victor name and the reasonable prices is hard to beat. For $79.95 and up customers get a stereo set they know and trust—and this means a lot."

J. R. Closs
Austin-Closs
Waco, Texas



"The better the sound, the easier the sale. I tell my customers that *Total-Sound Stereo* has speakers up to 15 inches in diameter and *let them hear them*. They're impressed—and I'm off to a good start."

Paul Thomas
Hale's Appliance Store
San Francisco, Calif.



"People know RCA Victor has been a leader in the phonograph business for a long, long time. They have confidence in the RCA name. So when RCA offers them the latest stereo features and good styling—and at a competitive price—they're pretty receptive."

Jack Gilbert
Kirschman's
New Orleans, La.



"We find RCA Victor Total-Sound Stereo is easiest to sell for two reasons. One, people know that RCA stands for the best in music. Two, *Total-Sound Stereo* has the sales features that make it easier to sell. Beautiful cabinets, triple amplifier, and so on."

Earl McCoy
McCoy's Music Company
Norristown, Pa.



"Beautifully styled cabinets are more important this year than ever; a big reason why *Total-Sound Stereo* is a leader with me. People want cabinetry in styles to match their living room pieces. I am convinced that another reason RCA Victor sells better is because it sounds better."

Leo Felsenthal
Radio Surgeons
Chicago, Illinois

RCA The Most Trusted Name in Sound

RADIO CORPORATION OF AMERICA

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ASCAP and Justice Dept. Rip Into Fox Bid

• Continued from page 3

which ASCAP could be persuaded to retreat, by negotiation."

Terms "Not Perfect"

Justice further concedes that the terms of the decree may, as Judge Ryan pointed out, "not be perfect." However, Justice says there were considerable improvements made in the decree "as a whole," which dissidents admitted, while protesting the three issues of vote, survey and use-weighting.

Justice lists the over-all improvements as: the plan for current performance distribution, to aid newer and younger publishers; the scaling down of seniority weighting in the alternative plan; new, less discriminatory weighting rules for different music uses; fairer correlation between percentage of ASCAP revenue from logged network performance, as against sampled local stations, in distribution. Justice believes the last-named improvement should offset much of the complaint on the ASCAP survey inadequacy, together with the fact that members can petition for review of survey procedures within 18 months of the signing of the decree.

Improvements Cited

As for the appellants' protests against the weighted vote, Justice admits that voting is not wholly "democratized," under the decree. However, government claims that voting strength was cut from 63 per cent to 41 per cent for the top 10 publishers, a limit was set on number of votes any one member could have, with basis of voting shifted from revenue to performance credit. Justice feels that these, plus the vote by petition of 1/12 of eligible membership, to elect a board member, is no small improvement.

The ASCAP brief defends the weighted vote by quoting Justice Department attorney O'Donnell, who presented oral argument during the district court hearing. O'Donnell said the judgment "strikes a balance" between having ASCAP run by a numerical majority with only a tiny fraction of the performances, or by a numerical minority which has a vast majority of the performances." Also quoted from O'Donnell: "A prayer for equalizing of votes would be equivalent to a prayer for dissolution," because members with top value catalogs "would not stay in a society in which they had no voice."

The ASCAP brief also quotes O'Donnell in a soothing prediction of future peace in ASCAP: "If the new judgment goes into effect, all these charges about a board of directors which is bent on ruining smaller members are going to fade in importance. The new judgment circumscribes very sharply what the board of directors may do in the area of distribution, survey and grievance procedures, with the result that its power to do the kind of harm that offends the antitrust laws is going to be very much curtailed, if not eliminated."

No Full Agreement Ever

Both ASCAP and the government briefs stress the "fait accompli" nature of the decree. ASCAP says Fox et al. are trying to appeal for intervention in a matter finalized in January, 1960, and accepted by a vote of the majority of the membership on both per capita and weighted type of voting. "None will ever expect that all of the members of the Society will agree," ASCAP holds, and claims that the dissidents have admitted this much themselves.

In rebuttal of detailed charges in the brief of Fox et al., the ASCAP document justifies possession by members of the board of all but a handful of the top-paying tunes in theme use. Under the terms of the decree, these tunes still rightly qualify as top-paying, since "the work must not only have been very popular at one time but must also continue to be popular." ASCAP says this is a "very significant fact," which Fox et al. have overlooked.

The brief disallows the appellants' claim that the top 10 publishers can control 50 per cent of the votes, partially by subdivision of catalogs to produce more votes. The brief then goes on to tell the dissident publishers they can go and do likewise; subdivide their catalogs into more companies and have the additional advantage of not being restricted to a 10 per cent increase in voting power, as the top 10 are under the 1960 decree.

No Need to Check Actual Vote

ASCAP answers complaint of Fox et al. about the "secrecy" surrounding the ballots of publishers during the last voting for board members, by saying there is "no need" to check the actual vote. All that is needed to acertain "compliance with the judgment" is the percentage of the eligible vote possessed by the top 10 publisher groups. ASCAP brief says this information is available and that in the latest election, the top 10 had only 31.88 per cent of eligible votes, and Schirmer and Fischer combined had only 1.5 per cent. The ASCAP brief denied opponents' claim that the latter two firms align their vote with the top 10.

Justice sums up its fears by telling the Supreme Court the appellants want to go "beyond" the government amendments, and "substitute their views for those of the government," in determining public interest in an antitrust case. Such interference would be a "novel and disturbing practice," says Justice. It reminds the high court that in many consent cases, the Justice Department may "have good reasons for agreeing to a narrower relief than the one sought by the complainants"—particularly when the alternative is "protracted litigation."

NEW DEALER PRODUCTS

An Under-$30 Radio-Phono

Sonic Industries, of Lynbrook, N. Y., expects to get good consumer action on its new Capri 315, a portable radio - phonograph combination slated to sell for less than $30. The Capri has a four-speed manual play turntable and a five-tube superhet AM radio with one speaker. The machine comes in a molded polypropylene case in

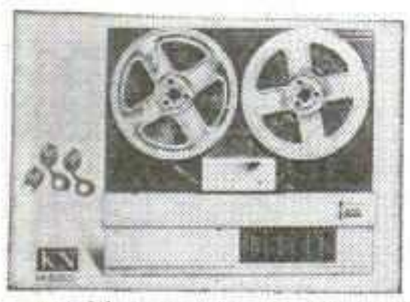


three colors—red, beige and charcoal. It will be retail sale priced at $29.95.

Two-Speed Tape Transport

A two-speed tape transport with three tape heads has been marketed by Allied Radio, Chicago. The set bears the firm's Knight brand name and plays four and two-track tapes with echo-chamber effect if desired.

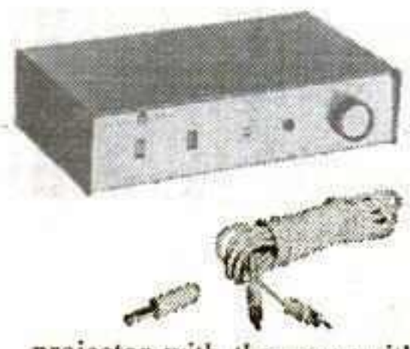
The KN-4000, as the unit is tagged, comes in beige and sand gold and is 13½ by 15¼ by 7 inches. The tape



machine carries an unconditional one-year guarantee. It is listed at $134.50.

New Unit Ties Sight & Sound

A new machine being introduced by the Voice of Music makes reasonably sure that the voice fits the words during still picture presentations. The V-M unit is a tape recorder-slide projector synchronizer which electronically and automatically trips picture slides at previously selected time positions. This is accomplished by replacing the remote control push-button switch furnished with the



projector with the new unit's attachment. It is being sold at a retail price of $49.95.

Revolving Cabinets

• Continued from page 114

over-all effect is the same as if four rectangular tiers of shelving had been placed back to back to form a rectangle, with the open sides facing in four different directions.

Each of the cabinet fixtures is mounted on a heavy steel rod support which allows them to revolve on a broad wooden disc at the base. It requires only a touch of a finger to revolve the cabinet in any direction, so that standing at one point in front of the counter, the customer can actually reach any of the 500 shelves, 100 per cabinet.

Miss Egan types identifying title strips on perforated sheets of white paper, and Scotchtapes each alongside the appropriate niche listing the records. The customer merely reads up and down the column to the left of the open shelf faces to locate the record he wants.

The five cabinets were built for approximately $45 in materials and time by the carpenter concerned. Up to eight customers can use the display fixtures simultaneously, standing on both sides of the counter and revolving the units as desired to reach the interior. By placing the display in the most remote right rear corner of the store, Miss Egan has effectively gotten the "long-stay" customer who wants to browse through the entire single inventory out of her stream of traffic.

Sylvania Sets Fla. Distributor Meet

NEW YORK — From May 23 through 25 Sylvania Home Products, Inc., will hold its national distributor meeting at the Eden Roc Hotel, Miami Beach. The firm will introduce its 1962 line of stereo hi-fi, radios and television sets.

Besides the new line showing, the electronics company will reveal its advertising and sales plans for the last half of the year, outline an entensive sales training program for distributor salesmen, and introduce a three-year dealer development program to help present dealers grow.

Old Coins Win

• Continued from page 113

promotion with 15 radio spots per day on each of two stations, a full-page newspaper ad and some teaser ads asking, "Know anything about 1921?"

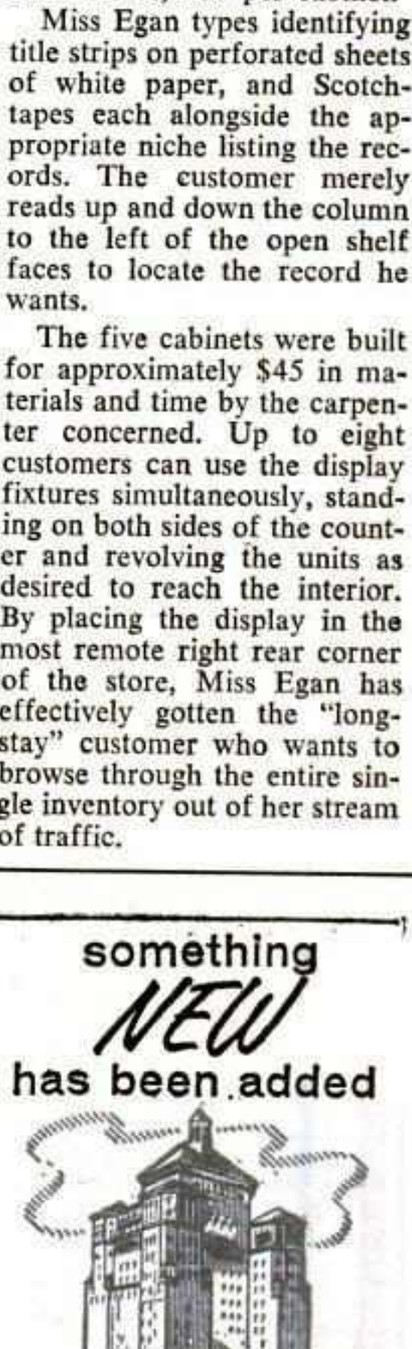
Another touch which the Wisconsin store has found particularly helpful in making stereo pay has been a complete home demonstration after each cabinet set is delivered by Margaret van Tol, a veteran home economist. A stereo bug herself, Miss van Tol pitches in at the customer's home, puts the stereo set through its paces, and makes certain that the new owner knows everything there is to know about the equipment. Because she is obviously so enthusiastic herself, and because customers appreciate her help, Miss van Tol can pick up numerous leads which are turned into the sales department, and followed up within a day or two.

"The dealer can't depend on the mere fact that he carries a complete stereo inventory to bring the flow of prospect traffic he wants today," it was pointed out. "It takes unusual, eye-catching gimmicks to make the store stand out."

Unsurpassed in Quality at any Price
Our amazing new process retains all details in highlights and shadows — every copy an original photograph!
8" x 10" GLOSSY PHOTOS
5½¢ EACH IN 5,000 LOTS
6½c in 1,000 LOTS
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Copy Negatives $1.95
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"WE DELIVER WHAT WE ADVERTISE"
PLaza 7-0233
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A DIVISION OF JAMES J. KRIEGSMANN
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FAN MAIL GLOSSY PHOTOS
All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.
MULSON STUDIO
Box 1941 Bridgeport, Conn.

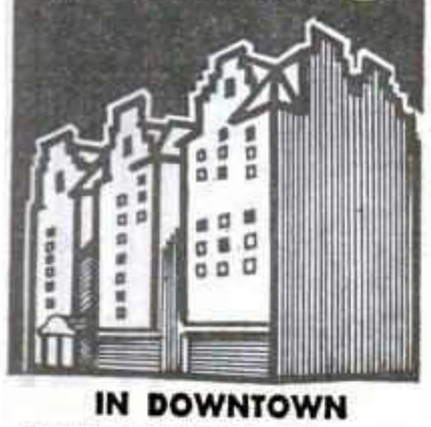
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Single from $6 • Double from $9
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COMPLETELY REFURNISHED AIR CONDITIONED. TELEVISION.
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CANTEEN MAKES W. COAST MOVE

Strike Scoring Features New United Big Bowler

CHICAGO — United Manufacturing Company this week is introducing its new DeLuxe Bowl-A-Rama, a follow-up to the firm's previously successful Bowl-A-Rama bowling game introduced last year.

The new game is a refined version of the previous model featuring redesigned cabinetry and scoring panel.

DeLuxe Bowl-A-Rama accommodates one to six players, and comes in 20, 24, 28 and 36-foot models. It can be set at either coin-operated or remote play.

The game has automatic ABC regulation scoring with a totalizer, plus a number-of-strikes-per-player-per-game feature. Separate indicators also show number of frames and the bowler playing.

An added feature is the enlarged reproduction of pins on the front glass. These light up and show the number of pins left after the bowler has thrown the first ball.

The pins are realistically designed, five-eighths to scale, and the ball is a regulation duck-pin model. The pins also have realistic bowling action with an automatic pin setter. As aptly described by United's Bill De Selm, both the ball hits the pins and the pins hit the pins. Cabinet comes in gold with a black or red stripe.

Fellow Tradesters Help Ailing Buddy

LOS ANGELES—Members of the coin machine industry have generously rallied to the financial problem of Matt Nordberg, who recently underwent brain surgery, and donated a sizable amount of money to help defray medical costs as well as those of his family.

Stan Muckler, local operator who is working with the industry, said that contributions have been received from operators, jobbers, distributors and even servicemen to help defray the mounting costs.

Nordberg was struck on the nose by a falling phonograph lid. Several days later, he undewent surgery for the removal of a blood clot. Since the operation, approximately two weeks ago, he has been in a coma. Monday (13), he was removed to the Veterans Adiministration Hospital in Sawtelle. Arrangements for his entrance was directed by Muckler with the aid of a number of operators.

Muckler said that the way in which the industry helped was "most gratifying."

2 Former Seeburg Distributors Bought

By NICK BIRO

CHICAGO—The Automatic Canteen Company made its biggest and most penetrating entry to date in the coin machine field with the purchase of two more major juke box and game distributors covering the Rocky Mountain and West Coast area.

Acquired by the giant vending machine operating and manufacturing company are the R F. Jones Company, with offices in San Francisco, Los Angeles and Honolulu, and the Thompson Distributing Company, with offices in Salt Lake City and Denver.

Although there has been no comment from either Canteen officials or from any of the distributing companies involved, Billboard Music Week learned from virtually unimpeachable sources that the sales were complete last week.

Rowe-AMI Line

Both Jones and Thompson were Seeburg distributors but will now take on the Rowe-AMI line. There has been no announcement from Seeburg regarding its naming new distributors in either area.

Also up in the air is the position of the two distrbutors that have handled the AMI line up to now in the involved areas, Mountain Distributing Company, headed by Pete Geritz in Denver, and Huber Distributing Company, San Francisco. Neither firm would comment on the move, but it is expected that some form of settlement will be made with Canteen by both of the distributorships and an announcement is expected shortly.

The Jones San Francisco office is perhaps one of the biggest distributor outlets in the country. In addition to handling the Seeburg phonograph line, it had a sizable background music sales and operating organization and a very substantial game distributorship, handling most of the top amusement game lines. (Continued on page 128)

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100, or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

SURRENDER AND LONELY MAN	ELVIS PRESLEY, RCA Victor, 7850
WHERE THE BOYS ARE AND NO ONE	CONNIE FRANCIS, MGM, 12971
EBONY EYES AND WALK RIGHT BACK	EVERLY BROTHERS, Warner Bros., 5199
THINK TWICE AND FOR MY BABY	BROOK BENTON, Mercury, 71774
SPANISH HARLEM AND FIRST TASTE OF LOVE	BEN E. KING, Atco, 6185
GOOD TIME BABY AND CHERIE	BOBBY RYDELL, Cameo, 186
WHEELS AND ORANGE BLOSSOM SPECIAL	BILLY VAUGHN, Dot, 16174
WHAT A PRICE AND AIN'T THAT JUST LIKE A WOMAN	FATS DOMINO, Imperial, 5723
STAYIN' IN AND MORE THAN I CAN SAY	BOBBY VEE, Liberty, 55296
PLEASE TELL ME WHY AND YOUR ONE AND ONLY LOVE	JACKIE WILSON, Brunswick, 55208
FELL IN LOVE ON MONDAY AND SHU RAH	FATS DOMINO, Imperial, 5734
MILORD AND MILORD	EDITH PIAF/FRANCK POURCEL, Capitol, 4498

Rock-Ola Names Empire in Michigan

CHICAGO—Empire Coin Machine Exchange, Detroit, has been named Rock-Ola Manufacturing Company distributor for most of Michigan, almost simultaneously with Rock-Ola's appointment of Donan Distributing Company, Chicago, for parts of Illinois and Indiana.

Empire, whose main office is in Chicago, headed by veteran coin machine distributor Gil Kitt, will handle the line in the entire Lower Peninsula of Michigan plus adjoining counties in the Upper Peninsula.

Bob Wiley heads the Empire Detroit office, assisted by Jerry Downey, service manager and Marilyn Chapin, office. Additional staff personnel are being added to handle sales throughout the area.

Parts and Service

The Detroit branch of Empire is currently in the process of setting up complete parts and service facilities for the entire Rock-Ola phonograph line.

Sales throughout the Detroit area for Rock-Ola were formerly handled by Fabiano Sales & Service Company, headed by Frank Fabiano, which has discontinued operation in that area. Fabiano remains Rock-Ola distributor in Buchanan, Mich., under the aegis of Fabiano Amusement Company.

Kiddieland Intros Coin Rides: Whirlyb'd Copter, Moon Rocket

NEW YORK — Two new rides appeared on the kiddie ride market last week. Produced by the Bert Lane-backed Automatic Concessions Corporation, the rides are among the few new models in this field introduced in recent months, and are expected to find good reception from this segment of the industry.

The two new models, the Whirlybird, a helicopter with tape-recorded sound, and the Moon Rocket, a stand-up version of the popular space rides, are the handiwork of Kiddielane Manufacturing Corporation, Westbury, L. I., subsidiary of ACC.

The Whirlybird was first heralded as a ride to watch in 1961 in an exclusive article in BMW, November 14, 1960. No details were released at that time, and the manufacturer remained anonymous.

Compact

According to Bert Lane, ACC president, both of the new rides have sound, as well as action and color, and have been designed to take up less location space.

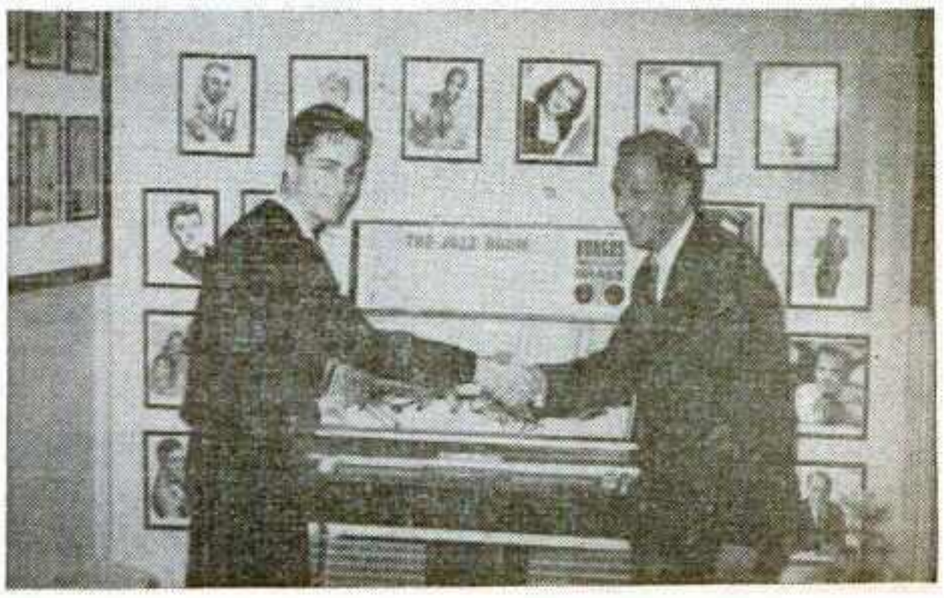
Whirlybird features a special Pentron playback unit with a sealed tape cartridge which relates ground-to-air rescue stories to the youngster while he is in the ride itself. It has a one-piece steel base, is self-lubricating and occupies two by four feet of floor space.

Moon Rocket features a new spiraling 360-degree motion complete with sound effects and story, and all self-lubricating parts. It occupies only two square feet of floor space, is molded in one-piece fiberglass, and is colored in hard paint with ceramic glaze.

Lane reports that both new machines have been successfully pretested on "hundreds of locations."

SOME OPS ARE EGGHEADS, TOO

TUPELO, Miss. — It is sometimes heard that coin machine operators are not very imaginative businessmen. But now and then we get reports that contradict that contention. Just last week, for example, operator E. E. Steed, Steed Amusement Company here, reported that his rather singular side line of chicken farming, with a juke box in the big chicken house playing soothing background music to get hens to lay more eggs, is going very well.



MIKE CLIFFORD, left, rising Columbia Record star, is welcomed to the Jazz Room at the Seeburg Distributing Company in Los Angeles by John Ruggiero, local Seeburg manager.

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EUROPEAN NEWS BRIEFS

Debut First German Wurlitzers

HUELLHORST, West Germany—The first Wurlitzer juke boxes are going on the market from the plant of the newly founded Deutsche Wurlitzer-GmbH. The German-built Wurlitzer was one of the surprises of the recent London ATE fair. German production of Wurlitzer is the result of the recent reorganization and expansion of Wurlitzer's European operations with the aim of priming the firm for full-throttle competition in the European Common Market. Production facilities at Huellhorst, in the Hanover area, are in charge of Dr. Wilhelm Foekel. The German plant, the first such production facilities Wurlitzer has had in this country, will provide the North Tonawanda firm with a production base for sales in the Common Market, together with Notomat at Leghorn, Italy, which produces Wurlitzer under license. Establishment of the Huellhorst facilities was accompanied by founding of Wurlitzer Overseas AG, with headquarters in Zug, Switzerland, to take charge of Wurlitzer sales and promotion in Europe and the Middle East. Wurlitzer thus joins Rock-Ola and AMI in the establishment of German production facilities. There is revived speculation, as a result, that Seeburg will move soon to open Common Market production, if not in West Germany then in either Belgium or Italy.

East Germany in Pinball Output

LEIPZIG, East Germany — Communist East Germany's coin machine industry has begun volume production of pinball games in what is startling reversal of the hitherto official attitude. The Red pinball was pisplayed at the Leipzig trade Gair, the semi-annual East-West trade showcase. Exhibitor was the Luckenwalder Metallwarenfabrik, East Germany's only coin machine producer. Heretofore, the Communists have been scornful of coin games, terming them "an iniquitous waste of time and money." But the new attitude seems to be that pinball games are, after all, only games. When asked whether the pinball's sudden appearance in East Germany represented a reversal of the official attitude, a Communit trade authority laughed and responded, "I don't believe so, not really. We have always had horse racing with wagering, and one can't argue that a game like the pinball machine is any more detrimental to public morals. I would guess that the real reason you don't fine many coin games in our countries is because we have never been very good at manufacturing them. It wouldn't do, would it, for good Communists to be importing equipment for amusement that we weren't able to produce?" Luckenwalde officials said the machines represented "pilot production" and there were no present plans to export to the West. So far as could be learned, Russia is producing no coin games, and presumably the East Germans have their eye on the Russian market.

GEMA Widens Collection Plans

FRANKFURT—GEMA, the German ASCAP, has widened the front of its current campaign to boost its take from juke boxes operators. Now GEMA is asking royalty payments from juke boxes operated by school organizations. including boxes which provide music for school dances. GEMA's juke box demand is part of a general GEMA demand that schools pay up for school concerts, festivals and other entertainment attended by the public.

Salazar in Shrewd Disk Move

LISBON—Portugal's tense political situation has erupted into a juke box war of fantastic character. When opponents of Premier Antonio de Oliveira Salazar seized the cruise liner Santa Maria, Salazar's stay-at-home opposition promtply followed up with an anti-government propaganda campaign featuring phonograph records pilloring the dictator. Salazar, much to everybody's surprise, did nothing. The juke boxes played the spoof-Salazar platters, and, after the novelty wore off, the Portuguese became bored and the disks skidded off the Lisbon "Hot 100." Now the wily Salazar has made his move—in a most improbably direction. He has sponsored production of a best-selling record of Gilbert and Sullivan's "The Pirates of Penzance," which Salazar has had altered into a disk poking uproarious fun at the Santa Maria's political "pirates." Veteran foreign observers consider Salazar's juke box "Operation Safety Valve" perhaps the shrewdest propaganda gambit of his long regime.

Spain Welcomes Foreign Mfrs.

MADRID—Spain will welcome the establishment of U. S. coin machine production within the framework of a general program to attract the investment of foreign capital. The Department of Economics said coin machine production "seems to us a promising field for foreign investment in Spain, and a

(Continued on page 129)

PROGRAMMING GUIDE

Record sides in the chart below are broken down into basic categories for easy programming. They are derived from this week's "Hot 100" and "Bubbling" charts. When a side falls into more than one category, it will have a multiple listing.

EASY LISTENING

ASIA MINOR, Kokomo, Felsted 8612
CALCUTTA, Lawrence Welk, Dot 16161
CERVEZA, Bert Kaempfert, Decca 30866
EXODUS, Ferrante and Teicher, United Artists 274
LAZY RIVER, Bobby Darin, Atco 6188
MILORD, Edith Piaf, Capitol 4493
MY THREE SONS, Lawrence Welk, Dot 16198
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
ONE-EYED JACKS, Ferrante & Teicher, United Artists 300
ORANGE BLOSSOM SPECIAL, Billy Vaughn, Dot 16174
SECOND TIME AROUND, Frank Sinatra, Reprise 116
SURRENDER, Elvis Presley, RCA Victor 7850
TAKE GOOD CARE OF HER, Adam Wade, Coed 546
THINK TWCE, Brook Benton, Mercury 71774
TUNES OF GLORY, Cambrdge Strings, London 1960
YOUR ONE AND ONLY LOVE, Jackie Wilson, Brunswick 55208
WHEELS, Billy Vaughn, Dot 16174
WHEELS, String-A-Longs, Warwick 603
WHERE THE BOYS ARE, Connie Francis, MGM 12871

TEEN BEAT

ALL OF EVERYTHING, Frankie Avalon, Chancellor 1071
APACHE, Jorgen Ingmann, Atco 6184
ANGEL ON MY SHOULDER, Shelby Flint, Valiant WB 6001
BABY BLUE, Echoes, Segway 103
BABY SITTIN' BOOGIE, Buzz Clifford, Columbia 41876
BLUE MOON, Classics, Bonus 1001
BLUE MOON, Marcels, Colpix 186
BYE, BYE, BABY, Mary Wells, Motown 1003
CALENDAR GIRL, Neil Sedaka, RCA Victor 7829
DEDICATED TO THE ONE I LOVE, Shirelles, Scepter 1203
DIXIE, Duane Eddy, Jamie 1183
EBONY EYES, Everly Brothers, Warner Bros. 5199
EMOTIONS, Brenda Lee, Decca 31195
FELL IN LOVE ON MONDAY, Fats Domino, Imperial 5734
FIND ANOTHER GIRL, Jerry Butler, Vee-Jay 375
FOOLIN' AROUND, Kay Starr, Capitol 4542
FOR MY BABY, Brook Benton, Mercury 71774
GEE WHIZ, Carla Thomas, Atlantic 2086
GINNIE BELL, Paul Dino, Promo 2180
GOODTIME BABY, Bobby Rydell, Cameo 186
HAPPY BIRTHDAY BLUES, Kathy Young & the Innocents, Indigo 115
HEARTS OF STONE, Bill Black's Combo, Hi 2028
HIDEAWAY, Freddy King, Federal 12401
HONKY TONK, Part II, Bill Doggett, King 5444
IT'S UNBELIEVABLE, Larks, Sheryl 334
I'VE TOLD EVERY LITTLE STAR, Linda Scott, Canadian-American 123
(I WANNA) LOVE MY LIFE AWAY, Gene Pitney, Musicor 1002
JIMMY'S GIRL, Johnny Tillotson, Cadence 1391
JUST FOR OLD TIMES SAKE, McGuire Sisters, Coral 62249
KOKOMO, Flamingos, End 1085
LAZY RIVER, Bobby Darin, Atco 6188
LET'S GO AGAIN (Where We Went Last Night) Hank Ballard and the Midnighters, King 5459
LING TING TONG, Buddy Knox, Liberty 55305
LITTLE BOY SAD, Johnny Burnette, Liberty 55298
LITTLE MISS STUCKUP, Playmates, Roulette 4322
LITTLE TURTLE DOVE, Otis Williams and the Charms, King 5455
LONELY BLUE NIGHTS, Rosie, Brunswick 55205
LONELY MAN, Elvis Presley, RCA Victor 7850
MEMPHIS, Donnie Brooks, Era 3042
MODEL GIRL, Johnny Mastro, Coed 545
MORE THAN I CAN SAY, Bobby Vee, Liberty 55296
ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308
PLEASE LOVE ME FOREVER, Cathy Jean and the Roomates, Valmor 007
PONY EXPRESS, Danny and the Juniors, Swan 4068
PONY TIME, Chubby Checker, Parkway 818
PONY TIME, Don Corvay & Goodtimers, Arnold 1002
PORTRAIT OF MY LOVE, Steve Lawrence, United Artists 291
RAM-BUNK-SHUSH, Ventures, Dolton 32
RUNAWAY, Del Shannon, Big Top 3067
SEVENTEEN, Frankie Ford, Imperial 5735
SHU RAH, Fats Domino, Imperial 5734
SOME KIND OF WONDERFUL, Drifters, Atlantic 2096
STAY, Maurice Williams and the Zodiacs, Herald 552
SURRENDER, Elvis Presley, RCA Victor 7850
STAYIN' IN, Bobby Vee, Liberty 55296
TONIGHT I FELL IN LOVE, Tokens, Warwick 615
TONIGHT MY LOVE, TONIGHT, Paul Anka, ABC-Paramount 10194
TO BE LOVED (FOREVER), Pentagons, Donna 1337
UTOPIA, Frank Gari, Crusade 1020
YOU CAN HAVE HER, Roy Hamilton, Epic 9434
VERY THOUGHT OF YOU, Little Willie John, King 5458
WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199
WHAT A PRICE, Fats Domino, Imperial 5723
WAIT A MINUTE, Coasters, Atco 6186
YOUR FRIENDS, Dee Clark, Vee Jay 372

NOVELTY

TOP FORTY, NEWS, WEATHER & SPORTS Mark Dinning, MGM 12980
TOUCHABLES, Dickie Goodman, Mark X 8009

COUNTRY & WESTERN

Operators in locations requiring Country & Western programming are referred to the Hot C&W chart in this week's issue. In addition to those C&W listings, the following, from the Hot 100, also are recommended.

FOOLIN' AROUND, Kay Starr, Capitol 4542
LONELY MAN, Elvis Presley, RCA Victor 7850
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
SURRENDER, Elvis Presley, RCA Victor 7850
THE BLIZZARD, Jim Reeves, RCA Victor 7855
WALK RIGHT BACK, Everly Brothers, Warner Bros. 5199

RHYTHM & BLUES

Operators in locations requiring Rhythm & Blues programming are referred to the Hot R&B chart in this week's issue. In addition to those R&B listings, the following, from the Hot 100, also are recommended.

BLUE MOON, Classics, Promo 1010
FELL IN LOVE ON MONDAY, Fats Domino, Imperial 5734
GINNIE BELL, Paul Dino, Promo 2180
HAPPY BIRTHDAY BLUES, Kathy Young & the Innocents, Indigo 115
HEARTS OF STONE, Bill Black's Combo, Hi 2028
HIDEAWAY, Freddy King, Federal 12401
HONKY TONK, Part II, Bill Dogget, King 5444
IT'S UNBELIEVABLE, Larks, Sheryl 334
KOKOMO, Flamingos, End 1085
LITTLE TURTLE DOVE, Otis Williams & the Charms, King 5455
LONELY BLUE NIGHTS, Rosie, Brunswick 55205
LONELY MAN, Elvis Presley, RCA Victor 7850
MY EMPTY ARMS, Jackie Wilson, Brunswick 9-55201
ONCE UPON A TIME, Rochell and the Candles, Swingin' 623
ON THE REBOUND, Floyd Cramer, RCA Victor 7840
PLEASE LOVE ME FOREVER, Cathy Jean and the Roomates, Valmor 007
PLEASE TELL ME WHY, Jackie Wilson, Brunswick 55208
PONY TIME, Don Corvay & Goodtimers, Arnold 1002
RAM-BUNK-SHUSH, Ventures, Dolton 32
SHU RAH, Fats Domino, Imperial 5734
SOME KIND OF WONDERFUL, Drifters, Atlantic 2096
SPANISH HARLEM, Ben E. King, Atco 6185
SURRENDER, Elvis Presley, RCA Victor 7850
TO BE LOVED (FOREVER), Pentagons, Donna 1337
TONIGHT I FELL IN LOVE, Tokens, Warwick 615
TRUST IN ME, Etta James, Argo 5385
VERY THOUGHT OF YOU, Little Willie John, King 5458
WAIT A MINUTE, Coasters, Atco 6186
YOUR FRIENDS, Dee Clark, Vee Jay 372
YOUR ONE AND ONLY LOVE, Jackie Wilson, Brunswick 55208
YOU'RE THE BOSS, La Vern Baker and Jimmy Ricks, Atlantic 2090

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AMI

QUALITY

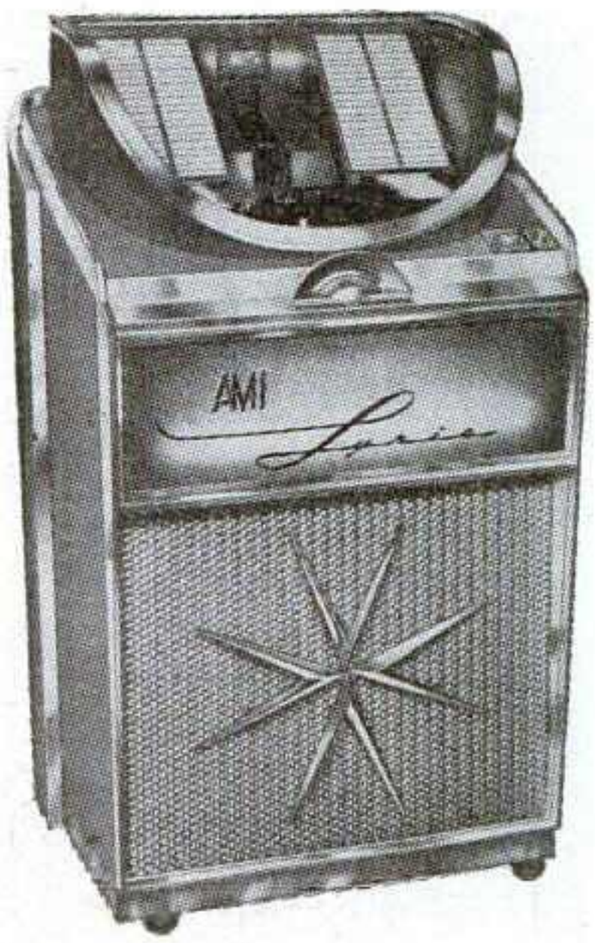
daring

STYLE

new low

PRICE

the perfect selling combination . . . and the AMI Compacts have it for you!



No wonder the AMI Lyrics and Continentals are off to such a fast start! They have all the proven amplifier, mechanism and service features that make AMI first in quality and performance! They are miles ahead in style . . . really new in every line and light. All this at prices that defy inflation, have actually gone down, instead of up!

See them for yourself and you'll know why the AMI Compacts are destined to be your biggest profit makers.



Lyric *Continental*

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AMI

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of Automatic Vending and Music Equipment

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BILLBOARD MUSIC WEEK COIN MACHINE PRICE INDEX

Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by franchised distributors. Quotes are received and averaged bi-monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

AMI

D-40 (40), 1951	$ 60
D-80 (80), 1951	105
K-40 (40), 1953	95
E-80 (80), 1953	125
E-120 (120), 1953	135
F-40 (40), 1954	150
F-80 (80), 1954	210
F-120 (120), 1954	250
G-40 (40), 1955	250
G-80 (80), 1955	275
G-120 (120), 1955	310
G-120-1 (120), 1956	310
G-200 (200), 1956	275
G-200-1 (200), 1956	275
G-200-2 (200), 1956	275
G-200-3 (200), 1956	275
G-200-4 (200), 1956	275
G-200-5 (200), 1956	275
H-200 (200), 1956	445
H-120 (120), 1956	435
H-100 (100), 1956	360
H-200M (100), 1957	385
I-200 (200), 1957	585
I-120 (120), 1957	535
I-100 (100), 1957	420
I-200M (200), 1958	445
J-200 (200), 1958	660
J-120 (120), 1958	625
J-100M (100), 1958	535
J-200M (200), 1959	535
J-120 (120), 1959	675
J-100 (100), 1959	575
J-200 (200), 1959	650

ROCK-OLA

1436 (120), 1953	$ 85
1438 (120), 1954	190
1442 (50), 1955	195
1446 (120), 1955	235
1448 (120), 1958	345
1450 (120), 1957	395
1452 (50), 1956	275
1454 (120), 1957	395
1455D (200), 1957	445
1455S (200), 1957	445
1458 (120), 1958	520
1462 (50), 1958	395
1465 (200), 1958	550
1468 (120), 1959	635
1468 Stereo (120), 1959	685
1475 (200), 1959	700
1475 Stereo (200), 1959	750

SEEBURG

M100B (100), 1950	$ 200
M100C (100), 1952	240
100W (100), 1953	325
HF100G (100), 1953	335
HF100R (100), 1954	400
V200 (200), 1955	300
100J (100), 1955	500
K200 (200), 1957	430
L100 (100), 1957	545
201 (200), 1958	750
161 (160), 1958	730
101 (100), 1958	620
220 (100), 1958	770
200S (100), 1959	770
200SR (100), 1959	795
222 (160), 1958	810
222DH (160), 1959	775
222DHR (160), 1959	835

WURLITZER

1250 (48), 1950	$ 55
1400 (48), 1951	70
1500 (104), 1952	85
1500A (104), 1953	110
1600A (48), 1954	130
1700 (104), 1954	215
1800 (104), 1955	310
1900 (104), 1956	390
2000 (200), 1958	385
2100 (200), 1957	435
2150 (200), 1957	465
2250 (200), 1958	545
2204 (104), 1958	575
2200 (200), 1958	615
2300-S (200), 1959	790
2300 (200), 1959	735
2304 (104), 1959	700
2304-S (104), 1959	760
2310 (100), 1959	700

BOWLERS & SHUFFLES

BALLY

ABC Bowler 7/55	$ 195
ABC Bowling Lanes 12/56	200
ABC Champion 9/57	295
ABC Super-Deluxe Bowler 9/57	275
ABC Tournament 6/57	275
All-Star Bowler 12/57	115
All-Star Deluxe 2/58	115
Bally Shuffle 1/59	35
Blue Ribbon 4/55	125
Challenger 9/59	750
Club Bowler 2/59	395
Congress Bowler 7/55	195
Deluxe Club Bowler 3/59	475
Gold Medal 4/55	125
Jumbo Bowler 9/55	225
King-Pin Bowler 9/55	225
Lucky Alley 8/58	475
Lucky Shuffle 9/58	325
Monarch 11/59	350
Pan American 6/59	600
Speed Bowler 11/58	325
Star Shuffle 9/58	325
Strike-Bowler 11/57	200
Super Bowler 1/58	115
Trophy 4/58	375

CHICAGO COIN

All Star Team Bowler 11/55	$ 90
Blinker 8/55	170
Bonus Score 5/55	140
Bowl Master 7/59	390
Bowling Team 10/55	130
Bull's-Eye Bowler 7/55	150
Championship 11/56	240
Bowling League 7/57	125
Criss Cross Target 1/55	60
Double Feature 12/58	380
Hollywood 4/55	155
King Bowler 3/59	695
Lucky Strike 1/58	330
Miami Shuffle 10/56	40
Monte Carlo 1/59	75
Player's Choice 9/58	545
Rebound Shuffle 11/58	45
Red Pin 3/59	435
Rocket Ball 2/59	125
Rocket Shuffle 2/58	95
Rocket Shuffle Two-Player 4/58	135
Score-A-Line 9/55	135
Shuffle Explorer 6/58	135
Skee Roll 1/57	95
Star Rocket 5/59	250
Tournament Ski Bowl 12/56	130
Triple Strike 1/55	125
TV Bowling League 11/57	290
Twin Bowler 10/58	390

UNITED

Advance 6/59	$ 575
Atlas Shuffle Alley 9/58	325
Bonus Bowling Alley 3/58	375
Bowling Alley 11/56	125
Build-Up 5/56	120
Capitol Shuffle Alley 6/55	95
Clipper 4/55	75
Cyclone 10/58	325
Deluxe Bowling Alley 7/57	245
Deluxe Flash 6/59	450
Deluxe Shooting Star 6/58	90
Dual Shuffle 1/59	375
Duplex 11/58	525
Eagle Shuffle Alley 5/58	295
Flash 6/59	425
4-Way 11/59	500
Handicap 9/56	$ 225
Handicap 11/59	575
Hi-Score 6/57	195
Jumbo Bowling Alley 8/57	295
Jupiter Shuffle Alley 9/58	125
League Alley 8/59	550
Lightning 2/55	75
Midget Bowling Alley 3/58	75
Niagara 11/58	350
Pixie Bowler 7/58	75
Playtime 6/58	545
Regulation 11/55	195
Royal Bowling Alley 12/57	195
Select Play 6/56	75
Shooting Star 4/58	75
Shuffle Playmate 2/59	60
Simplex 4/59	400
Six Star 11/57	295
Super Bonus 9/55	150
Team Bowling Alley 4/57	220
Team-Mate 12/59	595
3-Way 8/59	465
Top Notch 11/55	195
Venus 4/55	125
Zenith 5/59	425

PINBALLS

BALLY

Ballerina 6/59	$ 400
Balls-A-Poppin 10/56	50
Bally U.S.A. 7/58	75
Beach Beauty 11/55	65
Beach Time 9/58	250
Big Show 9/56	70
Broadway 12/55	50
Carnival 10/57	65
Carnival-Queen 11/58	275
Circus 8/57	65
County Fair 11/59	550
Crosswords 1/58	100
Cypress Gardens 5/58	195
Double Header 8/58	115
Fun-Way 9/59	375
Gay Time 6/55	50
Gayety 4/55	40
Key West 12/58	70
Lotta Fun 9/59	380
Miami Beach 9/55	55
Miss America 1/58	135
Night Club 3/58	60
Parade 6/56	60
Sea Island 2/59	335
Show-Time 4/57	75
Sun Valley 7/57	140

GOTTLIEB

Ace High 2/57	$ 75
Add-A-Line 7/55	60
Annabelle 8/59	225
2 Around the World 7/59	295
2 Atlas 5/59	280
Auto Race 9/56	70
2 Brite Star 4/58	185
Classy Bowler 7/56	75
4 Contest 10/58	275
2 Continental Cave 7/57	145
Criss Cross 3/58	155
Derby Day 5/56	65
2 Double Action 1/59	245
2 Duette 3/55	75
Easy Aces 12/55	60
2 Fair Lady 11/56	110
4 Falstaff 11/57	245
2 Flag-Ship 1/57	135
Frontiersman 11/55	60
2 Gladiator 1/56	85
2 Gondolier 8/58	195
Gypsy Queen 2/55	60
Harbor Lites 3/56	65
Hi Diver 4/59	185
4 Jubilee 5/55	135
Lightning Ball 12/59	230
2 Mademoiselle 11/59	300
4 Majestic 4/57	230
2 Marathon	90
2 Picnic 6/58	195
Queen of Diamonds 6/59	210
2 Race Time 3/59	230
Rainbow 12/56	$ 75
4 Register 10/56	105
Rocket Ship 5/58	135
Roto Pool 7/58	145
Royal Flush 5/57	100
4 Score-Board 4/56	75
2 Sea Belles 9/56	100
Silver 10/57	140
Sittin' Pretty 11/58	180
Sluggin' Champ 4/55	70
Southern Belle 6/55	60
Straight Flush 12/57	140
Straight Shooter 2/59	190
Sunshine 9/58	175
2 Super Circus 9/57	175
4 Sweet Sioux 9/59	360
2 Toreador 6/56	95
2 Tournament 8/55	95
Twin Bill 1/55	50
Universe 10/59	215
2 Whirlwind 2/58	185
Wishing Well 9/55	60
World Champ 8/57	95

WILLIAMS

Arrow Head 7/57	$ 50
Casino 8/58	125
2 Circus Wagon 10/55	75
Club House 10/59	185
Crossword 5/59	175
Cue Ball 4/57	50
2 Fiesta 12/59	285
4-Star 7/58	110
4 Fun House 10/56	55
4 Gay Paree 6/57	75
Golden Bells 9/59	160
Gusher 9/58	110
Hi-Hand 6/57	70
Hot Diggity 8/58	50
Jig Saw 12/57	75
Kings 8/57	70
2 Naples 9/57	125
Perky 11/56	50
Peter Pan 4/55	50
2 Piccadilly 5/58	50
4 Race-the-Clock 4/55	50
Regatta 10/55	50
Reno 10/57	65
Rocket 11/59	195
Satellite 6/58	115
Sea Wolf 7/59	150
2 Shamrock 1/57	70
Smoke Signal 9/55	60
Soccer Kick-Off 3/58	125
Spot Pool 6/59	175
Starfire 3/57	95
Steeple Chase 11/57	95
Super Score 9/56	75
4 Surf Rider 7/56	75
3-D 11/58	125
Three Deuces 8/55	60
Tic-Tac-Toe 1/59	160
Tim-Buc-Tu 1/56	60
Top Hat 2/58	110
Turf Champ 8/58	110
Wonderland 5/55	50

ARCADE & NOVELTIES

All-Star Baseball (Wms.) 4/54	$ 50
Aqua Duck (Cons) 2/55	155
Auto Photo Model 9	995
Auto Photo Model 11	1,845
Auto Test (with sound) (Cap) 9/58	295
Auto Test (without sound) (Cap) 9/56	245
Auto Test Turnpike Tournament (Cap) 9/56	1,295
Bally Targets (Bally) 10/59	295
Balloonomat (Cap) 12/54	50
Bang-O-Rama (Muto) 4/57	25
Bat-A-Score (Evans) 2/54	75
Batter Up (CC) 4/58	150
Batting Practice (Bally) 8/59	250
Big Inning (Bally) 5/58	175
Big League (Wms) 6/54	35
Big League Baseball (CC) 5/55	35
Big Top (Genc) 11/54	170
Bike Race (Muny) 5/58	$ 450
Bing-O-Reno (Sci) 3/55	325
Bull's-Eye (Bally) 3/55	150
Burp Gun (Dale) 5/57	245
Carnival Gun (Un) 10/54	125
Champion Baseball (Genc) 7/55	50
Circus Rifle Gallery (Genc) 3/57	225
Coon Hunt (Seeb) 2/54	120
Crane (Wms) 3/56	75
Criss Cross Hockey (CC) 9/58	195
Crossfire (Wms) 3/57	195
Davy Crockett (Genc) 10/56	150
Deco Grandma (Deco) 8/54	100
Deluxe Crusader (Wms) 5/59	345
Deluxe 4-Bagger (Wms) 5/56	135
Deluxe Ranger (Keen) 3/55	170
Deluxe Skill Parade (Bally) 1/58	125
Deluxe Vanguard (Wms) 10/58	285
Derby Roll (Un) 5/55	125
Deuces Wild (Kaye) 10/58	100
Dodge City (Fran) 12/58	100
Drivemobile (Muto) 6/54	135
5th Inning (Un) 6/55	75
Golf Champ (Bally) 8/58	95
Gun Club (Genc) 1/58	300
Gunsmoke (Bally) 4/59	220
Heavy Hitter (Bally) 3/59	250
Hercules (Wms) 3/59	300
Hi-Fly (Genc) 4/56	35
Horoscope Fortune Teller (Genc) 9/57	95
Hydro Duck (B&W) 10/54	130
Jet Fighter (Wms) 10/54	95
Jet Pilot (CC) 5/59	195
Joker Ball (Mid) 10/59	200
Jolly Joker (Wms) 10/55	50
Jumbo Ten Pins (Wms) 3/58	75
Jumbo Ten Strike (Wms) 3/58	105
Jungle Gun (Un) 7/54	95
Jungle Hunt (Exhib) 7/54	170
Jr. Auto Test (Cap) 12/58	145
Kaye Hockey (Kaye) 58	125
King of Swat (Wms) 555	95
Kiss-O-Meter (Exhib) 12/56	115
League Leader (Keen) 4/58	75
Major League (Wms) 4/54	50
Model 500 Shooting Gallery (Exhib) 3/55	110
Monkey Climb (IEC) 3/55	175
Moon-Raider (Bally) 7/59	290
Motorama (Genc) 10/57	140
1957 Baseball (Wms) 4/57	175
Pan-O-Rama 800 (Cap) 12-58	195
Peep Barrels (Exhib) 12/56	75
Peppy the Clown (Wms) 12/56	135
Photomatic (Muto) 2/54	295
Photo Machine (Muto) 12/59	$ 495
Pinch Hitter (Wms) 3/59	295
Pirate Gun (Un) 10/56	210
Playland Rifle Gallery (CC) 8/59	365
Polar Hunt (Un) 4/55	155
Quarterback (Genc) 9/55	50
Ranger (Keen) 3/55	155
Red Ball (Mid) 5/59	170
Rifle Gallery (Genc) 9/55	85
Rock 'n' Roll (Muto) 5/58	45
Safari (Wms) 1/55	155
St. Christopher (Muto) 12/58	195
Satellite Tracker (B-L) 12/58	345
Scramball (Keen) 8/58	35
Shooting Gallery (Exhibit 5/54	95
Shortstop (Wms) 4/58	225
Sidewalk Engineer (Wms) 4/55	85
Sky Raider (Un) 10/58	295
Sky Rocket (Genc) 5/55	90
Softball League (Exhib) 12/57	295
Space Age (Genc) 3/58	135
Space Gunner (Bally) 5/58	135
Special Deluxe Baseball (Wms) 1/54	50
Spook Gun (Bally) 9/58	175
Sportland Shooting Gallery (Exhib) 11/54	95
Squoits Water Polo (Aqua) 5/57	350
Sportsman (Keen) 11/54	125
Star Slugger (Un) 4/56	75
State Fair (Genc) 7/56	175
Steam Shovel (CC) 5/56	90
Super Big Top (Genc) 12/55	185
Super Home Run (CC) 3/54	75
Super Pennant Baseball (Wms) 1/54	75
Super Slugger (Un) 7/55	55
Super Star Baseball (Wms) 1/54	50
Swami (Muto) 4/55	350
Target Roll (Bally) 1/58	145
10 Commandments (Muto) 12/57	195
Ten Pins (Wms) 12/57	110
Ten Strike (Wms) 12/57	110
Test Pilot (Cap) 12/57	195
3-D Kiddie Theater (Rite) 3/54	125
3-D Pix (Cap) 2/54	125
3-D Theater (Rite) 3/54	145
Titan (Wms) 8/59	365
Treasure Cove (Exhibit) 7/55	140
Twin Hockey (CC) 5/58	175
Two-Player Basketball (Genc) 3/54	135
Vacuumatic Card Vendor (Exhib) 5/54	110
Voice-O-Graph (Muto) 2/57	550
Voice-O-Graph (Muto) 11/54	290
Wild West (Genc) 2/55	175
Yankee Baseball (Un) 259	275

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Ark., Tenn. Legislatures Adjourn With No New Coin Laws Passed

By ELTON WHISENHUNT

LITTLE ROCK—The Legislature adjourned last week without passing a single bill which would have directly affected the coin machine industry, the first such session in many years, and operators generally were pleased.

Four bills were introduced—one which proposed to outlaw pin games in the State—but all were defeated. The influential Arkansas Music Operators' Association opposed passage of all four and thus batted 1,000 for the session.

The bills introduced and defeated:

1. A bill which would outlaw pin games. Killed in committee.

2. A bill to increase the State privilege license fee per year per machine from $5 to $50. Killed in committee.

3. A bill to decrease the one-time license tax payable to the State Commissioner of Revenue before an operator can go into business.

This bill, introduced by Representative Broxton of Benton County, proposed to lower the tax from $250 to $2.50. The Arkansas Music Operators' Association opposed the bill on grounds it would nullify the law they supported and got passed in 1959 which strictly regulated the industry.

The bill got to the House floor for a vote and was defeated 44 to 37.

4. A bill to eliminate from the 1959 law (to be set forth later in this story) an operator with three or less cigaret vending machines. This bill would have saved the operator of three machines or less from paying taxes called for under the 1959 law. Killed in committee.

Other Bills

Two other bills were introduced during the two month-long session which would have indirectly affected the coin machine industry. Neither passed. These bills would have:

Declared the State's cigaret tax a tax on the consumer, thus making such tax deductible on federal income tax returns.

Made it illegal for the proprietor of a night club to permit any female under 18 to patronize his establishment, with violation punishable by imprisonment up to 90 days.

Charles A. Stewart, executive secretary of Arkansas Music Operators' Association, said operators over the State were very pleased at the outcome of the legislative session.

The 1959 law, which the association supports, provides the following:

That no one not a resident of Arkansas can operate "coin-operated amusement devices" in the State. This has been interpreted to mean both phonographs and games.

That operators of such machines must have lived in the State for one year before applying for a license to operate.

That if a corporation applies for a license (and all who operate must have a license) at least 50 per cent of the stock must be owned by Arkansas residents.

That a $250 tax be paid the State with the issuance of each license. This is a one-time tax only and in addition to the $5 per machine per year tax paid the city, county and State each, and the $10 federal tax.

That each person issued a license to operate must post a $3,000 bond to insure "faithful performance."

That each operator must pay, in addition, a 3 per cent tax on all gross revenue from his machines.

Ops Lose Business

Some small operators have contended that this law was confiscatory and discriminatory and drove some operators out of business. About two dozen little operators have sold out since the law went into effect.

This law is now on appeal in the courts. It is pending in the Arkansas Supreme Court. A decision on it is expected soon. Lynn Farr, Central Music Company, Texarkana, Ark., and W. Jake Brown, Little Rock restaurant owner, are challenging it.

Their attorney, D. D. Panich, of Little Rock, contended in his pleadings to the Supreme Court that the law is unconstitutional. He contends it violates the free trade sections of both the U. S. Constitution and the Arkansas Constitution.

The Arkansas Music Operators' Association, however, contends the law is good and valid and sets forth only proper safeguards in the industry. The association is represented by attorney Glenn Walther, of Little Rock, former Speaker of the House.

All in all, operators over the State were pleased with the legislative session, Stewart said.

NASHVILLE — The Tennessee Legislature adjourned last week after almost three months during which not a single bill was passed effecting the coin machine industry. It was the first such session in many a year.

Only one bill was introduced in this session which would affect the industry—a bill to outlaw pin games—and it was killed in committee and never got to the floor for a vote.

Veteran legislators on Capitol Hill—and many lawmakers serving for the first time—have caught on to the reasons such bills are introduced and refuse to go along with passing any of them.

The prediction reported in BMW, January 9, of the convening of the session was borne out. That reported included this paragraph:

"Early indications were that no new legislation affecting the coin machine industry would be passed. That does not mean some legislators may not introduce some bills, but it is expected none will pass which would increase taxes on phonographs, games or cigaret vending machines."

Taxed to Limit

The reason is that they are taxed about as much as they can be already without running the little man completely out of business.

Tennessee operators have had trouble in the past with new bills introduced in the Legislature every two years aimed at increasing tax on them.

But 1961 can go down as a year when operators got a fair shake. Much credit goes to Rep. Frank L. White, of Memphis, who served as a watchdog for operators of Tennessee. Also on the watch-out for the industry were Senators J. Lewis Taliaferro, Albert C. Rickey and Rep. James B. Mitchell, all of Memphis.

In the past, when a bill to increase taxes was dropped in the legislative hopper, operators over the State had to get up some money and do their best to beat down the unfair and discriminatory legislation.

Discriminatory because here is what operators pay already:

Amusement games: $15 each for city, county and State and $10 federal, a total of $56.25 per machine per year counting the recording fees.

Phonographs: $10 each for city, county, State and federal, a total of $41.25 per machine per year, including the clerks' fees.

Cigaret machines: City, county and State $3 each, for a total, including fees, of $10.25. In addition, about half the retail price of cigarets are taxes.

Use Auto-Tests At Safety Meet

ARKON — Six Capitol Projector Auto-Tests played an important role in the annual meeting of the Ohio State Safety Council, which got under way Tuesday (14).

Six Auto-Tests were leased to the A. Polsky Company, a large department store, for the duration of the convention. These coin-operated machines will be used to demonstrate highway safety, with the mayor of Akron and OSSC leaders on hand.

All proceeds will be donated for safety instruction equipment for the Akron school system.

Sam Goldsmith, Capitol sales executive who represented the firm at the meeting, said the Auto-Tests will continue to be used in the Akron store and in the firm's Canton branch after the safety meeting.

Chi Shake-Up Continues as Rock-Ola Signs Up Donan

CHICAGO — Donan Distributing Company, headed by Don Moloney, has been named Rock-Ola Manufacturing Company's new outlet for Northern Illinois and Northern Indiana.

Donan replaces World Wide in the three-way juke box distributor shake-up that took place in the Windy City during the past few weeks. Atlas Music Company, headed by Eddie Ginsburg, formerly the Seeburg distributor, was bought by Automatic Canteen Company of America, and immediately began distributing the AMI line (BMW, February 27).

Seeburg subsequently named World Wide, the Rock-Ola outlet, with the latter juke box manufacturer naming Donan this week, to handle its line.

Donan also handles the Bally line for the same Northern Illinois and Northern Indiana territory.

Besides Moloney, Donan's staff includes Mac Brier, sales manager; Norbert Paskon, service manager, and Rita Kaplan, office. The firm is also lining up additional sales personnel, and has embarked on a mail and telephone promotion program.

Donan will handle the full Rock-Ola line and will offer complete parts and service facilities. Representing the Rock-Ola factory in the territory will be Jack Barabash, field service manager and Lester Rieck, Midwest regional sales manager.

Trimount Lauded for Communications Device

BOSTON—A signal tribute was paid Trimount Automatic Sales Corporation, New England distributor for AMI, games and background music, when The Boston Sunday Herald (12) singled the firm out with a full-page spread for one of its diversifications.

The firm, which handles intercommunications equipment as well as sound installations, was cited for a new device to end internal communications lags in business houses, hospitals and other institutions, the Tele-Norm, from Germany, and the Personal Call, a British product.

Trimount has almost completed installation of the Personal Call in a large Boston restaurant. This device acts as a sort of roving telephone and enables secretaries to reach executives in a moment. Many hotels will have these installations within a short time. Its use in a factory would speed up maintenance if one machine among hundreds broke down.

It also can locate the foreman on a building job within seconds. It could well go hand-in-hand with the other device, Tele-Norm, which is a German-made PAX, whose heart is a new telephone containing a built-in brain and "memory." The firm has been installing Tele-Norm for some time, and according to David S. Bond, Trimount's president, "installations are popping up everywhere."

A large supermarket chain, Elm Farms, has installed the device. The equipment also is in Raymond's department store, Rockingham race track in New Hampshire and a number of banks. Trimount recently became a subsidiary of Automatic Canteen Company of Chicago.

Seeburg Picks Up Jones Operations In B'ground Music

LOS ANGELES—Seeburg Background Music Systems has taken over the branches for this type of operation in San Francisco and here formerly operated by R. F. Jones Company, San Fransisco, Stuart Auer, Seeburg Background Music division vice-president, said.

The San Francisco branch is already in operation under the title of Seeburg Background Systems. Stan Raaen is the sales manager.

Negotiations are under way for a building here with William R. Traut to be in charge. The lease for the property, reported to in Hollywood, was scheduled to be signed Wednesday (15).

John Ruggiero, manager of Seeburg Distributing Company which handles the music and vending machines, said his operation would not be involved in the local installation.

SFC Reports Top Earnings in 1960

NEW YORK—The Standard Financial Corporation, a finance house which specializes in coin machine paper, last year earned more money than any year in its history.

Net income for 1960 was $1,265,816, some 15 per cent more than the previous year. The number of common shares increased from 1,565,179 to 1,860,322. Earnings per share rose from 72 to 74 cents.

During the year, SFC acquired the Business Factors Corporation and Fortune Factors, Inc. It also increased its bank credit by $11,550,000 to approximately $50 million.

S. C. Police Seize Games On Cash Payoff Charges

ANDERSON, S. C.—Police here seized some 37 coin games here, charging violation of the State law which prohibits cash payouts.

The machines per se are legal in South Carolina, but State Law Enforcement Division agents claim that they had received money for playing the machines.

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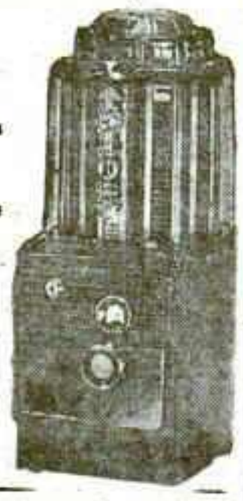
Pistachio Nuts, Jumbo Queen, Red	$ .75
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.72
Pistachio Nuts, Vendor's Mix	.63
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.72
Cashew, Butts	.66
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 550 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	$ .30
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.30
Rain-Blo Ball Gum, 100 ct.	.32
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

300 lb. minimum prepaid on all Rain-Blo Ball Gum.
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.
One-Third Deposit, Balance C.O.D.

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You'll hit the jackpot with this selective tab vender. Ten columns for wide selection and bigger capacity have doubled and even tripled sales. "Quick Change" merchandise drum cuts servicing time in half.



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MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
NORTHWESTERN
SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

Charm Makers Display Wide Variety Of New Products at NVA Convention

CHICAGO—Eight charm manufacturers displayed a wide variety of new items, as well as a large assortment of old favorites at the annual convention of the National Vendors Association which opened at the Sheraton Towers Hotel here Thursday (16).

Penny King came through with eight new items, headed by the Tarzan ring, an action ring which shows the face of the jungle hero and a view of the African strongman with bow and arrow.

The Ball and Ring Puzzle is capped by a magnifying glass to make it easier on the player. The white Scotty Dog and the Clown Face are both hand painted, with the latter coming in two parts so the face can be made to change expressions.

The Capsule Puzzle, a 5-cent seller, comes in eight different designs. Other new Penny King item are the Beer Mug, Indian Head an Action Puzzle.

Hottest item in the Karl Guggenheim exhibit was the Monster Finger Nails, which attach to the end of the digits and give the wearer a ghoulish air. Everett Graff, Dallas distributor, came through with the first order, which he had go air freight.

Other Guggenheim charms shown for the first time were U. S. Combat Soldiers, the vacuum-plated Crazy Fortune Treasure Chest (with a humorous message enclosed) and the Miniature Screw Driver, which comes in two pieces with a reversible blade.

Eppy Items

Items shown by Samuel Eppy & Company included Stone Set Rings which are capable of holding a piece of 140-count ball gum inside and which come in eight assorted styles of pearl and gold, and the Big Base Drum, with the sides gold and the insert pearl.

Other new Eppy items included the Miniature Princess Phone, Pearl Faces, Windmill, the Dog in the Doghouse and Flower Bud Charms. Eppy also displayed 150 old standards, each in packages of 1,000.

Ringmaster charms came through with 16 new items. They were: Gun Series (11 to the series), Air-Plane Series, Pipes, Knife and Sheath (two pieces), Kitchen Sink, Spin Top, Stage Coach, Dog Pins, Flash Camera, Grand Piano, Typewriter, Cash Register, Windmill, Musical Pins, Animal Pins and Flashlight. All these new charms are vacuum plated.

Paul A. Price features his Disguises series—which include fake sideburns, spit curls, black eyes, mustaches and goatees. The idea is that the youngster will collect the series to get a complete disguise.

Other new Price items included rings: Glamour Pearl Ring, with an oval or octagonal stone; Star Burst Ring and Black Beauty, a horse ring which comes with or without a stone.

Nine new charms were displayed by Albert Fischer and Company. They were: Lios, Mustaches, Eyes, Speed Boat, Magnifying Glass, Silly Glasses, Antique Auto Picture (with the auto in a frame), Whisky Bottle and Catsup Bottle.

Plastic Processes

Plastic Processes showed 80 items, including two new action charms. They are the Heart Throb Ring and the Private Eye Badge.

Some 11 new items were bowed by the Confection Sales Company, including the Spin It Puzzle, Salt and Pepper Shakers, Roulette, Lucky Dominos, Medals (16 varied plated symbols on five-color plaques), Padlock Key Rings, Diamond Ring, Pearl Ring, Top Hat and the Rocket Charm mix.

Green Duck showed its new line of pins. Hottest item was the Sassy Wink, an action pin charm which gives the illusion of a winking eye and carries an appropriate smart remark. Other new pins were Daffy Notions, Gags and Brags, Baseball and Glittering Initials.

Mfrs. Plan Closer Ties With NVA at Chi Confab

CHICAGO — Manufacturers of bulk vending machines, ball gum and charms met at the Sheraton Towers Hotel here Wednesday (15), the day before the opening of the annual convention of the National Vendors Association here.

Although no definite moves were decided at the meeting, the manufacturers did come up with several recommendations which they will present to the appropriate committees of NVA.

Among them were suggestions that the NVA membership list, as well as the lists of all registrants at the convention, be turned over to any manufacturer member who requests them.

Board Membership

The manufacturers also came up with a proposal to strengthen the role of the operator in NVA. It took the form of a recommendation that for the first year, 50 per cent of the board membership be limited to operators, and that it be increased to 60 per cent the following year.

The remainder of the board would consist of manufacturers and distributors, at no fixed ratio.

Another recommendation was that full membership in NVA be limited to operators, with distributors and manufacturers belonging as associate members.

Also proposed was the formation of an industrywide collection agency for bulk vending manufacturers. The agency would report to manufacturer members of delinquent accounts and would collect overdue bills for all manufacturers.

The manufacturers said they would attempt to hold biannual meetings to coincide with meeting of the NVA board.

Attending the manufacturers' session were Dick Rollins, Herman Eisenberg, Jane Mason, Sam Eppy, Sid Eppy, George Eppy, Les Hardman, Lyle Becker, Sid Bloom, Paul Price, Jim Powers, Bill Falk and Jack Marofsky.

Distributors Throw Confab Breakfast

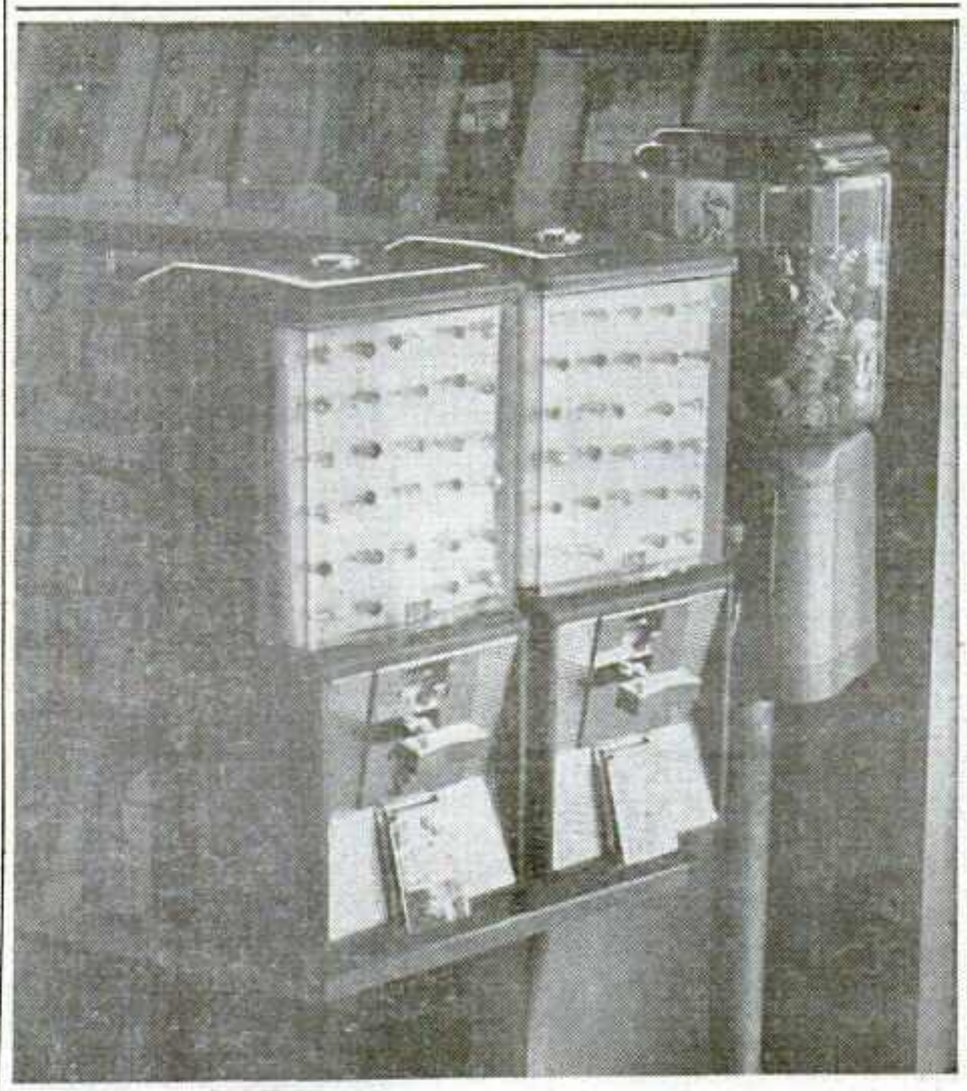
CHICAGO — Some 80 bulk vending distributors and their guests gathered at the Sheraton Towers Hotel early Thursday (16) for a pre-convention breakfast, with the National Vending Machine Distributors Association playing host.

Moe Mandell, Northwestern Sales & Service, New York, gave a brief welcoming address, and that was the extent of the formal program. The bulk vending tradesters spent the session in industry talk.

Northwestern Throws Distributor Party

CHICAGO — Some 20 Northwestern distributors gathered at the Conrad Hilton Hotel Wednesday night (15) to sneak an advance look at the company's new machine and accessory devices (see separate story).

The evening was launched with a cocktail party and dinner, after which they were shown motion pictures of last year's fire at the Northwestern plant, films of the rebuilding, with the final film showing the new plant.



10-CENT RING MACHINES are doing well at the Yale Drugstore in West Denver. Styrofoam blocks, on which are mounted 20 sample rings, serve as a point-of-purchase aid. According to Sam Hayutin, location owner, a surprisingly large number of adults buy the rings. The operator is Robert Graff of Dallas.

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New Equipment Sparks NVA Show

CHICAGO — From the standpoint of new equipment and bulk vending supplies, the National Vendors Association 1961 Vendorama held at Chicago's Sheraton Towers Hotel last week was one of the most successful in the association's history.

Three of four bulk machine manufacturers — Northwestern, Victor and Oak — had new equipment to show. But in addition, there was a surprisingly wide variety of major equipment, accessory and supply equipment, and miscellaneous vending equipment on the floor.

All this, plus the large turnout of charm, gum, nut and other fill suppliers, boosted the convention exhibit list to around 30, one of the largest over-all exhibitor turnouts NVA has seen.

Other Machines

In addition to the expected bulk machines and supplies, there were exhibits of hot and cold drink venders, cigaret machines, pastry machines; numerous miscellaneous vending machines that vended packaged gum, candies, cards, soap and other merchandies products; an ice cube vending machine, a new 160-selection greeting card vender, and even a fully outfitted Volkswagen truck, specially adopted for the bulk vending operator.

Northwestern Display

The Northwestern Corporation unveiled a giant new six-foot, realistically designed, rocket-shaped vender with penny and nickel action. The unit holds some 7,200 pieces of 100-count gum, stands on the floor supported by rocket fins, and will easily tower over most tots and not a few adults.

The rocket body is metal and trimmed in white, red and black. Vertical "rocket windows" in the body display the gum.

Deposit of a penny delivers a single ball of gum. On deposit of a nickel, however, the customer gets five turns on the coin mechanism and with each turn a light flashes on the side of the rocket, "counting down" toward the "launching time." On the fifth turn, a small moon, located in a front display case, is lit and a tiny rocket within the body of the vender is shot toward the moon.

Although price has not been officially announced, the unit is expected to sell for under $150.

Also shown by Northwestern: (1) New three-for-nickel mechanism, giving three turns and three pieces of gum for a nickel. The unit is adaptable for all the firm's machines. (2) New penny - nickel mechanism. Northwestern has discontinued its previous such mechanism since 1959. (3) Quick-Tach, a new device for fast, easy attachment of venders to stands, enabling the operator to fasten the entire machine to the stand without separating the globe from the base. It consists of an L-shaped spring-loaded center rod that hooks into an opening in a redesigned stand-top. The device is easily interchangeable with Northwestern's regular models, so an operator can utilize the new machines along with the old without any appreciable trouble in changing.

Representing Northwestern in its booth were Waldo Bolen Jr., the firm's new president; Ray Greiner, sales manager, Richard Bolen and W. R. Hamilton.

Victor Pen Unit

Victor Vending Corporation showed a new 5 - cent ball point pen-refill vender (it actually vends refills for ball-point pens). Unit is made to attach to the firm's dime or quarter pen Vendorama machines, and sells for $14.95. Also shown by Victor was a new display case fitted to the top of its pen machines. It is of attractive green plastic, with a transparent window through which a pair of pens and a refill are displayed. Representing the firm in its booth were Harold Schaef, and the entire staff of Logan Distributing Company, Victor's Midwest outlet. Heading this contingent were Jack Nelson, president, Dick Boylan, general manager, and George Witt, salesman.

Oak Wheel

Oak Manufacturing Company unveiled a new wheel and brush housing to dispense 5-cent and 25-cent capsules—usable in the firm's full line of machines. Oak is also showing a modified body on its traditional Acorn venders, consisting of an enlarged merchandise chute and large "thank you" chute cover to facilitate large capsule vending.

Also featured were chromed pieces for its venders, enabling the operator to chrome trim his machines in virtually any combination; and a new wheel for perfect-vending of 5-cent and 10-cent rings.

Representing Oak in its booth were Sid Bloom, president; Mrs. Velma Bloom, his charming wife, M. J. Abelson and Manny Greenberg.

Robco Line

Robco Corporation showed its full line of compact gum venders. The units are all small, specifically designed for attachment to other major equipment or mounting on wall or pedestal. The units are all interchangeable in their cabinets.

Robco unveiled a new tab gum machine that vends four sticks of tab gum for 5 cents. The unit sells for $63.50, is modeled after Robco's more familiar "A," "B," "C," and "D" units. Per cent of return on the tab gum vender is approximately $1.25 for each 42 cents worth of merchandise.

The models A, B, C, and D, incidentally, are distinguished by the fact that each machine is specifically designed to vend a different combination of gum or candies. Cabinets and mechanism are basically similar, but the fill and display varies. Model A was Robco's initial machine, and from it, the firm expanded to a broad line of tab gum and packaged product machines. The units hold from 135-165 packs of tab gum.

Other items showed by Robco: (1) Packet soap-wash-cloth vender (an example of the custom work specialized in by the firm). The unit is not a production model, but it or similarly adapted models can be ordered for specific functions by operators. (2) Three-column soap vender, vending 84 pieces of packaged soap at 5 cents, and a very similarly designed 10-cent candy bar vender. Both sell for $145. (3) Drop - coin slug rejector meter, accepts six quarters and vends products for up to $1.50, specially adapted for dry cleaning or laundry trade and currently in use by Whirlpool and Philco dry cleaning machines; (4) Single coin slug-rejector activator for use in laundry machines.

Representing Robco were Sam Platt, Lou Eickhoff, Joe Stanici, and John Golden.

Abby Card Machine

Abby Finishing Company bowed with a three-column card vending machine, stand model, that holds two columns of flicker cards, and one column of plastic card viewers. Unit holds 220 cards per column. Customer can produce a flicker image by sliding the picture back and forth under the viewer. The vender sells for $39.50, stand is $6, cards are $16.50 per 1,000 and lenses are $22 per 1,000. The same vender can also be adapted to vend six-for-5-cent "horror packets" that sell for $2.50 per 1,000. Units are available in console or single-stand set-ups.

Abbey also showed its full line of 2, 3, 4 and 5-column stand venders. Representing the firm at the convention were Jack Marofsky and Max Rothman.

Cole Drink Unit

Cole Products showed its Fireball hot - drink vender and its Iceberg cold drink machine that features delivery of chipped ice into the cup along with the drink. The ice is "super-frozen" to such a low temperature that the drink is cooled to about 32 degrees by the time the cup is removed from the machine. The ice itself seldom melts, insuring no dilution of the drink. Representing the firm were Stanley Gaines, Virgil Prince, Jerry Miller and Joel Swanson. Cole's owners, Albert and Richard Cole, flew in later for the convention.

Jiffi-Kube

Jiffi-Kube Corporation demonstrated an automatic attachment to be used in conjunction with a Frigidaire ice machine, permitting the vending of ice cubes into a treated cardboard bucket. Buckets vend for 5 cents, the ice for 25 cents. The unit is especially suitable for liquor stores, shopping centers, motels, laundromats, super markets, service stations, and other locations where patrons might be in need of bulk quantities of ice. Unit sells for $1,495. Representing the firm were Jack Gunderson and Manny Silver.

CEC Line

Commercial Equipment Corporation showed a full line of coin handling equipment, including: (1) Sorter-counter, 1-cent, 5 - cent, 10-cent, 25-cent and 50-cent. Standard model, $199; Klopp model, $289. (2) Counter packager, all coins, $135. (3) Coin changers, 25-cent model is $98.50 and the 50-cent model is $125. (4) Klopp portable counter wrapper, $254. Representing the firm was Ben G. Franks, assisted by Malene G. Bonin.

Wichman Console

Wichman, Inc., showed what was perhaps one of the more unusual vending machines present — a large console-model, 160-selection greeting card vender that holds 960 cards (six per design). Customer selects his greeting card from a file of cards displayed at the top. Each card is coded with a letter and number. Customer then deposits his coin, presses a pair of buttons (much like making a selection on a juke box) and receives his card through a bottom chute. The machine is rectangular, measuring close to six feet long, some two feet deep and stands about waist high.

Arthur Du Grenier displayed a metal modular unit enabling its major equipment machines to be combined with bulk venders. The floor display had a cigaret, candy and pastry machine fitted with panels between each machine on which individual bulk venders were mounted.

The whole display set - up was topped with inset lighting suitable for lettering or signs. The bulk machines were mounted on platforms that were inset between the larger venders.

According to Du Grenier sales head, Dick Gibbs, the modular units are especially suitable where both bulk and major equipment units are in use. Features noted are flexibility, compact size, and low price (not released at press time). Besides Gibbs, Du Grenier was represented by Leo Melanson and Don Thomas, and the firm's Midwest distributor, Logan Distributing Company, headed by Jack Nelson.

Volkman Truck

Fred Leemhuis showed a model 211 Volkswagen panel delivery truck especially outfitted with racks for the bulk vending operator. The truck carries an 1,830-pound payload, has side and rear panel entry, gets between 20-25 miles per gallon and can be operated for about 2½ cents per mile, excluding the driver's salary. Price is approximately $1,953.

The racks are installed by the Dexion Corporation and consist of prefabricated angle irons that can be installed in any combination and designed to hold any type commodity. Kits to fit the Volkswagen or any other trucks can be purchased for $35 and up.

Martin Lawfer represented the

(Continued on page 128)

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HOT! HOT! HOT!
Kids, Teens, Adults, they all want BONGOS!
2-color plastic
1 to 4m ..... $8.75 per thou.
5m and up ..... 7.75 per thou.
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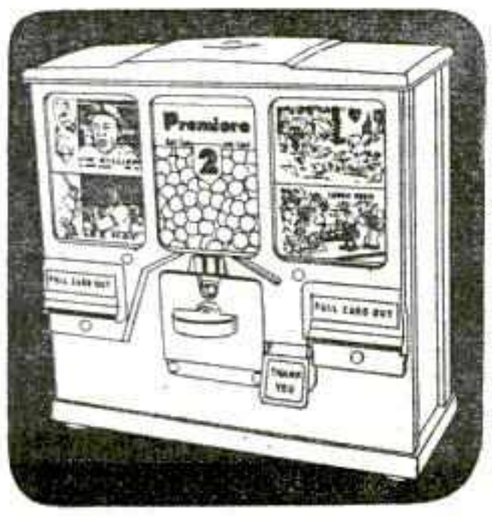
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5,000 & up.....$10.50 per 1,000
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To all our CUSTOMERS, for waiting with patience, until we caught up with a huge backlog of ROYAL RING MIX orders, our SINCERE THANKS.
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BUYMORE SALES, #6 Bayview Avenue, Lawrence, L. I., New York
DALE DISTR. (B.C.) LTD., 1168 Seymour Street, Vancouver 2, B.C., Canada
GRAFF VENDING SUPPLY, 2817 West Davis, Dallas, Texas
OAK SALES COMPANY, 2033 Fifth Avenue, Pittsburgh, Pennsylvania
IMPRONTO VENDING, 300 North Gay Street, Baltimore 2, Maryland
LOGAN DISTRIBUTING CO., 1850 West Division Street, Chicago 22, Illinois
H. B. HUTCHINSON CO., 1784 N. Decatur Road, N.E., Atlanta 7, Georgia
OPERATORS VENDING, 1023 South Grand Avenue, Los Angeles 15, California
RAKE COIN MACHINE EXCH., 609 Spring Garden Street, Philadelphia, Pennsylvania
SAMUEL J. PHILLIPS CO., 4372 Lindell Boulevard, St. Louis 8, Missouri
OAK SALES OF FLORIDA, 1121 — 71st Street, Miami Beach, Florida
JACK SCHOENBACH, 715 Lincoln Place, Brooklyn, New York
SIEGEL DISTR. CO. LTD., 637 Yonge St., Toronto, Ontario, Canada
SOUTHERN ACORN SALES, 526-30 Bruns Avenue, Charlotte 8, N.C.
STANDARD SPECIALTY CO., 1028 44th Avenue, Oakland, California
STAR VENDING SUPPLY CO., 6327 Calhoun Road, Houston 21, Texas
OAK MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

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Distrib Meet Airs Freight Rates on Charms

CHICAGO — Members of the National Vending Machine Distributors Association, meeting at the Sheraton Towers Hotel here Thursday (1), agreed to appeal to the I.C.C. for a clarification on freight rates for charms.

Bernie Bitterman, Kansas City distributor, explained that sometimes the charms are listed as toys, and other times as plastic products, with the shipper never sure what rate he will pay.

The distributors also agreed to set up credit clearing machinery and exchange credit information.

Announced at the meeting was a statement from the U. S. attorney, District of New York, to the effect that the federal government will go after manufacturers of bingo markers which are the same size and shape of U. S. coins.

The bingo markers have been used as slugs in bulk vending machines in various parts of the country.

Also discussed by the distributors was the formation of local bulk vending operator groups and the advisibility of distributors to take an active part in local civic organizations.



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Bulk Banter

Charles E. Pugh, Quality Vending Service, has bought out his former partner, **Douglas Partee.** Pugh and his right-hand man, **Wayne Todd,** were seen servicing machines last week at the courthouse. Pugh says he is developing a vending vehicle to manufacture. More on this later. . . . **Mrs. Andrew T. Manning,** whose husband sometimes helps out on the side (he's a full-time employee elsewhere) reports a nice annual spring pickup in business.

Jimmie Wilkie, operator and distributor, reports he is selling more equipment to operators—those who have been in the business and those just starting out small for a part-time route. Business is on the upswing and slight recession is over, he figures. . . . **C. D. Gill,** one of the most prominent operators in the area, reports success with his route. He was seen putting out some new machines in nearby Mississippi.

Russ Thomas, Vendor Distributing Company, is back on the road calling on Mid-South operators now that good weather is here. He was kept indoors most of the cold, wet and sometimes snowy winter. . . . Since our last report, two smaller operators have grown some. They've added more penny gum and nickel charm machines to their routes. Both, **H. C. Gimm** and **Hayden F. Criswell,** hope to grow even more. . . . **Harold Troxel,** who also started a year or so ago after a lay-off, reports his route is doing nicely.

J. Tunkie Saunders, president of Memphis Canteen Company, was seen recently discussing philosophy and religion. Saunders, 40, a Yale graduate of 15 years or so ago, says present-day college students are expressing more interest than past students in philosophies of the Far East, whereas when he was a student the Western writings were of main interest. Saunders is the stepson of the late multimillionaire grocery tycoon, **Clarence Saunders.**

Elton Whisenhunt

Bulk Operator Group Formed For Carolinas

CHICAGO — Wellington Cramer, head of the Cramer Gum Company, reported the formation of a new bulk vending operator association for North Carolina and South Carolina.

Assisting in the organization of the Carolina group at a recent meeting in Charlotte, N. C., were Cramer and his sales manager, Dick Rollins; Sid Bloom, Oak Manufacturing Company, and Jane Mason and Leo Leary, both of Leaf Brands.

The 17 members who started the Carolina group joined the National Vendors Association at the same time.

Arrest Ball Gum Maker, Wiener, On Commercial Bribery Charge

NEW YORK — Ball gum manufacturer Don B. Wiener, 55, of Memphis, was arrested here last week (14) and charged with attempting commercial bribery, a misdemeanor, in attempting to get the plans of a machine which wraps pictures of sports stars with flat bubble gum.

He was released under $1,500 bond. The case was called in Queens Court Wednesday (15) but was postponed because Wiener's regular New York attorney died six months ago.

Wiener is president of Donruss Company, 119 W. Colorado, Memphis, manufacturer of candy, ball gum and other gum. He sells to ball gum operators all over the U. S.

Queens District Attorney Frank O'Connor said Wiener was arrested after he handed $1,500 to a man he thought had plans to the machine of a competitor, Topps Chewing Gum Company of Brooklyn, the No. 1 manufacturer of bubble gum in the U. S.

O'Connor said Wiener had been told of the machine by an employee who had previously worked for the Topps company. O'Connor said Wiener obtained the name of the employee who he felt might provide the plan of the machine.

The man, Alfred Miller, was contacted by Wiener, O'Connor said. Instead of going along with the attempted bribe, O'Connor said, Miller turned over to the district attorney's office a $500 certified check and a letter promising $1,500 more when the plans were delivered.

O'Connor said Miller met Wiener at Idlewild Airport Tuesday night for a trap set up by police.

O'Connor said Miller and Wiener went to a hotel where they met a man whom Miller introduced as Donald Collins, "my partner — a discontented employee at Topps." "Collins" was really an undercover detective.

What happened next could have been lifted from a TV mystery or detective drama. "Collins" watched and listened till what purported to be plans were handed to Wiener and Wiener turned over $1,500 to Miller, O'Connor said.

Collins then lighted a cigar — the signal for a fellow detective across the room to arrest Wiener. The detective came over, made the arrest and took Wiener to jail, where bond of $1,500 was later made for him.

Wiener, who started out small years ago, has been highly successful. He manufactures great quantities of gum and sells it all over the U. S. and in various parts of the world. He is also a large candy maker and is rated as the world's largest manufacturer of lollipops.

His company is the only bubble gum factory south of Philadelphia. Wiener's younger brother, Russell L. Wiener of Memphis, said "Don has an explanation of what happened but does not want to reveal his side until the hearing."

No date has yet been set for the trial.

Marjay Firm Began With 10 Units, Spread to 6 States by 6th Year

ST. LOUIS—March marks the sixth anniversary of the Marjay Vending Company, which started with 10 machines, branched out into six States and later added the Northwestern machines distributorship in this area to its business. The company is operated by the Jason Koritz family.

In the latest development, the company has sold out its 600-machine routes in the St. Louis area and neighboring Illinois communities to a relatively newcomer in the bulk field — Julian Leavitt.

"I find that with the expansion into other areas, the loss of volume from the St. Louis operations would have no effect on the net result," says Jason Koritz. "By eliminating operations here, puts Marjay in a much better position as a Northwestern distributor by not being in competition with the same men to whom machines are sold."

Expansion Program

Giving up the locations in the St. Louis area reduced to five the number of States in which the company does business, but Koritz reports he is putting on an expansion program in Illinois.

Koritz, whose firm has a dviision in Chicago, also is working in co-operation with Boys Town of Illinois at Pere Marquette State Park in Grafton (BMW, Nov. 21, 1960). Through this arrangement, he is placing bulk vending machines throughout the State. The income from the Boys Town operation, he stated, "is quite substantial due to the quantity." Boys Town presently has about 3,200 nickel cashew and two-for-a penny Chicklet machines on location.

The bulk operator also is working on a program in Indianapolis under the sponsorship of the Kiwanis Club. About 300 machines have been placed in the operations, and Koritz feels there is room for expanding by another 1,000 to 1,500 in the general area.

The Indianapolis arrangement is the same as with Boys Town in which the location owner receives no commission but contributes space for the machines as a contribution to the charitable projects of the civic organization.

Step-Vans

In order to handle deliveries and servicing the vast number of machines put out by Marjay, Koritz found it necessary to eliminate the use of a station wagon for 10-foot high step-vans. The first of the trucks was obtained last September and the other in December. Now the company is able to haul its own equipment from the Northwestern factory to St. Louis.



JASON KORITZ, left, recently sold his 600-machine St. Louis area bulk vending route to Julian Leavitt, right.

Even with trucks, no equipment is cleaned in them or on the location premises, Koritz maintains his practice of carrying pre-filled globes for each location when servicing machines as an operator. The trucks are wired with electric burglar alarms that go on when doors are forced. The alarms cannot be shut off except with a key.

The Marjay Company name is derived from combinations of the given names of Koritz and his son, Mark, 21 years old. Mark is actively engaged in all phases of the business. The elder Koritz states: "He has shouldered the responsibilities necessary to operate the volume of business that goes through Marjay."

Since becoming the Northwestern distributor in this area in 1959, Koritz has gone further than merely selling equipment—he has started several operators in the business. Each who followed his advice and guidance is satisfied and is making money. Some of the part-time operators advised by Koritz report net profits of $175 in one day.


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New Rock-Ola Folder Features Amplifier

CHICAGO — A new page to Rock-Ola manufacturing Company's loose-leaf service folder was put out by the firm last week—this one featuring information on its new dual channel amplifier. The folders are a regular part of the firm's service policy and give maintenance and trouble-shooter tips on different pieces of equipment.

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Currency Move Rocks Germans

By OMER ANDERSON

BONN—The Bonn government's decision to revalue the mark has killed the German coin machine industry's hopes for a big export trade in juke boxes and games.

This is the industry consensus based on analysis of all relevant factors to emerge since announcement of the mark's revaluation. Producers are outspoken in denouncing revaluation as an "unfair blow" and "unwarranted discrimination" against the industry.

There is unanimity that revaluation spells trouble for the coin machine industry, and most producers feel it will be big trouble. There is nobody in the producing end of the industry with a kind word to say for Chancellor Konrad Adenauer's decision to hike the mark's value in relation to the dollar by 5 per cent.

An industry spokesman told Billboard Music Week:

"The decision was taken without any consultation with our branch or, so far as we can learn, with German industry generally. It is our unanimous opinion that the revaluation is unjustified and can only do great damage to German coin machine exports.

"The long-term effects, of course, remain to be determined, but there seems no doubt that revaluation will increase our difficulties in the export market. Some producers feel that we have been tricked on revaluation, as the government has repeatedly denied that revaluation was contemplated.

"Acting in good faith on these official assurances, certain German coin machine producers have embarked on plant expansion and modernization programs aimed at the export market. Obiously, had we been warned that revaluation was a possibility we would have postponed such expansion programs."

According to industry consensus, revaluation has killed, once and for all, any lingering hopes the German industry had of invading the U. S. market. On the contrary, the German industry now sees itself in back-to-wall posture in fighting to hold the domestic market against American imports.

For most producers calculate the net effect of revaluation at not 5 per cent, but nearer 10 per cent. This follows from the fact that while German exports become 5 per cent more expensive because of the mark's revaluation, U. S. exports to West Germany automatically become 5 per cent cheaper.

This means that big U. S. producers based in West Germany—Automatic Canteen (AMI), Rock-Ola, and Wurlitzer—will be able to ship components to West Germany for assembly at prices 5 per cent under the old schedule. Theoretically, at least, German distributors of American equipment should be able to cut their prices in the German market.

In assessing the likely effect of revaluation on German export industries, it is necessary to differentiate among categories of these industries. Some industries have hidden reserves of productivity which can be tapped to offset the 5 per cent upward currency revaluation.

But other export industries even now are finely balanced in the competitive world market, and the 5 per cent hike will plunge these industries into serious difficulty.

This seems to be particularly true for the coin machine industry. It was noted, for example, at the recent Frankfurt trade fair the revaluation announcement, which came just as the fair opened, acted as a damper on trading.

Big deals were practically nil, and foreign buyers were instructed by their home firms to hold off.

West Germany's coin machine producers have a twofold export problem: The Common Market and Market, by leveling tariff barriers and creating a single mass market of 135 million persons, will exaggerate the effects of the revaluation.

The Germans will be competing against French, Italian and Belgian juke boxes which, thanks to revaluation, have now been reduced in price by around 5 per cent.

Among these are U. S. boxes produced in Italy under license, the Wurlitzer at Leghorn by Notomat and AMI at Milan It is the European Common Market which the Germans have counted most strongly on dominating.

The British market belongs to the rival trading bloc of the European Free Trade Association (EFTA), the African and Middle East markets are still in the developing stage, and Asia and Latin America involve prohibitive freight charges.

Indications are the revaluation will spur the entry of music box and gram producers into the automatic merchandising equipment field. More than ever since revaluation, juke box and games manufacturers are seeking hedges against export difficulties for these items.

And revaluation is expected to focus German juke box production almost entirely on the "Volkswagen"-type juke box, ultraeconomical, rugged, and reliable. Industry experts predict that production will concentrate increasingly on wall boxes, manufacture peculiarly suited to the German adeptness at miniaturization.

Main question now before the industry is whether the 5 per cent upward revaluation is merely the prelude to a further revaluation, a first bite. Monetary experts contend that the mark has been undervalued by nearer 15 per cent than 5 per cent. There is speculation that an additional 5 per cent hike may be in the offing.

It is coin machine manufacturer consensus that a further 5 per cent revaluation would severely damage export markets. As one manufacturer said gloomily, "It would mean the death of the industry, and that's no exaggeration."

What this manufacturer meant was this: with the shift of the German market from a booming new box market to a replacement situation, the industry is faced with the somber fact that there are too many producers struggling for a share of the shrinking domestic market.

Briefly, revaluation has revalued the coin machine export market appreciably in favor of the U. S. producer.

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N. J. Resort Town Sets Regulations On Arcade Games

WILDWOOD, N. J.—City council at this resort has passed on first reading an amendment to the Boardwalk Games Ordinance setting fees for licenses, limiting the number of licenses to be issued and placing a limit on the number of one kind of game to be allowed under a license.

Under arcade machines, which includes pin games, only 12 licenses will be issued and they will cost $300 each. No more than 50 machines under the heading of "arcade" will be allowed per license.

This means the total number of machines in a given arcade, including pinballs, Pokerinos, Skee Ball, etc., must not exceed the limit.

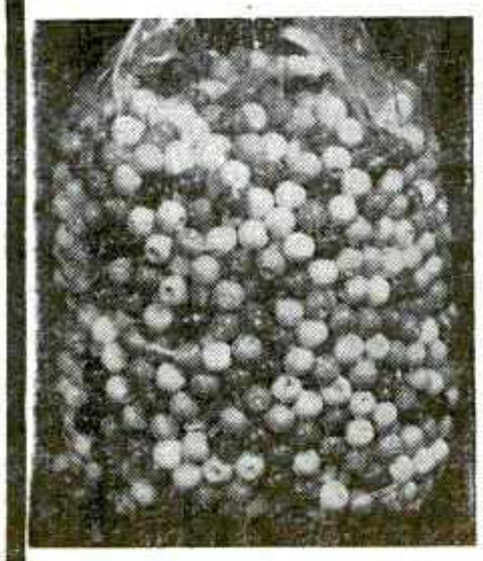
Before being finally adopted, the amendment must pass a second reading.


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PIN RAID HITS POLICE HEAD'S PRIVATE CLUB

LEOMINSTER, Mass.,—A "wildcat" police raid on six fraternal clubs, one of which has State Public Safety Commissioner J. Henry Goguen as a member, netted 31 pinball machines here last week.

The raiders, striking without knowledge of their superior officers, confiscated 14 other machines in a local plumbing supply house. Five arrests were made. Commissioner Goguen has long been active in the affairs of the organization and two years ago served as national president of L'Union Saint Jean Batiste d'Amerique. Four machines were taken from the club of which Goguen is still a member. After the raid he said: "No comment."

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German Juke Box Ops Happy With Presley Hit

• *Continued from page 1*

West Germany's No. 1 juke box hit.

Banned in Bavaria

Bavaria and West Berlin radio networks banned the Presley pop on the ground that he has commercialized and "destroyed" an old German song. "We intend fighting this invasion and piracy of our culture with all our Berlin radio official."

Bavarian radio claims that the stake in the Presley hassle is "the preservation of our culture." Official statements make it clear that what really nettles the Germans is not so much the alleged corruption of German folk music as the threatened displacement of folk music by American pop.

Network officials said a survey showed that four of every five songs German children learn today are pop hits — only one is a folk song.

The Germans particularly object to the reworking of old German songs into modern music. Two other German folk songs, "Good Moon" and "Sleep, My Prince," have been issued recently as Dixieland.

Protests Mount

The Bavarian and West Berlin radio networks are receiving a heavy flow of protests from Presley fans, but the stations declare their ban is unalterable.

"We don't intend letting foreigners dictate what music we play," a Bavarian radio official said.

Juke box operators in these two areas report the heaviest rush of business on record for any single disk. "It's great," chuckled a Munich operator. We had Elvis here in old Deutschland as a G. I. for 18 months. He's been gone about 18 months now, but you might say his melody lingers on."

Calgary Rejects Bid To Permit Minors To Play Coin Games

CALGARY, Alta. — The city council here has rejected a bid to allow children under 16 to play coin-operated amusement machines and to permit amusement arcades to open Sundays.

At the same time, the council asked the board of commissioners to examine the operation of amusement machines at Bowness Park.

A letter from W. J. Pearson, of Starlight Amusements, asked permission to allow children under 16 to operate his machines.

"Children of all ages are allowed to go into any restaurant throughout the city and play games at any time," he claimed.

The council gave first, second and third readings to Bylaw 5634, forbidding the playing of coin-operated amusement machines by children under 16.

Coin Robbery Case Heard

WASHINGTON—A half dozen youths from Northern Virginia pleaded guilty in nearby Fairfax County Court last week to charges of robbing coin machines.

The series of nighttime raids by the youths covered a period of two and a half months. Vending machines, laundromats and telephone coin boxes were the target.

Four of the six will be sentenced early in April. Police said the youths did not appear to be part of an organized gang.

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Va. Music Ops Elect Loudon Prexy, Install Other Officers & Directors



A. P. LOUDON



V. E. MARTIN

RICHMOND, Va.—A. P. (Al) Loudon, veteran Portsmouth operator, has been elected president of the Music Operators of Virginia, replacing Robert H. Minor, Richmond operator. Also taking office at a recent meeting in the William Byrd Hotel here were Harry Lubman, Petersburg, first vice-president, and Vernon E. (Teeney) Martin, acting secretary-treasurer.

Newly installed directors are J. D. Chandler, Richmond; Bernie Inge, Norfolk; E. Walter Harvey, Kilmarnock; A. S. Nicholson, Norfolk; George Rolle, Hampton; Harry Fake, Strausburg, and M. L. (Moe) Holland, Roanoke.

The group discussed methods to defeat House Bill 70 (Congressman Celler's attempt to remove the juke box royalty exemption) and outlined a public relations program for the State.

Md. County Blocks Proposed Pin Ban

WASHINGTON—A half dozen by State Attorney William L. Kahler to outlaw pinballs in nearby Prince Georges County, Maryland, failed last week when delegates from the county to the State's House turned thumbs down on legislation he proposed.

Kahler has claimed for some time that presence of the machines gives the county a bad name. He wants them banned from the area. However, Lansdale G. Sasscer Jr., chairman of the county's delegation, said members of the group will not go along with Kahler's proposal because they feel the present law is strong enough.

Under the present law, possession of a federal gaming stamp is prima facie evidence that a pinball is being used for gambling. Kahler said that the law is almost unenforceable because payoffs are hard to prove.

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COINMEN in the news

Midwest

DETROIT DOINGS

Clarence Sharpe, operator of the Sharpe Music Company in suburban Wyandotte for some 20 years, has sold out his route to Bandbox Music Company and may return to the real estate business. This transaction covered 100 juke boxes and amusement games, and confirms the position of Bandbox, of which **Ben Stocker** is president and general manager, as one of the major operations in the territory.

"Collections are way down as the result of unemployment, reports **Erwin B. Moss,** of Moss Music Company and secretary of Music Operators, Inc. "People are tightening up. They don't have that extra quarter or dime for the machines. In our business we can't run special "sales"—if they don't come into the bars, there is nobody there to play the machines. Bar owners here are complaining, and many small restaurants are going out of business."

Frank R. Fabiano, of Fabiano Sales & Service, who recently folded up his business here, selling the operating route to Angott Distributing Company, continues as president of the Music Operators, Inc., continuing to make headquarters at Buchanan, Mich., and will represent the industry in State legislative matters as well as in the national councils of MOA.

The Miller-Newmark One-Stop Manufacturers' Representatives has been reregistered under the joint partnership of **Art Hebert,** Detroit manager for Miller-Newmark, and of **Donald T. Ruffles,** salesman for the firm. This record department operation is now under the management of **Bob Patton.**



Wm. Campbell

William Campbell, of the Campbell Music Company, has retired from his other post as supervisor at Chrysler Corporation and is expanding his coin operation by adding games, in addition to his juke boxes. He has bought a small route of games, chiefly pinballs, from C G & S Music Company, operated by **Charles Garascia,** who will continue with his own operation in the music business.

Joseph Bommarito and **Peter Licavoli** have reregistered title to the Michigan Mutual Distributing Company on the far East Side, formerly one of the principal juke box operating and jobbing firms in the area.

The newly incorporated firm of Sted Sales & Vending is establishing a route of juke boxes, pool tables and bowling games operating entirely within Detroit with headquarters on the East Side, and already operating some 35 units. Principals in the firm are two brothers, **Stefan Szabunia,** who is president and sales manager, and **Edward Szabunia,** vice-president and treasurer.

Raymond Trudeau, executive secretary of the Merchandise Vendors' Association of Michigan, including cigarette and bulk venders, has resigned to join the management staff of Interstate Detroit Coffee Corporation. . . . **Carl Angott,** head of Angott Distributing Company, is devoting most of his time to operation of his big motel at Saginaw, in which he has just installed a new $38,000 swimming pool. He comes to Detroit two or three days a week to meet customers. **Carl Angott Jr.** is now heading up the record department of the one-stop.

Harold Christiansen, general manager of the Angott firm, has good news—"New machine sales are very good, which is encouraging. Since the new Wurlitzer model came out January 15, we are running better than we have in the last four years."

The four Bruce companies are undergoing some reorganization, with the basic Bruce Vending Company, operated by **Marian Coleman,** a cigaret firm, opening new offices on Grand River Avenue. The company has owned the building for some time, but used it only for storage. It has now been remodeled to provide office facilities. **Morris Coleman,** husband of Marian, has withdrawn from the Bruce Enterprises at suburban Southfield, leaving **John Hotka** as sole owner. Hotka, who was the sole owner of Bruce Music Company, has switched his juke boxes into the Bruce Enterprises, and **Allen Coleman,** son of Morris, has taken over the Bruce Music name to establish a new juke box route. Hotka and Morris Coleman also continue to operate the Bruce Coffee Vending Company as partners.

Charles W. Milewsky, cigaret operator, is confined to his home with a broken leg received in an accident at a bowling alley while he was making a service call. He is continuing to operate as Southwestern Vending Company.

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Complete with flashing light, bell and buttons. Operates on a single regular flashlight battery for 3 to 4 months.

CUSTOMERS play it, play it and play it again. And each time they do another nickel drops into the jumbo cash box.

Hundreds of **"REACTO" MACHINES** field tested throughout the U. S. prove that "REACTO" has player-appeal, prove a real challenge in testing reflexes and reaction co-ordination.

Operators report weekly collections from $6 to $12 per week, after a 60-40 commission split.



HERE'S HOW IT WORKS — At the drop of a nickel, player presses a green button. This gets nickel into starting position, in addition to lighting red signal. A bell rings! Nickel drops down calibrated chute marked off in seconds.

To stop nickel, player pushes red button as fast as possible. Now, player checks calibrated chute to determine actual reaction time. The sooner the player stops nickel, the higher the score. He next checks adjacent column measured in feet to determine his reflexes as a driver.

"REACTO" IS NOT A TOY. "REACTO" IS A SCIENTIFIC, PRECISION INSTRUMENT THAT ACCURATELY RECORDS REFLEXES AND CO-ORDINATION, AND MEASURES THEM ACCORDINGLY.

"Reacto" does provide a tremendous impulse challenge. Players will play and replay "REACTO" with a onefold aim, that of improving the previous score.

IDEAL for Bowling Alleys, Cocktail Lounges, Transportation Terminals, Sandwich Shops, Movie and Hotel Lobbies, Motels, Resort Areas . . . wherever people congregate. **OPERATORS** like **"REACTO"** for the fast 5c play it delivers, its low, low initial cost, its high earnings; plus the fact that it's nearly service-free. Requires one regular flashlight battery every 3 or 4 months.

"REACTO" is 22" high, 12½" wide, 3¾" deep. Fastens to wall, takes little space. Weighs only 15 pounds. Vinyl "luggage type" finish. Resistant to scuffing, chipping, etc.

WRITE, WIRE OR PHONE FOR PRICE.

Distributorships available in many areas.

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35-34 11th Street, Long Island City 6, N. Y. Phone: RA 1-6767

EMPIRE'S the ONE PLACE you can call for everything!

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- Williams 5 Balls
- Midway Shooting Gallery
- Fischer Pool Tables

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DETROIT BRANCH—7743 Puritan, Detroit, Mich. Tel.: Diamond 1-5800



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OPERATING AUTOMATIC COIN-OPERATED ICE CUBE VENDING MACHINES. Territories and financing available.

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Auto Test	$425
Bally Champion	395
Bally Space Ship	250
Driveyourself Mobile	375
Round World Trainer	295
Sandy Horse	395
Zoo Ride	210
Chuck Wagon (new)	550
Twirley Bird (new)	995
Model T Ford	395

CANDY & CIGARETTE VENDORS

#210 Ice Cream	$425
Stoner D-500 Coffee	325
Stoner Candy, 6 sel.	125
Stoner Candy, 8 sel.	165
Rowe Candy, 7 sel.	150
DuGrenier Candy, 8 sel.	175
N.W. Sweet 16, 16 sel.	195
Apple Venders, new	150
Continental Cig., 30 sel.	250
Continental Cig., 20 sel.	195
Avenco Coffee	195

BINGOS
TOUCHDOWNS, new . Write
TOUCHDOWNS, used $525.00

BINGOS

Beach Beauty	$ 75
Big Time	65
Starlet	65
South Seas	65
Mexico	65
Broadway	75
Caravan	75
Manhattan	75
Nevada	65
Nite Club	75
Rodeo	65
Star Dust	65
Tropic	65
Tahiti	65
Variety	65
Show Time	95
Havana	65
Hawaii	65
Parade	75
Pixie	75
Sun Valley	150
Miss America	150
Cypress Garden	210
Key West	95



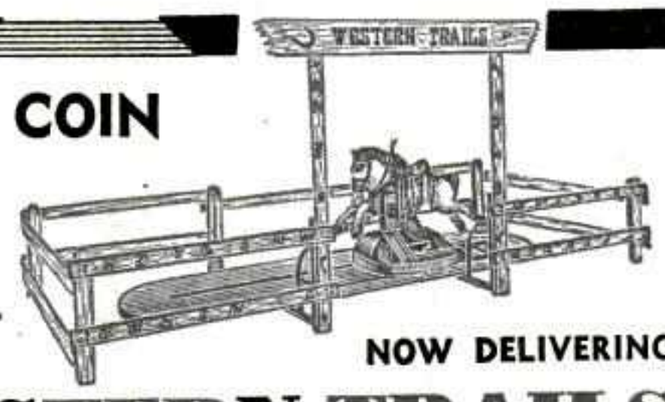
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Exciting attraction in shopping center mall or parking area.

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WORLD WIDE Values for Spring
Give Your Operating Lots More "Zing"!

SPECIALS!

United 13' & 16' SIMPLEX BOWLERS. Ideal for Arcade-Type Locations. Only	$345
Bally FIRE CHIEF	$475
Bally WESTERN EXPRESS	475
Bally HEAVY HITTERS, Like New. Only	$210
UPA PHONOGRAPHS	$295
WURLITZER 1800—104 Sel. Excellent Condition	295
Auto Bell MAGIC MIRROR HOROSCOPES	$145
WURL. 200-Sel. WALL BOXES	$79.50
SEEBURG 3W1 WALL BOXES	39.50

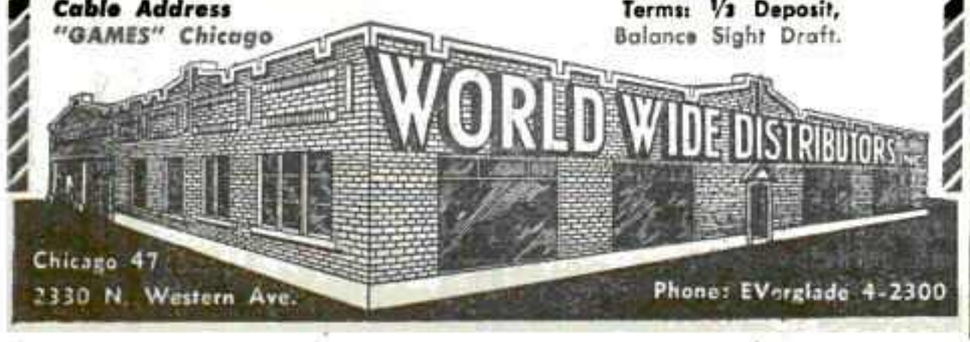
PHONOGRAPHS

SEEBURG 222 SH	$845	ROCK-OLA 1468 St.-120	$655
SEEBURG 220 SR	745	ROCK-OLA 1468-120	625
SEEBURG HF-201	725	ROCK-OLA 1458-120	475
SEEBURG HF-161	675	ROCK-OLA 1455-200	395
SEEBURG HF-101	645	ROCK-OLA 1454-120	425
SEEBURG HF-100L	475	ROCK-OLA 1465-200	445
SEEBURG KD-200	455	ROCK-OLA 1448-120	325
SEEBURG KS-200	445	ROCK-OLA 1438-120	225
SEEBURG HF-100J	445	A.M.I. K, 120 Stereo	775
SEEBURG V-200	225	A.M.I. J, 120 Stereo	625
SEEBURG HF-100R	395	A.M.I. H-200 Hideaway	345
SEEBURG HF-100G	295	A.M.I. G-200	275
SEEBURG M-100C	225	A.M.I. G-120	275
SEEBURG M-100B	175	A.M.I. F-120	225
ROCK-OLA 1478-120	745	A.M.I. E-120	145
ROCK-OLA 1475-200	675	A.M.I D-80	110

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Canteen Makes West Coast Move

• Continued from page 117

Background Music

In Los Angeles, the Jones offices, however, were concerned mostly with Seeburg background music, with Seeburg having its own distributing company in the city.

The Thompson offices in Denver and Salt Lake City handled the entire Seeburg music line and also are distributors for several top game lines including Bally and Gottlieb.

Not involved are the numerous other offices throughout the West Coast that once made up the R. F. Jones empire and that in recent years had been sold to individual owners.

Trimount Purchase

The move follows closely Canteen's first surprising acquisition of Trimount Automatic Sales Company, Boston, a month ago, involving a game distributorship with a sizable background music operation and several large coin machine routes. No juke box distributorship, however, was involved.

A week later, Canteen stepped into Chicago, acquiring Atlas Music Corporation, long-time Seeburg distributor in the Windy City, with Atlas immediately taking on the Rowe-AMI line.

Other Moves

This deal immediately set off one of the biggest juke box distributorship shake-ups to take place in many years. The Seeburg line was taken on by World Wide, headed by Joel Stern, who up to then had handled Rock-Ola.

Rock-Ola was taken on by Donan Distributing Company, Chicago, with territory covering parts of Illinois and Indiana, and Empire Coin Machine Exchange, Detroit, for parts of Michigan (see separate story).

Schuster Statement

The first hint that Canteen intended to move in the juke box and game distributing and operating field came with an announcement from Frederick L. Schuster, Canteen board chairman, last January.

Schuster indicated that Canteen would enlarge on its vending manufacturing and operating and juke box manufacturing (through its year-old acquisition of AMI) by operating juke boxes and amusement games.

Adding substance to his statements was the establishment within Canteen of a "special services" division headed by Joel Kleinman. Service vending has been taken to mean juke boxes, background music, kiddie rides, bill changers, coin-operated laundries and coin-operated dry cleaners.

Service Division

Under the Canteen set-up, the "service division" is expected to direct the coin machine phase of the Canteen acquisitions, Trimount, Atlas, R. F. Jones and Thompson. All four firms will, however, continue to obtain Rowe-AMI products—as do all AMI and Rowe distributors—from Rowe-AMI Sales Company, the year-old sales arm formed to handle product sales.

New Equipment Sparks NVA Show

• Continued from page 123

Leemhuis organization and Ian Rollo represented Dexion.

Consel, Inc., showed a full line of equipment that it distributes: (1) Avenco coffee machine, self-brew coffee, chocolate, tea or soup, $485; (2) Hot chocolate vender with whipper, also instant coffee, $344.50; (3) Gold Medal pop corn vender; (4) Paper vender put out by the Redwood Paper Company, suitable for vending all types of filler-pads. Unit holds two selections. (5) Vend-A-Bag, a packaged-merchandies machine, primarily for potato chips or pretzels, with 2, 3 or 4 selections; (6) venders, dual model for $225, holding 188 bars; single model, holding 174 bars, $126.50.

Representing Consel were Ray Selvia, Don Congdon, Jerry Neal, Ralph Williams, Bob Hastings, George Edmonds and Henry Garrison.

Fisher Ride

Albert Fischer Company showed a full line of charms plus a horse kiddie ride named Spotty. The horse has a scale-designed authentic leather saddle and the ride has National slug rejector, and one-quarter horsepower motor. Price is $595. The unit is produced for Fischer by Modern Coin Company headed by Willard Walton. Fischer also showed its Playball counter game, first introduced at last year's NVA show. Representing the firm in its booth were Albert Fischer and Willard Walton.

S&S Stands

S & S Vending, headed by Phil and Mike Sparacino, showed its newest line of lightweight stands, made of chrome-plated tubing, The stands weigh approximately four pounds (for a six - machine console). Stand model holds from one to eight machines, can be custom designed, fitted with wheels, and sell between $6-$15.

American Univend Corporation showed its line of Plus 10 venders that vend the full F & F Laboratories' line of cough drops, lozenges, Alkaids and Cloramints. The machines are steel, chrome-plated, vend for a dime, and can be fitted to the side of a large vender or placed on a stand.

Univend also offers a special lease arrangement to operators whereby the operator gets a supply of merchandise equal to the initial lease value, which is $10. Minimum orders are 50 machines per operator.

All the operator does is order the machines and place them on location. He then receives $10

(Continued on page 129)

BARGAINS FOR THE WEEK

Capital DeLuxe	$170.00
Clipper DeLuxe	125.00
Lightning	145.00
Lightning DeLuxe	165.00
Banner	75.00
Ace	75.00
Bull's-Eye Drop Ball	125.00
Genco Skill Ball	89.50
Wms. Roll-A-Ball	89.50
C. C. Bowling Team	125.00
C. C. Rocket (2 Player)	100.00
C. C. Skill Ball DeLuxe	89.50
C. C. Rocket (1 Player)	75.00
United Team Mate (16 Ft. Bowler)	700.00
United Small Ball Bowler	150.00
United Advance (16 Ft. Bowler)	595.00
United League (16 Ft. Bowler)	645.00
United Handicap Bowler	695.00
United Rebound Shuffle Alleys. Ea.	75.00
Bally Trophy Bowler (As Is)	200.00
2 Bally Strike 14-16 (As Is)	150.00

The United Bowlers mentioned above reconditioned like new. Have been used very little.
All Equipment Subject Prior Sale.

Central DISTRIBUTORS, Inc.
2315 Olive Street, St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: "Condist"

C. C. DUCHESS B/A	WRITE
C. C. QUEEN B/A	$695.00
UN. LEAGUE B/A	625.00
UN. BONUS B/A	445.00
C. C. PLAYERS CHOICE B/A	495.00
UN. JUMBO B/A	325.00
BALLY BOWLING LANE B/A	125.00
C. C. BOWLING LEAGUE B/A	125.00
C. C. CLASSIC B/A	325.00
BALLY STRIKE B/A	195.00
BALLY LUCKY ALLEY B/A	395.00
BALLY TROPHY B/A	295.00
BALLY ABC S/A	150.00
BALLY DELUXE ABC S/A	175.00
UN. REGULATION	150.00
UN. HANDICAP	195.00

MONROE
COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: SUperior 1-4600

GIVE TO DAMON RUNYON CANCER FUND

Your Ad Sells LONG and STRONG in the

1961 BILLBOARD MUSIC WEEK SOURCE BOOK

Here's just one reason why:

THE BIGGEST AND BEST LISTS OF PRODUCTS, SERVICES AND SUPPLIES AVAILABLE. The 1961 Source Book includes directories of all music and coin machine selling and distributing services, manufacturing services and supplies, and listings of all international manufacturers and distributors.

It's the year's biggest ad value, with savings up to 60% of regular Billboard Music Week rates. The realistic rate structure makes it economical for every coin machine distributor and manufacturer to be represented in the 1961 Source Book.

DON'T DELAY, ADVERTISING CLOSING IS APRIL 12

If you haven't already received complete information, write, wire or call your nearest Billboard Music Week office.

BILLBOARD MUSIC WEEK

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SPRING BUYS

CIG VENDERS

SEEBURG E-1 ....$249.00
EASTERN MARK II
22 cols. 99.00

SEEBURG

222S $895.00
201DH 775.00
HF100G 365.00
100W 325.00
3W1 Wallbox ... 47.50

SEEBURG HIDEAWAYS

HK200 .....$350.00
H100W 250.00
HM100A 75.00

WURLITZER

2200 .....$475.00

Terms: 1/3 deposit required.

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SUPPORT
Red Cross

Ga. Bills Would Hit at Coinmen

ATLANTA—A number of bills affecting the coin machine industry have been introduced in the State Legislature here and are being carefully watched by members of the Georgia Coin Machine Merchants Association, local operator group here.

House bill 684, introduced February 28, would amend the sales tax act so that purchase of coin-operated machines by "operators" is deemed to be for "resale" and the 3 per cent tax shall not apply to the original purchase of such equipment. Operators would thus have to pay tax only on the gross receipts from such machines.

House bills 19 and 376 deal with unemployment compensation exemptions and have been held in committee. No further action is expected. Other bills include:

House bills 46 and 228 would increase benefits and close loopholes in workmen's compensation acts, in committee.

Several tax equalization measures, House bills 56-59, and 66.

Several sales tax measures, HB74, 496, 504, and bills dealing with exemptions for federal income taxes.

New Equipment

• *Continued from page 128*

worth of merchandise per machine. Only other agreement is to purchase one case of merchandise from Univend per machine per year (consisting of 600 rolls of product). Each case sells for $30 of 5 cents per roll.

The agreement with lease, and merchandise deal, is renewed each year. Representing the firm were Fred Gray, I. R. Ritt, and Ed Howard.

EUROPEAN NEWS BRIEFS

• *Continued from page 118*

field in which it should be easy to meet Spanish requirements for foreign investment." At present, Spanish coin machine production is in the hands of Godasa, which exercises a nominal monopoly over production and operation. It is believed, however, that the Spanish government is prepared to repeal the Gedasa monopoly, or at least to issue revised regulations providing for foreign partnerships with Spanish companies in the coin machine and other production fields.

Canteen Host to Fair's Visitors

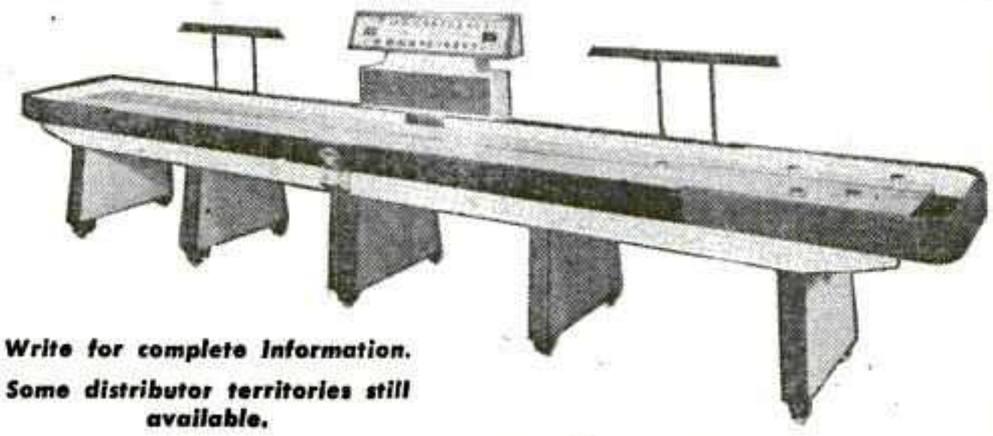
NU ISENBERG, West Germany — Canteen Automatenbau BmgH, the German subsidiary of Automatic Canteen Company of America, held open house for visitors to the Frankfurt spring fair. Since purchasing the Tonomat plant 18 months ago, Automatic Canteen has tripled spaced of the premises here under a program designed to gear Tonomat for trading block competition. Visitors were shown the new AMI models being assembled here and Tonomat's Teleramic, which Automatic Canteen is continuing in production for sale on the European market. Vending equipment, including Canteen's production of Rowe machines, is an expanding feature of the Canteen plant, and one which attracted major interest on the part of Canteen's visitors.

WANT

AMI F-120 HIDEAWAY
All Types RIFLES
All Types BASE-BALLS
Late Model BINGOS
All Models Gottlieb PIN BALLS

RUNYON SALES COMPANY
Factory Representatives for:
AMI Inc., Bally Mfg. Co., Irving Kaye Co.
221 FRELINGHUYSEN AVENUE
Newark 12, N. J. Bigelow 3-8777
Offices: New York, N. Y. and Hartford, Connecticut
Cable Address—RUNYONEX

Pick the Winner!
Operate American's **IMPERIAL!**



Write for complete Information.
Some distributor territories still available.

You pick the winner when you operate American's IMPERIAL. This shuffleboard game wins more coins for you because exclusive Magno Play Control prevents additional play, unless coin is inserted, when the game is over or when time expires.

Your customers love to play the IMPERIAL and locations are just wild over its design and construction. Trouble free, too.

AMERICAN SHUFFLEBOARD COMPANY
210 Paterson Plank Road Union City, New Jersey. UNion 5-6633

ROCK-OLA **Manufacturing Corporation**

Is Proud to Announce

the APPOINTMENT of

DONAN DISTRIBUTING COMPANY

As Their Distributor for Northern Illinois and Lake and Porter Counties in Indiana for the ROCK-OLA REGIS *line*

DON MOLONEY and MAC BRIER

Extend a cordial invitation to all operators to visit their showrooms located at 2633 North Milwaukee Ave., Chicago 47, Illinois. They will carry a complete line of phonographs, wall boxes and parts. All service will be prompt and courteous.

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2 new rides (the most exciting to hit the industry since the introduction of the first coin-op horse!) proved on hundreds of locations to be the greatest money-makers of all time....rides that bring back the giant cash-box collections of the early 50's....rides that take less space....have sound, color, action....rides that are new, exclusive, sensational! Now available, only from:

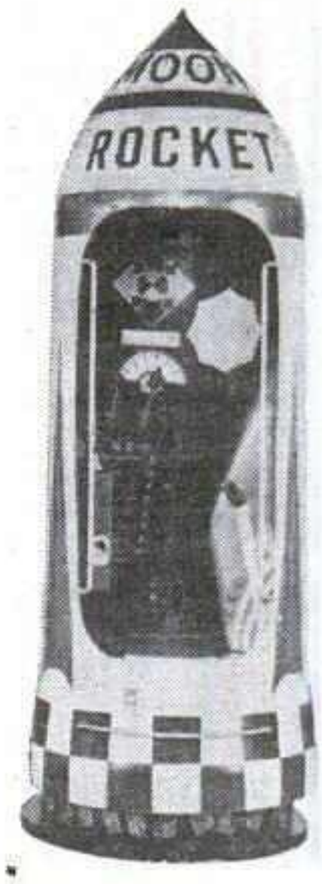
KIDDIELANE MANUFACTURING CORP. (the leader)



THE WHIRLY BIRD

U.S. Patent No. D 188-611

- The original copter—fully tested
- Ground-to-air rescue stories
- Pentron play-back unit with sealed tape cartridge
- Only 2' x 5' of floor space
- Epoxy paints—ceramic glaze
- One-piece steel base
- Trouble-free, self-lubricating



THE MOON ROCKET

U.S. Patent Pending

- Only 2 square feet floor space
- New Spiraling 360° motion
- Sound effects and story
- Super-hard epoxy paint with ceramic glaze
- Molded one-piece fiberglass
- Pentron play-back units
- All self-lubricating parts

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JUST OFF THE PRESS! Write for new color catalog of full line of 26 fully-factory reconditioned rides which carry new ride one year guarantee!

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Now chicago coin Brings You ALL 4 in One New Bowler...

REGULATION BOWLING
Standard ABC Scoring!

ALL STRIKE BOWLING
Strikes Only — with Bonus Feature!

FLASH-O-MATIC BOWLING
Exciting High Scoring Feature!

New 300 CHAMP with "glowing" RED PIN
Continuous Strike Feature
Plus Red Pin Bonus!



Look!
New "FLOOD-LIGHT" Illumination!
Gives Brighter Pin Lighting from 2 Standard 60 watt bulbs beneath hood in steel reflector shades!

All Steel Cash Box!

Available in 16½, 13 and 21½ ft. lengths!

When You Think of Profits Think of Chicago Coin Games



Modern New SIX GAME
"PRO" SHUFFLE BOWLER
Imagine — *300 Champ; Flash-O-Matic; All-Strike; Red-Pin; Light-O-Matic* and *Regulation Scoring* for the same price as many 2-game bowlers!

ALL Steel Legs!

"ELECTRONIC-EYE"
RAY GUN
New—TRANSISTOR Type PHOTO ELECTRIC CELLS!
New Modern Circuitry — NO AMPLIFIER!!
FITS ALL LOCATIONS — Minimum Space 6 Feet! Maximum Space 15 Feet!
20 SHOTS 10c — POSSIBLE 100 BONUS SHOTS!!



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WORDS? WHAT CAN THEY SAY?





SEEBURG

ARTIST OF THE WEEK

10-SELECTION 33⅓ STEREO ALBUM RECORD PACKAGES

WEEK OF MARCH 20	WEEK OF MARCH 27
DEDICATED TO YOU	TOGETHER
RAY CHARLES (ABC PARAMOUNT)	LOUIS PRIMA/KEELY SMITH (DOT)
I CONCENTRATE ON YOU	JUST THE BLUES
DINAH WASHINGTON (MERCURY)	COUNT BASIE JOE WILLIAMS (ROULETTE)

*Bob Williams' Place Sturgis, South Dakota.

Plays 33⅓ stereo intermixed with 45's

Seeburg's fresh and alluringly modern beauty does speak for itself. But words can tell you *this:*

Never before was there a phonograph with a silhouette so sleek, so trim, so clean and uncluttered. And so beautifully right for *today.*

Yes, and compact. Seeburg is the compactest. There's not a single useless dimension on it.

Like everything else built *into* Seeburg, all this style and beauty are there for just one purpose: To generate more profitable play. That means more in it for the location, more in it for the operator.

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SEEBURG

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