

June 19, 1961

BILLBOARD MUSIC WEEK

FRANCIS L. LAUDA
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Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Operating

German Phono Ops Mull Record Output Detroit Break in LP Pricing Rocks L.A. Distribs; Midwest, East Reaction Varied

By OMER ANDERSON
COLOGNE—German juke box operators are investigating the possibility of producing so-called "GEMA-free" phonograph records. GEMA, the German ASCAP, is deadlocked with the German juke box industry on all fronts over GEMA's demand for a bigger take of operator receipts. The "GEMA-free" disk undertaking, a tight held trade secret, was mentioned by Hasso Loeffler, chairman of the Deutscher Automaten-Verband, the association of North Rhine-Westphalia operators in the Ruhr industrial State. Tradesters noted that the German attitude corresponds to that of many operators in the United States; that is, the American operators would attempt to set up a

royalty-free record operation to crystallize in the event the present juke box exemption were deleted from the Copyright Act. Loeffler discussed the project in connection with his annual report on association business and problems, which included lengthy comment on the GEMA demands. This was the first time that the project had been moved so far into the open. Detailed information is still sparse, but industry leaders make no secret of the fact that they regard the GEMA dispute as being one of the gravest problems confronting the trade. The dispute also involves the GVL, the organization representing performing artists. The GVL
(Continued on page 42)

By LEE ZHITO
HOLLYWOOD—Detroit's break in the LP price structure (BMW, June 12) last week set off ominous reverberations along distributor row here. According to the BMW report, the first major crack in the LP price wall came when Detroit's top independent distributors invoked a 10 per cent price cut. Distributors here were unanimous in their opposition to the Detroit move. Some foresaw dire consequences as a result of this development. One leading distributor who asked not to be named seemed to sum up the general feel-

ing along Pico Boulevard when he admitted: "This Detroit thing has me worried more than anything else that has happened in this business in a long, long time." Another top distributor who similarly preferred to remain anonymous, said that if the Detroit price-cut spreads, the distributor will be asked to cut his profit almost to the break-even point at a time when operating costs are zooming and collections are at an all-time low, he said. "Who can possibly stay in business under such conditions?"
'Profit Shrinks'
Record Sales' Al Sherman, another one of the area's leading distributors, said: "I don't think the distributor is working at a large enough margin to give up very much of what he makes. The net profit is shrinking fast. The plan could be workable provided the

manufacturer would absorb the discount." Hart Distributors' George Hartstone said: "I'm opposed to discounts. The way to help the dealer is not so much with a price cut as with protecting his inventory. Let's go back to selling merchandise. Give the dealer inventory protection. As it stands now, the discounts are passed on to the consumer, who would gladly pay full price for his records if we didn't force him to buy them at a cut-rate." All the special discounts and freebies are rapidly nudging the manufacturer to the no-profit point, according to Hartstone. Said Hartstone: "It is my feeling that price structures and functional discounts should permit a rack jobber or one-stop to perform the function they went into business for, and
(Continued on page 2)

Indie Dealers Stressing Services Can Survive Discount Competition

By BOB ROLONTZ

NEW YORK — The way for the independent record dealer to stay in business in these days of discount houses and supermarket competition is to offer services that cannot be obtained anywhere else. This is the opinion of many tradesters involved directly in selling to stores, from manufacturer salesmen to distributors. They feel that as the discount and rack type of operations grow, the independent dealer will be harder pressed than ever if he tries to compete with these operations on the basis of price alone.

It has been pointed out that the record business on the retail level is now going through the same type of revolutionary change as occurred in the food retailing business about three decades ago, when the supermarkets forced thousands of independent grocers out of business. Many of the grocers who survived turned to specialty businesses, delicatessen or gourmet foods.

This is what some tradesters believe the smaller indie record dealer may have to do to survive. The four important essentials for the small record dealer today, they say, are: 1) A full line of major catalog product; 2) Service, including charge accounts; 3) Good sales clerks; 4) Late evening hours—and a later morning opening time.

There is little doubt that the discount method of selling has become a fixture for many types of appliances, furniture and even clothing, with a great number of American consumers. Woolworth and Kresge's are readying their discount operations; Allied Stores, The May Company and other giant chains and department store operations are doing the same thing. Records are used in many of the large chain operations both as customer lures and to make a profit. Sometimes the chains buy their own records and merchandise them themselves. Sometimes they lease space to a sub-distributor who runs it himself, paying for the space and turning over a certain percentage to the chain on sales. The sub-distributors include rack jobbers, large wholesalers such as Manny Wells (who runs the S. Klein operation in New York), one-stops, and the combination distributor-rack jobber.

Stress Advantages

To try to compete with the chain and rack discount operations on price alone, say the tradesters, can be a dead end for a small dealer. But, point out these tradesters, a small dealer can offer many items that a mass-appeal type of discount operation cannot carry profitably, and at the same time he can offer services that the discount stores don't even try to provide.
(Continued on page 41)

Canteen Co. Makes Major Buy In Background Music, Vending

By NICK BIRO

CHICAGO—Programed Music, Inc., large background music firm headquartered under the same roof as Atlas Music Company here, is being acquired by Automatic Canteen Company of America—one of several major acquisitions being made by Canteen at this time.

Canteen also officially announced the purchase of four Canadian vending companies, and Bush International Corporation, large Florida coin machine distributor headed by O. R. Truppman. Bush, a former Wurlitzer distributor, was recently appointed a distributor for Canteen's Rowe and AMI lines (BMW, June 5).

In the acquisition stage are assets of companies in Germany; Lancaster, Pa., and Springfield, Ill. Details of these and the PMI acquisition were contained in listing applications to the New York Stock Exchange. Total market
(Continued on page 8)

PHIL., L. A. BUZZ ON HANDLEMAN

NEW YORK—In the wake of the Detroit price cut of 10 per cent, distributors in both Los Angeles and Philadelphia are buzzing with reports that Dave Handleman intends to invade these two markets. Recently Handleman moved his rack operations into the East, with new locations in both Cambridge, Mass., and Lindon, N. J.

The Handleman chain is probably the largest volume record merchandiser in the country, with racks in over 2,000 locations. Handleman told BMW that nothing has yet been set in either the Philadelphia or Los Angeles markets. However, the Los Angeles opening seemed imminent, due to reports that a Handleman rep, Dave Strome, was on the West Coast earlier this month scouting for a location.

DIGEST-VICTOR CLUB DEAL SET

NEW YORK—The signing of the deal which would bring the RCA Victor record club operations to the Reader's Digest was expected momentarily at week's end. Some sources indicated this would take place today (19). Earlier (BMW, May 8), A. L. Cole, Digest general manager, confirmed that the deal was "very close."

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Detroit LP Move Draws Wide Reaction

West Coast Upset Over Price Crack

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not to permit them to eliminate the distributor."

Between the lines of Hartstone's latter statement can be found the general interpretation here of Detroit's price slash. Feeling here is that Detroit's distributors are not sharing their profits with the dealers for the sake of giving the little dealer a break, but instead are cutting price to meet the competition of Dave Handleman, the powerful volume record merchandiser who has lured away many of the distributors' accounts. By cutting price 10 per cent, the distributors hope to win back their dealers.

One distributor asked, "Where do you draw the line?" If distributors have to dig into their profits to keep up such competition, how long can they stay in business?"

Another distributor here argued that his Detroit counterparts were following the wrong solution to their problem. "Rather than cut price to fight a Handleman," he said, "they'd be a lot smarter to take away his discount."

One of the area's largest distributors said the whole situation points up the unhealthy state of the business at this time created by manufacturers glutting the market with product. "Distributors today," he said, "are inventory rich but dollar poor. They are over-pressured to stock still more, while they're sweating out collecting accounts far past due." He said he will confront his manufacturers to rectify this condition by easing his heavy inventory burden.

Whatever the cause of the Detroit price cut, Los Angeles' distributors are solid in their stand against allowing this development to enter this market, unless, of course, the price cut is shouldered by the manufacturer. "And that will never happen," predicted a veteran distributor, "as long as the record clubs exist and make it necessary for the majors to maintain a high price level. If the majors hold the price line, you can't expect the smaller companies to make the first move."

NARAS-N. Y. Puts 12 New Members On Board of Gov.'s

NEW YORK—A recent voting by New York chapter members of the National Academy of Recording Arts and Sciences (NARAS) has elected 12 new and retained eight former members of that organization's Board of Governors in the East.

Retained are board members Manny Albam, George Avakian, Joe Csida, Neshui Ertegun, John Hammond, Alan Kayes, Henri Rene and Bill Simon.

The newly elected members are Dorothy Collins, Lehman Engel, Dick Jacobs, Carolyn Leigh, Ray Hall, Billy Taylor, Eddie Sauter, Acey Lehman, Sascha Burland, Dom Cerulli, George Duvivier and Morton Gould.

The N. Y. Chapter of NARAS has decided to award five scholarships in the field of music, audio engineering and the graphic arts. Musical awards will provide for enrollment in either the Eastman School of Music, Manhattan School of Music and the School of Jazz, Lenox, Mass. The engineering award will allow the recipient to attend the Massachusetts Institute of Technology, and the graphic award is to the Pratt Institute.

JUDKINS HAILS DETROIT SLASH

HOLLYWOOD—Society of Record Dealers President Howard Judkins Sr. hailed the Detroit 10 per cent LP price break as the first encouraging crack in the album price structure, and expressed the "hope that the dealer-benefiting development in Detroit will spread throughout the nation." Judkins further expressed confidence that the manufacturers will "stand behind the distributors" (i.e., lower LP prices) once the Detroit-born price-cut movement catches on in other areas.

SORD's Judkins last month called on manufacturers to re-appraise "the industry's unrealistic, inflated price structure of LP's," and urged that the first price adjustment be made in reducing stereo albums to the monaural LP level (see BMW, May 15). Judkins' plea stirred a storm of opposition from most majors, with only a handful agreeing on his stand.

East & Midwest Comment Varied

NEW YORK—Reaction of Midwest and East Coast distributors to what has come to be known as the "Detroit situation" was mixed this week, with some taking an adamant stand against extending functional discounts to all accounts, and others all in favor.

In St. Louis, one leading distributor says he can't accept the concept of uniform discounts for all. "I'd say that 75 per cent of my business today is with those that get the functional," he said. "That would be racks and one-stops. So the only place I can make my proper markup is with those smaller accounts that take up the other 25 per cent of my business. If I also cut them in on the extra 10 per cent, I'm close to dead. Actually, today, anybody who represents any kind of volume gets the 10 per cent extra. It means that most of us are working on an average 10 to 12 per cent markup instead of 25." The opinion was expressed that the De- (Continued on page 41)

Chesterfield Music Plans Rack Entry and Own Label

Diversified Firm Now Runs 5 Discount Stores, More Due; Preps Singles Disks

By REN GREVATT

NEW YORK—Chesterfield Music, which started eight years ago as a mail-order disk sales operation here, has continually expanded to the point where it operates today five discount record stores across the country and contemplates adding two more within the next month. Beyond this, the firm soon will move into the field of rack jobbing and the operation of its own single record label.

Chesterfield, which operates its stores under the appropriate title, Discount Records, is a sort of dual personality on the record scene today, in that it retains the characteristics of the full-line, catalog dealer who handles no other product than records, yet works on a highly competitive discount price structure, the like of which has frequently come under bitter attack by independent retail disk elements.

Jerry Widdoff, once a classical violinist with the Minneapolis Symphony under maestro Antal Dorati and who is on a number of Mercury albums by the ork, is one of four principals including Marvin Saines, Jerry Schoenbaum and Irving Tepper, in the Chesterfield-Discount combine.

Widdoff said last week that at least 50 per cent of the organization's business is in classical repertoire.

"I don't really know what it is

Southern Boosts Horton & Carlton

NEW YORK—Southern Music has increased the responsibility of two of their executives.

In addition to being manager of the country and western, and rhythm and blues departments and the album division, Roy Horton has become Professional Manager Lucky Carle's assistant for the Eastern section of the United States. Jack Carlton will continue as manager of the Hollywood office and will be assistant professional manager in the Western section.

about our stores," Widdoff mused, "but the week we opened our Southern California branch in Beverly Hills, we sold three times as many albums of the opera "Wozzeck" on Columbia as we did of Mitch Miller's singalongs. We just seem to get that kind of trade. But even now, we know we are losing some of our classical business to the record clubs. We are also losing pop album business to the rack jobbers.

"I don't know where that leaves the average retailer. The racks are everywhere. In Detroit last week I heard about a record rack in a lumberyard; you know, the kind of place where the do-it-yourself guy goes to buy garden supplies and all kinds of stuff—including records now. We feel that the only answer is not to wring our hands over it, but to get into the business ourselves. So now we are negotiating to take over supplying and servicing record racks or depart- (Continued on page 40)

CALIF. LAW DUE VS. FAKE DISKS

LOS ANGELES—The bill designed to help stamp out record counterfeiting in California has passed the State Senate here, and now awaits the signature of Gov. Edmund T. Brown to become a law.

Assembly Bill 3075, which was approved by the criminal procedure committee and was passed by the State Assembly and now the State Senate, was changed so that it now carries a mandatory jail sentence. Alternate provisions for levying of fines were removed from the bill, which now reads that anyone who commits any illegal acts is to be punishable by imprisonment of not more than one year in the county jail.

SEE MOTOR CITY LP CUT AS HANDLEMAN COUNTER

NEW YORK—The action of the five Detroit distributors in slashing their price to dealers by 10 per cent appears to have been occasioned by the possibility of the giant rack jobber, Handleman, taking over the 30 outlets of the Grinnell record-music chain in that city. Luncheon meetings between Dave Handleman of the rack organization, and Jack Winger and Jack Toombs, Grinnell executives, are reported to have created the drastic action on the part of Arc, Jay Kay, Cadet, S. & S. and Aurora Distributors of Detroit.

Move Unlikely

Interestingly enough, the chances of any takeover of Grinnell's by Handleman appears to have gone a-glimmering. Handleman told BMW that he had merely discussed general business conditions with the Grinnell executives, and that there was no intention on his part to set up racks in the Grinnell stores. Handleman's philosophy has been to set up rack operations in high traffic areas, and it is understood that the rack merchandiser feels the Grinnell chain, which is a traditional (60-year-old) music-record chain with strong classical record sales and good traffic in pianos, organs, and other musical instruments, is not the type of establishment that will give him the record turnover he needs for a profitable operation.

However, the Detroit distributors believe that their price slash of 10 per cent to dealers is the reason that Grinnell's is still being serviced by distributors rather than Handleman. And it is reported that the Grinnell executives are feeling no pain over the lower cost of records.

Would Aid Dealers

Johnny Kaplan, head of Jay Jay Distributors, one of the firms that cut its price to dealers (BMW, June 12), said that the move was made by his company "to make the dealer competitive." He told BMW that he felt that the price slash kept dealers from seeking other-than-distributor sources for their records, and that it would help all dealers meet the competition of the chains and discount houses and enable them to make a profit. He said that "I need the dealer for my catalog business. The racks only handle fast-selling and wanted items. Where can I sell my catalog LP's if there are no dealers? Kaplan also pointed out that he was still continuing to give a functional discount to rack merchandisers, but that he felt they should do the job they were originally set up to do, sell records in outlets that did not or do not handle disks. He said he was continuing the 10 per cent price slash on all LP's to dealers.

NARM Poke

The National Association of Rack Merchandisers (NARM), an organization of key record rackers, of which Handleman is (Continued on page 40)

Capitol Preps Big R.&B. Bid

HOLLYWOOD—Capitol, riding high with six entries in BMW's "Hot C.&W. Sides" chart, is out to make sales history repeat itself in the rhythm and blues field by launching an all-out drive on that sector of business. On June 26, Capitol will issue an all r.&b. release, the first time in the label's history that an entire release has been devoted to r.&b.

Release will consist of a single featuring the Edsels (currently climbing the Hot 100 with "Rama Lama Ding Dong") plus disks by Ivory Joe Hunter, plus debut singles by Daniel A. Stone and Mike Roncone.

Current drive is the label's most concerted push toward building its strength in the r.&b. field since the late '40's when it launched its "Americana" red label series devoted to r.&b. fare.

Patsy Cline Hurt In Fatal Crash

MADISON, Tenn.—Well-known country singer, Patsy Cline, currently riding high on the charts with her "I Fall to Pieces" on Decca, is in General Hospital here with a fractured and dislocated right hip and severe head injuries sustained in a fatal auto crash here Wednesday afternoon (14). She was a passenger in a car driven by her brother, Sam Hensley.

Their car was struck head-on by another car which was attempting to pass another vehicle. A passenger in the second car, Mrs. Ruby Angel, was killed in the crash. Her six-year-old son is in critical condition in the hospital here.

Miss Cline's condition is described as fair, altho a deep forehead cut will require plastic surgery, hospital physicians say.

BILLBOARD MUSIC WEEK

Published by The Billboard Publishing Company 2160 Patterson St., Cincinnati 22, Ohio

Publisher Roger S. Littleford Jr. ... New York Office

Editorial Office 1564 Broadway, New York 36, N. Y. Plaza 7-2800

Sam Chase Editorial Director Paul Ackerman Music Editor Aaron Sternfield Coin Machine Editor

Robert Rolontz Assoc. Music Editor June Bundy Radio-TV Programming Ed. Ren Grevatt Merchandising Editor

Wm. J. Sachs, Exec. News Editor, Cincinnati Kenneth Knaf Copy Editor, New York Nicholas Biro, Midwest News Editor, Chicago Lee Zhitto West Coast Editor, Hollywood Mildred Hall Chief, Washington Bureau

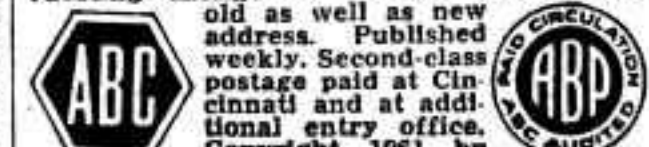
Circulation Office Send Form 3579 to 2160 Patterson St., Cincinnati 22, Ohio DUNBAR 1-6450

B. A. Bruns Circulation Director Joseph Pace Fulfillment Manager

Advertising Office 1564 Broadway, New York 36, N. Y. Andrew Csida Advertising Co-Ordinator Dan Collins Music Advertising Manager Richard Wilson Coin Mach. Ad. Mgr. R. McCluskey West Coast Music Sales

Branch Offices Chicago 1, 188 W. Randolph St. Central 6-9818 Hollywood 28, 1520 North Gower Hollywood 9-5831 St. Louis 1, 812 Olive St. Chestnut 1-0443 Washington 5, 1426 G St., N.W. National 8-4749

Subscription rates payable in advance. One year \$15 in U.S.A. and Canada; \$30 in all foreign countries. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry offices. Copyright 1961 by The Billboard Publishing Company. The company also publishes Vend, the monthly magazine of automatic vending; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management, and High Fidelity, the magazine for music listeners.



Vol. 73 No. 24

Liberty Sets 20% LP Deal

HOLLYWOOD—Liberty Records is offering dealers five-month billing, 20 per cent discount and a 100 per cent return as part of a special program supporting its Premiere LP series. Program is timed to coincide with the addition of three new albums (Felix Slatkin, Tommy Garrett and a Si Zentner-Johnny Mann package) to the Premiere line, plus a Sampler comprised of tracks from the deluxe series' seven LP's. Deal is effective June 19 to July 31.

This marks the first time Liberty has gone beyond the traditional 90-day billing format. Under terms of the program, dealers will have to keep the product in stock for a full six months before it becomes eligible for return. Label is banking on the fact that extended exposure will be a strong factor in moving the merchandise.

Dealers must order a minimum of 20 Premiere albums of the seven titles in the line (Sampler is not included, nor does it qualify for discount) in any assortment (stereo or mono) with discounts applying to re-orders in five package units. Merchandise will be accepted for a full return credit any time after December 25. Program is being backed by special sales aids (counter merchandisers, easels, displays) plus co-op ads.

Congress Bill Hacks at Disk Sales Tactics

GARY, Ind.—"Jungle tactics" in the merchandising of records would be brought to an end if a bill pending in Congress became law, a spokesman for a manufacturers' organization said here last week.

Baiting and switching tactics, changes from the established price or misrepresentation in connection with the sale and pricing of disks would be prohibited in the Madden Bill, now being sponsored in the House of Representatives, by the Quality Brands Associates of America.

QBA spokesman John Anderson said: "The Madden Bill would permit the manufacturer operating under its provisions to revoke, by simple notice, by registered mail if desired, the right of any reseller to make any further use of, or reference to, that manufacturer's trademark, if the reseller sells either up or down from the specific retail price established by the manufacturer. This enables the quality manufacturer to protect the public from gouging by unscrupulous retailers in the sale of the manufacturer's quality-stabilized products."

At the same time, QBA announced its disapproval of the Humphrey-Proxmire Fair Trade Bill introduced recently in the U. S. Senate.

"It is questionable whether special circumstances generally exist to justify the exercise of Congressional power over local acts as is proposed in the Humphrey Bill," the QBA spokesman said. "Prices made by a retailer within a given State do not usually constitute interstate commerce that may be regulated by Congress under its commerce power."

Roulette Gets Ly-Dells Master

NEW YORK—Roulette Records has bought the master of "The Wizard of Love" by the Ly-Dells from Master Records of Philadelphia. The side, which has shown some action in Philadelphia and Cleveland, will be released on the Master label but will be distributed nationally by Roulette.

Jocks Shine as Live-Show MC's

NEW YORK—Disk jockeys are busting out all over this June as emcees of live talent shows. Dick Clark, ABC-TV, and Alan Freed, KDAY, Hollywood, are both heading up all-star stage packages in appearances across the country, and a flock of other jocks are handling emcee chores for outdoor shows at drive-in movies, amusement parks, and outdoor theaters.

Last summer, stagemore units featuring young record talent suffered a bit at the box office, at least partially due to the payola

probe which made it tougher for jocks and stations to plug p.a.'s and brought on excessively virulent attacks on the disk industry by the consumer press. Judging by deejay-headed shows currently scheduled for this summer, the remainder of 1961 should find the picture considerably brighter.

Clay Cole, WNTA-TV, Newark, N. J., record hop jock, has been appointed teen-age activities director of the newly reopened Freedomland amusement park here. The 21-year-old deejay will coordinate all teen-age projects, including record hops, stagemore and multi-station broadcasts from the park. Cole will emcee and produce two free live stagemore—

featuring top disk names—which will be presented every Saturday night in Freedomland's new 3,000-seat Coliseum. He will also continue his weekly Saturday night TV show, "The Record Wagon," WNTA-TV.

On Steel Pier

Deejay Ed Hurst this summer will host two weekly, two-hour record hop and dance shows, "Summertime on the Pier," which will be telecast by WRCV-TV, Philadelphia, from the Marine Ballroom at the Steel Pier in Atlantic City on Saturdays and Sundays from 1 to 3 p.m., starting June 24 and running through August 27. Records will be played on the program, which will also feature visit-

ing disk stars, special dance segs and highlights from various mid-way acts.

Meanwhile, WRCV-Radio, Philadelphia, last week sponsored the third in a series of live "big band" broadcasts initiated to encourage the revival of live "big band" music.

(Continued on page 12)

Cole & Capitol Ink Long-Term

HOLLYWOOD—Nat King Cole's records will continue to be handled exclusively by Capitol for another 10 years, according to terms of a contract concluded between Associated Arts, a producing company, and Capitol. With the signing of this agreement, Cole joins the legion of top artists whose recording deals are handled through production firms. (See BMW, June 5.)

Technically, Cole's recording contract is with Associated Arts which in turn has signed the 10-year agreement to lease Cole masters exclusively to Capitol. Throughout the entire period that Cole has appeared on the label (almost 18 years), the contracts had been drawn directly between the artist and Capitol. Associated Arts has been in existence for approximately a year and a half.

(Continued on page 10)

Cap 'Singles Sweepstakes' Contest Spotlights Issues

Challenge Dealers, Broadcasters to Peg Order in Which 10 New Disks Will Sell

HOLLYWOOD—To intensify interest in Capitol's singles releases, the firm is launching a series of Singles Sweepstakes Contests open to all at the dealer and broadcaster levels of the business with cash awards topping the prize list.

Contests will be tied in directly with Capitol's trade paper ads, and will be kicked off Monday (26) in a full-page ad in BMW. The ad will list 10 Capitol singles. Prizes will go to the contestants who are able to predict the correct consec-

utive order in which the disks will sell. In addition to arranging the titles according to their eventual sales standings, each contestant will strive to guess the actual sales of the record they placed in No. 1 position.

Should more than one contestant predict the proper sales order of the 10 disks, the one who comes closest to guessing the actual sales figure for the No. 1 disk will be named the winner. In the case of ties, duplicate prizes will be awarded.

Eight separate Sweepstakes Contests will be conducted on alternate weeks covering a period of 16 weeks; prizes will go to the winners of each contest. These consist of \$500 first prize; a Capitol stereo phono (Model No. 132), second prize; a Capitol stereo portable (Model No. 126), third prize; from fourth through 10th prize, sets of 10 Capitol albums featuring Nat King Cole, Peggy Lee, Frank Sinatra, Kingston Trio, among others.

Winners of each Sweepstakes Contest will be announced a month after the appearance of the ad. Entries will be judged by the contest division of the Reuben H Donnelley Corporation. Sales data which determines the winners will be certified by the Haskins & Sells Auditing firm.

Dealers, their employees, station personnel, and members of the Allied industries can participate. Only those who live in areas where contests are prohibited, employees of Capitol, its subsidiary firms, its ad agencies, the Donnelley firm, or their families will be ineligible.

Hank Snow Set For Canadian Trek

NASHVILLE—Hank Snow, whose unit opened Friday (16) in Nova Scotia on a tour that will carry the group across Canada, winding up in British Columbia July 20, has been tentatively set by the Jolly Joyce office, Philadelphia, for an extended overseas tour covering Germany, England, Australia and Japan, starting in the late fall.

Snow's package this year includes Wilf Carter (Montana Slim), Big Slim, the Lone Cowboy, of WWVA, Wheeling, W. Va.; Little Jimmy Dickens, the Canadian Sweethearts, Gene O'Guinn, Homer and Jethro, and Hank's own Rainbow Ranch Boys. Marlin Payne has been engaged to handle the promotion work on the tour.

Rep. Celler Explodes Over BMI Competitive Tactics

Threatens Full Divorcement of Society's Stock From All Stations; Asks FCC Act

By MILDRED HALL

WASHINGTON—Rep. Emanuel Celler let go with both barrels at Broadcast Music, Inc., last week, and said he will not rest until there is a complete divorcement of BMI stock from every station in the United States. He demanded that FCC Chairman Minow report on whether the agency could or would demand divestiture, after a study of "proof," which Celler promises, re BMI's alleged unfair competitive tactics against ASCAP music.

The occasion for the attack on BMI was a two-day hearing held last week by the Celler (D., N. Y.) Antitrust Subcommittee on whether Justice Department and the Federal Communications Commission has acted on recommendations made in the subcommittee's report of 1959 and 1957. The latter report on network practices made the controversial accusation that BMI was suppressing the music of the American Society of Composers, Authors and Publishers on the air.

Carlton in Promo On Charlie Parker

NEW YORK—Carlton Records is planning an intensive promotional campaign on "The Bird Is Free," a new album by the late, great also saxist Charlie Parker. Carlton is the sole selling agent for the disk, which is released on Charlie Parker Records. The Parker campaign will include ads in jazz and, consumer magazines such as Esquire, and Playboy.

Both Lee Loevinger, chief of the Antitrust Division of Justice Department, who testified Wednesday (14), and Minow, who reported for FCC on Thursday, carefully refrained from agreement with the vitriolic Celler charges against BMI and did not commit themselves to any promises of action. Both prom-

(Continued on page 10)

Capitol Brass Off For Sales Meet

HOLLYWOOD—Capitol's brass will hit the road for a series of three regional meetings to unveil the firm's new sales plans before its field sales force, operations executives, and its promotion corps. Meetings will be held in San Diego, Calif., Wednesday through Friday (21-23); in Cincinnati, Monday and Tuesday (26-27), and in Atlantic City, next Wednesday through Friday (28-30).

The Hollywood contingent will include Capitol Records, Inc.'s, Marketing Vice-President Lloyd Dunn, its Creative Services Vice-President Alan Livingston, and Capitol Records Distributing Corporation's newly named general manager, Stan Gortikov (see BMW, June 12).

Other CRDC executives will include its vice-president-national sales and operations manager, Bill Tallant, National Merchandising manager Perry Mayer, Album Sales Manager Bill Mikels, Angel Sales Manager Jerry Prager, and Operations Staff Manager Bud Levinson.

Ostrow Starts Own Company

NEW YORK—Stuart Ostrow, vice-president of Frank Music, the Frank Loesser publishing firm, left the pubbery last week to form his own production firm, the Stuart Company. The main emphasis of the new firm will be movie, TV, and Broadway theatrical production. Ostrow will open offices both in New York and Los Angeles for his new business.

Ostrow joined Frank Music six years ago as a song plugger for the firm. He was successively press agent for the pubbery, manager of the West Coast office, professional manager and finally vice-president. Under his stewardship the publishing firm handled the scores of such shows as "Most Happy Fella," "The Music Man," "Greenwillow," "The Unsinkable Molly Brown," "Young and Warm and Wonderful," "The Twelfth of Never" and "76 Trombones" are some of the songs that became hits at Frank during his tenure. Right now, the publishing company has a smash hit in "Yellow Bird" and a strong score in "The Young Savages."

Ostrow leaves Frank for his own firm under amicable circumstances, and with Loesser's blessing. He is being succeeded by Milton Kramer, who joined Frank Music two years ago and has served in various executive capacities under Ostrow.

Vee Jay Ending Top Rank World Distribution Tie

CHICAGO—Vee Jay Records is terminating its overseas distribution contract with Top Rank and plans to set up direct distributor outlets throughout the world.

The diskery also plans to set up its own publishing companies in major European areas.

Artico Distributing Company, a French outlet headed by Bernard Taylor and Kurt Mohr, which distributed Vee Jay under the Top Rank agreement, will continue as the diskery's outlet under the new independent set-up.

Vee Jay President Ewart Abner III, leaves for a tour of the Continent in late August to make arrangements for the new distributor hook-ups.

Initial legs of Abner's journey takes him to London, Paris, Milan and parts of the Scandinavian countries.

AFM, Mich. State Set Music School

NEW YORK—The American Federation of Musicians, with the co-operation of Michigan State College, will hold the third annual Congress of Strings on the college's campus June 18 through August 12. Some 100 talented young string scholarship students representing 72 cities in the U. S. and Canada will participate in the summer school. Thor Johnson is musical director of the String Congress and Dr. Paul Oberg is dean.

International Record Men Planning Annual Awards to Artists & Disks

NEW YORK—A plan to present annual awards to the top-selling artists and records in foreign markets and to foreign artists (and disks) who have clicked in the U. S. is in the works by the newly formed International Record Men's Club (IRMC).

The club is the brainchild of United Artists Records Vice-President and General Manager Art Talmadge and UA's Foreign Operations Director Sidney Shemel. It was set up on an informal basis last month as a means of exchanging ideas and information on the ever-growing foreign record market.

Meetings will be held in the form of luncheons, and the chairmanship will be rotated among the members at each meet. Gene Moretti, MGM's foreign operations director, will chair the first luncheon meeting, August 16, with Shemel as vice-chairman.

In addition to the foreign awards program, the IRMC plans to introduce a top disk name at each luncheon. Connie Francis, one of the top-selling U. S. artists in the world market, will be the first guest. Various key executives from the

foreign music field will also appear at the luncheon as guest speakers. However, a speaker has not yet been set for the initial luncheon meet.

The meetings will be held on a bi-monthly basis. There will be no dues and Moretti said members and or guests who wish to attend the August 16 meet should contact either him or UA promotion-publicity chief, Norman Weiser.

Weiser reports that chapters of IRMC are already being set up in England, Germany and France, "with an exchange of ideas and information among the various groups to be a part of the informal linking of the groups."

The formation of the IRMC is looked upon by some in the trade as a long overdue development in view of the importance of the global record market today to U. S. manufacturers. At the same time, of course, foreign manufacturers and artists are finding increasing acceptance here. Foreign artists in the BMW's "Hot 100" chart this week include England's Matt Monroe with "My Kind of Girl," No. 46; Britisher Andy Stewart with "A Scottish Soldier," No. 83, and Scandinavian Jorgen Ingmann with "Anna" No. 59.

'HOT 100' SEES RUGGED BATTLE FOR TOP SPOT

NEW YORK—One of the wildest battles in some time has been under way for the last four weeks for the No. 1 slot on BMW's "Hot 100" chart. Since Del Shannon's "Runaway" on Big Top was dislodged from the top position two disks—and then three—have been in a veritable dogfight for the No. 1 slot. None of them has held the spot for more than one week. The Big Top disk had held the top spot for four weeks.

"Travelin' Man" by Ricky Nelson on Imperial ousted Shannon May 29. On June 5, the Nelson side gave way to "Running Scared" by Roy Orbison on Monument, only to come back as the top record in the country June 12. "Running Scared" dropped down to No. 3.

This week, "Moody River" by Pat Boone on Dot made a fast climb from the No. 7 slot to take over the lead. It was 31 on May 29 when the Ricky Nelson side took over. "Travelin' Man" stands at No. 2 this week and "Running Scared" has slipped down to the 11 slot.

Montevideo Firm, Editorial-Antar, S.A. To Distribute UA

NEW YORK—United Artists Records will be distributed in Uruguay henceforth by Editorial Antar S.A. of Montevideo, Uruguay. The contract runs for three years and covers both albums and singles, all of which will be released in Uruguay on the UA label.

Meanwhile, Sidney Shemel, UA's foreign operations director, reports that UA has its first major hit in the Philippines with Steve Lawrence's "Portrait of My Love." The disk has chalked up the largest gross sale of any single UA record in that area to date. UA Records are distributed in the Philippines by Vilmareco of Manila.

Westminster Slates 15 LP's in Sept.

NEW YORK—Westminster Records will release 15 new albums in September, according to its artist and repertoire chief, Dr. Kurt List, who leaves here June 28 for an extended trip abroad, where he will cut the new product. Westminster was acquired by ABC-Paramount last month, marking the label's entry into the classical field.

Dr. List and Am-Par executives will meet the press here Tuesday (20) to discuss his European trip and introduce John Natoli, Westminster's newly appointed publicity director. Dr. List will spend most of his time abroad until next spring, and plans to record 30 new albums during this period. Among the new artists will be Chinese pianist Fu T'Song.

Although Westminster has delved into pop occasionally in the past, Dr. List said the label will now concentrate strictly on classical product. He plans to maintain a fairly small artist roster, but will retain some of the label's best-known artists, including conductor Dr. Hermann Scherchen.

Under Am-Par ownership, Westminster, said Dr. List, will restore many packages which were previously discontinued from the line. However, new packaging is not contemplated for the restored catalog items.

No price changes are contemplated either, but Dr. List em-

CRDC Closes Cleveland Wing

HOLLYWOOD—Effective July 1, Capitol Records will close its Cleveland distributing branch and warehouse. Dealers in that area thereafter will be serviced by a sales office which will accept telephone orders to be filled by the Pittsburgh branch. Other services provided by the Cleveland branch will be absorbed by the firm's branches in Cincinnati, Buffalo, Detroit, as well as Pittsburgh.

The firm feels that by closing its Cleveland branch, it will have more funds to boost its sales promotional and ad efforts without losing effective coverage of the Cleveland market.

Concurrent with this move, Capitol and its El Paso, Tex., distributor, B-H Record Sales Corporation, have parted ways. The territory will be covered by its branches in Los Angeles and Dallas, and its Denver independent distributor, Boyd Distributing, Inc.

Decca-Published Blue Book Covers Top-Selling Disks

NEW YORK—In line with the recently developed trend toward programming and sale of old record hits, Decca has announced publication of a Blue Book of all-time best-selling disk standards, indexed by artist and category. The single disks listed, according to Decca, represent a total sale of over a half billion dollars.

The book is being recommended as a deejay and juke box programming guide. A special dealer program has also been developed in connection with the Blue Book. Some of the artists represented include Judy Garland, Bing Crosby, Lionel Hampton, the Andrews Sisters, the Mills Brothers, Al Jolson, Guy Lombardo, Ella Fitzgerald, the Ink Spots, Louis Armstrong and many others, including members of the label's powerful country artist roster.

English Bible Wax Due U. S. Licensing

LONDON—Richard Newcome, a director of Leomark, a new British firm which has the exclusive world recording rights to the New English Bible, is due in New York Tuesday (20) for discussions that will lead to licensing the U. S. and Canada.

Leomark's activity is confined to the religious field. The recording of the new translation of the bible is its only disk interest. Much of the new bible has already been recorded. The first release, three LP's of John's gospel, is scheduled for July 4 in Britain.

It was spoken by Margaret Rawlings, Flora Robson, Andrew Cruickshank, John Neville and Lockwood West. Producer was Frederick Bradshaw, manager of the Royal Shakespeare Theater Company in London, with the advice of Rev. C. H. Dodd, head of the New English Bible project.

It is being distributed in Britain through trade channels and also by the Society for Promoting Christian Knowledge. Advance orders have caused a re-pressing and it seems likely that sales will set a new high for spoken-word albums in Britain. Cost is slightly higher than most LP's here.

Albums for Teens Move Onto Best Selling Charts

NEW YORK—The album market appears to be expanding down to the level of the single-record buyers, which is generally considered to range from ages eight to 14. More and more teen albums, featuring strictly teen favorites, are breaking into BMW's Best Selling LP charts. Over the past few weeks, for instance, LP's by the Ventures, Chubby Checker, Bobby Vee, the Bill Black Combo, Duane Eddy, Bobby Rydell, Ricky Nelson, Paul Anka, Everly Brothers, and Buddy Holly have been or are on the album charts.

It is interesting to note here how many other albums on the charts are of artists who started on singles as rock and rollers or country singers, appealing strictly to the teenager originally. Elvis Presley, Connie Francis, Bobby Darin, Brook Benton, the Platters, Brenda Lee, Santo and Johnny are some of the artists who are now happening solidly on LP's, as well as singles.

In a way, while bewailing the state of the singles business, record firms themselves are helping to swing more teen-agers to LP's,

and the decreasing price differential between a single and an LP is helping to do the rest. Almost as soon as an artist has a smash hit single jump into the top 50 of BMW's "Hot 100" chart, the record firm has an album out with the singer. The album is often named the same as the artist's hit single and contains the single hit as the first track in the LP. There are new albums recently issued called "Little Devil" with Neil Sedaka, "100 Pounds of Clay" with Gene McDaniels. Some manufacturers feel this type of merchandising hurts single sales. Others feel it helps expand the artist audience, adding adult appeal to his already established teen market.

Sometimes teen artists use their albums to show off a pop style, and thus help move into the adult market. Bobby Darin's first album, after his rock and roll hits with "Splish Splash" and "Dream Lover," was a pop set, from which his biggest hit, "Mack the Knife" was culled. He still scores solidly with his rock items, as his best selling rock album, "The Bobby Darin Story" shows. And many times albums by the young artists are merely a collection of single hits. Either way, albums by teen favorites are turning into strong album product.

'DONNYBROOK' IN SHARP RISE

NEW YORK—"Donnybrook," the musical backed by Kapp Records, which issued the original-cast package, is gaining added impetus despite the poor state of the Broadway theater. Box-office receipts picked up sharply last week at the 46th Theater and the advance for the coming week is good.

On the promotional end, too, the musical is driving ahead. Life magazine will carry a three-page spread featuring Eddie Foy, star of "Donnybrook," June 16. On Sunday (18), the Ed Sullivan show was scheduled to carry segments of the musical. The diskery reports album sales are picking up, and President Dave Kapp envisions no slackening on the promotional drive. Box-office receipts last week were approximately \$11,000 greater than the previous week.

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Capitol Adds Ivory Joe Hunter, T. Texas Tyler, Goldman Band

HOLLYWOOD—Capitol Records last week added three well-established names to its artist roster with the signing of Ivory Joe Hunter, T. Texas Tyler, and the Goldman band to exclusive contracts. Artist-songwriter Hunter enters the Capitol fold on a long-term basis, and will make his initial appearance on the label as part of an all-rhythm and blues release. Capitol is determined to bolster its position in the r.&b. field and will use Hunter to spearhead its drive.

Tyler, whose country and western top sellers go back to the later 40's, initially will re-record some of his past hits for Capitol. He will be handled by Executive Producer Ken Nelson. One of his all-time best sellers was his original, "Deck of Cards," which he had recorded for the old Bill McCall Four Star label. This was

Mickelson to Bow Own Disk Label, Supreme

HOLLYWOOD—Paul Mickelson resigned as vice-president and music director of Word Records (Waco, Tex.) to form his own label, Supreme Records. Mickelson told BMW that his firm will be in the religious field, as well as release disks in the educational and children's fields.

Supreme has started to issue its debut release, consisting of six religious releases. Mickelson said he will distribute his product through three channels: to the specialized sacred market (church book stores, devotional disk shops, etc.), regular record stores, and by door-to-door sale.

SURE, WE LIKE ELVIS PRESLEY

VANCOUVER, Canada—Station CKWX here gave away 3,000 recordings of "Surrender" by Elvis Presley this month in a contest which pulled more than 10,000 letters.

According to CKWX deejay Red Robinson, RCA Victor had "over-pressed" the Presley disk, so they turned the excess wax over to the jock and suggested he build a promotion around it. Robinson offered the disk free to the first 3,000 dialers who wrote in and merely said they liked Elvis.

NIGHT CLUB REVIEW

Pat Boone Pleases L. A. Crowd

Several factors combined to lend the festive flavor to Pat Boone's Coconut Grove (Los Angeles) opening. It was his club debut in the Filmcity, and the event drew an unusually heavy turnout of movieland luminaries. Also, it was his 27th birthday—a fact mentioned early in the show—and this helped set the tone of the evening.

Boone offered the packed house a generous display (70 minutes) of his vocal talents, proving that in addition to being a top disk seller and screen and TV personality, he can be a spell-binder in front of a crowd. A polished performer to the last detail, he carried on an easy and relaxed patter with his audience, creating a genuinely warm tie between artist and listener.

His selections leaned almost entirely on his disk releases, with Boone frequently (but tastefully) plugging his recordings and the Dot label. He revealed an impressive versatility by singing everything from rock and roll ("Tutti Frutti") to devotional numbers ("A Wonderful Time Up There" and "Steal Away"). Few balladists could perform religious selections in a cabaret without offending his listeners, but in Boone's hands these seemed to fit quite naturally.

Between these musical extremes, Boone unveiled a lush array of hand-holders in his "Candlelight Medley," including such evergreens as "More Than You Know," "Stardust," "The Nearness of You," among others. He plugged his current chart-climbing single, "Moody River" ("hope this one brings us another gold record"), performing it with conviction. The evening's song-fest was capped by his performance of "Exodus" (with his original lyrics). Despite an unusually long show, Boone had to beg off for the night.

Dick Stabile's orchestra, amplified by a 12-man string section, was on hand to back the show, with Vic Schoen conducting during Boone's portion of the program. At times, the band threatened to drown out the performer, but for the most part, the orchestral settings were excellent.

Lee Zhitto.

resurrected last year by Wink Martindale on the Dot label, and once again showed its sales strength by hitting the "Hot 100's" upper rungs. Another Tyler original which was among c.&w.'s top sellers was his recording of "Remember Me."

In joining Capitol, Tyler returns to this disk realm after an absence of approximately five years during which time he has been traveling as a singing evangelist. An interesting better-late-than-never sidelight to Tyler's joining Capitol is the fact that he nearly came with the major label in late 1948. On the heels of his "Deck of Cards" success, Capitol sought to add him to its c.&w. roster. Contracts were drawn, but before Tyler was able to cross Capitol's threshold, McCall reminded all parties concerned that the top-selling c.&w. artist was still held firmly to a Four Star pact. The major immediately withdrew its offer, and Tyler remained with Four Star.

The Goldman band, conducted by Richard Franko Goldman (son of its founder, Edwin Franko Goldman, enters the Capitol lineup on a one-album deal with options. The band will be recorded in New York by Eastern executive a.&r. producer Dick Jones. The label anticipates sales of the first LP release will warrant production of an album series featuring the well-known concert band. The first recording session has been scheduled during August.

First Jack Paar Album Due Shortly Through Special Merchandise Deal

NEW YORK—The first album by late-night TV king, Jack Paar, will shortly make its appearance through a special premium mer-

RCA Custom Division Offers Dust Repellent

NEW YORK—The Custom Division of RCA Records has made the new anti-static, dust repellent compound available to their custom pressing customers. The compound, which is used on the "Miracle Surface" and "Living Stereo" lines of Victor disks, is available at plants in Rockaway, N. J., Indianapolis and Hollywood.

GARY KRAMER PRESENTS JAZZ 'GOSPEL ROOTS'

EVANSVILLE, Ind. — Ex-Billboardite Gary Kramer of Atlantic Records will present "The Gospel Roots of Jazz," a dramatized presentation of a century of Negro religious music, at the Indiana Jazz Festival here Sunday (25).

The show is a series of musical-dramatic tableaux, according to Kramer, designed to spotlight the role of various types of Negro sacred music through America Negro history, ranging from the unaccompanied congregational singing of the Civil War era to modern gospels.

The package—produced and directed by Kramer—will feature several well-known disk artists—the Staple Singers of Chicago, Marion Williams and the Stars of Faith of Philadelphia, the Paul Barbarin band of New Orleans, Professor Alex Bradford and members of the Abyssinian Baptist Church of Newark, N. J., and Princess Stewart of Chicago. A special narrative—written by Roscoe Lee Browne—will be read by actor Billy Dee Williams, currently appearing on Broadway in "A Taste of Honey."

Kramer will also present a gospel program in the Sculpture Garden of the Museum of Modern Art in New York July 20. He is scheduling the Evansville production for presentation at several colleges and universities this fall and winter.

chandising deal with the manufacturers of Jiffy Sew, a liquid mending product. The package is the first of a continuing series of merchandising tie-ins with records, being projected by a new firm known as Record Products, Inc.

The Paar album, titled "The Best of What's His Name," will be sold in combination with a tube of the Jiffy Sew product which normally sells for 98 cents, for \$1.47. This would make the nominal price of the album 49 cents in the case of this deal. The package in every way resembles a normal LP, with top quality vinyl, four-color cover, liner data, etc.

The producing people involved believe that within a very few weeks, sale of the record will eclipse sales volume of even the biggest LP package sold through regular record distributor-dealer channels. The Paar disk will be sold primarily through food stores, though drug and other types of retail outlets will also be employed. The albums will never be available through record stores. It is estimated that the disk will be sold in close to 100,000 stores. Beyond this, time is being purchased on Paar's own show to promote the album deal.

Of equal interest to the release of Paar's first LP is the fact that, in the future, Record Products, Inc., will be producing musical albums by name recording artists currently affiliated with other diskeries. In these cases, the blessing of the record company has been obtained on the participation of the artist. One of these albums has already been out and another is about to be released.

Principals of the new firm include Sid Mauer, well-known album cover artist, and Lee Matison and Jerome Deutsch. The latter two have been primarily in the merchandising field. Sandy Lesberg, another experienced merchandising man, who operates his own firm in this field, is consultant on the operation.

MUSIC AS WRITTEN

New York

Bix Reichner, composer, vocalist and now a performer, will play piano for three sales meetings being held by The Saturday Evening Post staff the next few weeks. First meeting is in French Lick, Ind.; second in Atlantic City, and the third in New Hampshire. Meanwhile, Reichner's daughter, **Jill**, has become engaged to non-pro **Charles (Chuck) Frank**, and will be married in early September. . . . **John Gary** is now featured male vocalist on **Don McNeill's** "Breakfast Club" show over ABC radio. He replaces **Dick Noel**. New thrush on the show is **Mary Ann Luckett**. . . . **Felton Jarvis** is the new field rep for Am-Par out of Atlanta. . . . **United Artists** has signed **Joyce Davis**, gospel thrush. . . . **Teen Magazine** has a new record label, **Teen**. First artist is **Pat Molitieri**, who writes a column for the teen periodical.

Ray Ellis has signed a new group for RCA Victor, the **Portraits**. . . . **Mike Serby**, of Artcraft Studios, Brooklyn, has formed the **Taurus** label. . . . A new booking agency, **Viscount International Productions**, has been formed on the West Coast by **Fred Dale**, formerly one-nighter head for GAC on the West Coast. . . . **Mitzi Green** opens in "Gypsy" at the Riviera, Las Vegas, June 20. . . . **Amanda Thigpen** is now at the town Hill, Brooklyn. . . . **Epic Records** has named **Summit** as new distributor in Chicago. **Bob Rolontz**

Hollywood

Capitol, for the first time, is following the successful trend to titling an LP with the name of a current best-selling single. The device, which has been paying off handsomely for other labels, is now being used on **Faron Young's** latest album. Package was issued March 6 as "Fan Club Favorites." To ride in on the sales tide of Young's "Hello Walls" chart-topping single, Capitol is renaming the "Favorites" LP to "Hello Walls." . . . **Mike Akopoff**, formerly with A. & A. Distributors, and **Jimmy Warren** here, has joined **Gordon Wolf's** Sunland Music. . . . **Liberty's Bobby Vee** makes his movie debut with a guest appearance in the Noonan & Marshall 20th Century-Fox comedy, "Double Trouble," to be filmed this summer. **Lee Zhitto**

Cincinnati

Jerry Weiner, RCA Victor Records divisional manager here, plays host Tuesday and Wednesday (20-21) to guitarist **Chet Atkins**, Columbia's Nashville rep, who makes this his first stop on a promotional tour in the interest of his new LP, "The Most Popular Guitar," and his newest single, "Windy and Warm." During the Cincy stopover, Chet will appear on **Ruth Lyons' "50-50 Club,"** beamed over Crosley Broadcasting's four-city TV network via WLW-T here, and on **Len Goorian's** TV-er on WKRC-TV. He will also visit with local deejays and members of the music fraternity. Kicking off well in the area, Weiner reports, is the **Tokens'** initial release on the RCA Victor label, "When I Go to Sleep at Night," and **Floyd Cramer's** new one, "San Antonio Rose." **Bill Sachs**

Chicago

Bud Miller is the new promotion man for James H. Martin, Inc., Chi distributor. Miller moved into the spot vacated by **Alan Bress**, who's left for New York. . . . **Henry Friedman**, president of Midwest Mercury, distributor, has recuperated from an illness that waylaid him at Augustana Hospital and is back on his job. . . . **Fred Sipiora**, Singer's One-Stop, celebrated his birthday last week (11), then left for a Florida vacation. He'll return June 25. . . . **George Carlin** of Burns and Carlin, comedy team, wed **Brenda Hashbrok**, Dayton, Ohio, June 3. The two wits are currently appearing at Playboy's new Miami boite. . . . **Jack Karey**, WCFL interviewer-deejay, received a special award from the U. S. Army Recruiting Service for his assistance to them in their work. Laurels were bestowed on Karey during a recent all-star show at the Chicago Veterans Research Hospital. **Nick Biro**

Nashville

The **Browns** were at the RCA Victor Studio here last week for sessions for the label. . . . **Chet Atkins** has signed new artist **Walter Forbes** for RCA Victor. Singer cut his first session at the RCA Victor Studio here Friday (16). . . . **Sonny James** and **Homer and Jethro** cut albums for Victor at the RCA Victor Studio recently, under direction of **Chet Atkins**. . . . **Ken Nelson** was in town from West Coast last week for sessions at the Bradley Studios with **Ferlin Husky** and other Capitol artists. . . . **Owen Bradley** has Decca sessions in the works for **Lenny Dee**, **Ernest Tubb**, **Wilburn Brothers** and **Carl Dobkins Jr.** . . . **Bob Lumen** was at the RCA Victor Studio Thursday (8) for Warner Bros.' etching. . . . RCA Victor Studio has sessions lined up for **Hickory's Sue Thompson** (22), the **Velvets** for Monument (23), **Colonial Records' Ralph Herrington** (21) and **Archie Bleyer** for Cadence (22). **Pat Twitty**

Audio Fidelity Handled In France & Belgium By Barclay Records

NEW YORK—Audio Fidelity Records will henceforth be represented in France, Belgium and the French community in Africa by **Barclay Records** of Paris. The long-

term deal was consummated last week between A-F President **Sid Frey**, and **Nicole** and **Eddie Barclay** who were in town on a week-long business visit.

The recordings will be manufactured in France and will carry the Audio Fidelity label. It's expected that a number of catalogue items will be released as well as newer product. First releases are scheduled for early fall.

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Glenn Wallichs to Europe on Rounds Of Cap Affiliates

HOLLYWOOD—Capitol President Glenn Wallichs left here Friday (16) on a business trip abroad that will keep him away from his Hollywood headquarters until the first week in September. The CRI chief executive will be in London this week, attending a meeting of the Board of Directors of EMI, Capitol's parent firm.

Wallichs will then confer with the top executives of Capitol's affiliates in France, Italy, Germany, Denmark, Sweden, Holland, Belgium, and Switzerland. He is scheduled to return to New York in mid-August. After a trip to the firm's Scranton, Pa., plant, Wallichs will go to Toronto to confer with the executives of Capitol Records of Canada, Ltd. He is due back here early in September.

New Chi Firm Makes Leases, Sells Masters To Record Companies

CHICAGO — A new firm that will concentrate on producing masters for leasing and sale to diskeries is being formed here by veteran music publicist and personal manager Tim Gayle, and long-time writer Frank Lavere.

Lavere, who is the a.&r. director for the firm, has written such tunes as "Pretend," "Have You Heard," and "You're Foolin' Someone."

The firm will cut its first session within the next three weeks with Nina Gaylo, former Ralph Flanagan thrush, recently signed by Gayle. Release will be on Lavere's RPM or Maestro licenses.

Associated with Gayle and Lavere in the undertaking are Frank M. Jirsa; Reuben H. Donnelley, account executive, and Joe Kovacs, talent manager.

Vocalists signed by the group include Nina Gaylo, Gayle Stevens, Detroit jazz singer; Jane Turzy, former Decca artist; Peggy Oliver (former Ted Weems vocalist), and her teen-age daughter Lora; Betty Gilbert, and Pony Sherrell.

Canteen's Major Buy

• Continued from page 1

value of all the current transactions is about \$1,600,000.

Programed Music is an on-location background music operation, headed by Sam Gersh, that uses primarily Seeburg equipment.

Although housed with Atlas Music Company here (former Seeburg distributor also recently acquired by Canteen), it was a separate operation.

Gersh is a veteran of some years in the background music field and was formerly with Functional Music (FM background music firm) here.

PMI will cost Canteen some 3,000 shares of common stock, making the transaction worth a little better than \$100,000. Canteen closed on the New York Exchange last Thursday at 34½. PMI reported a net profit in the March quarter of \$19,888.

Announcement of the outright purchase of Bush was made by Frederick L. Schuster, Canteen board chairman, who said Bush is to become a division of AC Automatic Services, Inc., Canteen's recently set-up subsidiary, headed by Joel Kleiman. It is Automatic that is handling Canteen's interests in so-called service vending fields.

TALENT TOPICS

HOLLYWOOD

Auburn Records' 13-year-old Kari Lynn goes on her first out-of-town promotional tour to push her debut disk, "Summer Day." She heads north for a station swing that includes three TV appearances within two weeks in the San Francisco Bay Area. . . . Johnny Cash will top-line shows in Anchorage, Alaska, July 6-9. Columbia's Cash reportedly broke attendance records during his Alaskan one-nighter swing a year ago.

Mercury's Johnny Preston heads for an 18-day, 15-city mid-Atlantic and Southern States tour, starting Friday (23). . . . Chancellor's Frankie Avalon leaves Monday (19) on a 14-day singing tour of South America, with eight of his shows to be televised. He's due back here July 5. . . . Decca's Brenda Lee is currently on a month-long one-nighter tour throughout the South and West, ending July 7. . . . Jimmy Wakely opened a three-week stand at Las Vegas' Golden Nugget. Sharing the spotlight with him is his daughter, Linda, in her Vegas debut. She recorded "Yes, I'm Lonesome Tonight" on the Shasta label. Lee Zhitto.

CHICAGO

Amad Jamal hosts the official opening of his Alhambra bistro Thursday (22). . . . Ella Fitzgerald put in a benefit appearance at the McCormick Place Friday (16) for the Junior Auxiliary of the University of Chicago Cancer Research Foundation. . . . Comedian Bill Dana and folk-singer Bob Grossman are at Freddie's in Minneapolis until July 2. . . . Ira Sullivan, jazz trumpeter, is set to play the Indiana Jazz Festival, Evansville, Saturday afternoon and evening (24). Vee Jay Records will record Sullivan during his performance there. He's been working his sextet at the Blind Pig Mondays

and at Joe Segal's jazz sessions at the Sutherland Lounge Tuesdays. . . . Also scheduled for IJF appearances: the Dave Brubeck Quartet, Jack Teagarden and his combo, jazz singer Jimmy Rushing and Al Cobine's band, Friday night (23); the Paul Winter Sextet, collegiate jazz winners, and Dave Remington's Dixie Six, Saturday afternoon (24); Duke Ellington and Roland Kirk, Saturday night (24); Lurlean Hunter and Al Hirt, Sunday night (25). The world premiere of "The Gospel Roots of Jazz," a dramatic musical production, will be presented Sunday afternoon (25). Nick Biro.

CINCINNATI

Lawrence Welk and his musical entourage played to 7,382 paid in a single performance at Cincinnati Gardens Monday Night (12) for a gross just a few dollars shy of \$26,000. . . . Songwriter Bobby Bare spent the past week in Nashville huddling over new material with songwriter Harlan Howard. Bare will do several of Howard's tunes on a Fraternity session at the Owen Bradley Studios there this week. . . . Dale Stevens, The Cincinnati Post & Times-Star showbiz and music columnist, and his protege, comic Jack Clements, last week bowed their new Fraternity Records album, "The Weird and the Beard." In the comedy package, Stevens, who sports heavy face foliage, plays straight to comedian Clements. Bill Sachs

PITTSBURGH

Dick Roman opened June 19 at the Ankara night club for two weeks. . . . Lennie Martin hosted a cocktail party at LeMont for Joe Negri, local guitarist and a featured performer on Channel 4, to mark the debut of Negri on Martin's new World label. Negri's first platted is "Tanto Blue," composed by Martin, Lou and Lenny Guarino and Charles Caputo. Lennie Mendlowitz

FOLK TALENT & TUNES

By BILL SACHS

Joanie Hall and the Frontiersmen this weekend begin an extended trek with Rex Allen, which will include a number of major rodeo dates starting with Eureka, Calif., June 24. Other rodeo bookings include Mollala, Ore., July 1-4; Salt Lake City, July 18-24; Bishop, Calif., July 28-29, and Colorado Springs, Colo., August 9-12. Following the Allen tour, Joanie and the Frontiersmen join Dale Robertson for a series of rodeo bookings in the Southwest, beginning at Texarkana, Ark., September 11-16, and following with Austin, Tex., September 21-24, and Pinebluff, Ark., September 26-30. The group is also tentatively scheduled to do Little Rock, Ark., October 2-7, with the "Gunsmoke" trio, Chester, Doc and Kitty.

RCA Victor artist Roger Miller is sporting what he feels is a potential hit in his latest release, "When Two World's Collide," and he's playing the hit and collide business to the hilt. He has been hit twice in recent weeks while riding his motor scooter—and both times by women drivers. The last incident put him in the hospital for a week. He's on the mend, however, and back in harness again. . . . Eleven-year-old Robin Clark, who is doing some exciting things on the Capitol label with her new release, "Billy" b.w. "For Your Sake," has been making rounds of deejays to plug the new output.

Finalists in the Pet Milk Com-

pany's Fourth Annual National "Grand Ole Opry" Talent Contest, sponsored jointly by the Pet Milk firm and the Keystone Broadcasting System, are Johnny Rose, representing KBLM, Rosewell, N. M.; Othell Sullivan, WEBZ, Birmingham; Bonnie Rose Martin, WVOP, Vidalia, Ga.; Dony Gulley and Buster Turner, WCTT, Corbin, Ky.; Bill Gentry, KTFS, Texarkana, Tex.; Ray Pillow, WBRG, Lynchburg, Va., and Donald Hogue, BKLL, Helena, Mont. The finalists will spend June 22-24 in Nashville, together with their station representatives, as guests of Pet Milk, Keystone and Station WSM. Final winner, to be selected in an hour-long show to be held June 23, gets a Columbia recording pact and a contract for six appearances on the Pet Milk "Grand Ole Opry" seg.

"Country music is still going strong in San Antonio," writes Billy Deaton, deejay at KMAC, that city. "A country music spec, with Johnny Cash, Merle Travis, Rose Maddox and Gorden Terry, proved a big success the week of June 5," continues Billy, "and another unit spotting Ray Price, Roger Miller, Carl Butler, and yours truly pulled capacity business here over the June 10 weekend." Deaton has a new release on TNT Records, "I'll Step Down," written by Jack Nenman, b.w. a little fence-type ditty titled "Your Precious Love." Deejays may obtain copies by writing to Billy at the above station.

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ITS HIT THEME— SONG OF THE RAIN

HIT RECORDS—

ROGER WILLIAMS ON KAPP
20TH CENTURY STRINGS
ON 20TH FOX
MILLS MUSIC -- N. Y. C.

Rep. Celler Explodes Over BMI Competitive Tactics

Continued from page 3

used further study of the matter and a report to the subcommittee. FCC Chairman Minow said there had been "no showing" at the agency to confirm Celler's charges that BMI first subsidized writers of background music, then "coerced" stations into using films with music by the subsidized BMI composers. Minow also backed away from a question as to whether FCC could order divorcement of music and broadcast interests under the present statute, if the ownership was shown to be used in an "anti-competitive manner." Minow would only say that "if proven" this would be "of great interest to the commission."

During antitrust chief Loevinger's appearance, Celler attacked the "bad consent decree" under which BMI is permitted to subsidize, and thus lure writers from ASCAP. Celler urged Justice to revise the BMI consent in line with ASCAP's decree, which does not permit subsidizing.

Action Uncertain

Loevinger said that he was not at all sure that "any legal action at this time could be taken to improve the situation." He recognized the "disparity" between the two decrees, but pointed out that BMI is a corporation, while ASCAP is a society, and so cannot discriminate against any member by subsidizing another. Loevinger did say he was "not satisfied" with

the BMI consent in this respect.

Loevinger said that the record at Justice showed a "weakening" rather than a strengthening of any case against BMI as to antitrust violation, particularly since CBS and NBC had divested of their BMI stock. The BMI decree is currently under discussion at Justice, but Loevinger would not promise when or even if any specific action would be taken. He promised only to give the "weightiest consideration" to Chairman Celler's words.

In the statement prepared for FCC Chairman Minow, the BMI matter was labeled strictly an antitrust responsibility. The statement noted that the Senate Communications Subcommittee had held hearings on legislation to prohibit broadcasters from owning music interests (the Smathers bill), and no action was taken. (No report was issued, but Communications Committee Chairman Pastore decided that BMI and ASCAP were business contestants in the music licensing field, and that the BMI competitive practices were not out of the ordinary.)

Take Sharp Issue

Chairman Celler and his chief counsel, Herbert Maletz, took sharp issue with both Loevinger and Minow as to their ability to take action against BMI in the near future. To the antitrust chief, Celler said Justice Department had let matters slide to where BMI was "emboldened" to offer subsidies of from \$10,000 to \$15,000 a year, with 10-year contracts to songwriters for exclusive licensing. He asked if Loevinger had "been informed" that some 40 ASCAP

writers had "succumbed" to BMI wiles, in the background scoring field.

Loevinger said he did not know of these aspects, beyond the fact that BMI could subsidize writers under its decree. Counsel Maletz challenged Loevinger to say whether the public interest was being served by the BMI consent terms allowing such subsidy. The antitrust chief, who has been in office only a few months, said he could not say, because he does not know all of the facts in this case.

Celler had a rough one for Minow: "If proof of anti-competitive showing is given (in the case of a station owning BMI stock and allegedly favoring BMI music)—will it jeopardize a station's renewal? Would it not reflect on the character of the broadcast licensee? If BMI subsidizes a station, it must be causing competitive disadvantage to composers in another licensing organization."

There were too many "ifs" in the question for Minow. He got onto safe ground by invoking FCC's need to protect the public interest, and said if proof of such pressure were given, "we would be very much concerned."

Celler said that even if all the networks divested of BMI stock (ABC being the last investor), if individual stations still own it, "this is a competitive advantage that is utterly unwarranted, and I will not rest until there is complete divorcement of BMI stock from every station in the United States."

Recommendations about other matters, made by the Antitrust subcommittee, are still pending at the agencies. Network option time, which the Celler report wanted abolished, has been dubbed in violation of the antitrust laws by Justice Department, but is currently up for consideration by the FCC on a "public interest" basis. It may be partly or wholly axed.

Other networking practices, including talent contracts and alleged

Cole and Capitol

Continued from page 3

In addition to its Capitol-Cole pact, it also owns several Cole TV show tapes. Associated Arts is a Netherlands Antilles corporation, headquartering in the city of Wilhelmsstadt on the island of Curacao in the Dutch-owned Caribbean group. Cole attorney Leo Branton set the deal.

In years of relationship, Cole's affiliation with Capitol is among the longest artist-label affiliations in the pop disk field. He was signed by Glenn Wallachs, Capitol's president today (then its executive vice-president), in 1943, and his first release ("Straighten Up and Fly Right") was the year-old firm's third big hit, preceded by Ella Mae Morse's "Cow-Cow Boogie" and Johnny Mercer's "Strip Tease Polka."

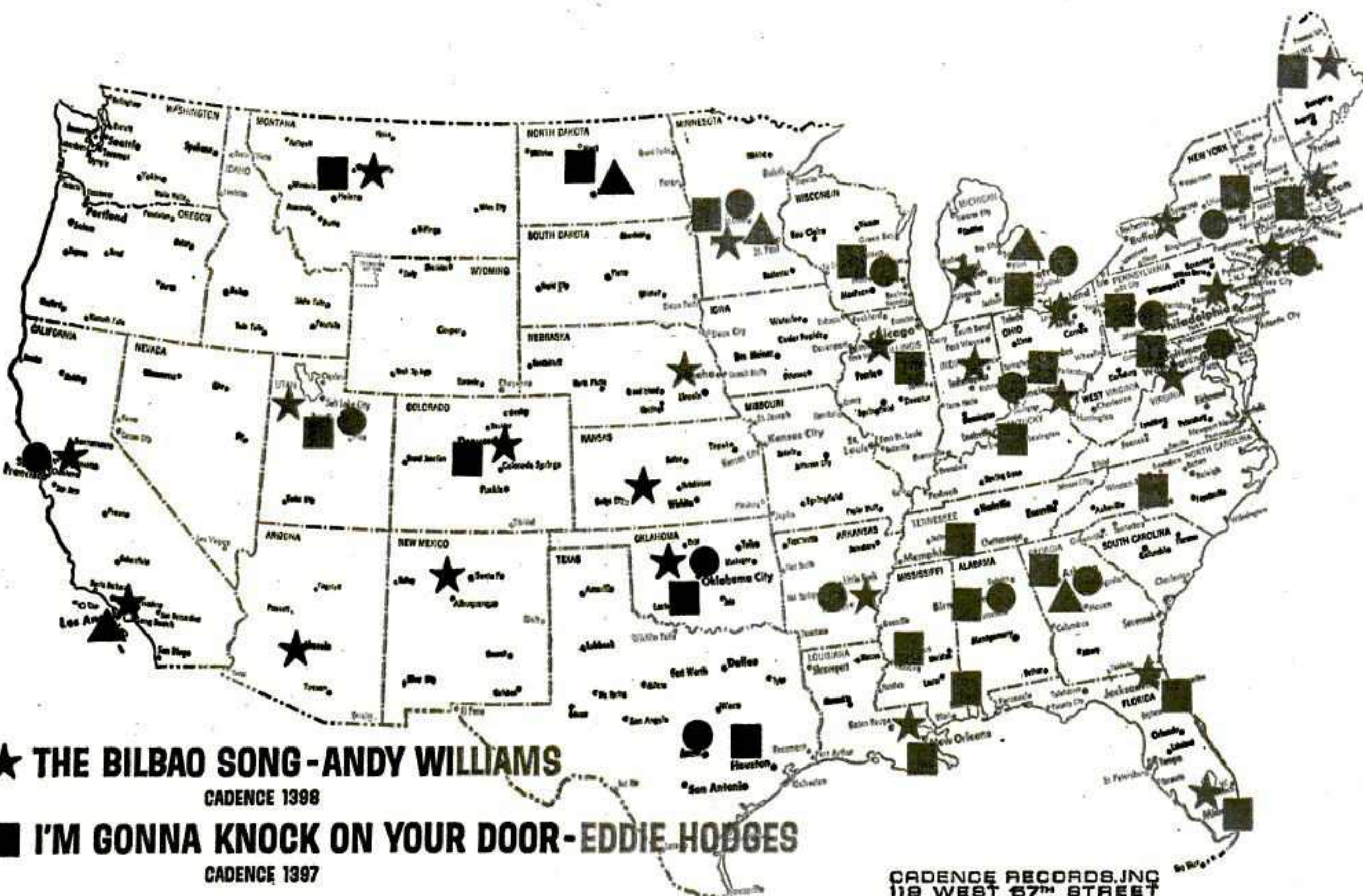
Since those early days, Cole has emerged as one of the world's most foremost artists and top record sellers, and Capitol has grown into one of the top major labels. Cole's disk career will be reviewed in a forthcoming Capitol triple LP package titled "The Nat King Cole Story," now in production, which will include some of his all-time best sellers.

favoritism of owned programming material, are under consideration by Justice and by the Office of Network Study at the FCC, their spokesmen reported.

Also stemming from Celler Antitrust Subcommittee report, plus legislation proposed by other House members, including Rep. James Roosevelt (D., Calif.), is the prospect that all consent decree terms will be made public before signed into effect. This will allow interested parties time to comment. Loevinger said procedures are being considered at Justice, and that the attorney general may soon have an announcement on it.

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Live-Talent Shows Tap Nation's Disk Jocks For Emsee Chores on Indoor, Outdoor Stage

• Continued from page 3

Buddy Morrow and his ork played the free-open-air "Concert Under the Stars" June 15 at the Fairless Hills (Pa.) Shopping Center.

Records of the deejay Bill Bransome-emseed WRCV radio broadcast of the concert were offered free to adults over 18 at any store in the shopping center. Station WRCV features "big band" music exclusively on the air. More outdoor big band concerts are planned by WRCV for this summer and fall months.

Jockeys Hy Lit, WCAM, Camden, N. J., and Harvey Miller, WIBG, Philadelphia, co-hosted a stagemovie package at five drive-in movie theaters in the Philadelphia-New Jersey area June 16, 17 and 18. Tagged "Caravan of Stars," the show units spotlighted 60 artists, including Frankie Ava-

lon, Freddy Cannon, U. S. Bonds, and other chartmakers.

The Palisades amusement park in New Jersey is again luring teenagers with free stagemovies, featuring important disk names with spinner Murray Kaufman, WINS, New York, and other Manhattan jockeys handling emsee chores.

Al Collins, KSFO, San Francisco, recently emseed the Kingston Trio concert at the Masonic Auditorium and the Berkley, Calif., Community Theater. Also on the bill were the Australian Jazz Quartet, and Gene McDaniels.

Dick Clark's show kicks off in Atlantic City July 29. He will also play the Hollywood Bowl, Kansas Centennial Exposition, the Indiana State Fair and the Michigan State Fair. Talent on the shows will vary from place to place. The line-up includes Chubby Checker, Freddy

Cannon, the Shirelles, Duane Eddy, Bobby Rydell, Dodie Stevens, U. S. Bonds, Johnny and the Hurricanes, Fabian, Chuck Jackson and Mike Clifford.

Alan Freed's tour will tee off at the Hollywood Bowl June 25 with a bill featuring the Shirelles, Etta James, Brenda Lee, Bobby Vee, Gene McDaniels, the Ventures, the Fleetwoods, Clarence Henry, the Innocents, Kathy Young and Jerry Lee Lewis. There is also a chance that Freed will go to Europe this summer with a show starring Jerry Lee Lewis to tour England and the Continent.

FCC to Allow Acquisition of All-Tape Station

MILWAUKEE — The FCC has approved the purchase of WMKE-FM here—the nation's first "all-tape radio station"—by Music-Time, Inc. Under control of the former licensee, the station has been programmed for monaural broadcasting by the new owners since last December with stereo pre-recorded magnetic tape only.

When multiplex stereo broadcasting system permission is granted, the station will beam an all-stereo tape programming schedule throughout its entire 15-hour broadcasting day. "It is our intention," said WMKE President Richard V. Steffan, never to air a phonograph record or transcription or to re-record records on tape. We feel noise-free original magnetic tape is unquestionably the finest method of reproducing music for FM-broadcasting.

Steffan added, "In our months of experience programming only stereo material for monaural broadcasts, we have found that what might be an excellent stereo (tape) recording will not produce a good monaural signal. You get 'cancellation effects and phase problems' which can be solved by reducing the level of one channel, but then the stereo is lost. Fortunately, most of these problems are found only in older stereo material. We now have a library of over 1,000 tapes that are both excellent stereo and monaural program material."

BMW's Newsletter Story Sparks Jockey Comment

NEW YORK—Billboard's Music Week's Page-One story on deejay newsletters (see June 5 issue) sparked some interesting comments from disk jockeys around the country.

For example, Larr Gar, WLBG, Laurens, S. C., who writes a regular newsletter to the trade himself, penned, "I have read with alarm a number of newsletters to the trade from various jocks around the nation. Darn if all of them don't have a beef of some kind—some of them about things that have very little to do with them at all.

"I think it's about time," continues Gar, "that the jocks, big and small, get back to reporting record action and what people like, rather than try to be Walter Winchells. With all due respect to W. W., we are in the music business not the critic business. I don't say never to speak up, but confine it to music and good radio and TV. Enough heckling, men."

Dick Reid, KXXX, Colby, Kan., writes: "Speaking of various deejay writings, there are many, including myself, who could delve into matters having to do with this giant industry; but I think, due to all that has occurred in the past—what with tighter restrictions, formats and psychological matters—apathy among many higher-ups in this business clamp these writers down."

Dale Brodt, KCHE, Cherokee, Ia., comments: "Read with great interest BMW's article about the deejays who are hitting the keys once again with newsletters, in which they offer complaints about almost anyone and everyone in the trade. While I have not had the zeal to circulate a regular newsletter, I have on many occasions 'given' it publicly to distributors, diskeries and the like. Now I must turn the other cheek."

In line with this, Brodt opines, "I feel co-operation from the aforementioned outfits and individuals is improving. At least I have noted some improvement in the past few weeks. More than likely, the better relations can be attributed to several things—phone calls (from me) (Continued on page 41)

Taylor to Head WLIB's Music

NEW YORK—Popular jazz pianist-leader and deejay Bill Taylor has been named music co-ordinator for WLIB here. In addition, Taylor's four-hour, once-a-week jazz show has been expanded to cover a Monday-through-Saturday span that will run from 5 p.m. to sign-off beginning June 26. Live interviews with jazz artists and critical comments will also be a feature of the show.

WLIB General Manager Harry Norvik has said that Taylor's appointment and broadened broadcast time will coincide with an entirely new musical format for the station, which will make WLIB the only AM station in the New York area featuring jazz on a full-time basis.

Also effective June 26, WLIB will intensify its special programming for its Negro audience. The programs include a series of 45 15-minute shows entitled "The Heart of the Community" covering the activities of the major civic organizations serving the city's Negroes, and a series of half-hour programs featuring outstanding figures from the United Nations entitled "Africa Speaks."

DJ Cordic Feels Comic Disks Don't Go With Air Show Humor

NEW YORK—Comedy records don't belong on a comedy deejay show, according to Westinghouse disk jockey Rege Cordic, KDKA, Pittsburgh, who has the highest rated (Pulse) morning show of any jockey in the top 10 radio markets.

Cordic — in Manhattan last week to meet with agency time buyers—opines that comedy album selections conflict with a comedy jockey's own brand of humor, thereby lessening the effectiveness of both performances.

Instead, Cordic spotlights such non-funny artists as Frank Sinatra and Peggy Lee. Album selections (seven or eight per hour) make up the bulk of his programming on "Cordic and Company," (6-10 a.m. across the board). The rest of the show consists of skits, satires and stunts written and performed by Cordic and his "Company" (Karl Harman,

Bob Trow and engineer Bill Stefan).

Stefan plays an important role on Cordic's show, since many of the skits represent hours of complicated taping and editing to achieve certain sound-effect gimmicks. Station KDKA has packaged 11 of the most outstanding Cordic skits in a special album, which was distributed to agency executives and trade papers last week. The LP is not for sale to the public.

Cordic ribbed the stereo recording trend, when he reported the release of a record with five sound tracks.

The disk, said the deejay, really made listeners think they were in a concert hall, because in addition to music—it incorporated such familiar concert noises as squeaking seats, hacking coughs and street noises.

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.



GEORGE GREELEY

The unique musical signature of George Greeley, popular piano concerto, has brought the veteran conductor, arranger and pianist recognition in all of the areas open to a musician, including radio, TV, films, and now records. The Warner Bros. recording artist has over a half dozen albums to his credit, all selling well. Currently his LP, "The Best of the Popular Concertos," is a hot item on both the mono and stereo LP charts.

Greeley's history as a musician stems back to 1939 when he entered the field of big band music. He worked as arranger and pianist with such name bands as Tommy Dorsey and Glen Gray. After that, he spent 10 years arranging for radio and then conducting for TV and films. The versatile veteran has scored over a dozen films in Hollywood.

In 1958, Greeley became an exclusive recording artist for Warner Bros. Records where his recorded concerto stylings have made him many new fans.

JOHNNY CRAWFORD

The newest young vocalist to score with a debut disc is 15-year-old Johnny Crawford, who waxes for Del-Fi Records. Young Crawford, who plays Chuck Connors' son in the ABC-TV series, "The Rifleman," comes to the record world richly endowed with a theatrical background. Three members of the family, including Crawford himself, have been nominated for Emmy awards. Other members of the family were associated with vaudeville, symphony orchestras and music publishers.

John Ernest Crawford, who now resides in Los Angeles, has been entertaining friends and family since he was four years old. He made his Hollywood theatrical debut at the age of five and in 1955 began his TV career as one of the original Mouseketeers on Walt Disney's TV show.

Bob Keene, president of Del-Fi Records, sold Johnny Crawford and his father on recording "Daydreams" for his debut disk, and they don't regret it as the tune climbs the Hot 100.



YESTERYEAR'S HITS

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

POP—5 Years Ago

JUNE 23, 1956

- Wayward Wind, Gogi Grant, Era
- Moonglow & Picnic, Morris Stoloff, Decca
- Standing on the Corner, Four Lads, Columbia
- I'm in Love Again, Fats Domino, Imperial
- I Almost Lost My Mind, Pat Boone, Dot
- Heartbreak Hotel, Elvis Presley, RCA Victor
- I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
- Transfusion, Nervous Norvus, Dot
- Ivory Tower, Cathy Carr, Fraternity
- Happy Whistler, Don Robertson, Capitol

POP—10 YEARS AGO

JUNE 23, 1951

- Too Young, Nat King Cole, Capitol
- How High the Moon, Les Paul & Mary Ford, Capitol
- Jezebel, Frankie Laine, Columbia
- On Top of Old Smoky, Terry Gilkyson & Weavers, Decca
- Sound Off, Vaughn Monroe, RCA Victor
- Loveliest Night of the Year, Mario Lanza, RCA Victor
- Rose, Rose, I Love You, Frankie Laine, Columbia
- Mockin' Bird Hill, Les Paul & Mary Ford, Capitol/Patti Page, Mercury
- My Truly Truly Fair, Guy Mitchell, Columbia
- Mister & Mississippi, Patti Page, Mercury

RHYTHM & BLUES—5 Years Ago—JUNE 23, 1956

- Fever, Little Willie John, King
Treasure of Love, Clyde McPhatter, Atlantic
Hallelujah, I Love Her So, Ray Charles, Atlantic
Corine, Corrina, Joe Turner, Atlantic
Roll Over Beethoven, Chuck Berry, Chess

- A Casual Look, Sixteens, Flip
Little Girl of Mine, Cleffones, Geo
Please, Please, Please, James Brown & Flames, Federal
Love Love Love, Clovers, Atlantic
Ivory Tower, Otis Williams & the Charms, DeLuxe

Ted Steele Joins WINS as Gen. Mgr.

NEW YORK — Veteran deejay Ted Steele has joined WINS here, where he succeeds Harold Anderson as general manager. Anderson left that post to become president-general manager of the First Carolina Corporation (a TV outlet) in Columbia, S. C. Retiring as a performer after 25 years, Steele will now devote all his energies to his managerial duties. Prior to joining WINS, Steele was vice-president

of NTA owned-and-operated radio stations. Before that appointment he was general manager of WNTA AM and FM radio stations.

Storer Broadcasting Company's purchase of WINS is still pending FCC approval, so it could not be ascertained at this date whether Steele's move to WINS means that any change in the outlet's disk programming format (now styled along "Top 40" lines) is in the works. Three of the seven Storer stations now feature "good music" programming, but the other 40 have continued on a pop-hits kick.

COLUMBIA

KING



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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.



Rudy Rutherford

ROCKIN' WITH THE DEUCE

Starring

Rudy (The Deuce) Rutherford

WTVM, Columbus, Ga.

Saturday 9-10 a.m.

"Rockin' With the Deuce," which spotlights rhythm and blues and rock and roll records, made its debut in October, 1958. The program went off the air the following summer, but returned in October, 1959.

Host Rudy Rutherford, who also has a radio show on WOKS, Columbus, Ga., usually plays about 12 singles on each show. He places particular emphasis on local and regional talent. Records for the show are supplied by local dealers specializing in rhythm and blues wax.

Ted C. Short, WTVM's operations director, reports "Ratings (March 1961 ARB) indicate the show reaches an adult as well as a teen-age audience." "Rockin' With the Deuce" is co-ordinated with participating schools throughout the area. Local advertisers include Pepsi-Cola, a movie house and a newspaper.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Johnny Rion is spinning the country, gospel and religious music on KSTL, St. Louis, which has just added four more hours of country music to its weekly schedule. Johnny gets his records at Box 390, East St. Louis, Ill. . . . Ted Mullins, manager of Wonder Records, 2105 Central Avenue, Cincinnati 14, says he still has available dee-jay samples of his firm's initial single release, "Sunshine on the Other Side" b.w. "Sermon on the Mount." He also offers dee-jays a new gospel EP consisting of four new sacred songs as waxed by he and his Country Partners. A request on your station letterhead will fetch you the samples.

Bailin'-Wire Bob Strack, veteran c.&w. platter spinner, is cutting out of the radio business by trading the disks and turntables for the books and pencils. Bob is going back to college to complete a degree in dramatics. . . . Station WHOW, Clinton, Ill., celebrates its 15th birthday August 1. For the last 11 years, the station has programmed c.&w. music exclusively. Rolland O. Looper, vice-president and general manager, has plans to increase its power from a 1,000-watt, clear-channel signal on 1,520 k.c. to 5,000 watts before the end of the year. . . . Ray Erickson, who formerly whirled the c.&w. wax on CJRL, Kenora, Ont., is now serving in a similar capacity at Station CFPA, Port Arthur, Ont. Ray promises that all disks sent to him at P. O. Box 297, Port Arthur, will see plenty of air action.

Don Burnette and Ted Potter, who man the turntables at WLPN, top-100 station at Suffolk, Va., report they're getting a heap of action of Faron Young's "Hello, Walls." Ted, who also serves as station program director, says he'll play all pop-flavored c.&w. disk sent him. . . . The lads who spin the country wax at KMDO, Fort Scott, Kan., say that two new country tunes, "I Don't Thrill You Anymore," by Al Brumley, and "Hideaway Heartaches," by Don Rice, bear watching.

Charlie Phillips, dee-jay at KZIP, Amarillo, Tex., and writer of the McGuire Sisters' big hit, "Sugartime," has been signed to a recording pact by Columbia's Don Law. His initial release, just out, is "No More Sugartime" b.w. "Welcome to the Wedding." . . . Johnny Henderson, of Wildcat Records, 1611 Broadway, San Antonio, requests that dee-jays, not already on the firm's mailing list, send in their address on their station's letterhead.

(Continued on page 18)

Busse & Cowley Pix Mixed in Last Issue

NEW YORK — The photos of disk jockeys Henry Busse Jr., KTLN, Denver, and Paul Cowley, WKLO, Louisville, were incorrectly identified in BMW's "Programming Panel" feature last week. Busse's name was run under Cowley's photo and Cowley's name appeared under Busse's picture. Sorry.

PROGRAMMING PANEL

THE QUESTION

Apart from sending you record releases, how can record manufacturers best serve college station disk jockey shows?

THE ANSWERS

GENE MACKIE
WVBC, Boston College,
Chestnut Hill, Mass.

Here are five suggestions that might help all concerned. 1. Tell the local distributors of company's interest in us and to disregard usual nominal cost which small stations can't afford. 2. Give news releases of records to be pushed and artists. 3. Help in programming special promotion shows. 4. Eliminate costly subscription deals. 5. Send us suggestions as to our programming.



W. TERRY STUART
WBWC, Baldwin Wallace College
Berea, Ohio

Following are some ideas from our W B W C production staff:

1) Transcribed interviews, some open-end, with nationally known artists. 2) Monthly lists of best-selling singles and albums. These would guide station's record purchasing. 3) Recording artists could make themselves available for live interviews on college stations. 4) Larger companies could press their top singles and album selections on master disks for distribution. We feel that some or all of the above would greatly increase the effectiveness of our music programming.



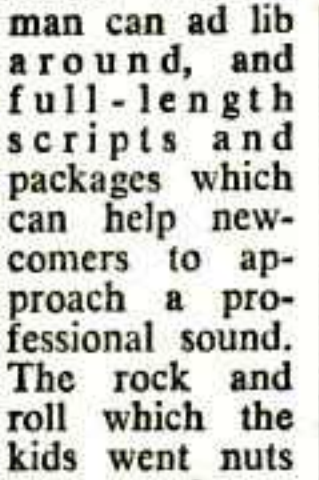
NATHANIEL KRAMER
WKCR, Columbia University
New York

College dee-jays usually rely more on personality and album shows than the "top 40" format which is so prevalent at professional stations. Since little commercial time is sold, the dee-jay must ad lib far more often than his professional counterpart does. If the companies would send out newsletters on a regular basis, it would benefit their artists as well as help fill this time.



BILL JAKER
WALL, Adelphi College
Garden City, N. Y.

What college record shows need more than records are promo sheets which a man can ad lib around, and full-length scripts and packages which can help newcomers to approach a professional sound. The rock and roll which the kids went nuts over a short year ago may be juvenile now, and manufacturers should try to key their collegiate operation to this developing taste.



VOX JOX

By JUNE BUNDY

VETOES COMPACT 33: Dale Brooks, production manager of WBUC, Buckhannon, W. Va., writes: "At first we thought the compact 33 single was a good idea inasmuch as it would cut down on the possibility of getting a record on the wrong speed when playing mixed shows using both singles and albums. However, we have fast changed our minds. Actually we can see no advantage whatsoever in changing from the present 45's to anything! Since the compact 33 is the same diameter, it does not offer any advantage in filing. There doesn't seem to be any noticeable improvement in fidelity. The 45 is so much easier to handle, since you can stick a finger through the holes in a whole stack of records and pick them up without dropping half of them. Both in picking out records for an air show and in using them on my record hops, I find 45's handy as the pocket in a shirt, while the compact 33 is a pain in the neck. One 33 in the stack fouls up the whole stack or rack of disks."

PANS PANEL: Jim Taylor, WKBW, Buffalo, writes: "Anent your recent programming panel symposium (on introducing records), I introduce all my records in the same way: 'Now, here are the Journal of the American Medical Association Choristers, with superb backing by the Steel Drummers of Trinidad, to sing "Bring a Torch, Jeanette, Isabella, Esme, and Siobhan." C'mon!"

ELVIS C.O.D.: Norwegian dee-jay Svein A. Elstad, Moss, Norway, writes: "Through the pages of BMW, I understand that European music is more and more in use by U. S. dee-jays. I think I know how to help American fellow jocks in obtaining products from most of the European countries. I should also mention that an Elvis Presley record has been released on the Continent that has never been released in the U. S. I would be happy to air mail a copy for \$2."

CHANGE OF THEME: Harold (Hap) Anderson has resigned as general manager of WINS, New York, to become president-general manager of the First Carolina Corporation, Columbia, S. C. . . . Howell B. Phillips reports that new Station WIFN, Franklin, Ind., will go on the air around August 1, and the outlet is in need of wax. . . . Station KCMO, Kansas City, Mo., celebrated its 25th anniversary June 10. The entire day was devoted to music that was popular in June 1936, the month KCMO first went on the air.

OLDS ANSWERS DISTIBS: Mark Olds, program director of WNEW, New York, has some interesting observations on a recent BMW story headed "Diskers Burn Over New York Radio Problem," which set forth beefs by New York distibs over difficulties they encounter in getting new releases played on Manhattan stations. Olds writes, "The point at issue is a very simple one. Each record must be judged on its own merit by that person or persons who are entrusted with the programming of a station. Where stations do not have people who know their business, new product will definitely be overlooked, and too much emphasis will be placed on the opinions of others, whether they be the 'lists' or the salesmanship of the promotion men."

"The real problem," continues Olds, "lies in the lack of connoisseurship in too many stations; that is, the lack of the professional ability to judge records. I refer to both program directors and library people and talent. Couple this with the natural reluctance of many people to 'take a chance' on their own judgment, and you have the real difficulty the record manufacturers and distributors are facing."

"To do some concrete good," concludes Olds, "it would be better to embark on a campaign for more professional experts at each station. Here at WNEW, we welcome all distributors and promotion men. We find them courteous and helpful, but we do not pay the slightest attention to the remark that 'so-and-so is breaking big in Cincinnati.' We stand or fall entirely on what our own ears tell us."

MORE ON JAKER: Bill Jaker, one of our college broadcaster panelists this week, is also a professional radio man. Formerly with WLIR, Garden City, N. Y., and WJWL, Georgetown, Del., he is currently working at WGBB, Freeport, N. Y. During his stay at Adelphi College (from which he graduated this month) Jaker was program director and—more recently—station manager of the school's campus station, WALL. He adds, "I have also done some acting, a great deal of writing, and hope to eventually go into television production—if I can preserve my sanity."

Jack Karey, WCFL Chicago interviewer-deejay, received a special award from the U. S. Army Recruiting Service for his assistance to them in their work. Laurels were bestowed on Karey during a recent all-star show at the Chicago Veterans Research Hospital. . . . Marvin Astrin and James O'Rourke, WGN, Inc., Chicago, have been appointed Western division sales managers of WGN and WGN-TV, respectively. Astrin formerly was associated with Tatham-Laird, Weiss & Geller, Inc., and Batten Barton, Durstine & Osborn, Inc., as a sales account executive. O'Rourke was associated with the Chicago television office of the Crosley Broadcasting Corporation and CBS film sales. Other WGN appointments include: Donald Getz as manager of sales services, Herman Sitrick as manager of local sales, and Edward Gerken as manager of WGN's Eastern division office, New York.

CHANGE OF THEME: Charles E. Gates is new manager of WGN, Chicago. . . . New general manager of CKEY, Toronto, is Douglas Trowell, ex-station manager of CFPL, London, Ontario. . . . Jim Evans has joined KPHO, Phoenix, Ariz. . . . Jack Frost is leaving KRIZ, Phoenix, Ariz., to become co-host (with Ron Chrisko) of the morning show on KOOL, same city. Frost will also have his own afternoon show on the CBS affiliate.

PICKED BY ALL TRADES!

JOE DOWELL
WOODEN HEART (Gladys, ASCAP) (2:00)—The tune that has become a smash for Elvis Presley abroad, is handed a most attractive reading by Dowell over excellent support. He sings it in both English and German. Flip is "Little Bo Peep." (Sure-Fire, BMI) (2:25) **Smash 1708**

**The Cash Box
 Pick of the Week**

JOE DOWELL (Smash 1708)
 (B+) "WOODEN HEART" (2:00)
 [Gladys, ASCAP—Kempfert,
 Toomey, Wiseman]

**MUSIC VENDOR
 HIT PICKS
 OF THE WEEK**

WOODEN HEART (Gladys, ASCAP) - Joe Dowell - **SMASH 1708**
 ● Joe Dowell renders a delightful English/German language version of the tune that was a big hit in England. Folk-flavored ditty that should also score here.

**The Music
 REPORTER**

★ **JOE DOWELL**
 "WOODEN HEART"
 (Gladys, ASCAP)—2:00
 Kempfert-Toomey-Wise-Wiseman
SMASH 1708



Wooden Heart

Joe Dowell

SMASH RECORDS S-1708

Another unanimous trade pick!

"FOUR SHY GIRLS" (IN THEIR ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINIS) • **The Girl Friends**

PIONEER 71833

Breaking big in Chicago!

"PEANUTS" • **Rick and the Keens**

SMASH S-1705

FROM THE HOUSE OF HITS / SPECIAL PRODUCTS DIVISION of Mercury Record Corporation, Chicago 1, Ill.

Invitation to Tea Party Draws Gals to Stereo

MURRAY, Utah. — Since women control the family purse strings, and usually know little or nothing about stereo, it behooves the retailer to get as many women as possible into the store, according to David Brinton, of Brinton Electric Company here.

Shortly after moving into a modern new store, with parking space for 20 automobiles out in front of this Salt Lake City suburb, Brinton set out to "feminize" store traffic at once. Among outstanding features of the new store was a separate balcony, removed from the busy traffic on the first floor, where all stereo phonographs, tape recorders, records and accessories are shown.

Because Brinton Electric Company had a contracting background and had dealt with male customers through most of its 40 years of existence, the store definitely needed a specific attraction for women, Brinton felt. Thus, with Mrs. Brinton assisting in selecting and buying, his first step after relocating was to invest in a \$2,000 gift department, located immediately behind the all-glass front of the store and crammed with the sort of gifts which women are most likely to buy for anniversaries, friends, Christmas, thank-you occasions and other gift obligations. With a wide price range running from \$2 to \$25, the Brintons felt that the gift department, the only such for miles in either direction, would bring women into the store at least half a dozen times per year.

How to get them familiar with the gift department? This was solved by a simple, but highly effective step. From various sources, Brinton gathered together the names of 2,500 women in South Salt Lake City and Murray who are in the social swim, entertain frequently, are connected with civic organizations, prominent in the newspaper social columns, etc. To each went a handsomely engraved invitation inviting her to be the guest at a tea party to be staged at the Brinton store.

From the 2,500 invitations sent out, approximately 200 women responded, all of whom were served tea and cake from a banquet table set up at the rear of the showroom, and then taken on tour of the gift department and the stereo section as well as the service department. Eight employees acted as hosts, making sure that every woman who came into the store "got the picture" of the top-notch record, phonograph, and sound-equipment department, as well as the gift department.

Now the Brinton Electric Company is enjoying a \$200,000-per-year volume, much of which is directly traceable to the exceptionally large percentage of women visiting the showroom. While it is difficult, of course, to tie in the purchase of a \$5 pepper and salt shaker set to the purchase of a \$369.50 stereo phonograph, there is no question that most of the store's feminine stereo purchasers were first attracted by the gift department.

Philco Distribs See New Line Phonos, Radios

ATLANTIC CITY — Philco debuted brand-new lines of phonographs and radios at its distributor convention held here last week. Each new stereo phono has been equipped to receive FM stereo broadcasts, and the company announced that its own FM multiplex adapter would be available during the summer with a retail price of under \$50.

Five new portables will range in price from \$24.95 to \$139.95, while six basic stereo consoles will run from \$149.95 to \$395. All of the console models except the leader unit are priced to include Philco's new AM-FM tuner. New systems are characterized by high power output and more speakers.

The company is also offering an exclusive engineering development known as the "Background Music Compensator," which is reported to increase fidelity at low volume. All models are equipped with jacks for adding "outrigger" speakers. The latter are available at \$29.95 suggested list. In addition to all-new furniture stylings, the line also includes a special hutch cabinet, to fit on top of the solid-top phonos. The hutch is complete with shelves for disk storage, books, etc. The hutch idea, earlier, was also incorporated into the new RCA Victor line. One version of the hutch allows for inclusion of a 19-inch TV screen.

On the radio side, Philco has come out with seven new table models (\$14.95 to \$34.95); six

April Phono Sales Show Heavy Drop

WASHINGTON—The see-saw, climb-and-decline pattern of phonograph radio sales continued in April as Electronics Industries Association figures showed a decided dip for that month.

Sales were down in all categories of phono sales, both retail and factory, and in both mono and stereo sets.

On the all-important retail level, April totals set new lows for the year. The 56,312 mono and 182,773 stereo units sold in April were the low point for 1961 to date. The monophonic total was some 7,900 off the March pace, and the stereo figure was almost 55,000 below that of the previous month. Retail year-to-date totals were approximately 69,000 under the 1960 total in the mono listing and 200,000 under in the stereo field.

On the factory level, the 152,974 stereo sets sold in April was the new low for this year. It was 65,500 below the figure registered in March. The mono figure was 9,000 off the previous month's total.

Year-to-date statistics filed by EIA showed that so far this year 58,729 fewer mono sets and some 254,463 fewer stereo sets have been sold at the factory than in 1960.

clock radios (\$19.95 to \$49.95); and three AM-FM sets (\$34.95 to \$59.95). The last group includes one FM-only unit at \$34.95, \$10 less than a similar model debuted last year. All sets in the new radio line include what is described as a "component" look, with such features as a slide rule dial.

Webcor Debuts Broad New '62 Equipment Line

CHICAGO — Webcor has introduced a broad new line of equipment for 1962, including both monaural and stereo tape machines, portable automatic and manual phonos, console stereo phonos, transistor citizens' band transceivers, extra stereo speakers, drop-in AM and FM tuners and accessories.

The company has also brought out a handy booklet of thumbnail sales points (pitch points for '62) for each of the many units in the line for use of salesmen.

In its complete tape machine line, the firm has included a leader unit at \$79.95; a transistorized, battery-operated, four-pound tape unit known as the Microcorder, at \$175, and six other monaural sets ranging from \$100 to \$200.

Four separate stereo tape sets have been brought out, one of which records as well as plays back in stereo. The three with monaural record-playback list at \$249.95, while the stereo record unit goes for \$299.95.

In the portable phono field, one manual stereo set carries a \$39.95 tag, including a separate speaker unit. A monaural manual unit is listed at \$29.95, while a monaural automatic, again at the low-end, goes for \$49.95. Five stereo automatic portables range from \$69.95 to \$169.95. One of these has completely self-contained stereo, two others have one separate speaker unit, and the final two come with wing speaker sets.

In the console phono line there are seven new models ranging in price from \$149.95 to \$359.95. Five of these are available with AM-FM tuner at \$90 extra, while two others can be equipped with a lower priced tuner at \$50 extra.

The de luxe, all inclusive, high end model of the new Webcor line, known as the Galaxy, and containing stereo phono, AM-FM tuner and tape recorder, is priced at \$950.

The transistor radio line, which includes several units with citizen and weather radio bands, runs from \$29.95 to \$79.95. A set of twin transceiver units sells at \$189.95.

Chi Hi-Fi Home Show Slated August 25-27

CHICAGO — The 10th annual Chicago High Fidelity Home Entertainment Show will be held at the Hotel Sherman, August 25-27, one month ahead of its normal date, it was announced last week. The moving up of the date came as a result of increased interest in home music reproducing equipment due to the advent of FM multiplex stereocasts.

The entire first floor of the hotel, including 16 ballrooms, banquet halls and meeting rooms, will be used to house the exhibits and demonstrations, according to S. I. Neiman, of International Sight and Sound, sponsor of the affair. Both components and packaged goods manufacturers will be represented.

Artia Sets Stereo 4-Track Tape Series, Due This Month

NEW YORK — Beginning this month, Artia Records is offering a four-track stereo tape series. The first four items in the initial release spotlights the Moiseyev Spectacular; The Soviet Army Chorus in Paris; The Nutcracker by Tchaikovsky, and Slavonic Dances with excerpts from Smetana's "Bartered Bride." The tapes will be priced at \$7.95 and \$11.95.

BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

Position This Issue	Position 3/20/61 Issue	Brand	% of Total Points
1	1	Webcor	19.6
2	2	Voice of Music (V-M)	19.3
3	5	Wollensak	11.9
4	3	Columbia	9.5
5	7	Telectro	5.6
6	—	Ampex	3.6
7	—	Revere	3.3
		Others	27.2

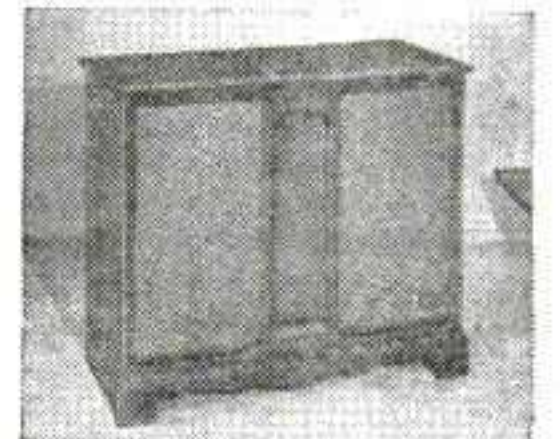
BEST SELLING STEREO TAPE DECKS AND RECORDERS

Position This Issue	Position 3/20/61 Issue	Brand	% of Total Points
1	1	Voice of Music (V-M)	24.3
2	2	Webcor	11.6
3	5	Wollensak	8.5
4	—	Bell	5.1
5	7	Sony	4.2
6	4	Ampex	3.4
6	—	Viking	3.4
8	—	Revere	3.1
8	—	Roberts	3.1
		Others	33.3

NEW DEALER PRODUCTS

Stereo Phonograph Console

One of the latest members of the Zenith line is this Haydn phono console. The unit has Cobra-Matic four-speed player, twin 12-inch woofers and two five-inch cone tweeters. The instrument is also specially designed for the addition of AM-FM tuner. The unit pictured here is out of the Royalcraft series made by the company.



Dealer Bonus Plan Display



The Pickering Company, Plainview, N. Y., has instituted a bonus plan that involves the free offer of a Scandinavian modern counter display case for the full line of Pickering magnetic cartridges and replacement styli. The stereo cartridges are displayed in the case in such a way as to provide easy customer identification.

Lightweight Stereo Cartridge

The second audio product to come out of the Audio Dynamics Corporation, Ridgewood, N. Y., is a new lightweight stereo cartridge with a miniature moving magnet. It has a low tracking force of from two to four grams. It may be used in virtually all popular tone arms and record changers. The list price of the new ADC 2 cartridge is \$37.50. Replacement stylus assembled is available at \$15.

(Continued on page 18)

GOING ALL THE WAY!

I FALL TO PIECES

Patsy Cline

31205

and watch these climb...

SERMONETTE EARL GRANT 31263

THAT'S WHAT I CALL TRUE LOVE C/W

PRETTY LITTLE GIRL IN THE YELLOW DRESS CARL DOBKINS JR. 31260

TAMMY, TELL ME TRUE SANDRA DEE 31265

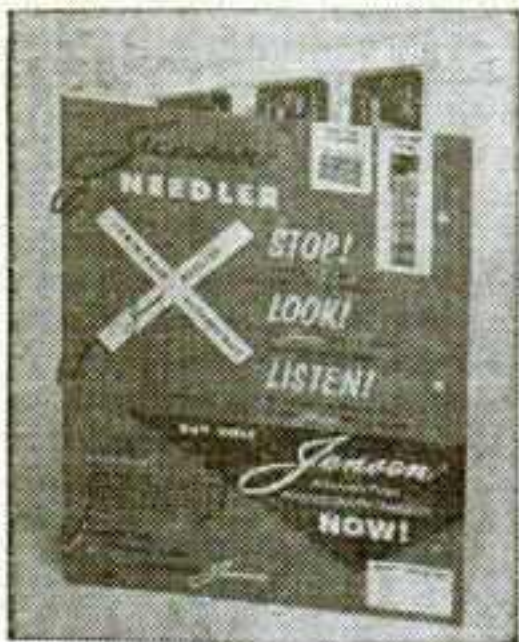
HAVE A DRINK ON ME BILLY GRAMMER 31274



NEW DEALER PRODUCTS

Continued from page 16

Kit Is a Needle 'Needler'



Jensen Industries has begun the first in a line of combination needle kits. The unit is at one time a counter or wall display, complete with inventory book, sales literature and complete needle information. The unit's loose leaf binding provides for easy customer perusal. The display item is called the Jensen Needle.

Stereo Tape Head in Kit

Fidelitone Microwave of Chicago has come up with an easily installed and tightly packaged stereo tape head kit that solves the problems of merchandising of this replacement part. The compact kit contains a four-track record and playback stereo tape head. And with each item, the company is giving a three-inch reel of Azimuth alignment tape, and electrical connector and the necessary hardware for making the at-



tachments. It is being made available to record dealers as an over-the-counter accessory item.

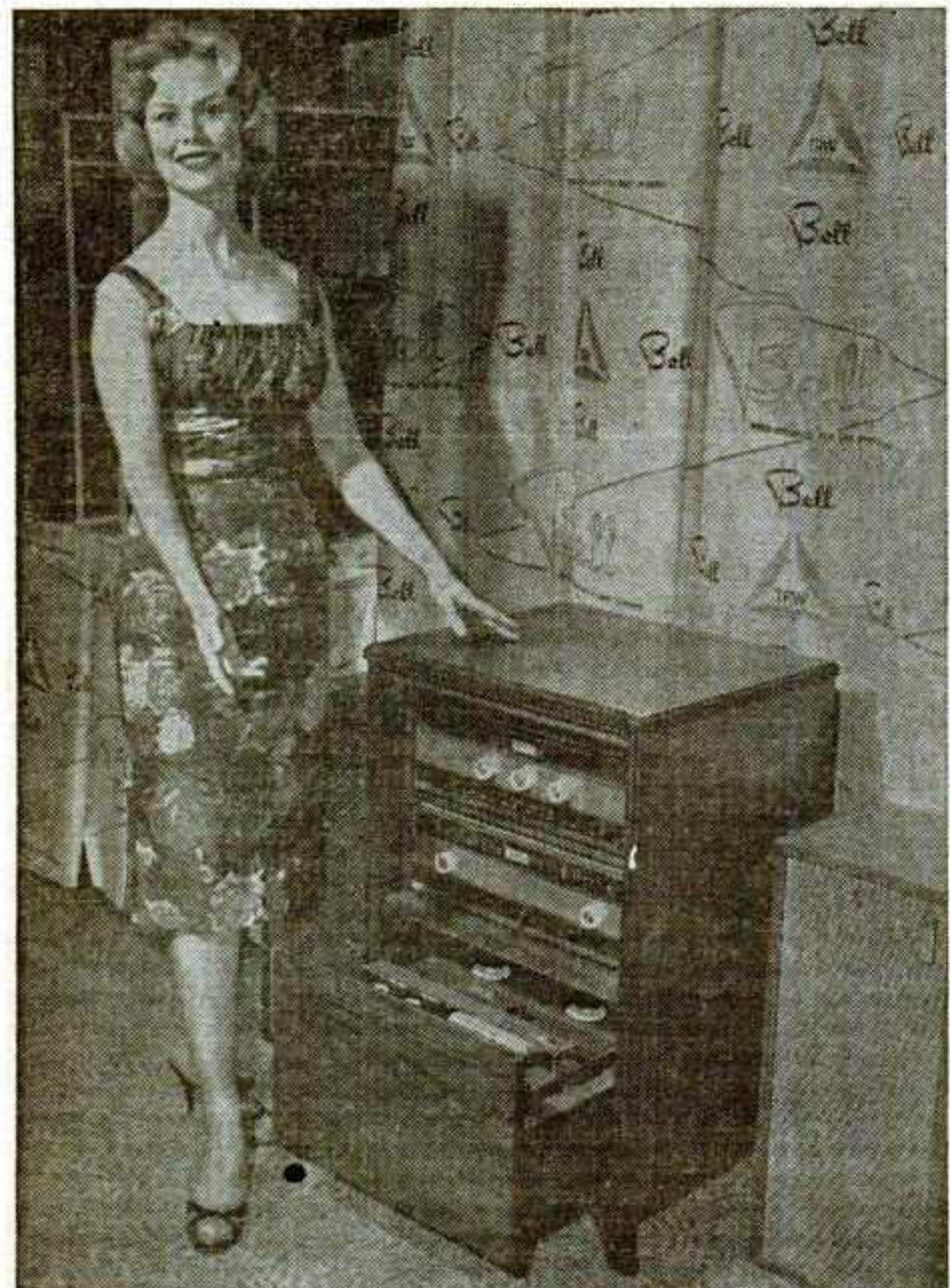
Symphonic Shows Phonograph Line

NEW YORK—Symphonic held a two-day showing of its new phonograph line here last week at the Hotel Park Sheraton. Dealers were shown a total of 13 new portable models and six basic console sets, four of which had variations which include AM and FM multiplex radio tuners.

Beginning at \$19.95, the portables range in price up \$149.95. A number of the low-end portable units, according to Symphonic spokesmen, are compatible, in that they can play both monaural and stereo disks. The line contains four

of these. There is also a low-price stereo manual portable with wing speakers pegged at \$39.95. Beginning at \$64.95, there are six stereo automatic portables, including de luxe models at \$139.95 and \$149.95 which contains extra speaker jacks for multiple room stereo. Another portable, the SC 500, is a manual, monaural unit for classroom use.

Lowest-priced console unit is tabbed at \$99.95. Prices in this field run up to a high of \$349.95 for the de luxe phono Model 1777 which contains AM radio and FM multiplex tuner attachment.



BELL SOUND DIVISION has introduced a hi-fi equipment cabinet to be merchandised as a home recording studio. Lower pull-out drawer has cut-out for Bell stereo tape transport. Above there is space provided for Bell stereo amplifier and matching stereo tuner. Unit, which carries an open list price, is to be used as a traffic-building premium to develop stereo component sales. Dealers are being urged to offer the unit as a premium to help sell a complete system.

APRIL PERIOD'S RADIO SALES & OUTPUT DROPS

WASHINGTON—The retail sales and per-unit production of radios in the United States, which has been on a slow upward climb in the past few months, took a decided decline in April, according to figures released this week by the Electronic Industries Association.

The EIA statistics revealed that retail sales for April as compared to March dropped some 250,000 sets. On the per unit production end, some 259,000 fewer sets were turned out in April than March.

As far as year-to-date figures are concerned, retail sales showed that a scant 89,000 more sets have been sold in 1961 than in 1960, while production is approximately 382,000 off the 1960 pace.

REPLY OPTIONAL

Reveal Dealers' Ten Pet Peeves

NEW YORK—With the advent of summer, a time when customers are least likely to be breaking down the doors to buy, dealers are likely to become more and more annoyed with odd requests and questions. A recent poll taken among key retailers in the major cities from coast to coast revealed the following to be the 10 most unpopular phrases heard by them.

1. "Why won't my old phonograph play these new stereo records?"
2. "No, I don't know which movie it's from; mention a few!"
3. "Do any of those rock and roll 45's come without the big hole in the middle?"
4. "Give me a nice pachango record, no singing, has to be a standard tune, not too slow a beat and, of course, hi-fi!"
5. "I want the sound-track album from 'Gigi' but not with Maurice Chevalier. I don't care for him."
6. "Do you stock this English fellow Mannie something or other?"
7. "How come so and so down the street only charges . . ."
8. "Why don't you stock those nice old 78-r.p.m. records?"
9. "Have you got needle replacements for Asiatic Cartridges?"
10. "Just looking."

Charles Simmons In Crash Landing

DALLAS — Charles Simmons, 38, a pioneer in the development of the national dealer organization known as SORD, narrowly escaped death here last week when a light, single-engine plane in which he was a passenger, crash landed into a chain link fence on the edge of Dallas' Love Field.

The craft, a Beechcraft Bonanza, was being flown by West Coast CBS announcer James R. Haskins, who had stopped in Dallas for refueling on a flight from St. Louis to Los Angeles. Soon after take-off on a brief spin, the ship developed engine trouble and just barely made Love Field, narrowly averting rush hour traffic on a nearby highway. Simmons was treated for a shoulder separation and will be in a "straightjacket" bandage for six weeks. Haskins escaped unharmed. Simmons is also vice-president and treasurer of Coghill-Simmons Music Company here.

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.

CONCERT-DISC—Limited time only. Started May 8, 1961.

Dick Schory's "Re-Percussion" album is specially priced to the consumer at \$2.98 (mono or stereo) instead of \$4.98. Dealer maintains full mark-up.

RCA VICTOR—Limited time only. Started May 29, 1961.

"Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer off the nationally advertised price.

CAPITOL—Expires June 30, 1961. Started June 1, 1961.

Label is offering its complete catalog of 34 Hollywood Bowl albums on a special "Dollar Off" discount to the consumer. Includes new Bowl LP in June release and two "duophonic" versions of earlier releases. See page 2, June 5 issue, for details.

DOT—Expires June 30, 1961. Started May 1, 1961.

"Second Summer Sale." Albums will be specially priced to the consumer: \$4.98 LP's at \$3.98; \$3.98 monaural LP's at \$3.29 and \$1.29 EP's at 98¢. Dealers will receive 90-day billing benefit. Program covers complete catalog. See page 1, April 17 issue, for details.

KING—Expires June 30, 1961. Started May 18, 1961.

Special consumer plan. Two regular priced LP's for the price of one. Dealer makes normal mark-up. Program covers 16 specified LP's. See page 5, May 29 issue, for details.

MGM—Extended through June 30, 1961. Started May 1, 1961.

Deal is offered to the dealers through the distributors of buy five LP's and receive one free of the same selection. Program covers the 17 albums of the MGM May release.

PRESTIGE—Expires June 30, 1961. Started June 1, 1961.

Dealers are offered through the distributors a 10 per cent discount on the label's 7000 jazz album series. See page 3, June 5 issue, for details.

RIVERSIDE-JAZZLAND—Expires June 30, 1961. Started May 22, 1961.

"Summer Sales Spectacular." Distributors are offered two albums free for every 10 purchased. Program covers entire Riverside and Jazzland catalogs plus May and June releases and 10 LP's in the label's new 7500 pop line series. See page 4, May 29 issue, for details.

TAMLA—Expires June 30, 1961. Started May 15, 1961.

Distributors are offered one album free for every six purchased. Program covers complete catalog.

DECCA—Expires July 7, 1961. Started June 6, 1961.

"June is Jolson Month." Dealers are offered one album free for every six purchased on the label's Al Jolson catalog of nine albums. Details available through the label's distributors. See page 39, June 5 issue, for details.

LIBERTY—Expires July 10, 1961. Started May 8, 1961.

Special 20 per cent discount programs to back up two Liberty LP releases: Gene McDaniels' "100 Pounds of Clay" and original sound track of "One-Eyed Jacks." Discounts are available on each for minimum orders of five LP's (stereo or monaural) plus 20 per cent off on recorders.

CARLTON-IMPACT—Expires July 15, 1961. Started May 8, 1961.

"Summer Special" merchandise program. Distributors are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

ROULETTE—Expires July 15, 1961. Started June 1, 1961.

"Summer Sales Plan." Through the distributor the dealer is offered two albums free for every 10 purchased. Program covers five albums in the June release plus entire catalogs of Roulette, Roost, Tico and Gee labels.

LIBERTY—Expires July 31, 1961. Started June 19, 1961.

Dealers are offered five-month billing, 20 per cent discount and a 100 per cent return as part of a special program supporting its Premiere LP series. Minimum order is 20 Premiere albums of the seven titles in the line in any assortment. See separate story, current issue, for details.

MERCURY—Expires July 31, 1961. Started June 15, 1961.

"Summer Sale-a-Rama." Program offers the current mid-June release, the label's Perfect Presence series, the EP series and the Wing series on a one-free-for-every-five-purchased basis. Remainder of the catalog comprised of all 12-inch LP's will be offered on a one-free-for-seven-purchased basis. See page 3, June 12 issue, for details.

RIVERSIDE—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

TIME—No expiration date. Started April 1, 1961.

Dealer is offered one LP free for every six purchased. Program covers complete catalog.

ALBUM COVER OF THE WEEK



FORBIDDEN FRUIT—Nina Simone, Colpix CP 419. Lovely cover in a collage of colors, predominantly in greens with splashes of purple, orange and white. Cover photo and design: Maurice Freedman. Prime display item.



THE TWELVE GREATEST HITS, SAN REMO FESTIVAL, 1961—Various Artists, Epic LN 3784. Eye-catching cover photo of a sultry Italian femme in full color. Potent display material.

WITH THE COUNTRY JOCKEYS

Continued from page 14

Henderson reports that the firm has several new country items on its Wilcat and Hacienda labels, including releases by Leon Payne, Red Allen, Billy Armstrong and Joanie Hall.

Ben Worthy, c.w. deejay at WALM, Albion, Mich., reports that he will be taping his country shows from Hollywood for a month

beginning June 21 and he's anxious to receive on-the-spot interviews from the various artists. "The shows in Albion are pulling more mail than we expected," scribbles Ben. Worthy may be contacted at WALM. . . . Deejays needing copies of Leon Ashley's "The Longest Walk," on Imperial, may obtain same by contacting Herb Shucher at 613 Gibson Drive, Madison, Tenn.

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KAPP  RECORDS

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

- ### NORWAY
- (Courtesy Verdens Gang, Oslo)
- This Last Week Week
- 1 2 GREENFIELDS—Brothers Four (Philips)
 - 2 1 ARE YOU SURE?—The Allison (Fontana)
 - 3 3 RAMONA—Blue Diamonds (Fontana)
 - 4 4 BLUE MOON—The Marcell (Sonet)
 - 5 7 SURRENDER—Elvis Presley (RCA)
 - 6 5 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
 - 7 6 WOODEN HEART—Elvis Presley (RCA)
 - 8 8 A HUNDRED POUNDS OF CLAY—Craig Douglas (Top Rank)
 - 9 — HELLO MARY LOU—Ricky Nelson (California)
 - 10 — RUNAWAY—Del Shannon (London)

- ### EIRE
- (Courtesy Dublin, Herald & Mail)
- This Last Week Week
- 1 1 SURRENDER—Elvis Presley (RCA)
 - 2 6 YOU'RE DRIVING ME CRAZY—Temperance Seven (Parlophone)
 - RUNAWAY—Del Shannon (London)
 - 3 4 GEE WHIZ IT'S YOU—Cliff Richard (Columbia)
 - 4 — YOU'LL NEVER KNOW—Shirley Bassey (Columbia)
 - 5 3 LAZY RIVER—Bobby Darin (London)
 - 6 8 WHERE THE BOYS ARE—Connie Francis (MGM)
 - 7 — MORE THAN I CAN SAY—Bobby Vee (London)
 - 8 — THEME FROM DIXIE—Duane Eddy (London)
 - 9 5 WOODEN HEART—Elvis Presley (RCA)
 - 10 9 DON'T TREAT ME LIKE A CHILD—Helen Shapiro (Columbia)
 - LITTLE BOY SAD—Johnny Burnette (London)

- ### AUSTRIA
- This Last Week Week
- 1 1 BABYSITTER BOOGIE—Ralf Bendix (Columbia)
 - 2 2 SURRENDER—Elvis Presley (RCA)
 - 3 3 SCHAUKELLIED—Peter Alexander (Polydor)
 - 4 5 SUSU-SUCU—Ping Ping (Ariola)
 - 5 4 APACHE—Shadows (Columbia)
 - 6 8 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
 - 7 9 RAMONA (IN GERMAN)—Blue Diamonds (Philips)
 - 8 6 PIGALLE—Bill Ramsey (Polydor)
 - 9 7 WHEELS—Billy Vaughn (London)
 - 10 — MIT SIEBZEHN—Ivo Robic (Polydor)

- ### SWEDEN
- This Last Week Week
- 1 1 PEPE—Jorgen Ingmann (Metronome)
 - 2 3 AH MARIA, JAG VILL HEM/SUCU-SUCU—Monn-Keys (Karussell)
 - 3 2 ANGELIQUE—Dario Campeotto (Sonet)
 - 4 4 SWAY—Bobby Rydell (Columbia)
 - 5 6 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
 - 6 3 SUCU-SUCU—Ping Ping (Sonet)
 - 7 7 SURRENDER—Elvis Presley (RCA)
 - 8 12 BLUE MOON—Marcell (Colpix)
 - 9 8 AH MARIA, JAG VILL HEM—Hasse Burman (Columbia)
 - 10 9 SEEMANN—Lolita (Polydor)
 - 11 13 SISTA DANSEN (SAVE THE LAST DANCE FOR ME/Sjoman (Seemann)—Towa Carson (RCA)
 - 12 11 ARE YOU SURE?—Allisons (Fontana)
 - 13 20 MINNS DU DEN SOMMAR? (GREENFIELDS)—Gunnar Wiklund (B.F.B.)
 - 14 16 ANGELIQUE—Carli Tornehave (HMV)
 - 15 10 I'LL SAVE THE LAST DANCE FOR YOU—Damita Jo (Mercury)
 - 16 15 NORTH TO ALASKA—Johnny Horton (Philips)
 - 17 14 KALKUTTA (CALCUTTA)—Jan Malmsjo (RCA)
 - 18 — EN GANG SKALL VI ATER MOTAS — Thory Bernhards (Polydor)
 - 19 — VIKING BOOGIE—Vikings (Odeon)
 - 20 — LAZY RIVER—Bobby Darin (Atlantic)

- ### DENMARK
- This Last Week Week
- 1 2 PEPE—Jorgen Ingmann (Metronome)
 - 2 1 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
 - 3 7 ARE YOU SURE—Allisons (Fontana)
 - 4 — WHEELS—Calle Martins (Odeon)
 - 5 9 BLUE MOON—Marcell (Sonet)
 - 6 3 SURRENDER—Elvis Presley (RCA)
 - 7 6 HIP BONE CRACK—Otto Brandenberg (Odeon)
 - 8 — MA MA MARIE—Little Gerhard (Karussell)
 - 9 5 ANGELIQUE—Dario Campeotto (Sonet)
 - 10 — SAILOR—Petula Clark (Pye)

- ### FLEMISH BELGIUM
- (Courtesy Juke Box Mag., Mechelen)
- This Last Week Week
- 1 1 WHEELS—String-A-Longs (London)
 - 2 2 SURRENDER—Elvis Presley (RCA)
 - 3 3 BABY SITTIN' BOOGIE—Buzz Clifford (Philips), Ralf Bendix (Electrola)
 - 4 7 BLUE MOON—Marcell (Colpix)
 - 5 4 CORINNA, CORINNA—Ray Peterson (London)
 - 6 9 PEPE—Duane Eddy (London), Caterina Valente (Decca)
 - 7 5 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
 - 8 11 WOODEN HEART—Elvis Presley (RCA)
 - 9 6 DER ROTE TANGO—Die Regenspfeifer (Phillips), Regento Stars (Tivoli), Ralf Bendix (Electrola)
 - 10 10 KANA KAPILA—Cousins (Palette)
 - 11 18 TONIGHT, MY LOVE, TONIGHT—Paul Anka (ABC-Paramount)
 - 12 — PEPITO—Los Machucambos (Decca)
 - 13 13 ARE YOU SURE—Allisons (Philips)
 - 14 14 MARIA MAGDALENA—Los Amadores (HMV)
 - 15 12 ROCKING BILLY—Ria Valk (Philips)
 - 16 — THEME FOR A DREAM—Cliff Richard (Columbia)
 - 17 17 SAVE THE LAST DANCE FOR ME—Drifters (Atlantic), Blue Diamonds (Decca)
 - 18 — F.B.I.—Shadows (Columbia)
 - 19 — IN A LITTLE SPANISH TOWN—Blue Diamonds (Decca)
 - 20 — ALLEZ, ALLEZ—Alberto Cortez (Moonglow)

- ### FRANCE
- This Week
- 1 PEPITO—Los Machucambos (Decca)
 - 2 EXODUS—Edith Piaf (Columbia)
 - 3 SUCU SUCU—Bob Azzam (Barclay); Eddie Christiani (Columbia), J. Helian (Festival)
 - 4 LE BLEU DE L'ETE—Compagnons de la Chanson (Columbia)
 - 5 F.B.I.—The Shadows (Columbia)
 - 6 KILL WATCH—Johnny Halliday (Vogue)
 - 7 NON JE NE REGRETTE RIEN—Edith Piaf (Columbia)
 - 8 PEPE—Dalida (Barclay); J. Boyer (Pathe)
 - 9 UNE SIMPLE CARTE POSTALE—Tino Rossi (Pathe); Maria Candido (Polydor)
 - 10 DIS A LAURA—Richard Anthony (Columbia)
 - 11 BABY SITTER BOOGIE—Buzz Clifford (London); Sacha Distel (Philips)
 - 12 JE M'VOYAIS DEJA—Charles Aznavour (Barclay)
 - 13 AIMEZ-VOUS BRAHMS—Dalida (Barclay)
 - 14 NOUS LES AMOUREUX J. C. Pascal (V.S.M.)
 - 15 QUAND L'AMOUR EST MORT—Gilbert Beaud (V.S.M.)
 - 16 MARIE—Billy Mure (M.G.M.)
 - 17 PANAME—Leo Ferre (Barclay); Juliette Greco (Philips)
 - 18 JOLIE MOME—Juliette Greco (Philips)
 - 19 APACHE—The Shadows (Columbia)
 - 20 10,000 BULLES BLEUES—Dalida (Barclay)

- ### HOLLAND
- (Courtesy Platennicws, Amersfoort)
- This Week
- 1 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
 - 2 WHEELS—String-A-Longs (London)
 - 3 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
 - 4 ARE YOU SURE?—The Allison (Fontana)
 - 5 SURRENDER—Elvis Presley (RCA)
 - 6 CORRINE, CORRINA—Ray Peterson (London)
 - 7 IN A LITTLE SPANISH TOWN—Blue Diamonds (Decca)
 - 8 MUSS I DENN—Elvis Presley (RCA)
 - 9 BLUE MOON—The Marcell (Colpix)
 - 10 PEPE—Dalida (Barclay)

- ### GERMANY
- (Courtesy Automaten-Markt, Braunschweig)
- This Last Week Week
- 1 1 BABY SITTIN' BOOGIE—Ralf Bendix (Columbia); Buzz Clifford (Philips)
 - 2 3 WIE DAMALS IN PARIS (In a Little Spanish Town)—Blue Diamonds (Fontana)
 - 3 2 WHEELS—String-A-Longs (London); Billy Vaughn (London)
 - 4 4 BLUE MELODIE—Peter Kraus (Polydor)
 - 5 6 OH SO SWEET—Ted Herold (Polydor)
 - 6 8 DENN SIE FAHREN HINAUS AUF DAS MEER—Peggy Brown (Telefunken)
 - 8 7 SURRENDER (Ich such' dich auf allen Wegen)—Gerd Botzcher (Decca); Elvis Presley (RCA)
 - 9 10 DANKE FUR DIE BLUMEN (Wedding Cake)—Siw Malmkvist (Metronome)
 - 10 11 PARIS IST EINE REISE WERT—Peter Alexander (Polydor)
 - 11 13 AHOI—OHE (Are You Sure?)—Blue Diamonds (Fontana)
 - 12 12 EIN SEEMANNSSHERZ (l'Amour et la Mer)—Caterina Valente (Decca)
 - 13 16 AUF WIEDERSEH'N—Gus Backus (Polydor)
 - 14 17 SIEBEN MUSIKANTEN—Blue Diamonds (Fontana)
 - 15 21 SCHONER FREMDE MANN (Someone Else's Boy)—Connie Francis (MGM)
 - 16 14 SALOME—Die Rubin-Boys (Bella Musica); Das Lucas-Quartett (Polydor)
 - 17 15 AM SONNTAG WILL MEIN SUSSER MIT MIR SEGELN GEH'N—Old Merry Tale Jazzband (Brunswick)
 - 18 22 HUH-A-HO (Vier Schimmel, ein Wagen) (Wheels)—Trio Kolenka (Philips)
 - 19 18 MISSOURI COWBOY (Mule-Skinner Blues)—Peter Alexander/Bill Ramsey (Polydor)
 - 20 24 UBER ALLE SIEBEN MEERE—Lolita (Polydor)
 - 21 19 SUCU SUCU—Ping Ping (Ariola)
 - 22 20 ALS ICH EIN KLEINER JUNGE WAR (Di-di-o-day)—Peter Steffen (Polydor)
 - 23 23 MIT 17 FANGT DAS LEBEN ERST AN (Save the Last Dance for Me)—Ivo Robic (Polydor); The Drifters (Atlantic)
 - 24 25 SOVIEL TRAUME—Freddy (Polydor)
 - 25 28 APACHE—The Shadows (Columbia); Jorgen Ingmann (Metronome)
 - 26 26 WEITES LAND—Nina Zacha/Jimmy Makulis (Ariola)
 - 27 30 ICH BIN FROH—Eddie Wilson (Top Rank Int'l)
 - 28 — VALENCIA—Die Sunnies und das Cornet-Trio (Ariola); Botho-Lucas-Chor (Columbia)
 - 29 — DANKE SCHON—BITTE SCHON—WIEDERSEH'N—Eddie Wilson (Top Rank Int'l)
 - 30 — LASSIE, KEHR' HEIM—Little Wolfi (Ariola)

- ### ITALY
- (Courtesy Musica e Dischi, Milan)
- This Last Week Week
- 1 1 IL MONDO DI SUZIE WONG—Nico Fidenco (RCA)
 - 2 2 PARLAMI D'AMORE MARUI'—Peppino Di Capri (Carisch)
 - 3 10 LEGATA A UN GRANDELLO DI SABBIA—Nico Fidenco (RCA)
 - 4 3 WHERE THE BOYS ARE—Connie Francis (MGM)
 - 5 5 EXODUS—Ferrante and Teicher (United Artists); Edith Piaf (Columbia)
 - 6 4 SURRENDER—Elvis Presley (RCA)
 - 7 12 NON ESISTE L'AMORE—Adriano Celentano (Jolly)
 - 8 6 JEALOUS OF YOU—Connie Francis (MGM)
 - 9 7 GIOVANE AMORE—Domenico Modugno (Fonit)
 - 10 8 NON ARROSSIRE—Giorgio Gaber (Ricordi)
 - 11 9 THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol); Frankie Avalon (Chancellor)
 - 12 13 TU SAI—Pino Donaggio (Columbia)
 - 13 — I MAGNIFICI SETTE—Al Caiola (United Artists)
 - 14 11 COME SINFONIA—Pino Donaggio (Columbia); Fausto Papetti (Durium)
 - 15 — CHITARRA ROMANA—Connie Francis (MGM)
 - 16 14 UN ROCK PER JUDY—Little Tony (Durium)
 - 17 — GLI INNAMORATI SONO SEMPER SOLI—Gino Paoli (Ricordi)
 - 18 — I TUOI VENT'ANNI—Sergio Endrigo (Ricordi)
 - 19 18 JUST THE SAME OLD LINE—Nico Fidenco (RCA)
 - 20 — WILL YOU LOVE ME TOMORROW?—Shirelles (Top Rank)

- ### SPAIN
- (Courtesy Discomania, Madrid)
- This Last Week Week
- 1 2 POETRY IN MOTION—Duo Dinamico (La Voz de su Amo)
 - 2 1 MY HOME TOWN—Paul Anka (ABC-Hispavox)
 - 3 3 15 ANOS TIENE MI AMOR—Duo Dinamico (La Voz de su Amo)
 - 4 5 PEPE—Shirley Jones (Discophon)
 - 5 4 GREEN LEAVES OF SUMMER—Brothers Four (Philips)
 - 6 8 LA NOVIA—Antonio Prieto (RCA)
 - 7 11 EXODUS—Duo Dinamico (La Voz de su Amo)
 - 8 6 24,000 BACI—A. Celentano (Zafiro)
 - 9 7 ARE YOU LONESOME TONIGHT—Elvis Presley (RCA)
 - 10 10 ESTANDO CONTIGO—Marisol (Montilla)
 - 11 9 SURRENDER—Elvis Presley (RCA)
 - 12 14 TONIGHT MY LOVE TONIGHT—Paul Anka (ABC-Hispavox)
 - 13 12 AL DI LA—Luciano Tajoli (Discophon)
 - 14 13 WOODEN HEART—Elvis Presley (RCA)
 - 15 15 LA MONTANA DE IMITIOS—Los 5 Latinos (Philips)
 - 16 17 LACANION DEL GRILLO—Marcel Amont (Polydor)
 - 17 16 CALCUTTA—Duane Eddy (London)
 - 18 — I'M JUST A FOOL ANYWAY—Paul Anka (ABC-Hispavox)
 - 19 20 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
 - 20 — KING CREOLE—Elvis Presley (RCA)

- ### ARGENTINA
- This Last Week Week
- 1 1 MOLIENDO CAFE—Hugo Blanco (Polydor), Los Wawanco (Odeon)
 - 2 3 NUNCA EN DOMINGO — Los Fernandez (Odeon), Caterina Valente (London), Don Costa (United Artists)
 - LOS CAMPOS VERDES—Los Juveniles (Odeon)
 - 2 VUELVE PRIMAVERA — Blue Caps (Columbia), Teddy Martino (Odeon), Johnny Tedesco (RCA)
 - 6 MAS ALLA—Betty Curtis (Odeon)
 - 4 SALTANDO EL PALO DE LA ESCOBA—Brenda Lee (Decca)
 - 10 SON RUMORES—Antonio Prieto (RCA)
 - 5 LO SIENTO—Brenda Lee (Decca)
 - 8 LA NOVIA — Antonio Prieto (RCA), Los Fernandez (Odeon)
 - NUESTRO CONCIERTO—Pino Calvi (Odeon), Jose Guardiola (Odeon)

- ### CHILE
- This Last Week Week
- 1 1 WILL YOU LOVE ME TOMORROW—Shirelles (Top Rank)
 - 2 2 POETRY IN MOTION—Pat Henry (Odeon)
 - 3 3 NEVER ON SUNDAY—Don Costa (United Artists)
 - 6 THE "EXODUS" SONG—Pat Boone (Dot)
 - 4 1 AND 20—Tommy Edwards (MGM)
 - 9 TONIGHT, MY LOVE, TONIGHT—Carr Twins (Odeon)
 - 5 GREENFIELDS—Brothers Four (Columbia)
 - EL NOVENO MANDAMIENTO—Ciro Mendoza (RCA)
 - 8 WUNDERLAND BEI NACHT—Bert Kaempfert (Polydor)
 - 10 10 THE STORY OF MY LOVE—Paul Anka (Polydor)

- ### MEXICO
- (Courtesy Audiomusica, Mexico)
- This Last Week Week
- 1 1 ESCANDALO—M. A. Muniz (RCA Victor)
 - LA CHUNGA—Perez Prado (RCA Victor)
 - 13 PRESUMIDA—Los Teen Tops (Columbia)
 - 4 4 LA NOVIA—Antonio Prieto (RCA Victor)
 - 2 HISTORIA DE MI AMOR (Story of My Love)—Cesar Costa (Orfeon)
 - 11 MATILDA—Los Jokers (Vik)
 - 5 Y . . . —Javier Solis (Columbia)
 - ENORME DISTANCIA—J. A. Jimenez (RCA Victor)
 - 9 10 EL CABALLO BLANCO—Lola Beltran (Peerless)
 - 9 LA LEYENDA DEL BESO—Carlos Campos (Musart)
 - SUSPENSO INFERNAL—Los Dandys (RCA Victor)

Asia & Pacific

- ### AUSTRALIA
- This Last Week Week
- 1 1 RUNAWAY—Del Shannon (London)
 - 2 7 TRAVELIN' MAN—Ricky Nelson (London)
 - 3 4 ASIA MINOR—Kokomo (London)
 - 4 3 LITTLE DEVIL—Neil Sedaka (RCA)
 - 5 5 ON THE REBOUND—Floyd Cramer (RCA)
 - 6 2 SCOTTISH SOLDIER—Andy Stewart (Top Rank)
 - 7 11 WOODEN HEART—Elvis Presley (RCA)
 - 8 — YOU'RE DRIVING ME CRAZY—Temperance Seven (Parlophone)
 - 9 6 RUNNING SCARED—Roy Orbison (London)
 - 10 8 SURRENDER—Elvis Presley (RCA)
 - 11 9 BABY FACE—Bobby Vee (London)
 - 12 10 WHEELS—String-A-Longs (London)
 - 13 18 GOIN' STEADY—Col Joye (Festival)
 - 14 — SITTING BY THE RIVER—Lonnie Lee (Leedon)
 - 15 12 TAKE GOOD CARE OF HER—Adam Wade (HMV)
 - 16 14 BREAKIN' IN A BRAND-NEW BROKEN HEART — Connie Francis (MGM)
 - 17 19 THE MAGNIFICENT SEVEN—Al Caiola (London)
 - 18 — MEMPHIS—Donnie Brooks (London)
 - 19 — BLUE MOON—Marcell (Pye)
 - 20 — NEVER ON SUNDAY—Don Costa (London)

- ### INDIA
- (Courtesy The Voice, Calcutta)
- This Week
- 1 ISLE OF CAPRI—Edmundo Ros (F)
 - 2 YOU'RE SIXTEEN—Bill Forbes (DB)
 - 3 TEN LONELY WEEKENDS—Tony Brent (DB)
 - 4 PENNY POINTS POLKA—Eddie Calvert (DB)
 - 5 NEVER ON SUNDAY—Lyn Cornell (F)
 - 6 CALCUTTA—Four Preps (CL)
 - 7 EXODUS—Mantovani (F)
 - 8 BANGERS AND MASH—Peter Sellers and Sophia Loren (R)
 - 9 IT'S NOW OR NEVER—Shirley Churcher (FB)
 - 10 WONDERLAND BY NIGHT—Eddie Calvert (DB)

MEXICO

Amaya a Hit in Mexican Return

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

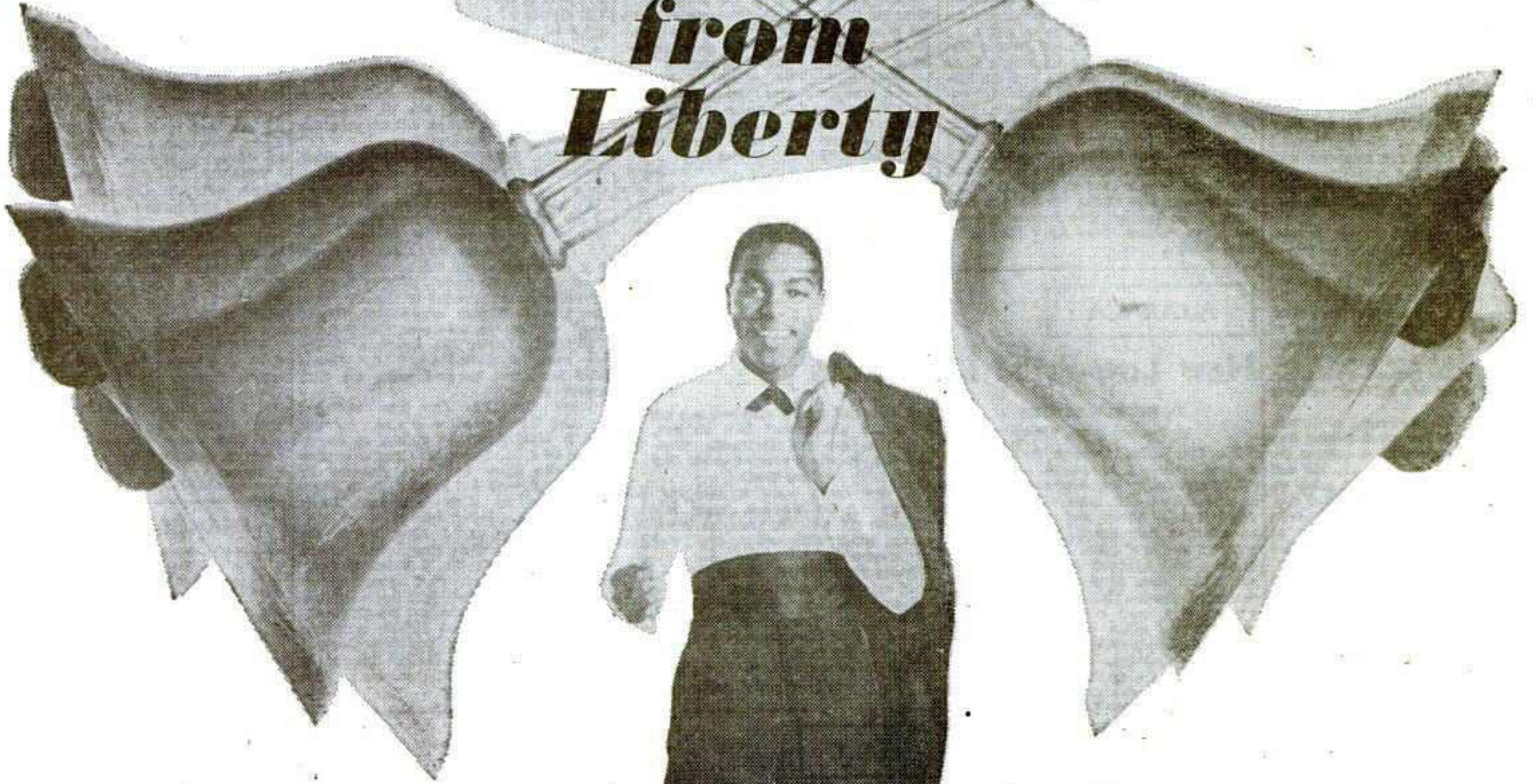
After six years, immensely popular gypsy-dancer Carmen Amaya came back with her company and fascinated the public of the Terraza Casino with her one-hour show, "Fiesta Flamenca." When Carmen ends her engagement in the second week of July, Cuban bolero singer Olga Guillot will return to the Terraza. In the meantime, she appears on a TV show and records for Musart. . . . At the French de luxe restaurant Normandie, Alicia Gonzalez from Madrid, who worked for several years in Paris as a model and vedette of the Casino music hall, sings French and Spanish songs in two shows. She will also record for Peerless.

DISK SHORTS: Emotional bolero singer Elvira Quintana (who is represented in the U. S. on Columbia Records catalog with several LP's) recorded for the first a lively South American song; she chose "Delito," which was a hit in Columbia by Diono Restrepo, a singer for Sonolux Records (RCA). . . . At the Third National Jazz Festival, Tino Contreras won the prize as Mexico's best drummer.

Edgardo Obregon, announcer of Radio Chapultepec, was contracted by Columbia Records of Mexico as its fifth artistic director. . . . Manuel Villarreal, Columbia's general manager in Mexico, left for Caracas June 17 to further the stimulation of this company's inter-American activities, Columbia's affiliates in Venezuela, Colombia, Ecuador and Central America are under his jurisdiction.

- 7 NUNCA EN DOMINGO (Never on Sunday)—Los Diamantes (RCA Victor)
- 6 LA GIOCONDA—Orquesta Aragon (RCA Victor)
- 15 JU-JULIA—Enrique Guzman (Columbia)
- 14 MAS ALLA (La di la)—Los Diamantes (RCA Victor)

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COME
BACK”**

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MY LOVE • ANGELS IN THE SKY • TILL THERE WAS YOU • YOU
BELONG TO ME

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Gene
McDaniels



FIRST IN THE FOREGROUND OF SOUND!

BRITAIN

Lockwood Says Americans Own 30% of All EMI Stock Shares

By DON WEDGE

News Editor, New Musical Express

About 30 per cent of the stock in Electrical and Musical Industries, the giant British recording and electronic concern, are held by Americans. According to Sir Joseph Lockwood, the EMI chairman, there are about 16,000 individual U. S. investors with an average holding of nearly 600 shares each. EMI claims to be the world's largest disk firm, handling nearly a quarter of the global turnover. In addition, it is heavily committed in the electronic field opening a new U. S. subsidiary this spring and also in the British domestic appliances field through its subsidiary, Morphy-Richards.

VISITORS HERE: Aberbach's Freddie Reinstock was in London for a week conferring with the group's local executives, then left for Germany. . . . United Artists' newly appointed European representative Norman Land, was in from his Paris headquarters for a week's talks with EMI which now represents the label here. . . . Steve Lawrence and Eydie Gorme were arriving on the United States June 13 for their season at the Pigalle. . . . Visiting London, Bronslau Kaper, film score composer with MGM in Hollywood, had conferences with Alan Holmes, the Big Three's European topper, and was feted at a press conference given by the movie firm.

DISK BUSINESS: The British Polydor label recorded Stubby Kaye, here on honeymoon but collecting a lot of TV guest spots on both networks. Session was handled for the label by Michael Barclay's Audio Enterprise firm. . . . Barclay is just back from Athens where he recorded two albums of Greek music. . . . EMI's Norman Newell recorded two titles in English with visiting Norwegian singer Jan Holland—"Land That I Love" b-w "Make Me Believe," released last weekend.

TALENT TOURS: Returning to Britain for the first time in two years Johnny Ray headlines the Talk-of-the-Town cabaret for at least a month from June 26. He will stay in Europe longer to play galas on the Riviera. . . . A new intimate night spot is opening at Ilford, Essex, one of London's outer suburbs, June 19, as part of one of the country's largest furniture stores. Called Room-at-the-Top, its first American headliner will be Mel Torme for two weeks from July 4. . . . U. S. jazz harmonica player Jimmy Cotton is featured at the annual Beauville Jazz Festival July 29-30. . . . Kay Starr returns in September for two BBC-TV shows—one a guest shot and the other probably a book special.

FILMS: "Wild in the Country," latest Elvis Presley starrer, has its British premiere June 22 at the Carlton Cinema, London. No release is set.

PERSONAL: Decca chairman Sir Edward Lewis returned June 10 from his duties to South Africa—recuperating from the two operations he underwent during the spring. . . . Among the annual birthday honors were OBE's to strict-tempo band leader Vic-

tor Silvester, folk music specialist Maud Karpeles, opera singer Joan Sutherland and impresario Peter Daubeny. After six months, Tommy Watts has quit as musical director of the BBC Northern Dance ork, the corporation's leading unit in the idiom, and has been replaced by the long-time deputy-conductor, Bernard Herrmann. . . . Two leading British singers wed June 8—Petula Clark (in Paris to former Vogue press officer Claude Wolff) and Shirley Bassey (in London to film director Kenneth Hume).

NEW SINGLES: Pye Records issued four disks last week from U. S. sources. They include the Edsels: "Rama Lama Ding Dong," the Marathons: "Peanut Butter," Etta James: "Trust in Me" and Joe Reisman: "Guns of Navarone." The associated Palette label, distributed by Pye, issued the Cousins: "Boudha," a Belgian hit. . . . Decca group releases included Dune Eddy: "Ring of Fire" (from Jamie), Frank Garh: "Lullaby of Love" (Crusade), and the Vets: "Tonight Could be the Night" (Monument)—all on London. . . . In the EMI issues were Ferrante and Telcher: "Love Theme From 'One-Eyed Jacks,'" (HMV from U-A), Paul Anka: "Dance on Little Girl" (Columbia from ABC-Paramount), Joe Barry: "I'm a Fool to Care" (Mercury from Smash), Dee Clark: "Raindrops" (Top Rank from Vee-Jay) and Donnie and the Dreamers: "Count Every Star" (Top Rank from Whale).

AUSTRALIA

New Low-Price Line for Pye

By GEORGE HILDER
19 Todman Ave., Sidney

The Pye Record Company has launched a new series of low-priced LP's called "Goldengroove." The new series has attractive covers that come with protective plastic outside covers and sell at \$3. In an effort to gain the quantity market to warrant the low price, the company is breaking with accepted marketing practices and selling them in supermarkets as well as record stores. The music on the disks will be very much commercial, presented by established artists. It will be interesting to see if this venture is successful since this is the first time any record company has allowed its product to be sold in supermarkets in this country.

New Club
Another record company has ventured into the club field. On June 4, Mercury announced, with full-page ads in all newspapers, the formation of the "Eclipse Record Club." The set-up is slightly different from other clubs which have begun operation over the past few months. To join, a member pays \$1 as a nominal registration fee, and in return receives a 12-inch LP of "Rossini Overtures," played by the Minneapolis Symphony Orchestra. Then, from the Mercury catalog, he chooses a record for the price of \$3. The member is given a dividend stamp with every record purchased. After collecting six stamps in

PHILIPPINES

Steve Lawrence Tune Still Tops

By LUIS MA. TRINIDAD
264 Escalita, Manila

The current smash hit in Manila, "Portrait of My Love," a United Artists vocal-romancer starring Steve Lawrence on the vocal with the Don Costa ork, makes an unprecedented bid for remaining at the top of the popularity ladder until mid-September. Released last April, "Portrait" has skyrocketed to No. 1 position on the hit parade, maintaining that lead for two months now and, it is predicted, will also be a whopping success in the provinces.

Usually a ballad takes two weeks to become a hit. But in the case of "Portrait," with the heartwarming style and artistry of Steve Lawrence and the laudable performance of the Don Costa orchestra, it became a hit overnight.

VISITORS: Joe Loco of Imperial and Fantasy Records, dubbed as the "King of the Offbeat"; Dottie (Pink Shoe Laces) Stevens of Dot Records, and Marcy Layne are currently performing on the revolving stage at the Rizal Memorial Coliseum here. The visitors are expected to wind up their initial Philippines appearance Sunday, June 9. Pending booking arrangements for subsequent billing in Hong Kong and Japan, the off-beat pianist is scheduled to fly immediately to Los Angeles. . . . Dottie Stevens has just finished a full-length Japanese cartoon dubbed in English, "Alakazam the Great," with Frankie Avalon. . . .

Robert B. (Bobby) Weiss, international director of Warner Bros., recently flew to Saigon after consulting with Mareco, Inc. (licensee for Warner Bros. here), officials regarding the future plans for WB Records in the international market. During his three-day stay here, Weiss visited Radio Center on Taft Avenue, which operates Manila stations DZRH-DZMB and DZPI, where he was interviewed by Lito Gorospe, DZMB's deejay, in the latter's popular evening platter show, "The Night Owl."

BELGIUM

NV Gramophone Boosts Kirsch

By JAN TORRES

Juke Box Magazine, Mechelen

After a five-year leadership of the N.V. Gramophone, Jacques Bevierre will be replaced July 1 by John Kirsch. Bevierre has been chosen by EMI to fulfill international missions over a great deal of the Continent.

NEW RELEASES: London has released two new albums: one by Bobby Vee ("Devil or Angel") and another by Johnny Burnette ("Dreaming"). . . . Other releases include Ricky Nelson's "Travelin' Man" and "Hello Mary Lou" (Imperial), Paul Anka's "Dance On, Little Girl" (ABC-Paramount), Pat Boone's "Moody River" (Dot), the Brothers Four's "Frog" (Philips) and Linda Scott's "I've Told Every Little Star" (Moonglow from Canadian-American).

Coral just released the McGuire Sisters' "Just for Old Time's Sake," while Heliodor has brought Andy Williams' "Bilbao Song" (U. S. A. Cadence). On one single record, called "Sunday Box," Moonglow has brought together the voices of Frankie Avalon (Venus), Fabian (Tiger), Albert Cortez (Succu Succu) and Rocco Granata (La Bella). This record is similar to the one the Modernaires made more than a decade ago, "Juke Box Saturday Night."

It looks like Del Shannon's "Runaway" will become a new hit. It entered the charts at No. 18 after a three-week release, on the Walloon hit parade and is expected among the top charts of the Flemish hit parade next week, too.

any six-month period, members are eligible to choose one record free. Records incidentally, are not obtainable from the company, but from selected music stores.

New Craze
A new music craze is sweeping this country at the moment, tying together "Sing-Along" and the "Roaring 20's." Of course, Mitch Miller and the two TV shows are responsible.

Radio Station 2UE, Sidney, which controls the city's top-40 chart, has slotted a half-hour program Monday to Saturday featuring the "Sing-Along." Every third record in their chart program is a pop tune from the Twenties.

Record companies are searching their
(Continued on page 41)

ITALY

Italian Songs, Artists Are Hot

By SAM'L STEINMAN

Piazza S. Anselmo 1, Rome

Like the Italian film, the Italian song is well on its way to a world conquest and the top vocalists of the land are doing their part to spread the gospel. Domenico Modugno is about to take off on a tour of Argentina, Brazil, Chile and Peru in the wake of many America visits. Nilla Pizzi is so successful in Mexico she talks of remaining there indefinitely. Miranda Martino, who has a New York date in the fall, will make appearances in Spain while she is there to film "The Impossible," her first feature. Mina, whose success on the screen is rivaling that on records, has just returned from Japan where she remained double her allotted time which was originally intended only for promoting her film, "Vacation in Ischia." Outside of these, a variety of artists have American visits in prospect. These include Johnny Dorelli

NEW ZEALAND

Network Nixes Ernie Doe Disk

By FRED GEBBIE

P. O. Box 2443, Auckland

Following the "don't offend the listener" policy, the NZBS has banned Ernie K-Doe's "Mother-In-Law." This is yet another of the top U. S. hits (including "Mack the Knife") never to be heard on NZ radio.

HMV is hot on the trail of hits and has a sizable release this week, including the English hit, "You're Driving Me Crazy," by the Temperance Seven; "I've Told Every Little Star," by Linda Scott; "Breakin' In a Brand New Broken Heart," by Connie Francis; Pat Boone's "All Hands on Deck" EP, and Ray Charles' "Come Rain or Come Shine."

New LP's
Coronet's monthly release plan appears to be flourishing. Due for June issue are "Bernstein Plays Brubeck Plays Bernstein," the Dave Brubeck Quartet; "Johnny's Mood" by Johnny Mathis; Groucho Marx and Stanley Holloway in "The Mikado."

Disk News
A group of record collectors have gotten together in the South Island and are trying to put a ban on all "party" records. More of these disks have been released here in the last 12 months than ever before.

GERMANY

New German Publishing Firm To Specialize in Juke Tunes

By BRIGITTE KEEB

Music Editor, Automaten-Markt, Braunschweig

Marianne Karthal, managing director of Globus-Automaten, record and coin machine wholesalers, Frankfurt, and Hans R. Beierlein, owner of Montana Music Publishing Company and publisher of trade magazine "Musikmarkt," have founded a new publishing house: Globus-Musikverlag GmbH, Frankfurt. The firm's aims are to publish tunes especially suited for juke boxes. The first productions are to be released this month.

ARTIST PROMOTION: Philips is to start an artist promotion action on Ray Conniff, currently one of the most popular foreign band leaders here, in radio, TV, cinema advertising, magazines, etc., in order to support and push his popularity. Currently the standards "Brazil" and "Besame Mucho" are among the Conniff best sellers.

PERSONALS: Peter Moesser, composer of many big German hits as "Morgan" on Polydor, has signed as an executive producer with Metronome.

TO THE STATES: Fritz Schulz Reichel, popular as "Crazy Otto" on the piano, intends to go to New York in autumn.

PUBBER ROW: "Ronde Mecicaine," one of the most successful recent French hits, has been taken over for Germany and Austria by Montana Publishing Company. This corresponds with the current German trend to French music. Also, France is becoming more interested in German titles. The Charley Niessen composition, "Banjo Boy," for instance, sold over 200,000 there.

DISTRIBUTION: The American Columbia label, distributed under the Philips label here, will be sold under the CBS banner in 1962.

NEW SINGLES: Jam Kjed has just recorded German version of Ricky Nelson's "Hello Mary Lou" for Ariola, to be released soon. . . . Two other German versions of "Hello Mary Lou" are prepared by Philips as well as Polydor (with Rene Kollo, son of Berlin composer Walter Kollo) to be released July 15.

HOT WAX: Ex-G.I. Gus Backus has another new German tune mixed with a Vienna sound, "I Bin a Stiller Zecher." Tune, just released, drew immediate attention, especially from juke box operators.

Catching much interest, especially for consumers, is a new Philips recording: "Nightclub 61" from the Will Tremper picture, "Flucht nach Berlin" (Escape to Berlin), by young Berlin songstress Nina Western.

By JIMMY JUNGERMANN

102 Ismaninger Str., Munich

Top hit in Germany is the "Baby Sittin' Boogie." Sales near the 500,000 mark. Most successful is the Electrola disk with Ralf Bendix and Elizabeth Jr. Even AFN features the German version.

EXODUS: Although the picture is scheduled for autumn, the "Exodus" theme gets good airing and finds heavy demand in the record shops. Tops are the instrumental versions by Mantovani on Decca, Ferrante and Telcher on Heliodor, followed by the vocal versions of Belina on Electrola, Edith Piaf on Odéon, Rika Zarai on Telefunken, and Pat Boone on London. The song is published in Germany by Chappell-Seith in Munich.

ITALIAN FRANCIS: After her great success with "Funiculi Funicula," Connie Francis gets good airing with her new Italian hits on the MGM label: "Aiutami A Piangere" by Livraghi-De Simone, and "Capotosta Sweet" by Chiosso-Taccani. Connie is backed by Augusto Martelli and his ork, and by the Cabin Boys of Colli Hicks. Both tunes are published in Germany by Solami in Munich.

TALENT TOURS: Victoria De Los Angeles will tour Germany in November. She will sing in Berlin, Bremen, Hamburg, and Munich. . . . Anneliese Rothenberger guest starred at the Scala Milan, returns to the Met next year, is contracted by the Frankfurt opera house for 1963. . . . Erika Koth returned from her tour through the USSR to Munich. . . . Munich show band of Max Geeger tours Switzerland and Austria.

MUSICAL FILM: Heino ("Calcutta") Gaze is writing a film musical scheduled for release through Kurt Ulrich's film firm. The singers will be Fud Leclerc; Europe's No. 1 jazz singer, Inge Brandenburg, and Wyn Hoop. Ice champions Ina Bauer and Toni Saller will head the cast. The music is published by Munich's Montana Editions.

FRANCE

Marconi Club Hits 70,000

By EDDIE ADAMIS

92 quai du Marechal Joffre, Courbevoie (Seine)

The Pathe Marconi Record Club now has some 70,000 members, according to President-General Director Crosse of EMI. France. Crosse estimated that gross sales of the record shops have been raised from 5 to 30 per cent through the record club's promotion work on some titles. He also noted that classical record sales through the Pathe Marconi Record Club have tripled those in 1958.

DISK SHORTS: The publishing rights to "Pres de la Fontaine," although fifth at the French Song Contest "Le Coq d'Or," have already been sold to 10 European countries. . . . Polydor is doing a special radio promotion for "Stranger From Durango" by Richie Allen (from Imperial Records) by sending to the deejays a single with only one side recorded, the flip being blank. Polydor used a similar device to launch "When" by Brenda Lee.

Maria Candido's "Tu N'es Plus La" (Polydor) will be issued in the U. S. on the Decca label. . . . Ricky Nelson's "Travelin' Man" just issued by Polydor will have a French cover version for the same label by the Kessler Sisters.

NEW RELEASES: EMI issued a big batch of Capitol LP's. Among them Frank Sinatra's "Sinatra's Swingin' Session," Janice Harper's "Love Is a Dangerous Thing," "Ernie Ford's "Dark As a Dungeon"; Wanda Jackson's "Mean, Mean, Mean"; Ray Anthony's "Dancing Alone Together," and Pee Wee Hunt's "Lonely Man."

"Spectacular Brass Goes Cha Cha" by Roger King Morzian has just been issued on MGM. . . . Among Barclay group June releases are Cannonball Adderley's "Cannonball Soul" (from Mercury), Ada Lee's "You Always Hurt the One You Love" (from Atlantic), Benny Golson Quintet's "Groovin' with Golson" (from Prestige Master), and "The Sound of My Fair Lady on Fire" from Kapp.

JAPAN

Columbia Issues Space LP

By TEN KATTORI

Yokohama Correspondent

Nippon Columbia is releasing a "Space LP" titled "9:34 a.m.-May 5, 1961," originally produced by Columbia Records of the U. S. Embodied on grooves are on-the-spot broadcasting of shooting, messages from Lt. Alan B. Shepard, reaction in Moscow, "Battle Hymn of the Republic" performed by the Mormon Tabernacle Choir, etc.

NATIVE MUSIC: King Records, aiming for the introduction of Japanese native music, is releasing a five-stereo album entitled "Japan Musical Artistry" for overseas markets. An eight-page explanatory booklet written in English goes with the album. Of the five stereo LP's, the first features the leading three Kabuki players

AUSTRIA

Dignitaries Hear Vienna Concerto

By FRED ZILLER

Mollwaldplatz 1, Vienna

As part of the Vienna Festivals, Herbert Von Karajaz directed the Vienna Philharmonic with Russian violinist David Oistrakh as soloist in the Brahms Violin Concerto. Among the listeners were Mrs. Jacqueline Kennedy and Nina Khrushchev, with her stepdaughter Julia. While the listeners cheered, a special plane delivered the same concerto on Columbia Records, both in stereo and monaural, to be released in Vienna first. It features Oistrakh and the Orchestra National De La Radiodiffusion Francaise, directed by Otto Klemperer. Recordings will be made available in other countries next fall, it is expected.

The "First Series of Operas," a Decca stereo extra, has been released in Vienna. Wagner's "Tristan and Isolde," featuring the Vienna Philharmonic under Georg Solti, and Puccini's "Turandot" with the Roman Opera Orchestra directed by Erich Leinsdorf, starring Renata Tebaldi and the late Jussi Bjorling.

MODERN MUSIC: Timed with the Vienna Festivals, Philips Records has released a special series on "Modern Music" covering the last half century (1908-1958). There are 18 LP's in 14 albums with 41 compositions by Alban Berg, Arnold Schonberg, Paul Hindemith, Anton Von Webern, Igor Strawinsky, Pierre Boulez, Henk Badings, Edgar Varese and Carlo Menotti.

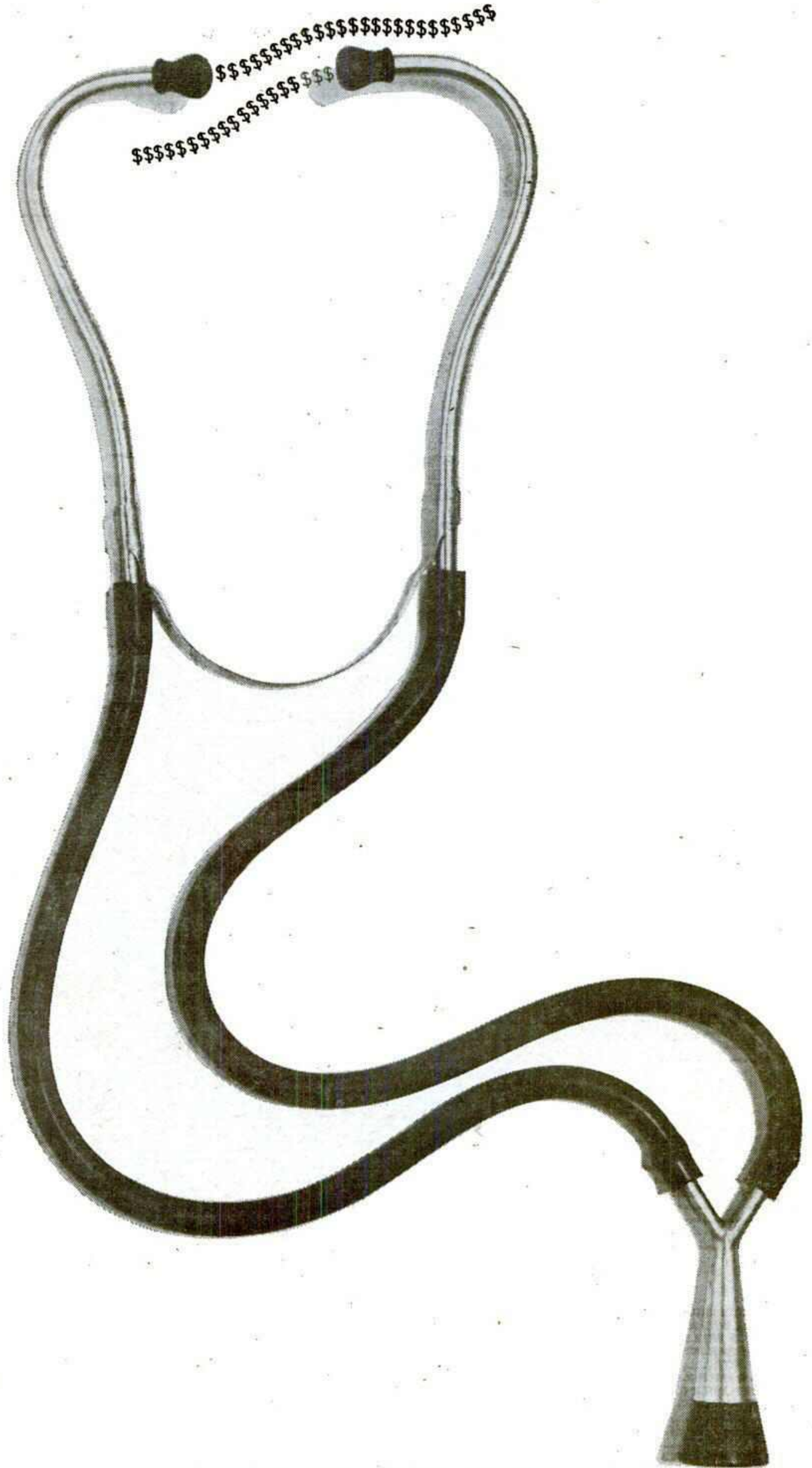
OLD MUSIC: "Trumpet Concerto of Old Masters" is a brand-new LP produced in Vienna on the Amadeo label. Amadeo gained LP-release from RCA Victor starring the first trumpeter of the Vienna Philharmonic Orchestra, Helmuth Wobisch.

HOT WAX: While the German Ralf Bendix version of "Baby Sittin' Boogie" climbed up to more than 15,000 disks sold in Austria within four weeks, TV star and Viennese comedian Gerd Tuerner (the singing decorator) made another humorous (and likely to be best selling) recording of the same tune on Austrophon label. . . . "The Singing Dentist," Peter Heinz Kersten, has signed a contract with Columbia Records to do some famous Viennese songs with rhythm base. The planned EP is

(Continued on page 41)

performing "Kanjincho," one of the most important and popular Kabuki plays, and Shozaburo Matsushita playing "Genroku Hanami Odori" (Japanese Court Music), Yokyoku (non recitation), Sokyoki (Koto Music) and other performances, while the third offers Japanese folk songs and children songs as well as popular hits. The fourth LP is of four orchestral works, each representing Japanese contemporary music played by NHK Symphony Orchestra with a Japanese conductor. The last LP, subtitled "Echoes of Japan," features Tokyo Cuban Boys and Rhythm Aces each playing folk songs in the style of jazz.

PERSONAL: Orchestra leader Andre Kostelanetz made a TV appearance for Fuji Television's 15-minute interview program before leaving here for the U. S. June 7.



Al Martino sings "HERE IN MY HEART"

Re-Recorded on Capitol, more exciting than ever. The flip side is his great rendition of GRANDDAD. Watch the temperature climb on this one. No. 4593



ALBUM PROGRAMMING & BUYING GUIDE

TOP LP'S BY CATEGORY

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

VOCAL LP's

Title (Label)	Mono (Stereo)	Top LP Rank
Male Vocalists		
ALL THE WAY (Cap)	5	(15)
ANKA AT THE COPA (ABC)	85	
CHET ATKINS' WORKSHOP (RCA)	129	
PAUL ANKA SINGS HIS BIG 15 (ABC)	57	
BELAFONTE AT CARNEGIE HALL (RCA)	47	(38)
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	55	
BROOK BENTON GOLDEN HITS (Mer)	110	
BOBBY'S BIGGEST HITS (Cameo)	71	
CALYPSO (RCA)	90	
COME DANCE WITH ME (Cap)	143	
COME FLY WITH ME (Cap)	123	
DARIN AT THE COPA (Atco)	147	
BOBBY DARIN STORY (Atco)	59	
DEDICATED TO YOU (ABC)	40	
ELVIS IS BACK (RCA)	141	
FAITHFULLY (Col)	150	
GENIUS HITS THE ROAD (ABC)	84	
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	7	(42)
GUNFIGHTER BALLADS & TRAIL SONGS (Col)	145	
HEAVENLY (Col)	127	
BUDDY HOLLY STORY (Cor)	60	
JOHNNY HORTON'S GREATEST HITS (Col)	44	
HYMNS (Cap)	39	
I'LL BUY YOU A STAR (Col)	62	
IT'S PONY TIME (Park)	117	
JOHNNY'S GREATEST HITS (Col)	27	
JOHNNY'S MOODS (Col)	125	(39)
LOVE IS THE THING (Cap)	131	
NEARER THE CROSS (Cap)	120	
NICE 'N' EASY (Cap)	51	(49)
NO ONE CARES (Cap)	146	
ONLY THE LONELY (Cap)	124	
RICK IS 21 (Imp)	112	
RING-A-DING DING (Rep)	10	(36)
SINATRA'S SWINGIN' SESSION (Cap)	20	(13)
TOUCH OF YOUR LIPS (Cap)	133	
TWIST (Park)	126	
BOBBY VEE (Lib)	113	
WARN (Col)	109	
Female Vocalists		
CONNIE'S GREATEST HITS (MGM)	138	
CONNIE FRANCIS AT THE COPA (MGM)	70	
EMOTIONS (Dec)	42	
ITALIAN FAVORITES (MGM)	63	
LATIN A LA LEE (Cap)	107	
BRENDA LEE (Dec)	102	
MACK THE KNIFE (Ver)	73	
ROARIN' 20's (WB)	66	
THIS IS BRENDA (Dec)	101	
Duos and Groups		
BEST MUSIC ON/OFF CAMPUS (Col)	95	
ENCORE OF GOLDEN HITS (Mer)	25	
FROM THE HUNGRY I (Cap)	64	
HERE WE GO AGAIN (Cap)	82	
KINGSTON TRIO (Cap)	36	
KINGSTON TRIO AT LARGE (Cap)	80	
MAKE WAY (Cap)	9	(8)
SOLD OUT (Cap)	77	
STRING ALONG (Cap)	68	(45)
TONIGHT IN PERSON (RCA)	19	(41)
Choruses		
FIRESIDE SING ALONG WITH MITCH (Col)	61	
FOLK SONG SING ALONG WITH MITCH (Col)	121	
HAPPY TIMES SING ALONG WITH MITCH (Col)	13	(7)
MEMORIES SING ALONG WITH MITCH (Col)	23	(27)
MITCH'S GREATEST HITS (Col)	88	
MORE SING ALONG WITH MITCH (Col)	45	(30)
PARTY SING ALONG WITH MITCH (Col)	48	(14)
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	34	(43)
SENTIMENTAL SING ALONG WITH MITCH (Col)	81	(48)
SING ALONG WITH MITCH (Col)	18	(23)
STILL MORE SING ALONG WITH MITCH (Col)	43	
TV SING ALONG WITH MITCH (Col)	26	(25)
Mixed Vocals		
OLDIES BUT GOODIES (OS)	114	
12 PLUS 3 EQUALS 15 HITS (End)	104	

INSTRUMENTAL LP's

Title (Label)	Mono (Stereo)	Top LP Rank
Mood and Dance		
BEST OF THE POPULAR PIANO CONCERTOS (WB)	35	(40)
BLUE HAWAII (Dot)	76	(50)
CALCUTTA (Dot)	2	(2)
ITALIA MIA (Lon)	46	
LAST DATE (Dot)	98	(46)
MEMORIES ARE MADE OF THIS (Col)	32	(34)
MR. LUCKY GOES LATIN (RCA)	72	(31)
MUSIC FOR LOVERS ONLY (Cap)	103	
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	41	(16)
SAIL ALONG SILVERY MOON (Dot)	149	
SAY IT WITH MUSIC (Col)	137	(44)
SONGS TO REMEMBER (Lon)	86	
SOUL OF SPAIN, VOL. 1 (Som)	119	
STARS FOR A SUMMER NIGHT (Col)	22	(12)
TEMPTATION (Kapp)	96	
TILL (Kapp)	139	
WONDERLAND BY NIGHT (Dec)	31	(11)
Jazz		
EXODUS TO JAZZ (VJ)	38	
PETE FOUNTAIN'S NEW ORLEANS (Cor)	148	
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	108	
LIKE LOVE	130	
TIME OUT (Col)	140	
Teen Beat		
ENCORE (CA)	106	
HAVE TWANGY GUITAR, WILL TRAVEL (Jam)	135	
SOLID AND RAUNCHY (Hi)	118	
WALK, DON'T RUN (Dol)	75	
Percussion and Sound		
BONGOS (Com)	35	(35)
PERSUASIVE PERCUSSION, VOL. 2 (Com)	144	(20)
PERSUASIVE PERCUSSION, VOL. 3 (Com)	9	(9)
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	32	(32)
PROVOCATIVE PERCUSSION, VOL. 2 (Com)	21	(21)

SHOW MUSIC

Original Cast		
BYE BYE BIRDIE (Col)	49	
CAMELOT (Col)	1	(3)
CARNIVAL (MGM)	15	(37)
DO RE MI (RCA)	100	(18)
FIORILLO (Cap)	89	
FLOWER DRUM SONG (Col)	99	
GYPSY (Col)	79	
IRMA LA DOUCE (Col)	115	
MUSIC MAN (Cap)	78	(24)
MY FAIR LADY (Col)	33	(10)
THE SOUND OF MUSIC (Col)	17	(6)
SOUTH PACIFIC (Col)	58	
TENDERLOIN (Cap)	54	
UNSINKABLE MOLLY BROWN (Cap)	30	
WEST SIDE STORY (Col)	37	
WILDCAT (RCA)	14	(29)
Sound Track		
THE ALAMO (Col)	56	
BEN-HUR (MGM)	52	(17)
CAN CAN (Cap)	87	
EXODUS (RCA)	8	(1)
G. I. BLUES (RCA)	3	(33)
GIGI (MGM)	122	
KING AND I (Cap)	69	(28)
NEVER ON SUNDAY (UA)	6	(22)
OKLAHOMA (Cap)	65	(19)
PORGY AND BESS (Col)	105	
SOUTH PACIFIC (RCA)	29	(26)
STUDENT PRINCE (RCA)	53	
Music From Musical Films and TV		
GONE WITH THE WIND	93	
GREAT MOTION PICTURE THEMES (UA)	4	(5)
MR. LUCKY (RCA)	97	
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	12	(4)
PETER GUNN (RCA)	94	
THEME FROM A SUMMER PLACE (Dot)	142	(47)

COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)		
BUTTON-DOWN MIND OF BOB NEUHART (WB)	11	
BUTTON-DOWN MIND STRIKES BACK (WB)	28	
EDGE OF SHELLEY BERMAN (Ver)	136	
HERE'S JONATHAN (Ver)	91	
INSIDE SHELLEY BERMAN (Ver)	67	
KICK THY OWN SELF (RCA)	116	
KNOCKERS UP (Jub)	21	
LAUGHING ROOM (Stereo)	83	
MOM'S MABLEY AT THE U. N. (Chs)	16	
REJOICE DEAR HEARTS (RCA)	134	
SINSATIONAL (Jub)	24	
SONGS FOR SINNERS (Jub)	132	
WONDERFUL WORLD OF JONATHAN WINTERS (Ver)	128	
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)	92	
IN LIVING BLACK AND WHITE (Colpix)	111	

CLASSICAL & SEMI-CLASSICAL LP's

SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	74
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() Positions in parenthesis indicate relative sales strength of stereo LP's.

REVIEWS OF

THIS WEEK'S LP'S

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Pop

GIDGET GOES HAWAIIAN



James Darren (Sings the Movies). Colpix CP-418—The movie "Gidget" was a smash box-office success, and its sequel "Gidget Goes Hawaiian" could be equally hot. Darren, who appears in both films, warbles two tunes from the sequel in this package, plus a group of other movie themes — "Hand in Hand," "Because They're Young," etc. The lad has a pleasant voice, and his picture (in a bathing suit accompanied by a pretty girl) on the cover gives package good seasonal display value.

SOMETHING FOR EVERYBODY



Elvis Presley. RCA Victor LSP 2370 (Stereo & Monaural)—Presley is in his usual standout, dramatic form on two neatly contrasting album sides. Side 1 is devoted to ballads, in effect, the side for the adults, while Side 2 rocks and jumps all over the place for the younger fans. Included here is the previously unreleased "I Slipped, I Stumbled, I Fell," another tune from the track of his picture, "Wild in the Country." Among the ballads are "It's a Sin" and "Sentimental Me." Great wax for the fans.

Jazz

BACKWATER BLUES



The Stride Piano of James P. Johnson. Riverside RPL 151—Jazz historians, scholars and serious collectors will certainly want to add this fine album to their collections. Culled from piano rolls made between 1920 and 1926, Riverside has effectively packaged and recorded the piano solos of the late James P. Johnson. Johnson, who died in 1951, was one of the kings of the stride piano style as the 12 tracks presented here prove most eloquently. Among the fine titles is "Charleston," which Johnson himself wrote, and Bessie Smith's "Backwater Blues."

Classical

HAYDN: THE SALOMON SYMPHONIES (VOL. I) (3-12" LP)



The Royal Philharmonic Ork (Beecham). Capitol DGCR 71727 (Stereo & Monaural)—Capitol's new Duophonic electronic system of splitting mono recordings into two channels has here been applied successfully to Haydn's Symphonies No. 93 through 98. These were recorded in mono only by Sir Thomas Beecham just prior to universal adoption of stereo techniques. The second group of Salomon symphonies (99 through 104) were cut in stereo. Thus, it was wisely decided to enhance the first set of three disks, which are regarded as offering the finest interpretations of these works. The transfer provided a good if unspectacular stereo effect that should help extend the sales life and strength of this set.

ADAM: GISELLE (Complete ballet) (2-12" LP)



London Symphony Ork (Fistoulari). Mercury SR2-9011 (Stereo & Monaural)—The latest in the label's series of complete ballet works should be of solid interest to all balletomanes. The performance of the well known but still enjoyable musical score of "Giselle," by the full London Symphony Orchestra is first rate and the stereo sound is of the highest order. The album notes present the complete plot of the ballet, which aids its sale value. An excellent two-LP disking that should earn dollars over dealer's counters this summer and fall.

VERDI: REQUIEM (2-12" LP)



Gigli, Pinza, Caniglia, Stignani, Rome Opera House Ork. (Serafin). Angel GRB 4002—These are noted performances—a fine addition to the "Great Recordings of the Century" series. An attractive booklet is included in the handsome two-record boxed package. Sides were recorded at the Opera House, Rome, in 1939 and first issued in 1945. Collectors and connoisseurs will appreciate this material.

(Continued on page 35)



**THE
HOTTEST
RIGHT
HAND
IN THE
BUSINESS...**

and it's making a brand-new hit out of a long-time favorite!

FLOYD CRAMER "SAN ANTONIO ROSE" 7893

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TELL HIM"**

UNITED ARTISTS RECORD 322



**NEW ALBUM
MONEY MAKERS**



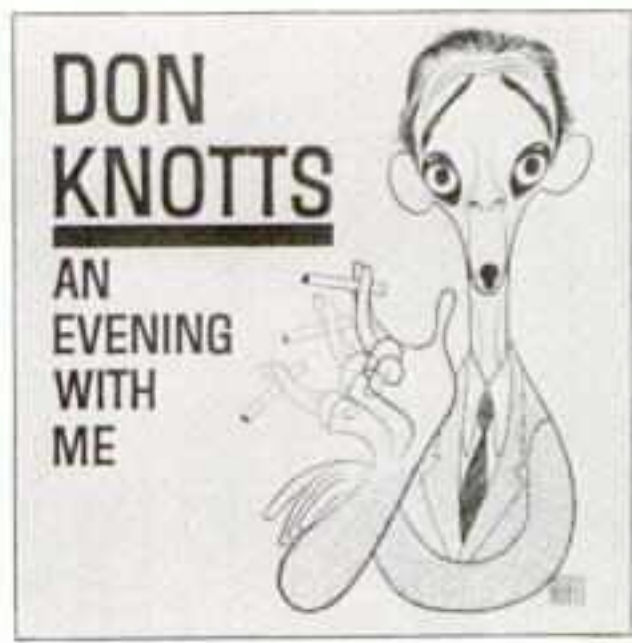
Portrait of My Love
STEVE LAWRENCE
UAS 6150 (Stereo) UAL 3150 (Mono.)



Come Sing With Me
EYDIE GORME
UAS 6143 (Stereo) UAL 3143 (Mono.)



Here's Nye In Your Eye
LOUIS NYE
UAL 4089 (Mono.)



An Evening With Me
DON KNOTTS
UAL 4090 (Mono.)



Golden Hit Instrumentals
AL CAIOLA
UAS 6142 (Stereo) UAL 3142 (Mono.)



Charanga Pachanga
TITO RODRIGUEZ
UAS 6140 (Stereo) UAL 3140 (Mono.)



SAX GIANTS
Various Artists
UAS 5081 (Stereo) UAL 4081 (Mono.)



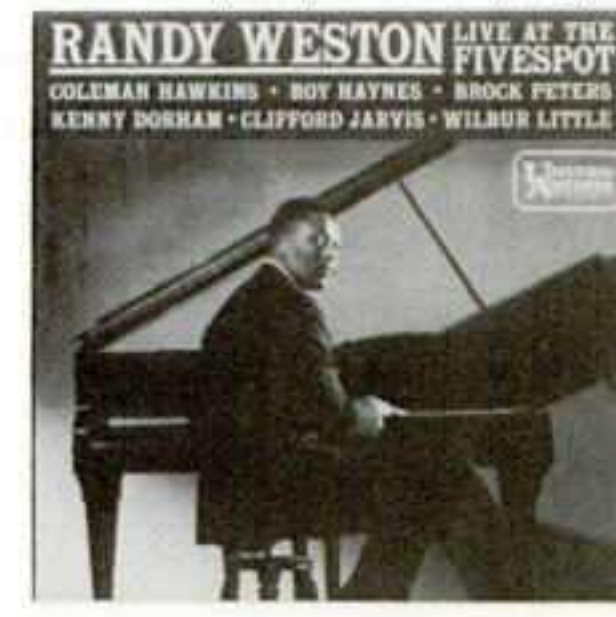
Stand Up For Jesus
FESS WILLIAMS and the Goldenaires
UAS 6132 (Stereo) UAL 3132 (Mono.)



LATIN JAZZ QUINTET
UAS 5071 (Stereo) UAL 4071 (Mono.)



Night Watch
GERRY MULLIGAN
BOB BROOKMEYER
UAS 5085 (Stereo) UAL 4085 (Mono.)



Randy Weston Live at The Fivespot
RANDY WESTON
UAS 5066 (Stereo) UAL 4066 (Mono.)



Modern Spanish Ballet
ERNEST HALFTER
UAS 8010 (Stereo) UAL 7010 (Mono.)



ALL THE WAY!
729 SEVENTH AVE. • NEW YORK 19, N.Y.



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

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

9 Indicates those LP's on the charts 9 weeks or less (see weeks on chart column).

150 Best Selling

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CAMELOT Original Cast, Columbia KOL 5620	22
2	3	CALCUTTA Lawrence Welk, Dot DLP 3359	21
3	2	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	34
4	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	21
5	4	ALL THE WAY Frank Sinatra, Capitol W 1538	11
6	10	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	22
7	8	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	13
8	6	EXODUS Sound Track, RCA Victor LOC 1058	23
9	7	MAKE WAY Kingston Trio, Capitol T 1474	17
10	15	RING-A-DING-DING Frank Sinatra, Reprise R 1001	9
11	9	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1379	58
12	12	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	27
13	11	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	15
14	13	WILDCAT Original Cast, RCA Victor LOC 1060	22
15	26	CARNIVAL Original Cast, MGM E 3946	9
16	20	MOMS MABLEY AT THE U. N. Chess 1452	9
17	14	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	79
18	16	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	153
19	18	TONIGHT IN PERSON Limelites, RCA Victor LPM 2272	17
20	19	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	14
21	23	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	33
22	44	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	9
23	21	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	32
24	32	SINSATIONAL Rusty Warren, Jubilee JGM 2034	9
25	24	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	67
26	33	T. V. SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	9
27	27	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	164
28	17	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. 1393	32
29	22	SOUTH PACIFIC Sound Track, RCA Victor LOC 1022	169
30	30	UNINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	26
31	25	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	25
32	29	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	19
33	31	MY FAIR LADY Original Cast, Columbia OL 5090	272
34	28	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	44
35	43	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X 1410	9
36	39	KINGSTON TRIO Capitol T 996	135
37	42	WEST SIDE STORY Original Cast, Columbia OL 5230	37
38	52	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	9
39	37	HYMNS Tennessee Ernie Ford, Capitol T 756	196
40	35	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	16
41	45	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	9
42	48	EMOTIONS Brenda Lee, Decca DL 4104	7
43	34	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1283	96
44	40	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	17
45	38	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	122
46	41	ITALIA MIA Mantovani, London LL 3239	9
47	47	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	85
48	46	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	77
49	58	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	34
50	60	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	22
51	36	NICE 'N' EASY Frank Sinatra, Capitol W 1417	44

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	51	BEN-HUR Sound Track, MGM 1E1	60
53	61	STUDENT PRINCE Marlo Lanza, RCA Victor LM 1837	29
54	65	TENDERLOIN Original Cast, Capitol WAO 1492	24
55	69	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	25
56	49	THE ALAMO Sound Track, Columbia CL 1558	28
57	55	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	51
58	59	SOUTH PACIFIC Original Cast, Columbia OL 4180	367
59	63	BOBBY DARIN STORY Atco 131	9
60	54	BUDDY HOLLY STORY Coral CRL 57326	24
61	62	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	55
62	67	I'LL BUY YOU A SAR Johnny Mathis, Columbia CL 1623	9
63	80	ITALIAN FAVORITES Connie Francis, MGM E 3791	72
64	68	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	123
65	57	OKLAHOMA Sound Track, Capitol WAO 595	242
66	83	ROARING 20's Dorothy Provine, Warner Bros. W 1394	9
67	50	INSIDE SHELLEY BERMAN Verve MG V 15003	113
68	53	STRING ALONG Kingston Trio, Capitol T 1407	45
69	76	KING AND I Sound Track, Capitol W 740	233
70	79	CONNIE FRANCIS AT THE COPA MGM E 3913	9
71	56	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	17
72	66	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	7
73	74	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG V 4041	36
74	82	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 Various Artists, RCA Victor LM 6088	34
75	86	WALK, DON'T RUN The Ventures, Delton BLP 2003	23
76	111	BLUE HAWAII Billy Vaughn, Dot DLP 3165	61
77	64	SOLD OUT Kingston Trio, Capitol T 1352	61
78	77	MUSIC MAN Original Cast, Capitol WAO 990	173
79	87	GYPSY Original Cast, Columbia OL 5420	81
80	70	KINGSTON TRIO AT LARGE Capitol T 1199	103
81	71	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	50
82	75	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	79
83	84	LAUGHING ROOM Woody Woodbury, Stereodiscs MW 2	50
84	85	HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	37
85	90	ANKA AT THE COPA Paul Anka, ABC-Paramount 353	9
86	91	SONGS TO REMEMBER Mantovani, London LL 3149	40
87	78	CAN CAN Sound Track, Capitol W 1321	57
88	73	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	16
89	72	FIORILLO Original Cast, Capitol WAO 1321	46
90	101	CALYPSO Harry Belafonte, RCA Victor LPM 1248	96
91	102	HERE'S JONATHAN Jonathan Winters, Verve MG V 15025	9
92	107	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereodiscs MW 1	67
93	124	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. 1322	9
94	81	PETER GUNN Henry Mancini, RCA Victor LPM 1956	96
95	98	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	19
96	109	TEMPTATION Roger Williams, Kapp KL 1217	24
97	110	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	55
98	112	LAST DATE Lawrence Welk, Dot DLP 3350	26
99	117	FLOWER DRUM SONG Original Cast, Columbia OL 5350	103
100	88	DO RE MI Original Cast, RCA Victor LOC 2002	15
101	89	THIS IS BRENDA Brenda Lee, Decca DL 4082	31

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	94	BRENDA LEE Decca DL 4039	44
103	97	MUSIC FOR LOVERS ONLY Jackie Gleason Orch., Bobby Hackett, Capitol W 352	175
104	103	12 PLUS 3 EQUALS 15 HITS Various Artists, End LP 310	17
105	104	PORGY AND BESS Sound Track, Columbia OL 5410	80
106	113	ENCORE Santo and Johnny, Canadian-American CALP 1002	33
107	114	LATIN A LA LEE Peggy Lee, Capitol T 1290	39
108	123	AL HIRT, THE GREATEST HORN IN THE WORLD RCA Victor LPM 2366	9
109	92	WARM Johnny Mathis, Columbia CL 1078	98
110	118	BROOK BENTON GOLDEN HITS Brook Benton, Mercury MG 20607	9
111	129	IN LIVING BLACK & WHITE Dick Gregory, Colpix CP 417	9
112	138	RICK IS 21 Ricky Nelson, Imperial LP 9152	9
113	99	BOBBY YEE Liberty LRP 3181	13
114	100	OLDIES BUT GOODIES Various Artists, Original Sound 5001	90
115	115	IRMA LA DOUCE Original Cast, Columbia OL 3560	28
116	119	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	43
117	126	IT'S PONY TIME Chubby Checker, Parkway P 7003	9
118	130	SOLID AND RAUNCHY Bill Black's Combo, Hi HL 12003	23
119	131	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P-6600	20
120	93	NEARER THE CROSS Tennessee Ernie Ford, Capitol T 1005	36
121	96	FOLK SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	58
122	105	GIGI Sound Track, MGM E 3641	155
123	116	COME FLY WITH ME Frank Sinatra, Capitol W 920	35
124	95	ONLY THE LONELY Frank Sinatra, Capitol W 1053	107
125	106	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	26
126	108	TWIST Chubby Checker, Parkway P 7001	33
127	120	HEAVENLY Johnny Mathis, Columbia CL 1351	92
128	122	WONDERFUL WORLD OF JONATHAN WINTERS Verve MG V 15009	52
129	139	CHET ATKINS' WORKSHOP RCA Victor LPM 2232	10
130	127	LIKE LOVE Andre Previn, Columbia CL 1437	27
131	132	LOVE IS THE THING Nat King Cole, Capitol W 824	62
132	148	SONGS FOR SINNERS Rusty Warren, Jubilee J 2024	9
133	—	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	9
134	125	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	52
135	128	HAVE TWANGY GUITAR, WILL TRAVEL Duane Eddy, Jamie J 3000	82
136	133	EDGE OF SHELLEY BERMAN Verve MG V 15013	48
137	136	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	36
138	137	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	49
139	142	TILL Roger Williams, Kapp KL 1081	17
140	149	TIME OUT Dave Brubeck, Columbia CL 1397	25
141	134	ELVIS IS BACK Elvis Presley, RCA Victor LPM 2231	52
142	—	THEME FROM A SUMMER PLACE Billy Vaughn, Dot DLP 3276	59
143	140	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	109
144	—	PERSUASIVE PERCUSSION, VOL. 2 Terry Snyder and the All Stars, Command RS 808	9
145	146	GUNFIGHTER BALLADS & TRAIL SONGS Marty Robbins, Columbia CL 1349	49
146	145	NO ONE CARES Frank Sinatra, Capitol W 1221	50
147	121	DARIN AT THE COPA Bobby Darin, Atco 112	36
148	—	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	23
149	—	SAIL ALONG SILVERY MOON Billy Vaughn, Dot DLP 3100	35
150	135	FAITHFULLY Johnny Mathis, Columbia CL 1422	75

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	EXODUS Sound Track, RCA Victor LSO 1058	23
2	2	CALCUTTA Lawrence Welk, Dot DLP 25359	21
3	4	CAMELOT Original Cast, Columbia KOS 2031	22
4	3	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	28
5	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	22
6	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	76
7	7	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 3368	15
8	9	MAKE WAY Kingston Trio, Capitol ST 1474	17
9	11	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	9
10	10	MY FAIR LADY Original Cast, Columbia OS 2015	104
11	14	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	23
12	20	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	9
13	12	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	19
14	15	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8138	54
15	8	ALL THE WAY Frank Sinatra, Capitol SW 1538	10
16	13	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	9
17	16	BEN-HUR Sound Track, MGM 1SE1	56
18	19	DO RE MI Original Cast, RCA Victor LSO 2002	9
19	17	OKLAHOMA Sound Track, Capitol SWAO 595	86
20	21	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 SD	44
21	25	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade, Command RS 810 SD	40
22	33	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	9
23	22	SING ALONG WITH MITCH Mitch Miller, Columbia CS 3004	54
24	29	MUSIC MAN Original Cast, Capitol SWAO 990	78
25	39	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	9
26	18	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	104
27	24	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8342	32
28	26	KING AND I Sound Track, Capitol SW 740	95
29	27	WILDCAT Original Cast, RCA Victor LSO 1060	20
30	31	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8043	63
31	40	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LSP 2360	9
32	44	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	74
33	23	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	31
34	28	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	19
35	32	BONGOS Los Admiradores, Command RS 809 SD	33
36	38	RING-A-DING DING Frank Sinatra, Reprise R9-1001	9
37	—	CARNIVAL Original Cast, MGM SE 3946	9
38	37	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	82
39	42	JOHNNY'S MOODS Johnny Mathis, Columbia CS 1526	33
40	43	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X5 1410	9
41	35	TONIGHT IN PERSON Limelites, RCA Victor LSP 2272	16
42	—	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS 2	9
43	30	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	24
44	45	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	33
45	49	STRING ALONG Kingston Trio, Capitol ST 1407	37
46	—	LAST DATE Lawrence Welk, Dot DLP 25350	25
47	—	THEME FROM A SUMMER PLACE Billy Vaughn, Dot DLP 25276	51
48	34	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CS 8251	45
49	41	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	43
50	36	BLUE HAWAII Billy Vaughn, Dot DLP 25165	79



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 bimonthly. 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

Table listing music machines such as AMI, ROCK-OLA, SEEBURG, and WURLITZER with their respective models and prices.

BOWLERS & SHUFFLES

Table listing bowling and shuffle machines such as BALLY, CHICAGO COIN, and UNITED with their respective models and prices.

Table listing League Alley, Lightning, Midget Bowling Alley, and other bowling machines with their respective prices.

PINBALLS

Table listing pinball machines such as BALLY, GOTTLIB, and others with their respective models and prices.

Table listing Silver, Sittin' Pretty, Sluggin' Champ, and other pinball machines with their respective prices.

ARCADE & NOVELTIES

Table listing arcade and novelty machines such as All-Star Baseball, Aqua Duck, and others with their respective prices.

Table listing Coon Hunt, Crane, Criss Cross Hockey, and other arcade/novelty machines with their respective prices.

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FIRST CLASS PERMIT No. 111 (Sec. 34.9 P. L. & R. Cincinnati, Ohio)



These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Sides that fall into more than one category receive multiple listings.

EASY LISTENING

- ANNA, Jorgen Ingmann, Atco 6195
- BILBAO SONG, Andy Williams, Cadence 1398
- BLUE TOMORROW, Billy Vaughn, Dot 16220
- BOLL WEEVIL SONG, Brook Benton, Mercury 71820
- I'LL NEVER BE FREE, Kay Starr, Capitol 4583
- JURA, Les Paul and Mary Ford, Columbia 41994
- MOM AND DAD'S WALTZ, Patti Page, Mercury 71823
- MOODY RIVER, Pat Boone, Dot 16209
- MY KIND OF GIRL, Matt Monro, Warwick 636
- NATURE BOY, Bobby Darin, Atco 6196
- NEVER ON SUNDAY, Chordettes, Cadence 1402
- NEVER ON SUNDAY, Don Costa, United Artists 234
- OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036
- POINT OF NO RETURN, Adam Wade, Coed 550
- SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893
- SCOTTISH SOLDIER, Andy Stewart, Warwick 627
- SHOULD I, String-A-Longs, Warwick 654
- THEME FROM GOODBYE AGAIN, Ferrante & Teicher, United Artists 319
- WAYWARD WIND, Gogi Grant, Era 3045
- WILD IN THE COUNTRY, Elvis Presley, RCA Victor 7880
- WRITING ON THE WALL, Adam Wade, Coed 550
- YELLOW BIRD, Arthur Lyman, Hi Fi 5024
- YELLOW BIRD, Lawrence Welk, Dot 16222

TEEN BEAT

- BARBARA ANN, Regents, Gee 1065
- BETTER TELL HIM NO, Starlets, Pam 1003
- BOBBY, Neil Scott, Portrait 102
- BREAKIN' IN A BRAND NEW BROKEN HEART, Connie Francis, MGM 12995
- BUZZ BUZZ A-DIDDLE-IT, Freddy Cannon, Swan 4071
- CHARLESTON, THE, Ernie Fields, Rendezvous 150
- COUNT EVERY STAR, Donnie and the Dreamers, Whale 500
- DANCE ON LITTLE GIRL, Paul Anka, ABC-Paramount 10220
- DAYDREAMS, Johnny Crawford, Del-Fi 4162

- DOOLEY, Olympics, Arvee 5031
- DUM DUM, Brenda Lee, Decca 31272
- EVERY BEAT OF MY HEART, Gladys Knight, Fury 1050
- EVERY BEAT OF MY HEART, Pips, Vee Jay 386
- FLOAT, THE, Hank Ballard and the Midnighters, King 5510
- GIRL OF MY BEST FRIEND, Ral Donner, Gone 5102
- GIRL'S A DEVIL, Dukays, Nat 1003
- HALFWAY TO PARADISE, Tony Orlando, Epic 9431
- HATS OFF TO LARRY, Del Shannon, Big Top 3075
- HEART AND SOUL, Cleftones, Gee 1064
- HELLO, MARY LOU, Ricky Nelson, Imperial 5741
- HOLD BACK THE TEARS, Delacardos, United Artists 310
- HOW MANY TEARS, Bobby Vee, Liberty 55325
- I DON'T MIND, James Brown, King 5466
- I FEEL SO BAD, Elvis Presley, RCA Victor 7880
- I'M A FOOL TO CARE, Joe Barry, Smash 1702
- I'M GONNA KNOCK ON YOUR DOOR, Eddie Hodges, Cadence 1397
- IT KEEPS RAININ', Fats Domino, Imperial 5753
- JOANIE, Frankie Calen, Spark 902
- LET'S TWIST AGAIN, Chubby Checker, Parkway 824
- LITTLE DEVIL, Neil Sedaka, RCA Victor 7874
- LITTLE EGYPT, Coasters, Atco 6192
- LULLABY OF LOVE, Frank Gari, Crusade 1021
- MAMA SAID, Shirelles, Scepter 1217
- NO, NO, NO, Chanters, DeLuxe 6191
- ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308
- PEANUT BUTTER, Marathons, Arvee 5027
- PORTRAIT OF MY LOVE, Steve Lawrence, United Artists 291
- QUARTER TO THREE, U. S. Bonds, Le Grand 1008
- RAMA LAMA DING DONG, Edsels, Twin 700
- RUNAWAY, Del Shannon, Big Top 3067
- RUNNING SCARED, Roy Orbison, Monument 328
- SACRED, Castells, Era 3048
- SAD EYES, Echoes, Seg-way 106
- STAND BY ME, Ben E. King, Atco 6194
- STICK WITH ME BABY, Everly Brothers, Warner Bros. 5220

- TELL ME WHY, Belmonts, Sabrina 500
- TEMPTATION, Everly Brothers, Warner Bros. 5220
- THAT OLD BLACK MAGIC, Bobby Rydell, Cameo 190
- THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158
- TONIGHT (COULD BE THE NIGHT), Velvets, Monument 441
- TOSSIN' AND TURNIN', Bobby Lewis, Belltone 1002
- TRAGEDY, Fleetwoods, Dolton 40
- TRAVELIN' MAN, Ricky Nelson, Imperial 5741
- TRIANGLE, Janie Grant, Caprice 104
- WHAT A SURPRISE, Johnny Maestro, Coed 549
- YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388
- YOU CAN'T SIT DOWN (Part II), Phillip Upchurch Combo, Boyd 1026

COUNTRY & WESTERN

For C&W programming, please refer to this week's Hot C&W chart. The following, from the Hot 100, are recommended additional listings.

- RIGHT OR WRONG, Wanda Jackson, Capitol 4553

RHYTHM & BLUES

For R&B programming, please refer to this week's Hot R&B chart. The following, from the Hot 100, are recommended additional listings.

- BARBARA ANN, Regents, Gee 1065
- COUNT EVERY STAR, Donnie and the Dreamers, Whale 500
- I'M COMIN' ON BACK TO YOU, Jackie Wilson, Brunswick 55216
- I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN, Ray Charles, Impulse 202
- IT KEEPS RAININ', Fats Domino, Imperial 5753
- I'VE GOT NEWS FOR YOU, Ray Charles, Impulse 202
- LONELY CROWD, Teddy Vann, Columbia 41996
- OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036
- PLEASE STAY, Drifters, Atlantic 2105
- TELL ME WHY, Belmonts, Sabrina 500
- THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158
- WATCH YOUR STEP, Bobby Parker, V-Tone 223

COIN MACHINE PRICE INDEX (continued from back page)

Spook Gun (Bally) 9-58..\$175	Steam Shovel (CC) 5-56..\$ 90	Super Star Baseball (Wms) 1-54.....\$ 50	3-D Kiddie Theater (Rite) 3-54.....\$125	Two-Player Basketball (Genc) 3-54.....\$135
Sportland Shooting Gallery (Exhib) 11-54..... 95	Super Big Top (Genc) 12-55..... 185	Swami (Muto) 4-55..... 350	3-D Pix (Cap) 2-54..... 125	Vacuumatic Card Vendor (Exhib) 5-54..... 110
Squirts Water Polo (Aqua) 5-57..... 350	Super Home Run (CC) 3-54 75	Target Roll (Bally) 1-58. 145	3-D Theater (Rite) 3-54.. 145	Voice-O-Graph (Muto) 2-57 550
Sportsman (Keen) 11-54.. 125	Super Pennant Baseball (Wms) 1-54..... 75	10 Commandments (Muto) 12-57..... 195	Titan (Wms) 8-59..... 365	Voice-O-Graph (Muto) 11-54..... 290
Star Slugger (Un) 4-56... 75	Super Slugger (Un) 7-55. 55	Ten Pins (Wms) 12-57... 110	Treasure Cove (Exhibit) 7-55..... 140	Wild West (Genc) 2-55.. 175
State Fair (Genc) 7-56... 175		Ten Strike (Wms) 12-57. 110	Twin Hockey (CC) 5-58.. 175	Yankee Baseball (Un) 2-59 275
		Test Pilot (Cap) 12-57... 195		

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BILLBOARD MUSIC WEEK HOT G&W SIDES

FOR WEEK ENDING JUNE 25

TITLE, Artist, Company, Record No.

WEEKS ON CHART

ONE WEEK AGO

TWO WEEKS AGO

THREE WEEKS AGO

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Reviews and Ratings of New Albums

Continued from page 35

***FACE TO FACE

***REMINISCENT

***GUT-BUCKET TROMBONE

***JACKIE'S BAG

***UNDERCURRENT

***KID THOMAS AND HIS

***GROOVE YARD

***NIGHT HAWK

***THE FIVE

***SPLENDERS

***STROLL RECORDS

***SUMMER DAY

***AUBURN RECORDS

***KARI LYNN #601

***BREAKING IN BOSTON

***STROLL RECORDS

***SUMMER DAY

***AUBURN RECORDS

***KARI LYNN #601

***BREAKING IN BOSTON

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***SUMMER DAY

***AUBURN RECORDS

***KARI LYNN #601

***BREAKING IN BOSTON

COWBOY COPAS

Top Selling Artist with 3 Straight Hits Comes Across On

"SUNNY TENNESSEE"

and he duets again with

CATHEY COPAS

on

"DREAMING"

STARDAY #552

FRANKIE MILLER

Hot Again with 2 Hits

(1) "LOOKING AROUND

DOWNTOWN"

b/w

"A LITTLE BITS BETTER"

STARDAY #550

(2) "BLACK LAND FARMER"

STARDAY #424

A Red Jones KILT Houston

teen-dance-smash

The Best Bluegrass Is From

STARDAY

BILL CLIFTON

STARDAY

"ROLLIN' ON"

STARDAY #548

LONESOME FIDDLERS

"TWO KINDS OF BLUES"

STARDAY #551

Selling and Climbing

JUSTIN TUBB

"ONE FOR YOU, ONE FOR ME"

b/w

"MY HEART KEEPS GETTING

IN THE WAY"

STARDAY #549

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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 24



Classical

BEETHOVEN: SYMPHONY NO. 9 (2-12" LP)
Schwarzkopf, Hogen, Hopf & Edelmann, Bayreuth Festival Chorus & Orchestra (Furtwangler). Angel GRB 4003
—A very handsomely boxed package of two disks. This is another of Angel's "Great Recordings of the Century" series. The recordings were cut at the Bayreuth Festival, 1951, and were first issued in May, 1955. These are excellent disks, of great interest. Package includes scholarly notes in an attractive booklet.

POP LP'S

STRONG SALES POTENTIAL

*****THE NEW JULIE LA ROSA** Kapp KL-1245—Here's a La Rosa that really swings, and for one of the few times in his disk career, he's working with simply a rhythm quartet, rather than big lush orchestra. The setting gives the character a good opportunity to let loose, which he does in rousing fashion on the likes of "Now I Know," "Bye Bye Blues," "Luck Be a Lady," etc. Quartet backing has a regular rhythm line-up of piano, bass, guitar and drums. Easily one of La Rosa's better efforts in quite a spell.

*****COME SING WITH ME** Esdie Gorme, United Artists UAS 6143 (Stereo & Monaural)—A lush album for Miss Gorme with a flock of great old tunes done up in most listenable fashion. Vocally she comes through with her warm, expressive falsetto and she's helped by some fine, soft backings featuring an orchestra and rhythm section. Gorme's vocal is in the same category as the "Caribbean" LP's are rated, within their respective categories, according to their commercial potential, based upon such factors as performance, recording quality, etc.

LP REVIEW POLICY
All albums received by Billboard Music Week are listened to and reviewed by the Billboard Reviewing Panel. LP's are rated, within their respective categories, according to their commercial potential, based upon such factors as performance, recording quality, etc.

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. **FOUR-STAR** albums are those with strong sales potential. All spotlights and four-star LP's have been evaluated by the full Reviewing Panel, and listed for these.

THREE-STAR albums, having moderate sales potential, are listed throughout the week. **Two-Star** albums, having limited sales potential, are listed following the three-star albums. **SPECIAL MERIT SPOTLIGHTS**, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

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

*****CARNIVAL IN PERCUSSION** Paul Smith Ensemble, Verre V 4051—Tuneful performances of the score of the hit musical "Carnival" (plus one of the songs that was cut out of the show) are played in bright fashion here by the Paul Smith ensemble. The percussive effects, which are tasteful, do not interfere with the melody on these instrumentals and even non-hit bugs will enjoy the set. The power of the "Carnival" name should help this set get some sales in the big cities.

*****DONN BEACH PRESENTS "A NIGHT AT THE BEACHCOMBER"** Adomono (Guitarist) Decca DL 74097 (Stereo & Monaural)—Here is a live performance of guitarist John Adomono recorded at the "Beachcomber," a noted nightery in Honolulu. Adomono presents a collection of favorites with spirit and fine technical virtuosity. Some of the highlights, in fine stereo sound, are: "Blues in the Night," "Blue Tango," "Come Back to Sorrento," "Rhapsody in Blue" and two tunes penned by Adomono, "Beachcomber Blues" and a haunting number, "Gypsy Rhapsody." Prime appeal guitar music devotees.

*****THE SOUND OF GRIEF** Griff Williams Ork (Bob Kirk), Mercury SR 6068 (Stereo & Monaural)—Bob Kirk directs the Griff Williams orchestra through a set of old favorites ranging in tempo from fox trots to Latin tempo. Included for dancing and listening pleasure are "Always True to You Darling" in My Fashion, "Ball Hit," "Cachita," "Something," and "Has Anybody Seen My Gal." The program is presented in top quality stereo sound and the package should have wide appeal.

*****DEAR MR. GABLE** Karen Chandler, Strand ST-1028—Miss Chandler pays a tasteful tribute to the late movie star, via a group of tunes associated with his films and, of course, the standard Judy Garland version of "You Made Me Love You—Dear Mr. Gable." The thrust is in richly expressive vocal form and the package offers some notable sides for folks. Tunes include "Gone With the Wind," "Teacher's Pet," "Would You" (from San Francisco), and "Restless Love" (from "The Mistral"). Package tracks, adding an additional accompaniment instrument on each, working up until he has a whole 10-piece band with him.

JAZZ LP'S

STRONG SALES POTENTIAL

(Continued on page 36)
The blowing is, as usual, full of emotion and deep feeling. Five of the tunes are Golson originals. Remainer consists of standard, front cover, via unique phone dial device, shows the names of all the players on each succeeding track.

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JACK COSTANZO
DIZZY GILLESPIE
ELIZABETH WALDO
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LP #SL-1004

HIFIRECORDS
"Yellow Bird"
LP #SL-1004

"DARLING, I'M HOME"
the
MANDRELLS
chess 1794

"YES, THEY DO
the
HOLLYWOOD FLAMES
chess 1787

"STRANDED IN THE JUNGLE"
b/w
"DON'T SAY GOODBYE"
the
VIBRATIONS
checker #982

CHASS
PRODUCING CORPORATION
2120 S. Michigan, Chicago 16

HIFIRECORDS
"Yellow Bird"
LP #SL-1004

HIFIRECORDS
"Yellow Bird"
LP #SL-1004

HIFIRECORDS
"Yellow Bird"
LP #SL-1004

HONOR ROLL OF HITS

THE NATION'S TOP TUNES

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.

FOR WEEK ENDING JUNE 25

TRADE MARK REG.

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. TRAVELIN' MAN — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.

2. MOODY RIVER — Pat Boone, Dot 16209; Chase Webster, Southern Sound 101.

3. STAND BY ME — Ben E. King, Aco 6194.

4. WRITING ON THE WALL — Adam Wade, Coed 550.

5. RAINDROPS — Dee Clark, Vee Jay 383.

6. QUARTER TO THREE — U. S. Bonds, Le Grand 1008.

7. EVERY BEAT OF MY HEART — Gladys Knight, Fury 1050; Mild-nighers, Deluxe 6190; Pips, Vee Jay 386.

8. TOSSIN' AND TURNIN' — Bobby Lewis, Bellone 1002.

9. YELLOW BIRD — Bards, Cucka 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, HI El 5024; Lawrence Welk, Dot 16222; Roger Williams, Kapp 408.

10. BOLL WEEVIL SONG — Brook Benton, Mercury 71820.

11. RUNNING SCARED — Roy Orbison, Monument 438.

12. YOU ALWAYS HURT THE ONE YOU LOVE — Clarence Henry, Argo 5388; Ada Lee, Aco 6189.

13. THOSE OLDEES BUT GOODIES — Little Caesar and the Romans, Del El 4158.

14. NEVER ON SUNDAY — Late Anderson, King 5478; Chordettes, Cadence 1402; Don Coan, Mercury Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Art-ists 304.

15. BARBARA ANN — Regents, Gee 1065.

16. HELLO MARY LOU — Ricky Nelson, Imperial 5741.

17. I FEEL SO BAD — Elvis Presley, RCA Victor 7888.

18. DANCE ON LITTLE GIRL — Paul Anka, ARC-Paramount 10220.

19. EXODUS — Pat Boone, Dot 16176; Ferrante and Teicher, United Art-ists 274; Eddie Harris, Vee Jay 378; Legends, Columbia 41949; Medallion vani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Capitol 4564.

20. HELLO WALLS — Faron Young, Capitol 4533.

21. HEART AND SOUL — Cletones, Gee 1064.

22. PEANUT BUTTER — Marthons, Argo 5389; Argee 5027; Vibrations, Argo 5389.

23. DADDY'S HOME — Shep and the Limelites, Hall 740.

24. ONE HUNDRED POUNDS OF CLAY — Gene McDaniels, Liberty 55308.

25. LITTLE EGYPT — Coasters, Aco 6192.

26. I'M A FOOL TO CARE — Joe Barry, Smash 1702; Oscar Black, Savoy 1600.

27. MOTHER-IN-LAW — Ernie K-Doe, Mink 6231; Four Sportsmen, Sun-nybrook 2.

28. MAMA SAID — Shirley, Scepter 1217.

29. MAMA LAMA DING DONG — Edsel, Twin 700.

30. TEMPTATION — Evert Brothers, Warner Bros. 5720.

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

Week	Last	Week	Tune	Composer-Publisher
1	1	1	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodics (BMI)
2	3	2	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)
3	5	3	STAND BY ME	By King-Click—Published by Progressive-Trio (BMI)
4	4	4	WRITING ON THE WALL	By Barkan-Baron-Eddy—Published by Winneton-Glenville (BMI)
5	7	4	RAINDROPS	By Dee Clark—Published by Conrad (BMI)
6	10	3	QUARTER TO THREE	By Barge-Guida-Anderson-Kuyser—Published by Pepe (BMI)
7	6	3	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)
8	20	3	TOSSIN' AND TURNIN'	By Adams-Kene—Published by Seven (BMI)
9	24	2	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)
10	12	3	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)
11	2	7	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)
12	18	4	YOU ALWAYS HURT THE ONE YOU LOVE	By Fisher-Roberts—Published by Pickwick (ASCAP)
13	13	2	THOSE OLDEES BUT GOODIES	By Paul Poll-Nick Curtinga—Published by Maravilla (BMI)
14	16	3	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidemore (BMI)
15	15	4	BARBARA ANN	By Fassett—Published by Cousins-Shoestring (BMI)
16	14	6	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)
17	11	5	I FEEL SO BAD	By Chuck Willis—Published by Berkshire-Elvis Presley (BMI)
18	28	2	DANCE ON LITTLE GIRL	By Paul Anka—Published by Spanka (BMI)
19	19	29	EXODUS	By Gold—Published by Chappell (ASCAP)
20	17	7	HELLO WALLS	By Willie Nelson—Published by Pamper (BMI)
21	1	1	HEART AND SOUL	By Carmichael-Loesser—Published by Famous (ASCAP)
22	27	3	PEANUT BUTTER	By Barnum-Cooper-Goldsmith—Published by Argee (BMI)
23	9	10	DADDY'S HOME	By James Sheppard-Clarence Bassett-Charles Baker—Published by Kcel-Bealbin (BMI)
24	8	12	ONE HUNDRED POUNDS OF CLAY	By Elgin-Dixon-Rogers—Published by Gil (BMI)
25	29	2	LITTLE EGYPT	By Lieber and Stoller—Published by Progressive (BMI)
26	30	3	I'M A FOOL TO CARE	By Ted Daffan—Published by Peer (BMI)
27	21	12	MOTHER-IN-LAW	By Allan Toussaint—Published by Minit (BMI)
28	22	8	MAMA SAID	By Dixon-Dennison—Published by Ludi-Betabin (BMI)
29	29	1	MAMA LAMA DING DONG	By G. Jones Jr.—Published by Twin-Jimbo (BMI)
30	1	1	TEMPTATION	By Brown-Freed—Published by Robbins (ASCAP)

★ OTHER BIG DOOTO EVERGREEN HITS ★

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

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BELOW THE BELT—Rudy Moore 808

FOR A PIECE—Roscoe Holland 812

FUNNIEST RELEASES!

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SPOTLIGHT WINNERS OF THE WEEK

The pick of the new releases: Strongest sales potential of all records reviewed this week. • Continued from page 31

CARL SMITH Country & Western
WHY CAN'T YOU BE SATISFIED WITH ME (Cedarwood, BMI) (2:34)—Smith has another potential winner here with a fine performance of a strong weeper ballad. He cries this one out for solid effect with chorus offering a sensitive backing. Good wax. Flip is "Kisses Never Lie" (Cedarwood, BMI) (2:55).

WARREN SMITH
CALL OF THE WILD (Central Songs, BMI) (2:34)—A strong artist is this chanter and he sells the tune with plenty of verve. It's all about how the bright lights are calling his girl away from him. This can move. Flip is "Old Lonesome Feeling" (Katrina, BMI) (2:39). Liberty 55336

CARL BELEV
I CAN'T TAKE A CHANCE (Four Star, BMI) (2:22)—Bellev has two fine efforts. First up is a soft, tender weeper performance that gets over well. Flip is a pleasant ditty with a Tex-Mex flavor that's sold with equal aplomb. Both have a chance. Decca 31273

CARL BELEV
STOP THE WORLD (Four Star, BMI) (2:02)—Bellev has played in Mediterranean fashion by the Jacobs crew. It could get spins. (Northern, ASCAP) (2:37)

DICK JACOBS & HIS ORK
THE VILLA—Interesting melody is played in Mediterranean fashion by the Jacobs crew. It could get spins. (Northern, ASCAP) (2:37)

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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.

POPULAR
GLORIA LYNNE—EVEREST 1948—This is a pretty, new ballad (not the tune backing by the ork. It has a beat and a sound and it also has a chance for teen appeal. Miss Lynne gives written by Steve Allen). Miss Lynne gives a fine, soulful reading, with a big accompaniment from the string section. Which it can move up. (Tippy, BMI) (2:54)

AL MARTINO
Here in My Heart—CAPITOL 4593—Al Martino turns in a new and attractive reading of his old hit, handing it a most dramatic reading over big band backing. It could grab a lot of spins and coins. (Merlin, ASCAP) (3:01)

FRANK SINATRA
GRANADA—REPRISE 2010—After a big instrumental flourish, Sinatra does the verse to the oldie in legit style. Then he swings into a belted rhythmic reading of the chorus. This can get a lot of play. (Southern, ASCAP) (2:50)

LOU LARUE & THE HARTLEQUINS
A Garden in the Rain—ESSAR 1001—The standard is done in a series of unusual harmony effects by the chanter. Billy May contributes a powerful band pounding, swinging updating by Sinatra. The oldie of Ray '90's vintage gets a new feel. Watch it. (Jobete, BMI) (2:06)

THE MIRACLES
Mighty Good Lovin'—The group turns in a solid reading here on a pulsating pounding beat. Could be a big one. (Jobete, BMI)

JERRY MATTHEWS
Lonely Dreamer—KOOL 1012—A dreamy wax, that's reminiscent of a classic theme. (Arista, ASCAP) (2:05)

ROBBY FREEMAN
She Said She Wants to Dance—JOSIE 889—Bobby Freeman sells this rocking effort with enthusiasm over sock backing by the ork. It has a beat and a sound and it also has a chance for teen appeal. Miss Lynne gives written by Steve Allen). Miss Lynne gives a fine, soulful reading, with a big accompaniment from the string section. Which it can move up. (Tippy, BMI) (2:54)

AL MARTINO
Here in My Heart—CAPITOL 4593—Al Martino turns in a new and attractive reading of his old hit, handing it a most dramatic reading over big band backing. It could grab a lot of spins and coins. (Merlin, ASCAP) (3:01)

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Mighty Good Lovin'—The group turns in a solid reading here on a pulsating pounding beat. Could be a big one. (Jobete, BMI)

JERRY MATTHEWS
Lonely Dreamer—KOOL 1012—A dreamy wax, that's reminiscent of a classic theme. (Arista, ASCAP) (2:05)

THE LETTERMEN
The Way You Look Tonight—CAPITOL 4586—The fine old song receives a very interesting and unusual reading from the group on this new waxing. It has a chance for jockey spins and some coins. (T. B. Harms, ASCAP) (2:18)

GINA ROYER
Say It From Your Heart—LIBERTY 55340—Promising debut here by the thrush on a snappy piece of rhythm material over an arrangement that swings. Side could easily happen with exposure. (Eden, BMI) (2:15)

PROMISE ME ANYTHING—New thrush offers a heartier performance on a most attractive new ditty aided by solid support by the string ork. Side has a chance. (Eden, BMI) (2:25)

LEN WYATT
With All of My Heart—LIBERTY 55338—Wyatt bows on the label with a meaningful reading of an attractive Brook Benton tune. The backing is simple and direct. Car handles a tune with feeling. (Raleigh, BMI) (2:35)

THIS I PROMISE YOU—Same comment. (Eden, BMI) (2:23)

DICK JACOBS & HIS ORK
THE VILLA—Interesting melody is played in Mediterranean fashion by the Jacobs crew. It could get spins. (Northern, ASCAP) (2:37)

DICK JACOBS & HIS ORK
THE VILLA—Interesting melody is played in Mediterranean fashion by the Jacobs crew. It could get spins. (Northern, ASCAP) (2:37)

DICK JACOBS & HIS ORK
THE VILLA—Interesting melody is played in Mediterranean fashion by the Jacobs crew. It could get spins. (Northern, ASCAP) (2:37)

BMW REVIEW POLICY
All single records received by Billboard Music Week are listed to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

SPOTLIGHT WINNERS
Judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All spotlights heard and evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR RECORDS, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the three-star records.

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

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, 1564 Broadway, New York 36, N. Y.

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7 STRONG ONES! Johnny & The Tokens
"TASTE OF A TEAR" Warwick M-658

Dean Barlow
"LOVE IS THAT YOU" b/w
"LITTLE SISTER" Seven Arts 5-204

Sunny Gale
"PLEASE DON'T TELL HIM" Warwick M-648

The Genies
"CRAZY FEELING" b/w
"LITTLE YOUNG GIRL" Warwick M-643

The Halos
"NAG" Seven Arts 5-709

A Pair of Kings
"EVERYTIME" Warwick M-647

Morty Craft & Ork
"BARC-A-ROLLA" b/w
"ALONE" Warwick M-642

GOING STRONG! Matt Monro
"MY KIND OF GIRL" Warwick M-636

The String-A-Longs
"SHOULD I / TAKE A MINUTE" Warwick M-654

The Fireballs
"QUITE A PARTY" Warwick M-644

Andy Stewart
"A SCOTTISH SOLDIER" Warwick M-627

MORTY CRAFT
NEW ARTS RECORD PRODUCTIONS CORP.
WARWICK
 President
 701 Seventh Ave., New York 36, NY

THE MIRACLES
Mighty Good Lovin'—The group turns in a solid reading here on a pulsating pounding beat. Could be a big one. (Jobete, BMI)

JERRY MATTHEWS
Lonely Dreamer—KOOL 1012—A dreamy wax, that's reminiscent of a classic theme. (Arista, ASCAP) (2:05)

THE LETTERMEN
The Way You Look Tonight—CAPITOL 4586—The fine old song receives a very interesting and unusual reading from the group on this new waxing. It has a chance for jockey spins and some coins. (T. B. Harms, ASCAP) (2:18)

GINA ROYER
Say It From Your Heart—LIBERTY 55340—Promising debut here by the thrush on a snappy piece of rhythm material over an arrangement that swings. Side could easily happen with exposure. (Eden, BMI) (2:15)

PROMISE ME ANYTHING—New thrush offers a heartier performance on a most attractive new ditty aided by solid support by the string ork. Side has a chance. (Eden, BMI) (2:25)

LEN WYATT
With All of My Heart—LIBERTY 55338—Wyatt bows on the label with a meaningful reading of an attractive Brook Benton tune. The backing is simple and direct. Car handles a tune with feeling. (Raleigh, BMI) (2:35)

THIS I PROMISE YOU—Same comment. (Eden, BMI) (2:23)

DICK JACOBS & HIS ORK
THE VILLA—Interesting melody is played in Mediterranean fashion by the Jacobs crew. It could get spins. (Northern, ASCAP) (2:37)

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SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

NEW YORK

- HOLD BACK THE TEARS
Delacardos, United Artists
- BOBBY
Neil Scott, Portrait
- NO, NO, NO
Chanters, De Luxe

CHICAGO

- YOU CAN'T SIT DOWN (PART II)
Phillip Upchurch Combo, Boyd
- I LIKE IT LIKE THAT
Chris Kenner, Instant
- THE CHARLESTON
Ernie Fields, Rendezvous
- LIKE CHARLESTON
Paul Revere and the Raiders, Gardena
- I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN
Ray Charles, Impulse

LOS ANGELES

- SACRED
Castells, Era
- POMP AND CIRCUMSTANCE
Adrian Kimberly, Calliope

PHILADELPHIA

- LET'S TWIST AGAIN
Chubby Checker, Parkway
- I'VE GOT NEWS FOR YOU
Ray Charles, Impulse

DETROIT

- I LIKE IT LIKE THAT
Chris Kenner, Instant

SAN FRANCISCO-OAKLAND

- NATURE BOY
Bobby Darin, Atco
- NEVER ON SUNDAY
Chordettes, Cadence
- THE CHARLESTON
Ernie Fields, Rendezvous

PITTSBURGH

- SHOULD I
String-A-Longs, Warwick

CLEVELAND

- YOU CAN'T SIT DOWN (PART II)
Phillip Upchurch Combo, Boyd
- I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN
Ray Charles, Impulse
- DAYDREAMS
Johnny Crawford, Del Fi

DENVER

- PRESIDENTIAL PRESS CONFERENCE
Sickniks, Amy

BUFFALO

- I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN
Ray Charles, Impulse
- I'VE GOT NEWS FOR YOU
Ray Charles, Impulse
- BOBBY
Neil Scott, Portrait
- SHOULD I
String-A-Longs, Warwick

SEATTLE

- HILLBILLY HEAVEN
Tex Ritter, Capitol
- SACRED
Castells, Era
- NATURE BOY
Bobby Darin, Atco
- OLE BUTTERMILK SKY
Bill Black's Combo, Hi
- THE CHARLESTON
Ernie Fields, Rendezvous

MILWAUKEE

- THE CHARLESTON
Ernie Fields, Rendezvous

NEW ORLEANS

- TE-TA-TE-TA
Ernie K-Doe, Minit
- PRESIDENTIAL PRESS CONFERENCE
Sickniks, Amy
- YOU CAN'T SIT DOWN (PART II)
Phillip Upchurch Combo, Boyd
- PLEASE STAY
Drifters, Atlantic
- TONIGHT (COULD BE THE NIGHT)
Velvets, Monument

HOUSTON

- BLACKLAND FARMER
Frankie Miller, Starday
- SEA OF HEARTBREAK
Don Gibson, RCA Victor

DALLAS-FT. WORTH

- QUITE A PARTY
Fireballs, Warwick
- I LIKE IT LIKE THAT
Chris Kenner, Instant

MINNEAPOLIS-ST. PAUL

- I'M GONNA KNOCK ON YOUR DOOR
Eddie Hodges, Cadence
- SEA OF HEARTBREAK
Don Gibson, RCA Victor
- I LIKE IT LIKE THAT
Chris Kenner, Instant

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

CONNIE FRANCIS



TOO MANY RULES (Hope, BMI) (2:21)—**TOGETHER** (De Sylva, Brown & Henderson, ASCAP) (2:51)—Here's another two-sided smash for the gal. "Too Many Rules" is a happy, rousing side with a bouncy tempo and good teen-appeal lyrics. The oldie on the flip is sung with deep feeling and heart. **MGM 13019**

STEVE LAWRENCE



MY CLAIRE DE LUNE (Trio, BMI) (2:43)—**IN TIME** (Almino, BMI) (3:06)—Lawrence is in fine vocal form on this disk. "My Claire De Lune," based on the lovely Debussy theme, is a poignant ballad. The flip, based on a Tchaikovsky melody, is another powerful side with big, big vocal over big, big ork. However, "My Claire De Lune" has the edge. **United Artists 335**

MAXINE BROWN



I DON'T NEED YOU NO MORE (Mal-Max Curtom, BMI) (2:25)—**THINK OF ME** (Mal-Max, BMI) (2:35)—The canary has a sock disk in her first Am-Par platter. "I Don't Need You No More," a bright rhythm item, is handled solidly by the thrush over a wild, pounding ork backing. "Think of Me" spotlights a moving reading of an attractive ballad. **ABC-Paramount 10235**

DION



SOMEBODY NOBODY WANTS (Joy, ASCAP) (2:35)—Dion has a new weeper-styled side here which is akin to his former "Lonely Teen-Ager" hit. Side is enhanced by the work of a solid girl vocal group. The flip is "Could Someone Take My Place Tonight" (Valley, BMI) (2:30). **Laurie 310**

DONNIE ELBERT



MOMMIE'S GONE HOME (Jot, BMI) (2:23)—**SENTIMENTAL REASONS** (Marlo, ASCAP) (2:19)—Two strong sides for Elbert. The first is an unusual piece of material that's patterned as a humorous sequel to "Daddy's Home." The second side is a feelingful reading of the lovely old ballad. Both have a strong chance. **Jalynne 107**

THE PORTRAITS



YO-YO GIRL (Daywin, BMI) (2:05)—A new young three-some crashes in with a spirited item. Femme lead really sings up a storm on this rocking novelty. Flip is "My Big Brother's Friend" (We Three, ASCAP) (2:26). **RCA Victor 7900**

JOE TEX



WICKED WOMAN (Jot, BMI) (2:26)—Joe Tex bows on the new label with a driving, rocking reading of a swinging item which he handles with much spirit over a rhythmic backing. Flip is "Goodbye My Love" (Jot, BMI) (2:30). **Jalynne 105**

VIC DANA



THE STORY BEHIND MY TEARS (Shapiro-Bernstein, ASCAP) (2:11)—An unusual piece of material, and an unusual arrangement are the showcase for a fine vocal by young chanter Vic Dana. Side could be a winner. Flip is "Golden Boy" (Arch, ASCAP) (2:21). **Dolton 42**

THE SHIRELLES



A THING OF THE PAST (We Three, BMI) (2:38)—**WHAT A SWEET THING THAT WAS** (Aldon, BMI) (2:29)—The gals have a possible two-sider with these fine efforts. First up is a neat job which starts with harmony and works into a smooth lead performance. Second up is another good ballad. Either way with an edge to the first. **Scepter 1220**

BILLY BLAND



CAN'T STOP HER FROM DANCING (Maureen, BMI) **MY HEART'S ON FIRE** (Maureen, BMI)—Here's a good, bouncy answer song idea to Bland's big hit "Let the Little Girl Dance," and it moves. Flip is a solid rhythm item which also could step out. Watch both. **Old Town 1105**

(Continued on page 33)

BEST BUYS IN RECORDS

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

POP

- *HATS OFF TO LARRY, DEL SHANNON. . . . (Vicki-McLoughlin, BMI) Big Top 3075
- *SAN ANTONIO ROSE, FLOYD CRAMER. . . . (Bourne, ASCAP) RCA Victor 7893
- MY KIND OF GIRL, MATT MONRO. (Hollis, ASCAP) Warwick 636
- *CUPID, SAM COOKE. (Kags, BMI) RCA Victor 7883
- *THREE HEARTS IN A TANGLE, ROY DRUSKY. (Lois, BMI) Decca 31193
- *I'M COMIN' ON BACK TO YOU, JACKIE WILSON. (Pearl, BMI) Brunswick 55216

C&W

- *WRECK ON THE HIGHWAY, WILMA LEE & STONEY COOPER. (Acuff-Rose, BMI) Hickory 1147
- DON'T LET YOUR SWEET LOVE DIE, DON RENO & RED SMILEY. (Dixie, BMI) King 5469
- *THREE STEPS TO THE PHONE, GEORGE HAMILTON IV. (Acuff-Rose, BMI) RCA Victor 7881
- *TENDER YEARS, GEORGE JONES. (South Coast, BMI) Mercury 71804

R&B

- *FOOL THAT I AM, ETTA JAMES. (Hill & Range, BMI) Argo 5390
- PEACE OF MIND
SOMEDAY, B. B. King. (Modern, BMI) Kent 360

What are the chances of Polio now?

You and your children *can* get crippling polio tomorrow—next month—this summer.

Polio struck last summer and the summer before, particularly at unvaccinated babies and breadwinners—and there is no reason to believe it won't strike the unprotected *this* summer, too.

If it does, you will have only yourself to blame! Salk vaccine will immunize against paralysis by polio and at this time it is the only road to protection that exists.

Almost half the polio cases last year were in babies and children 5 years of age and less.

Young adults—especially young fathers not realizing they can get the disease from

their children—were among those most seriously crippled. Whole islands of people like this exist in all our cities and most rural communities, even though the city or village has a lot of fully vaccinated people in it. Are you and your neighbors courting disaster?

Getting your four shots is a simple matter. You can arrange for them with your private physician, or your local health department will tell you where to go.

Says Dr. Luther L. Terry, Surgeon General of the U. S. Public Health Service: "We have a proved weapon against polio. Everybody should have Salk vaccine."

Face next summer's epidemic season with confidence and peace of mind.

Don't take a chance -- take your Polio Shots



This message is published as a public service in cooperation with the Advertising Council, the Public Health Service of the Department of Health, Education and Welfare, the American Medical Association and The National Foundation.

The Hit of Today and Tomorrow

"TONIGHT"

THE VELVETS

#441

MONUMENT RECORDS

539 West 25th Street
New York, N. Y.

Her Newest!!

CONNIE FRANCIS

"TOGETHER"

and

"TOO MANY RULES"

K 13019

MGM Records

STILL GOING STRONG!

"HERE'S MY CONFESSION"

BY WYATT McPHERSON

SAVOY #1599

SAVOY RECORDS
NEWARK, N. J.

LATEST RELEASE

"Let the Sun Shine In"

b/w Broken Bell

Sung by
TEDDY RANDAZZO

#10228

ABC-PARAMOUNT
FULL COLOR FIDELITY

HIS LATEST AND GREATEST!

"THE LOVE THAT I'M GIVING TO YOU"

FABIAN

C-10079

Chancellor
Distributed by AM-PAX Record Corp.

It's a Hit!

Delores Hill

I COULDN'T BELIEVE MY EYES

b/w ROLLER COASTER

Companion #104

COED
RECORDS
1619 Broadway
New York, N. Y.

RECORD PROCESSING AND PRESSING

45 R.P.M.—331, R.P.M., any quantities.
Complete Record Service.
Includes Labels—Processing—Masters.
Send your tape—we do the rest!

SONCRAFT
1650 Broadway
New York 19, N. Y.

Reviews and Ratings of New Albums

Continued from page 36

SPECIALTY LP'S

★★★★
STRONG SALES POTENTIAL

Spoken Word

★★★★ THE SOUND OF MY OWN AND OTHER NOISES
Seymour Darden (At the Second City). Mercury OCS 6202 (Stereo & Monaural)

★★★ MODERATE SALES POTENTIAL

POPULAR

★★★ GUITAR'S GREATEST HITS
Tom Tomlinson & Jerry Kennedy. Mercury SR 60626 (Stereo & Monaural)

★★★ PALMER-HUGHES ACCORDION SYMPHONY
Capri M80Y-6049 (Stereo & Monaural)

★★★ LATE HOURS OPEN HOUSE
Frank DiFablo and His Trio. Brunswick BL 754183 (Stereo & Monaural)

★★★ A NIGHT OUT WITH CINDY AND LINDY
Cindy Lord and Lindy Doherty. Coral CRL 757370 (Stereo & Monaural)

JAZZ

★★★ LET'S SWING
Budd Johnson Quintet. Prestige-Swingville 2015.

★★★ CURTIS FULLER—BOSS OF THE SOUL-STREAM TROMBONE
Warwick W 203E.

★★★ BLUES HOLIDAY
Paul Serrano Quintet. Riverside RLP 9359 (Stereo & Monaural).

★★★ SHIRLEY'S SOUNDS
Shirley Scott. Prestige 7195.

CLASSICAL

★★★ VIOLA AND ORGAN
Paul Doktor, Viola; Marilyn Mason, Organ. Mhrzonok RS 1013 (Stereo).

RHYTHM & BLUES

★★★ K. C.'S BLUES
K. C. Douglas. Prestige-Bluesville 1023.

★★★ INTRODUCING MEMPHIS WILLIE B.
Memphis Willie B. Prestige-Bluesville 1004.

★★★ TROUBLE BLUES
Curtis Jones. Prestige-Bluesville 1022.

INTERNATIONAL

★★★ STEP WE GAILY
Jimmy Shand & His Band. Mercury SRI 603 (Stereo & Monaural).

Intellectual-styled comedian Darden kids Freud metaphysics and ancient Greek drama in this amusing package. Should have strong appeal for college students and the Village set. Strikingly effective cover gives LP good display value.

★★★★ DO YOU WANNA HAVE A LAUGH!

Various Artists. Coral CRL 57380—Collection of good laugh makers from the Coral catalog, features such clowns as Eddie Lawrence, Buddy Hackett, Phil Foster, Joey Adams and Betty Walker. Perhaps the best moments re-created here include the original "Old Philosopher," by Lawrence and Hackett's famous "Chinese Laundry." Comedy fans will dig.

SPECIALTY

★★★★ BAZAAR'S SECRET FORMULA FOR A BEAUTIFUL NEW YOU
Harper's Bazaar. Capitol SWAO 1522 (Stereo & Monaural)—The gold lame bathing suit gal on the cover will either completely discourage the weight-conscious woman from any further effort or will provide the inspiration for a great personal, weight-shedding spree. The gal is appealing and the album is keyed to a "you too can be like this" idea, with charts of exercises, calorie "count down," and exercises for improving everything from toes to fingers, bustline, waist, etc. Well-conceived package and the Harper's Bazaar-credit line will do no harm.

LIMITED SALES POTENTIAL

POPULAR

NORMAN PHELPS PRESENTS
Earl Phelps, Bob Williams, Willie Phelps
—Norman Phelps & His Band. Wren CP-5733.

AFTER 12 PARNELLO
Joe Parnello (piano) with various orchestras. Kapp KL-1242.

CLASSICAL

ITALIAN OPERA OVERTURES BELLINI:
NORMA DONIZETTI: LA FILLE DU REGIMENT ROSSINI: LA SCALA DI SETA & TRAVIATA
Unidentified orchestra. Parliament PLP 152

A HIT!

DION

"THE KISSIN GAME"

Laurie 3090

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

HOT-HOT-HOT
SENSATIONAL JUKE BOX RECORD!

"LAST NITE ON THE BACK PORCH"

by **DON PEACHEY** Cadet #136

OVER 6,000 SOLD AND STILL CLIMBING!

CADET RECORDS
Box 36, Burnett, Wis.

"SMAK-A-ROO" R/B (Kiss of the Century) #003
"MISTY GREEN EYES" #004 Vocal-Cara Stewart
"DON'T BREAK MY DREAM OF LOVE" B/P #002
"SIGNAL LIGHTS" Vocal-Cara Stewart #001

D. J.'s & Distributors Free Records
Send 98c for One Record—Get One Free—Month of June Only

TOP ROCK RECORDS
2816 E. Adams
Phoenix 34, Arizona

PUBLISHERS, RECORD COMPANIES, HERE'S AN IDEAL SUMMER TIME SONG WITH TEEN AGE APPEAL

SHE LOOKS CUTE IN A BATHING SUIT Words & Music By Jo Billcheck

Brightly: G A b dim A m D 7

SHE LOOKS CUTE IN A BATH - ING SUIT,
G D 7

Stroll - ing down the beach... Whistle:
G A b dim A m D 7

She looks grand loll - ing on the sand,
G

She sure is a peach... Whistle:
G E A m 7 G 7

Cher - ry red lips, my fa - vor - ite fla - vor;
D 7 G D 7

Oh! how I'd love to be her life sav - er. 'Cause
G A b dim A m D 7

SHE LOOKS CUTE IN A BATH - ING SUIT,
1. G D 7 2. G

She sure is some peach... Whistle: peach... Whistle:

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Hoss Lafts By Roy

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Reviews of New Singles

Continued from page 33

reading by the combo here with strings backing up the guitar lead. It has a chance. (Greta, BMI) (2:07)

*** See You in September—The Murals perform this instrumental nicely, although the flip is stronger. (Jack Gold, ASCAP) (1:57)

MAXINE BROWN
*** Heaven in Your Arms — NO MAR 107—The gal delivers a sterling performance on this feelingful ballad, in front of a good big band backing. This can score despite solid competition from a new dishing out on another label this week. (Geril-Isabel, ASCAP) (2:20)

** Maxine's Place — The Leroy Glover band delivers an instrumental of moderate appeal. Flip is the action side all the way. (Criss-Cross, BMI) (2:15)

JAZZ

JOHNNY GRIFFIN & EDDIE (LOCK-JAW) DAVIS QUINTET
*** Rhythm-A-Ning — JAZZLAND 45708—The tenor sax team of Griffin and Davis roar on this one. Solos by both the principals and a hard-charging rhythm section should get this side plays on jazz and jock shows.

EDDIE (LOCKJAW) DAVIS & RHYTHM SECTION
*** Ruby, My Dear—The two tenor sax stylists match feelingful solos on the Thelonious Monk ballad in this fine jazz disk. Both sides are from the LP "Lookin' at Monk."

JOHNNY GRIFFIN & RHYTHM SECTION
*** ROUND MIDNIGHT — JAZZLAND 45707—Soulful tenor sax choruses are lined up back-to-back by Davis and Griffin on this fine interpretation of the Monk jazz standard ballad. Strong jazz and deejay wax here.

JOHNNY GRIFFIN & EDDIE (LOCK-JAW) DAVIS QUINTET
*** In Walked Bud—Eddie Davis takes the first solo on this medium up-swing. Griffin takes the other. Nice piano work also on the disk. Both sides are from the "Lookin' at Monk" LP.

WILD BILL MOORE QUINTET
*** Bubbles — JAZZLAND 45706—Bouncy rhythm-rocker is wrapped up in a solid sax solo stint and relaxed beat. Has some pop appeal too. (2:40)

*** Things Are Getting Better—Catchy instrumental theme is handed an attractive ork treatment with strong sax solo work. (Jazz Standard, BMI) (2:56)

COUNTRY & WESTERN

JEAN SHEPARD
*** How Long Does It Hurt (When a Heart Breaks) — CAPITOL 4584 — Jean Shepard turns in a tender and touching vocal on this sad weeper, while the combo and chorus support her neatly. Could get country and pop action. (Central Songs, BMI) (2:33)

*** If You Were Losing Him to Me—Title of this one tells the story of a gal losing her man to another woman. She sings it simply and directly. Flip is stronger. (Pamper, BMI) (2:37)

PORTER WAGONER
*** Everything She Touches Gets the Blues—RCA VICTOR 7901—A sad tale is spun here with tenderness by Porter Wagoner as he explains how his girl friend leaves troubles in her wake. Could happen in the country field. (American, BMI) (2:11)

*** Sugar Foot Rag—Cute side is sung smartly by the chanter over sock rhythm and chorus backing. It's in hoe-down tempo and should get spins on country boxes. (Forrest, BMI) (1:56)

CLAUDE KING
*** Big River, Big Man—COLUMBIA 42043 (33)—Claude King has a strong piece of material here and it has a chance in the South as well as strictly pop markets. Watch it. (Robbins, ASCAP) (2:27)

*** Sweet Lovin'—Claude King sells this country effort pleasantly. (Magic Circle, BMI) (1:58)

LEON PAYNE
*** The Banter Song — HACIENDA WW003—This song starts with a spoken intro by Payne about the courageous men on both sides during the Civil War and about General Hooker. The song is a bright folk item handled with charm by Payne and chorus. Watch it. (Acuff-Rose, BMI) (2:35)

*** Reflex Reaction—Leon Payne sells this weeper ballad with much feeling over simple backing by the combo. It could be a big one in the country field. (Acuff-Rose, BMI) (2:41)

SPIRITUAL

ETHEL ROMELFANGER
*** "America" Steam Callopo Concert Vol. II (Sides I & II)—CUCA 2001—Fanciers of vintage Americana will be interested in this disk. On the one record, Ethel Romelfanger plays the callopo in readings of eight different p.d.-type tunes. "Oh, Susannah," "Camptown Races" and "Happy Birthday" give some idea of the kind of material presented. (2:35, 2:15)

MODERATE SALES POTENTIAL

POPULAR

BEVERLY BEA
*** Sugar Plum — *** Darling. NEW SONG 131.

THE VARNELLS
*** Day in Court — *** All Because. ARNOLD 1006.

DAVE & THE STEREO'S
*** Roamin' Romeo — *** This Must Be Love. PENNANT 1001.

BOB RILEY
*** Weekend Vacation — *** Memories of Home. TIBOR AN2

JIMMY McHUGH
*** Long Walk — *** Rock-A-Billie. DEE CAL 501.

THE BLUE JAYS
*** Lover's Island — *** You're Gonna Cry. MILESTONE 2008.

GENE AND WENDELL
*** The Roach — *** From Me to You. RAY STAR 777.

THE CHATHAM TRIO
*** Wanderer's End — *** Madame Jeanette. VIRGELLE 709.

THE INFASCINATIONS
*** I'm So in Love — *** One Chance. CLAUWELL 004.

THE JAMBLERS
*** Teen Machine—*** Tonky. LAST CHANCE L-2.

THE PEARLETTES
*** Just in Case — *** He's Gone. CRAIG 502.

RONNIE KEAN
*** All Baba — *** Chariot. FEDERAL 12424.

SANDRA THOMPSON
*** I Wish That I Could Cry—*** You Sure Look Good. DAPT 204.

THE PAGEANTS
*** We Belong Together—*** Theme From Sleeping Moondog. PAXLEY 753.

THE MISFITS AND BAND
*** My Mother-in-Law — *** Give Me Your Heart. HUSH 105.

LES' CHILDREN'S CHOIR
*** Children's Pine Song — *** Someone in Love. GNP 164.

DONNIE HARTMAN
*** Bull Whip—*** Carmalee. VAS-SAR 313.

ADAM ROSS & THE EVESDROPPERS
*** Ma and Pa Changa (Ama Pachanga) — *** Mine Alone. RADIANT 1500.

THE DEAXVILLE TRIO
*** Shenandoah — *** Blue Skies. JUBILEE 5404.

RHYTHM & BLUES

JIMMY McCRACKLIN
*** Don't Deceive—*** Susie and Pat. GEDINSON'S 6154.

COUNTRY & WESTERN

REM WALL & HIS GREEN VALLEY BOYS
*** Why Did Our Love End This Way—*** Good Bye. GLENN 2103.

DEL REEVES
*** I Don't Wonder — *** Time After Time. PEACH 746.

COLMAN O'NEAL
*** Town With Neon Signs—*** The Singer and the Angel. PEACH 747.

GOBLE POLLOCK
*** Half as Much—*** One Has My Name. LEE 508.

(Continued on page 39)

**BILLBOARD
MUSIC WEEK**

HOT R&B SIDES

FOR WEEK ENDING JUNE 25

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	STAND BY ME, Ben E. King, Atco 6194.....	6
2	2	2	4	EVERY BEAT OF MY HEART, Pips, Vee Jay 386.....	4
3	3	3	6	TOSSIN' AND TURNIN', Bobby Lewis, Belfone 1002.....	4
4	5	6	11	I DON'T MIND, James Brown, King 5466.....	4
5	7	8	12	BOLL WEEVIL SONG, Brook Benton, Mercury 71820.....	4
6	6	4	9	RAINDROPS, Dee Clark, Vee Jay 383.....	5
7	9	7	15	QUARTER TO THREE, U. S. Bonds, Le Grand 1008.....	4
8	8	12	18	LONESOME WHISTLE BLUES, Freddie King, Federal 12415.....	4
9	11	16	21	DRIVING WHEEL, Little Junior Parker, Duke 335.....	6
10	4	5	3	MAMA SAID, Shirelles, Scepter 1217.....	8
11	12	10	8	HIDEAWAY, Freddie King, Federal 12401.....	15
12	14	14	—	I LIKE IT LIKE THAT, Chris Kenner, Instant 3229.....	3
13	10	9	2	MOTHER-IN-LAW, Ernie K-Doe, Minit 623.....	12
14	15	29	—	FOOL THAT I AM, Etta James, Argo 5390.....	3
15	24	24	—	I FEEL SO BAD, Elvis Presley, RCA Victor 7880.....	3
16	—	—	—	PEACE OF MIND, B. B. King, Kent 360.....	1
17	16	—	—	SOMEDAY, B. B. King, Kent 360.....	2
18	13	11	5	DADDY'S HOME, Shep & the Limelites, Hull 740.....	12
19	18	28	24	YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388..	4
20	19	—	—	RAININ' IN MY HEART, Slim Harpo, Excello 2194.....	2
21	17	13	19	BIG BOSS MAN, Jimmy Reed, Vee Jay 380.....	8
22	27	—	—	THE WRITING ON THE WALL, Adam Wade, Coed 550.....	2
23	23	21	—	NOBODY CARES, Jeannette (Baby) Washington, Neptune 112.....	3
24	26	—	—	LITTLE EGYPT, Coasters, Aico 6192.....	2
25	—	—	—	BETTER TELL HIM NO, Starlets, Pam 1003.....	1
26	—	—	—	CUPID, Sam Cooke, RCA Victor 7883.....	1
27	30	25	—	PEANUT BUTTER, Marathons, Arvee 5027.....	2
28	—	—	—	NO, NO, NO, Chanters, Deluxe 6191.....	1
29	28	30	28	I'M SO YOUNG, Students, Argo 5386.....	4
30	—	—	—	THAT'S WHAT GIRL'S ARE MADE FOR, Spinners, Tri-Phi 1001.....	1

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**"FOLLOW
THAT GIRL"**

JUBILEE 5403

● **Reviews of New Singles**

● Continued from page 38

★★★
MODERATE SALES POTENTIAL

POPULAR

GABRIEL & THE ANGELS
★★★ Glnza—★★★ I'm Gabriel. NOR-MAN 506.

THE SEVILLES
★★★ Working Hard—★★★ Fat^o Sally. JC 120.

THE RUNAWAYS
★★★ Pachuko Hop — ★★★ Stinger. MOONGLOW 202.

DON OWENS
★★★ If I Didn't Know Any Better—★★★ I Don't Want to Lose Her Love. GREGMARK.

THE PRINCETONS FIVE
★★★ Dreams in Blue — ★★★ Dead-man. BECE 1023.

BOB & CAROL
★★★ One Out of Seven—★★★ Every Time the World Goes 'Round. WARNER BROS. 5339.

THE IVY THREE
★★★ Bagoo — ★★★ Suicide. SHELL 306.

THE MANHATTANS
★★★ I Ain't Down Yet—★★★ Molly Brown Medley. CAPITOL 4591.

DON SHIRLEY TRIO
★★★ Water Boy—★★★ Freedom (I'm on My Way). CADENCE 1392.

A PAIR OF KINGS
★★★ Ev'rytime—★★★ Just Two Guys. WARWICK 647.

SAMMY SALVO
★★★ The Bully of the Beach — ★★★ How the Mighty Have Fallen. HICKORY 1150.

JIM AND BOB HARRISON
★★★ Country Boy—★★★ Please Don't Hurt Me. CLOCK 71836.

SERINO
★★★ Rita's a Riot—★★★ Blanket on the Beach. PIONEER 71838.

SLIM AND ANN
★★★ You're Gonna' Reap—★★★ It's a Sin. FIRE 503.

THE FORTUNE TELLERS
★★★ Song of the Nairobi Trio—★★★ Camel Train. MUSIC MAKERS 105.

DEE KIRK
★★★ I'll Cry—★★★ My Use to Be. VACA 104.

FRED DARIAN
★★★ Johnny Willow — ★★★ Strong Man. JAF 2023.

CLAUDIA & THE CRYSTALS
★★★ This Is Your Life—★★★ Little Love of Mine. DORE 601.

MARSHA CARLILE
★★★ He Gave Us a Heart—★★★ Nite Life. B&B 333.

BUDDY SKIPPER
★★★ Make-Believe Baby—★★ Back on the Beach Again. FURY 1051.

RUFUS AND FRIEND
★★★ I Didn't Believe — ★★★ Yeah, Yea-Ah. ATCO 6199.

TEDDY AND THE ROUGH RIDERS
★★★ Path Finder — ★★★ A Dream Come True. HURON 22002.

LEE PARKER
★★★ Sand Dance—★★★ Girl of My Dream. GOLDEN CREST 56612.

THE KICKS
★★★ The Kick — ★★★ Mist. BAM-BOO 509.

MAVIS RIVERS
★★★ Cheat'n' Billy — ★★★ I'm Not Lonely. REPRISE 20,011.

THE GAINORS
★★★ This Is a Perfect Moment—Where I Want to Be. TALLEY-HO 102.

JANE BOWMAN
★★★ Coming Down With the Blues—★★★ Dearest Little Angel. SAPIEN 1002.

RAY JOHNSON
★★★ After Hours — ★★★ Castanet Seniorita. ACCLAIM 1001.

FRANK HEPINSTALL
★★★ Sweetheart — ★★★ Little Lost Soul. POLYPHONIC 100.

THE CHAPS
★★★ They'll Never Be—★★★ Heaven Must Have Run Out of Angels. MATA-DOR 1814.

DOTTIE MAE
★★★ A Good Man Is Hard to Find—★★★ Written on the Sidewalk. YALE 248.

JAZZ
WES MONTGOMERY QUARTET
★★★ Tune Up — ★★★ Movin' Along. RIVERSIDE 45459.

BILL EVANS TRIO
★★★ Elsa — ★★★ How Deep Is the Ocean? RIVERSIDE 45462.

DICK MORGAN TRIO
★★★ Rocks in My Bed—★★★ When Lights Are Low. RIVERSIDE 45461.

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W. & B. to Distribute Nocturne Down Under

MIAMI—Nocturne Records has signed an exclusive deal with W. & B. Ltd., which gives the latter firm the rights to distribute all Nocturne product in Australia and New Zealand. Nocturne has a current single on tap of the "La Dolce Vita" theme and two albums, "Campus Capers" and "More Campus Capers" (the former on Jubilee and the latter on the Jay-vee label) which are included in the deal.

Fred Marshall, Nocturne president, also said that he is negotiating for the release of Nocturne material in the United Kingdom.

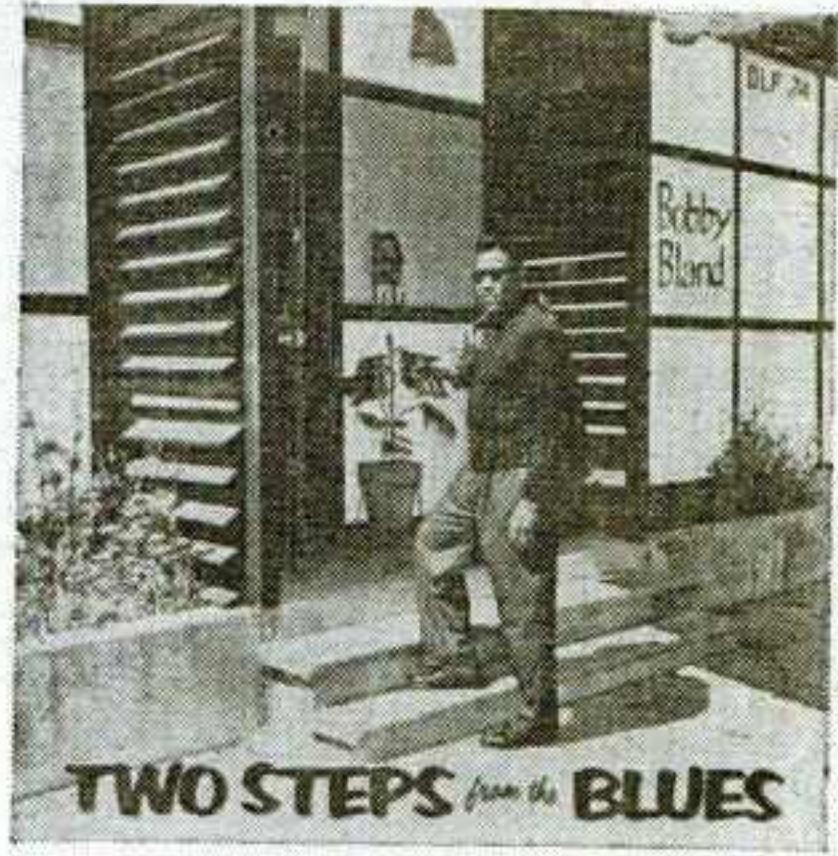
The company will issue two new albums in the near future, one of travel sounds in the United States and another of music and games recorded live at a party.

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**Chesterfield Music Co.
Due Rack Entry, Label**

• Continued from page 2

ments in one of the biggest national chains, with probably close to 1,000 outlets.

The Discount chain goes in heavily for advertising, with 5 to 6 per cent of the gross budgeted for this purpose. The company uses concert and theater programs, newspapers and radio spots. "We tried sponsoring shows on radio, but we found the spots pay off much better," said Widdoff.

"I know a lot of stores go in for personal appearances by artists and jockeys," he continued, "but

since so much of our business is classical, I don't think having a jockey doing his show from our window would really pay off. With artists, the most important ones won't generally do an appearance and the less important ones, who are willing, you don't need.

"We of course do a great deal of mail promotion, too. We maintain lists individually for each store in the New York office and we do two or three different mailings a year for each of them. That's just on the store angle. We also do six

SEE MOTOR CITY LP CUT AS HANDLEMAN COUNTER

• Continued from page 2

not a member, took a poke at the Detroit racker in a statement issued last week by executive secretary Jules Malamud. He said that the policy of NARM members was to set up racks only in stores whose principal volume comes from products other than records, such as foods, drugs, novelty items, housewares, etc. He said it was against the policy of NARM for any of its members to take over long-established retail record outlets, which Malamud concluded, "is entirely outside of the function of the rack jobber."

The 10 per cent cut in price to dealers by the five indie distributors in Detroit has not been joined by the major distributors, such as Columbia, Victor, Capitol, Decca, etc.

mailings a year to our regular mail-order list, which has over 200,000 names. We keep adding to this by using outside mailing lists. Every

Christmas we send a big color catalog out to the whole lit."

Widdoff believes manufacturers are losing an important element of business by their failure to concentrate on catalog. "They make fabulous discount deals, like the ones by Victor, Capitol, London and Mercury recently," he observed. "But the fact is that the only guys who have the capacity to buy those deals are the large discount operations and the racks. And the rack jobbers buy only hits. They don't care about catalog. The guys who are geared for catalog promotion and sales on the long haul can't afford to buy right."

In a nother expansion move, along the lines of diversification, Chesterfield will soon start its own label and will focus on singles. "It's just one more way we can protect ourselves in this crazy business," Widdoff asserted. "I don't know the label title yet. There are so many, you have a terrible job of getting a name somebody else hasn't already taken. But we do have an artist who already has been on the charts with hits. We expect to sign him next week and get the first release out next month. We don't know much about the singles business but we'll be trying. We don't even carry singles in our stores, so our own record won't even be sold in our stores."

The firm currently does all its ordering of records from the New York office, through local distributors in Cleveland, Detroit, Chicago, Los Angeles and San Francisco, where the stores are located. Other stores will be opened this summer in Cincinnati and Ann Arbor, Mich. "We keep a perpetual inventory for each store and it's some job," Widdoff declared. "We're thinking about setting up an automatic system with special record-keeping equipment. It's costly but it would save us money in the long run."

The Discount stores are involved solely in records. "We tried audio components for a while," Widdoff recalled, "but that's a crazier business than records. The margins are slim and we found that often a product that was announced in May at the Parts Show that we would want to stock and sell, would never come out. It was frustrating. We'll stick to records, thank you."



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"Country"		
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"SPOTLIGHT" albums

	18 Months	4 Months
"Popular"***		
10 new albums monthly	\$150.00	\$55.00
"Classical"		
10 new albums monthly	150.00	55.00
"Jazz"		
5 new albums monthly	75.00	30.00

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**Dallas Annual Gets
Thompson for 10th Yr.**

INDEPENDENCE, Kan. — Hank Thompson and His Brazos Valley Boys, one of the nation's top Western bands, have been signed to appear as a featured free attraction at the Texas State Fair, Dallas, for the 10th consecutive year. Dates of the fair are October 7-22.

The Thompson band do three free shows daily from the fair's Magnolia Bandstand, sponsored by the Falstaff Brewing Corporation, for which the band has been working fair, rodeo and radio and TV dates since 1952.

Thompson and the Brazos Valley Boys have worked 13 weeks this year at the Golden Nugget, Las Vegas, and have been signed for 15 weeks there in 1962. The Thompson crew is under the personal management of Jim Halsey, of Thunderbird Artists, Inc., here.

Services Can Survive Discount Competition

Continued from page 1

Right in New York City, which is considered the most heavily discounted record market in the U. S., two mid-town stores, Doubleday and Colony, have managed to survive the cut-price stores by offering various services to their customers. It so happens that neither store discounts their records. They both offer full lines of merchandise, with Colony stocking singles and EP's as well as LP's. The Doubleday shop is open late almost every night, and offers Diners' Club charge accounts. Colony stays open until 4 a.m. and catches a lot of New York's night owl traffic.

Although it is not probable that most indie deal-

ers could stay at list price on records today, it might be possible, say record executives, for smaller dealers to offer only slight discounts on records, along with all their other services, to retain or regain customers who are more interested in service than in price. And there are many consumers who are interested in service, reliability and getting what they want when they want it, rather than being exclusively concerned with price. Instead of directly competing with discount chains, smaller dealers could then aid their own business by offering what discount stores cannot, say these traders.

BMW's Story Sparks Jockey Comment

Continued from page 12

to distributors and letters by the hundred, to name two."

Prison Letter

The BMW story on newsletters failed to mention deejay Al (Flat Top) Daly, who emcees a closed circuit deejay show for a "captive audience" at the Michigan penitentiary in Jackson, Mich. Daly (who heads up "Operation Leaky Arm,"

which spearheads blood-donor drives among the inmates) regularly mails a lengthy newsletter to the trade.

In addition to news about deejays, disk talent and music business personalities who have sent records and/or tapes, Daly's newsletter spotlights "most-played" singles and LP's on his "Blues, Ballads and Pop" and "Rebel Roundup" program. No. 1 "most played" single the week of May 16 was "Ladder of Love" by Lee Talboys.

Daly writes, "We'd appreciate being placed on all the jockeys' newsletter mailing lists, and shall send them ours in return."

In a plea for jockeys to send 30 or 60-second spots (urging the inmates to become donors) Daly notes, "What we need most is voice tracks (7 1/2" speed) from deejays from ever State in the Union and Canada, because we have men here from every corner of this nation, and if they know that the folks on the outside have heard of this drive, they do their best to hold up their end by donating at least one pint per man." Tapes should be sent to Daly, No. 77582, care of Gordon Fuller, Dir., Ind. Treatment, 4000 Cooper Street, Jackson, Mich.

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profit to yourself, and your firm, than in . . . your businesspaper.



PHOTO ON LOCATION BY EHRBERG

Where there's business action, there's a businesspaper

East and Midwest Comment Varied

Continued from page 2

tröt situation would not be repeated in St. Louis.

Mel Herman, who operates in Columbus, Ohio, Cincinnati and Indianapolis, remarked, "We're almost whipped into giving a 10 per cent discount anytime if the account is big enough. This isn't anything that new. We don't extend it to the guy who orders three albums at a time, but there's a deal for anybody who buys \$100 worth of records at a time. There has to be.

"I know all that jazz in Detroit comes from the rack jobber situation there. For myself, I don't even sell rack jobbers anymore. These are the big fellows and they are the ones who always hang you for money. I have never dealt with any rack jobbers that I haven't had to sue. I am now competing with them by setting up my own

Aussie Newsnotes

Continued from page 22

catalogs for new material and Coronet has come up with the Warner Bros. release of Dorothy Provine singing songs from the TV show, "The Roaring 20's." From Columbia has come a rush release of "TV Sing Along With Mitch," to be used July 1. "Bing Crosby's Gang Songs" is also scheduled for release the same date.

New Albums

Festival Records has recently recorded an album featuring the entire cast of a top-rated TV show, televised nationally through the Australian Broadcasting Commission TV network entitled "Hal Lashwood's Minstrels." The album features the resident artists Peggy Mortimer, Helen Lorraine, Nell Williams and Hal Lashwood. The disk is planned for release the first week in July.

Coronet Records has just compiled an album titled "Crash Craddock's Great Hits" from tapes of all his single releases over the past two years. This LP is to be issued for the Australian market only, and will not be available for overseas release.

Italian Song Fest

Continued from page 22

tional stage space for big shows.

FESTIVALS: September 30 is the date for the fifth Italian Song Festival in Switzerland which will be Eurovised from Zurich. . . . Neither TV nor anyone else seems to be paying attention to "Neapolitan June" in which 24 songs will be presented. The substitute for the year's second biggest song festival seems to be laying the egg of the year. . . . "A Song for Europe" is now in its concluding phases, with lyrics having been supplied for various tunes by top Italian writers. Eight top selections will compete against those from Great Britain, France, Germany, Spain, Switzerland and Benelux in final international event. . . . Graz, lots!

New MGM Album Gets TV Backing

NEW YORK — MGM Records has set a special TV dance party exploitation campaign for its current instrumental album release, "Get Ready for the Prom," by the Hollywoods.

The set will be played on a number of dance party shows and will be shown on camera as well. Copies of the album will also be awarded to teen-agers attending the shows. Deejays on the various shows will salute local schools and mention prom information as a tie-in with the album gambit. Stunt was arranged by exploitation chief Sol Handwerger, and will cover over a dozen outlets.

racks through Indiana. That's the only real way you can fight them."

In New York, Jerry Blaine, head of Cosnat, which operates a branch in the thick of the Detroit hubbub, said: "We are making no move to cut price in Detroit or anywhere else. We don't intend to make a move. We always pass on all manufacturer deals to dealers anyway. This is what we have to do to say in business and make our legitimate markup."

Another New York distributor, who declined the use of his name, questioned the whole Detroit scene. "The question they haven't answered," he said, "is whether or not they are really leveling out and giving everybody the same deal, or whether they have merely added a new 10 per cent inside discount to the big buyers. In other words, the chances are instead of a straight 10 to racks and one-stops and nothing to the smaller guys, it's now 10 to the smallies and 20 to the biggies. So who's kidding who?"

Still another Manhattan distributor, who also refused to be quoted directly, said: "Off the record, I think it's a good idea, I've been thinking of doing this same thing for months. A distributor today is squeezed all the way around. He is put in the position of giving a favorable discount to a guy who is doing no more than what the distributor can do for himself. He's throwing away part of his profit, and losing prime accounts at the same time. This is a crazy business today, and I say we have to do something to keep these guys from gobbling up everything. Let's give the discount right across the board."

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	3	NEVER ON SUNDAY (Esteem-Sidmore, BMI)	8
2	1	EXODUS (Chappell, ASCAP)	30
3	2	CALCUTTA (Pincus-Symphony House, ASCAP)	25
4	—	YELLOW BIRD (Frank, ASCAP)	1
5	13	MOODY RIVER (Keva, BMI)	2
6	9	WHEELS (Dundee, BMI)	18
7	10	LAST DATE (Acuff-Rose, BMI)	27
8	15	WONDERLAND BY NIGHT (Roosevelt, BMI)	22
9	5	APACHE (Regent, BMI)	15
10	4	PORTRAIT OF MY LOVE (Piccadilly, BMI)	8
11	11	WRITING ON THE WALL (Wineton-Glenville, BMI)	4
12	—	YOU ALWAYS HURT THE ONE YOU LOVE (Pickwick, ASCAP)	1
13	—	BOLL WEEVIL SONG (Play, BMI)	1
14	7	TRAVELIN' MAN (Golden West Melodies, BMI)	3
15	6	HEY, LOOK ME OVER (Morris, ASCAP)	21

SPAIN

New Disk Pacts Signed in Spain

By RAUL MATAS

Editor, Discomania

32 Av Jose Antonio, Madrid

Spain is becoming a wide-open market for the industry. Two new pacts have been signed between Bel Air from France and Secco of New York. Iberofon is already releasing the Bel Air records, while Discophon has a contract for pressing and distributing Secco in this country.

DISK SHORTS: "Vuelve Primavera," penned by Armando Trejo, arrives in Spain with the Boppers (Peerless-Polydor), Johnny Tedesco (Vik-Argetina), and Teddy Martino ("Odeon-Pops" from Buenos Aires). . . . "Dance on Little Girl" coming up with Paul Anka. . . . "The Guns of Navarone" (Tiomkin's music for the film), recorded by USA's Landa.

Capitol launched an EP waxed by Line Renaud and Dean Martin. . . . "Blue Moon" by the Marcells already on the market with the Discophon label. . . . "La Pachanga" has a new version running here with Emilio Reyes (Brunswick) and the same label published "Emotions" by Brenda Lee. . . . Los Cataveras came from Mexico to do a big show at the Price Misic Hall in Madrid.

"Ton Adieu," second at Coq D'or of France, recorded by Jacqueline Nero on Bel Air. . . . Presley in the charts with "Are You Lonesome," "Surrender," "Wooden Heart" and "King Creole."

"Baby Sittin' Boogie" among the 20 tops in Spain, with Buzz Clifford. . . . In behalf of the UNESCO International Music Committee, Manuel Garcia Matos from the Spanish Institute of Musicology gave a lecture in Madrid. . . . "Pepe" has a new South American star in Chela Rosello from Peru. Her Sono Radio record is already known in Spain. . . . Philips from Spain to release "La Pergola de las Flores" the Chelean musical comedy previewed at the Teatro Espanol.

The Candelijas quartet with Raquel Michel Talento and Guillermo Romero made two compacts at RCA. . . . "Spanish Harlem" recorded by Norrie Paramor (Voz de Su Amo). . . . "It's Time to Cry" recorded by the Juveniles from Argentina. . . . Going up: "Poetry in Motion." . . . Duane Eddy's "Calcutta" is selling good in the country.

Mina, Dalida Sacha Distel, the Platters, Diana Dors, the Delta Rhythm Boys, Xavier Cugat and Abbe Lane, Luis Marino and the Beutiez Sisters from Cuba will perform this summer in Spain. . . . The Viscounts and Dion sent special messages for the Spanish fans.

News From Austria

Continued from page 22

expected to be a good "souvenir disk" for U. S. tourists.

HIT POTENTIALS: Ex G.I. Eddie Wilson thrills Austrian record buyers with "Ich Bin Froh Das Ich Dich Los Bin" ("I'm Glad That You're Lost" on Ariola-Top Rank). . . . Among the Ariola-10-Bests, there is still Ping-Ping from the Pepper-Coast with his hotpeppered "Sucu Sucu."

ON STAGE: The Philips-Fontana stars, the Blue Diamonds, torched pop music fans at the Vienna Stadthalle June 13 (12,000 seats) with their newest hit, "Ahoi Ohe" (Are You Sure). They are going on tour through Austria with Polydor stars Inez Taddio, Gus Backus and Udo Juergens.

NEW SINGLES: The Warner Bros. label became really red hot in Austria. Within several days youngsters have been cheering for Bill Haley's "So Right Tonight" while old and young went for "Ebony Eyes" sung by the Everly Brothers. Other WB artists like Bob Luman and Shelby Flint ("Angel on My Shoulder") seem to have made pretty good waxings for deejays and music boxes. . . . RCA best seller is Elvis Presley's "Wild in the Country" b-w "I Feel So Bad." . . . The German version of "Someone Else's Boy" sung by Connie Francis and called "Schoner Fremder Mann" became a very popular song in Vienna.

Hans Bradtke wrote the German lyrics to Goodwin's "L'Amour et la Mer" to make a new Caterina Valente special on the Decca label: "Ein Seemannshertz." . . . Caterina and brother Silvio Francisco also appear on the Austrian market with a "German Evergreen" LP (stereo and monaural). Ork is directed by Heinz Klessling. . . . Servus!

NORWAY

Norsemen Hail 'Infinity' Disk

By ESPEN ERIKSEN

Akersgaten 34, Oslo

The American orchestral leader Juan G. Esquivel received an enthusiastic reception in capital newspaper Verden Gang, Oslo, last week for his RCA Victor record, "Infinity in Sound, Volume 2." The newspaper hails the record as one of the most enjoyable and exciting in years, and asks why it has not been issued in Norway. The RCA representatives in Hamburg, Germany, decide which records are to be issued in Europe.

"Greenfields"

The same newspaper also salutes "Greenfields," which last week reached the top of the Norwegian Hit Parade, more than a year after the record was topping U. S. charts and issued in Norway. After only four weeks among the top 10, "Greenfields," by the Brothers Four on Philips, reached the top, and thereby pushed out British Eurovision Song Contest winner "Are You Sure" by the Allisons on Fontana.

And while it is "Travelin' Man" by Ricky Nelson that tops BMW's "Hot 100," it is the flip side, "Hello Mary Lou" on California, that seems to be the success in Norway. The disk jumped from 29 to 9 position.

Visits

The Norwegian jazz club, Metropoli in Oslo, is constantly presenting foreigners as guests on various jazz instruments. Last week American jazzman Sahib Shihab visited the jazz center two days and played all his instruments: baritone sax, alto sax and flute.

Chart Action

A survey of the 25 various records that have topped the Norwegian charts shows that 40 per cent of the tunes have been American. "Sail Along Silvery Moon" by Billy Vaughn's ork topped the first disk parade October 1958, and today it's "Greenfields" by the Brothers Four.

Ten American platters have been on top, seven British, four Norwegian, three Italian and one German. Only one record has topped twice, as the Kingston Trio, with "Tom Dooley," was pushed out after a couple of weeks but managed to re-enter top position.

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BILLBOARD MUSIC WEEK
One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS
ABC

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.

TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 5741
THE WRITING ON THE WALL AND POINT OF NO RETURN	ADAM WADE Coed 550
BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
WILD IN THE COUNTRY AND I FEEL SO BAD	ELVIS PRESLEY RCA Victor 7880
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 5753
I'M COMIN' ON BACK TO YOU AND LONELY LIFE	JACKIE WILSON Brunswick 55216
DUM DUM AND EVENTUALLY	BRENDA LEE Dacca 31272
I'VE GOT NEWS FOR YOU AND I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN	RAY CHARLES Impulse 202
FOOL THAT I AM AND DREAM	ETTA JAMES Argo 5390
MOM AND DAD'S WALTZ AND YOU'LL ANSWER TO ME	PATTI PAGE Mercury 71823
THE FLOAT AND THE SWITCH-A-ROO	HANK BALLARD AND THE MIDNIGHTERS King 5510

R. F. Jones Los Angeles Offices
In Business; Grand Opener Due

LOS ANGELES—The R. F. Jones Company has opened for business here with the grand opening soon to be held, Charles

(Chuck) Klein, manager of the branch, said.

During the past six weeks, Klein has been building a staff with some members being imported from other Jones offices in San Francisco and the Pacific Northwest. Several members, formerly with other companies, have joined the firm.

Notable among those joining from the local firms was Ed Wilkes, who has been named assistant manager of the Jones branch after 17 years with Paul A. Laymon, Inc. Jack LaRue, (Continued on page 49)

MONY Preps
Annual Outing

NEW YORK—The Music Operators of New York is accepting reservations for the group's annual outing, to be held September 29 through October 1 at the Laurels Country Club, Sackett Lake, N. Y.

The weekend will cost \$78 per couple, starting Friday afternoon through Sunday lunch. MONY is conducting the outing together with the New York State Coin Machine Association and the New York State Operators Guild, and the affair will be, in effect, a New York State coin machines convention.

A cocktail party, dinner and floorshow are planned for the first evening, with a golf tournament, softball game and tennis matches scheduled for September 30. Another cocktail party, banquet, floorshow and midnight snack are planned for the evening.

1,500 Watch Canada
Shuffleboard Tourney

VANCOUVER, B. C.—An estimated 1,500 spectators witnessed the recent International Shuffleboard Tournament at Collingswood Legion Hall here. The tourney was sponsored by Les Lystad, general manager of the American Shuffleboard Sales Company, Seattle.

The British Columbia team took the tournament, five matches to one, from a team of players from the Seattle leagues. The 1962 tournament will be held in Seattle next May.



HOWARD ROBINSON, head of the distributorship bearing his name, delivers a hearty "glad yo'all came" to his guests at a Rock-Ola friendship dinner staged recently in the lush Castle View Town and Country Club atop the Fulton Bank Building in Atlanta.

German Operators Consider Own Production
Of Disks, Free of Music Society Jurisdiction

• Continued from page 1

is demanding to be cut in on disk royalty fees and has a West German Supreme Court decision supporting its general position.

Coin Leadership

In recent interviews two of the most important German coin machine industry leaders have closed ranks on the GEMA issue. Guenter Wulff, head of the manufacturer's association, and Willy Mueller, chairman of the Central Organization of Operators, have termed the GEMA-GVL demands one of the gravest problems confronting the industry.

Wulff and Mueller agreed that manufacturers and operators would make common cause in resisting GEMA demands.

Various vistas apparently lie open to exploration in the trade's efforts to create a "GEMA-free" disk. One such vista is suggested by difficulties placed in the path of American pop in West Berlin, Bavaria and Austria.

In all these areas U. S. pop is under heavy attack for "corrupting local folk music—the co-called 'Heimatsmusik.'" Indeed, Elvis Presley, in his film "G. I. Blues," is accused of having pirated and then corrupted an old Heidelberg student song.

Another Presley platter, "O Sole Mio," is based on an Italian

folk song. There is, moreover, the trend to the classics.

All of this suggests that there is a great deal of music in the public domain which could be utilized in the industry-sponsored production of "GEMA-free" disks.

There exists also the possibility of commissioning the composition of tunes by the industry, with the tunes becoming immune to GEMA royalty payments.

In fact, the GEMA problem is a Western world-wide problem, and the tendency here is to view it increasingly from this perspective. Thus, if the German industry were successful in promoting "GEMA-free" disks, such disks automatically would have a wide market with juke box operators in Europe, the United Kingdom and even the United States (or so the industry here is theorizing).

Any project to bypass GEMA automatically would be geared to the revolution now occurring in the European musical industry. It is heralded by efforts to reorganize the industry in consonance with the organization of the mammoth trade blocs.

In Rome, an Italian music publisher has just organized a European Common Market Music publishing house which will treat the six Common Market countries

not as six separate countries—as in the past—but as one big market.

This is the industry's trend—the trend toward reorganization and regrouping into larger business units able to operate as a single organization in all six countries—West Germany, France, Italy and Benelux.

This means that the juke box trade, among others, now has a much broader base upon which to organize joint solutions to its common problems.

For example, West Germany has 60,000 juke boxes and is paying GEMA, directly and indirectly, a total of around \$1,250,000. The European juke box industry as a whole—the industry in the six Common Market countries—numbers 160,000 boxes and its musical royalty payments total an estimated \$10 million annually.

Patently, this constitutes a substantial base for the entry of the industry into "GEMA-free" disk ventures.

U. S. Effect

The spectacular success enjoyed by German music in the U. S. market suggest, moreover, the likelihood that any industry disk ventures here would have immediate

(Continued on page 49)

'Buddy' System Smooths Servicing
On 300-Stop Metropolitan Route

By BENN OLLMAN

MILWAUKEE—A recently adopted "buddy" system for service and collection calls at each music and games location is proving highly successful, reports Doug Opitz, Wisconsin Novelty Company.

One of the State's major music and games firms, Wisconsin Novelty Company operates close to 300 stops in this metropolitan area. The routes include a sizable number of additional cigaret machine-only locations.

According to Opitz, the two-man team system of route coverage offers these advantages: (1) Time passes much easier for the routemen when they work as a team. (2) Fewer vehicles are required to cover the routes than if each man were on his own—this trims overhead. (3) Pilferage possibilities—both internal and external—are lessened. (4) It cuts down the number of errors in counting money and making payments of commissions to locations. (5) More thorough checking and preventive maintenance of equipment results when two experienced men examine lights, cue sticks, etc., on location.

One staffer in the service department is a "floater"; he works singly covering locations which use only cigaret venders.

"Cigaret vending machine routes are a more specialized type of work," explains Opitz. "This man can make better time by working by himself."

While convinced that two-man route teams are more efficient and productive in the long run, Doug Opitz has this to add:

"It still depends largely on the skill, experience and willingness of the individual employee to turn in a good day's work. Also, some men team up better with one partner than they might with others; you have to study them and learn their backgrounds and work habits."

Opitz's knowledge of work habits has not been gleaned through books or hearsay. He spent more than 14 years on one of his prime routes before assigning it to company employees for handling.

"Those years that I spent working with locations," he says, "gave me the routeman's viewpoint. I feel that I have a personal acquaintance with the problems they run into each day."

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The only *completely automatic* mechanical changer which intermixes 33 $\frac{1}{3}$ and 45 RPM records in any bank, in any sequence with no operating solenoids, micro-switches or electronic aids for changing motor speeds or spindle sizes.

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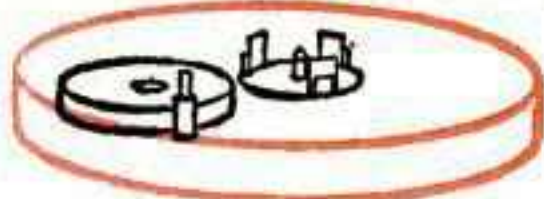
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NOW IT'S 45 RPM



Upon completion of 33 $\frac{1}{3}$ music cycle, the rotating gripper gear releases the drive rod tension, allowing a lifter bar to raise the sensor and 45 RPM hub to their original 45 RPM hub position. Idler wheel moves back to 45 RPM portion of the drive shaft and prepares to accept the next record.

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Patrons Play Pins While Seated; Gross Up 25%

MURRAY, Utah—"Sit-down selling" has been a highly successful novelty in many types of retail stores, such as jewelry stores, camera shops, gift shops, etc. Applying the same sort of thinking to amusement machines is paying dividends at the Tip Top Restaurant in this Salt Lake City suburb.

Offering customers play on four popular pin games operated by Thompson Distributing Company of nearby Salt Lake, the Tip Top management has installed all four on a broad wooden platform, a little more than two feet high, in an alcove off the food service area. Legs were removed to spot the games

at a convenient level. Then, big broad plastic-topped stools were installed in front of each machine, so that player who intends to make an evening out of it can sit in ideal comfort and relax while trying for points.

Play began increasing from the first hour that the stools were in use, according to the Tip Top management, amounting to a 25 per cent better take in the first month. Volume has stayed steadily at this level ever since, all of which proves that the customer who is sitting down, relaxed and enjoying himself will not only spend more time but spend more dimes as well.

Futurity Game Featured With Bally Bikini Pin



BIKINI

CHICAGO—A futurity game feature is the highlight of Bally's new bingo-type pinball game called Bikini. It's an improved version of Bally's popular red-letter free game originally introduced in County Fair.

Player is not compelled to take the futurity game immediately but may hold it and try to build it up to higher scoring value. Futurity game is advanced by shooting to light any two numbers in the orange section of the Magic Screen.

As in previous Bally games, Roller Derby and Circus Queen, the key to the orange section is the "OK" feature which is lit only by coin play.

Bikini also includes Pick-A-Play buttons, Blue Bonus, Magic Screen and triple-deck advance scoring.

State Parks Remove Games

INDIANAPOLIS—Acting upon the recommendation of Gov. Matthew E. Welsh, the Indiana Department of Conservation has announced a revision of concessionaires' contracts by which coin-operated equipment other than juke boxes and cigaret machines will be banned from all State parks.

Donald E. Foltz, director of the department, disclosed that the decision to prohibit the use of automatic devices followed the discovery of pinball machines at the Dunes State Park, the largest and best attended of the State's recreation areas.

"I learned that the H. & A. Novelty Company, of Gary, had placed machines at the Dunes each summer for the last eight years," he said. "There was no evidence of gambling, but such machines don't contribute to the recreational and outdoor atmosphere of the State parks."

Also disclosed by Foltz was that he had ordered the removal of eight machines installed at the Dunes park several weeks ago by Variety Sales of East Chicago. In this batch of equipment were a hobby horse and a rocking boat in addition to four pins marked "for amusement only."

boxes could be used and the locations of the drive-ins would also be brought under regulation by the proposed ordinance. Licenses would be subject to revocation by the city controller.

LONELY HEARTS GET AUTOMATIC BLIND DATES

LUEBECK, West Germany—A retired sea captain, Otto Griepenrog, has attempted to automate the problem of West Germany's "surplus three million women. The ex-seadog's machine lets lonely hearts meet girl or men friends in the same way they pick a tune from a juke box. The pilot machine in Griepenrog's scheme for automated romancing has been placed in Luebeck's main railway station. You deposit two coins—two 1-mark coins (50 cents)—and get a card with photograph, physical description, and details of financial status. A meeting is then arranged by telephone call to the operator's office. The machine has different coin slots, marked "girl" or "man" for various age groups. In Luebeck, the machine has operated without scandal, and its operator claims, "The machine is just a machine. It won't make the people who use it any better—or worse—than they already are."

United, Inc., Enters Background Music For Tape-A-Thon

MILWAUKEE—United, Inc., has entered the background music field as distributor for Tape-A-Thon Music, Inc., of California. According to Harry Jacobs Jr., United president, the firm will carry the line in Wisconsin and Upper Michigan. It is the Wurlitzer distributor for the same territory.

Plans include setting up a wired music facility for servicing locations from a remote headquarters as well as distribution of portable and on-premise background music equipment.

Gene Clear, Tape-A-Thon factory representative, held a meeting here last week for United, Inc., sales and service personnel.

Gary, Ind., Code May Limit Drive-In Music

GARY, Ind.—Rigid control of the use of juke boxes at outdoor restaurants is provided in an ordinance introduced in Gary city council.

Sponsored by Councilman George Ferhat, the measure would require the licensing of all such operations in addition to clamping a 1 a.m. closing on them.

The conditions under which juke

GERMAN TOURIST TOWN FROWNS ON COIN UNITS

ROTHENBURG AN DER TAUBER, West Germany—Picturesque Rothenburg, West Germany's No. 1 tourist attraction, is making a pitch for tourists this year as "the world's only machineless travel center."

It is Rothenburg's proud boast that "You can't buy even a pack of cigarets" from a machine in Rothenburg. Juke boxes are most rigidly proscribed of all.

"We treat juke boxes exactly like you would treat an enemy espionage transmitter in wartime," a Rothenburg tourist official elaborated. "We regard such an instrument as evidence prima facie of treason to our city."

There is a city ordinance prescribing stiff fines and even imprisonment under certain conditions for the operation of coin machines within the city limits.

"Actually, you would have to do something pretty drastic to get a jail sentence," the tourist official explained. "But we are generous with our fines for clandestine coin machine operation. We show no inhibitions in this respect."

The juke box occupies a status in Rothenburg rather akin to the prohibition-era speakeasy. Police occasionally raid bistros and coffee bars with juke boxes in clandestine operation.

If this sounds inane, it isn't—not by Rothenburg's code. For this city lives solely from tourists, and it lures the tourist solely with its claim of being "the world's most perfectly preserved medieval city."

Thus, the operation of coin machines, and especially juke boxes, is a grave offense. For it makes a mockery, in fact a joke, of Rothenburg's tourist pitch.

The tourist official continued, "We get a lot of complaints from the coin machine industry—they say we're hostile. But that's not true. What juke box operators and the others overlook is that we also ban traffic lights, parking meters, and even automobiles and buses."

EUROPEAN NEWS BRIEFS

N.S.M. Makes Efficiency Move

BINGEN, W. Germany—N.S.M., producer of the Fanfare juke box and the mint series of payouts, is pressing a production "rationalization" program aimed at cutting costs drastically and increasing efficiency. The plant, which has Europe's newest and largest coin machine production facilities, is revamping its operations from top to bottom. This applies to every facet of the firm's activities—from paper work to production and sales.

The over-all N.S.M. revitalization is in charge of Dr. Karl Immendorf, the newly appointed chief of the firm's "technical direction"—production and related technical services. However, Immendorf will administer a thorough shake-up and revamping of the firm which will reach into every section and department. This will involve development and design, construction and over-all manufacturing operations. Key positions in the chief production fields are being reorganized and staffed with new appointees. A number of new sections and departments are being added, including instrument construction and customer service. The reorganization is directed toward reducing manufacturing costs while improving sales efficiency and customer service. Production costs have rocketed out of all proportion to sales, according to the firm.

Chimps Pick Juke Box Tunes

ZURICH—The Zurich zoo is experimenting with a chimpanzee juke box, zoo-goers giving the chimps coins to play music. The zoo is using a remote control unit. At the outset there is but a single selection, but as the chimps progress it is planned to add selections. The juke box zoo experiment is based on the increasingly successful zoo vending machine. At Zurich the chimps have been supplied with a vending machine dispensing dates and popcorn and other anthropoid delicacies. Experts believe the chimpanzees possess more of a musical ear than realized hitherto, and that with training and study they are capable of expressing preferences in music. Some anthropologists suspect there is even such a thing as an "ape beat" in music, and the more ecstatic of the experts here are even talking of eventually compiling a zoo chimp top tune list.

Germans Eye Safe-Driving Units

FRANKFURT—West Germany's transport ministry is encouraging coin machine manufacturers to develop coin games promoting automobile safe driving. This theme is being explored by transport Minister Hans-Cristoph Seebohm's experts in adult and kiddie versions. They are drafting a set of proposals incorporating the challenge and amusement factors of a good coin game with mechanical and technical factors involved in traffic safety. One adult idea is for a traffic safety quiz; another would test driver reactions. There is a proposal for a game simulating a busy street traffic scene in which two or more players would manipulate cars; this would be a sophisticated electronical game testing the players' driving skills and knowledge of traffic laws and general safe-driving practice.

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COINMEN in the NEWS

Midwest

MILWAUKEE MENTIONS

Doug Opitz, Wisconsin Novelty Company, head of the Milwaukee Coin Machine Council membership drive, reports some modest success in recent weeks. The drive has netted a half dozen contributing members. They include: **Morrie Fuhrman**, Morrie's Amusement Company; **Sam Hastings**, Hastings Distributing Company; **Jerome (Red) Jacomet**, Red's Novelty Company; **Arnold Jost**, Arnold's Coin Machine Company; **Doug Opitz**, Wisconsin Novelty Company, and **Eddie Puzia**, Triple A Amusement.



Doug Opitz

John Jesinski, Sheboygan, stopped off at Hastings Distributing Company to check and buy a few of the used equipment pieces on display. . . . **Ray Van Toor**, parts manager for Badger Novelty Company, keeping busy these days installing a new bin set-up. . . . **Harold Sommerfield**, United phonograph distributor, combined business and fishing up Eau Claire way. Both he and brother **Charles** are excited over their firm's taking over United Phonograph distribution in adjoining Minnesota and Michigan areas.

Stop-ins at the United Phonograph headquarters included **William Layman**, Layman Coin Machines, Wausau, and a newcomer from West Allis, **Marcos Kellegian**. . . . **Erv Beck**, Mitchell Novelty Company, reports receipts and route action only so-so. "But we're heading into our good season at the Airport Arcade," he adds.

Hoffman Record Shop, long-time one-stop outlet for the operator trade here, closed its doors recently. Owner **Joe Hoffman** has been plagued by ill health in recent years. . . . Remodeling and expansion work is being done again at the Milwaukee Amusement Company headquarters, according to **Clarence Smith**.

Stu Glassman, Radio Doctors, reports operator disk buying has shown an improvement since the warm weather began to stimulate northern tourist traffic. Disk shoppers included **Harry Gromacki** and **Lucien Scaffidi**, H. & G. Amusement Company, Milwaukee; **Clyde Fessler** and **Tony Hirt**, both of Sheboygan, and **Niles Gluth**, Fond du Lac.

New bookkeeper on the United, Inc., staff is **Dorothy Schaefer**. She replaced **Gabe Nelson**. . . . **Wurlitzer** field service engineer, **C. B. Ross**, is spending some time in the Wisconsin territory conducting service schools for the United, Inc., clientele. Latest one was held in Fond du Lac.

Distributors are agreed that up-State business has not hit the peaks of previous years. Demand for both new and used music and games for the summer tourist rush is mild. According to most distributors checked, the lag is due to the late, cool spring season.

Music operator **Frank Bartnik**, Banaco Music, flew his Aeronca Sedan to his Canadian fishing lodge for a brief vacation. Several of his customers accompanied him. . . . **Stu Glassman**, Radio Doctors one-stopper, back from the MOA conclave in Miami, reports some disappointment in the slim turnout. About a dozen coinmen from Wisconsin did make the event.

Ralph Langen, Paster Distributing Company service foreman, is home from the hospital. He is recovering from a severe virus ailment. . . . **Sam Cooper**, Paster Distributing Company, notes that juke box sales are at a quiet level, but that pool tables are filling in the gap. "The Northern resort area business will start coming in as soon as the weather warms up," he believes.

Regular monthly meeting of the Milwaukee Coin Machine Operators' Association will be held Monday (12), at the Ambassador Hotel. A report from **Doug Opitz**, head of the CMC fund-raising committee, will be heard, according to President **Sam Hastings**.

Walt Koelbl, new Northern territory salesman for United, Inc., reports his recent trip through the area quite successful. Stop-ins at United, Inc., included **Art Bartz**, Mount Horeb; **Elmer Schmitz**, Hilbert, and **Lloyd Kiefer**, Wausau. **Benn Ollman**.

South

TENNESSEE TALK

George Sammons, president of Sammons-Pennington Company, Memphis distributors, suffered a broken finger recently while playing ball with his son, **George Sammons Jr.**, 10.

Drew Canale, Canale National Tobacco Company; **Frank Smith** and **Earl Montgomery**, S & M Distributing Company, went to Louisville, Ky., for the Kentucky Derby. . . . **Edward H. Newell's** pretty daughter, **Linda Newell**, 19, was a princess of the royal court at the recent nationally famous Cotton Carnival at Memphis. Newell owns Or-Matt Amusement Company.

William V. Forsythe, Forsythe Amusement Company at Millington, Tenn., a few miles out of Memphis, reports he has diversified into some vending, says he has some machines in a curtain factory at Covington, Tenn., 38 miles from Memphis, and the operation is going well.

Around the State: **Earl McDaniel**, McDaniel Amusement Company, and his father, **Earl McDaniel Sr.**, spent some time at Hot Springs recently, taking the baths and enjoying a vacation. . . . **Pete Smith**, Smith Bros. Amusement Company, Halls, and his brother, **Robert Smith**, Smith Bros. Amusement Company, Dyersburg, were both seen in Memphis doing some buying. Their grandfather was one of the three famous Smith brothers who founded the cough drop company.

Albert Uttz, Dixie Novelty Company, Covington, reports his recent entry into the coffee vending field at service stations and factories

(Continued on page 50)



IT'S A TOAST TO THE HOST at Robinson Distributing Company's Rock-Ola friendship dinner held in Atlanta recently. The afternoon-long fete attracted operators and guests from throughout the State.

Badger Sales Company Builds Staff To Handle Distribution of Seeburg

LOS ANGELES—The Badger Sales Company is steadily building its sales and service staff as it swings into the program of handling the Seeburg line, which it recently acquired.

William R. Happel, owner-manager, said that space for additional parts and service is being provided. The parts department was enlarged by the removal of a partition between it and a stockroom.

Badger brought over from the Seeburg distributing company, **Leo Simone**, phonograph sales, and **Stan Gooigns**, vending sales. **Gooigns**, however, resigned early last week to go with **Towne Service Company**, a vending operation in Long Beach, Calif. Additions from Seeburg in the service department include **Jerry Sachau**, **Cliff Beeninga**, and **Charles Lindberger**. **Sherman Arps** and **Charles Dacy** moved from the Seeburg firm to the parts department. **Dave Yates** rejoined the parts department after four years with another firm.

The various departments will still be headed by veteran Badger personnel. **Marshall Ames** continues to head sales; **Jack Leonard**, parts, and **Rocky Nesselroad**, service.

R. E. Smith is handling special sales, a new department at Badger.

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Southern New Fla. Distributor For Wurlitzer

ORLANDO, Fla. — Southern Music Distributing Company, with offices in Miami, Jacksonville and here, has been appointed Wurlitzer distributor for Florida.

Ron W. Rood, Southern president, makes his offices here, as does **H. F. Trippe**, general manager. The Jacksonville office is headed by **Oscar Hightower** and **Bud Shields**, while **Ed Evans** is in charge of the Miami branch. Each office will handle the complete Wurlitzer line of phonographs and parts. The distributorship will also cover South Georgia.

Rood entered the automatic phonograph business as operator in the mid 1930's and has been a distributor for phonographs and games since the late 1940's.

He operates phonographs and games in Florida and has a vending route in Georgia.

Greco Brothers Will Open Albany Offices

GLASCO, N. Y. — The Greco Brothers Distributing Company, Rock-Ola distributor here, will open sales offices and a showroom in Albany in a couple of weeks, **Tom Greco** announced.

He explained that the main office and shop will continue to be at Glasco.

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GIVE TO DAMON RUNYON CANCER FUND

Another Op's Indifference Launched Successful E. Chicago Phono Route

By JOESPH KLEIN

EAST CHICAGO, Ind.—It all started with one machine 15 years ago. Now there are many, and the man who owns them is peppery Edmund W. Bukala, doing business as Music Vendors.

In a way, the 41-year-old Bukala has his Uncle Sam to thank for it. "It was 1946," he explains. "World War II was over. I had a few dollars that I saved during my service in the Navy. I wanted to put the money to some use, somewhere. Like millions of other veterans, I was looking around for something to do. Then one day it happened."

The ex-sailor was having a drink in a bar owned by a friend.

"That juke box gripes me," the friend complained. "The service is lousy. I have a hell of a time in finding the guys who own it to get a change of records or a repair job done. I have a notion to throw the damn thing out."

"Do it tomorrow," Bukala suggested.

The location owner did just that.

Dawn had scarcely cracked the next day when in came the first of Bukala's music machines and out went the juke box of absentee ownership.

Location Owner

"I have never forgotten the lesson I learned from that experience," Bukala said. "The first is that, to succeed in this business, you must have the location owner on your side. They must feel that you're doing your best, that you're giving them the best possible service. You must sell yourself to your customer—that's the most important thing."

Music Vendors cover the teeming, steel-making region in Northwest Indiana. Here are such industrially important cities as Gary, Hammond, East Chicago and Whiting. Economically, there is no middle road in this area. When the steel mills and the refineries are going strong, business is terrific; when they are not, it is terrible.

At the present, there is some indication of an upturn.

Collections Off

"I hope that it is something more than talk," Bukala said. "We have had a rough time here for the last four years. First there was the recession of 1957-1958; then the steel strike of 1959-1960; then, again, the recession of 1960-1961. I haven't noticed any improvement in collections. They are about half of what they were five years ago."

It is his opinion that the anemic economy is responsible for the operator's major problems—loans.

"When conditions were good," he said, "there were no requests for loans. Now everybody wants to borrow. The want a second loan even before the first is paid up. There is no doubt about it. It is all due to the recession. People are in need. That's the only answer."

Asked as to how an operator should explain his inability to make a loan, Bukala replied:

"Be frank. Tell them that you have problems of your own, what with rising costs all around you. Tell them that, in fact, you're in no better condition than they are."

No Solution

What makes the loan problem frightening is that there is no solution for it, Bukala concedes.

Indiana, for instance, has a law prohibiting credit in connection with the sale of alcoholic beverages either at retail or wholesale. Yet it is an open secret that the law is unenforceable, Bukala pointed out. Equally ineffective, he feels, would be a law banning loans to coin-equipment location owners.

The suggestion that outright gifts of cash are preferable to loans would prove impractical in the case of the independent operator—and probably ruinous, Bukala said.

What would he consider the "ideal" stop, Bukala was asked.

"It would be a restaurant and not a bar," he replied without hesitation. "There is no television interruption in restaurants—no ball games to watch, no news and weather reports, no spectaculars, no prize fights or wrestling matches. TV is our toughest competition in taverns. So, I'll take restaurants if they are not too high class. High-class restaurants are the worst of all places for a juke box."

Record Changes

Bukala makes about 15 stops a day. His helper makes another 15. Records—obtained from Chicago—are changed every two weeks at the rate of seven or eight at a time.

Bukala lets the demand determine the quality of his musical supply.

"This is a pulse-taking job," he said. "I tell the location owner that if any customer wants a record, they should write it on a slip of paper."

The response is ample, he said. Especially at teen-age stops. But other methods should be used also in ascertaining the type of records required for each location, Bukala stated.

Most dependable of all gauges is the meter in the machine.

Study Location

"The meter is almost infallible in indicating preferences," Bukala said. "But, in addition to the meter, the location should be studied and the owner consulted, if the operator is to have a thorough understanding of what is needed for the stop."

Bukala finds that the strong earning periods vary with the location.

In restaurants, the lush hours extend from 11 a.m. to 2 p.m., and from 7 p.m., to 9 p.m. The good hours in taverns, after 9 p.m. beginning, stretch deeply into the night and end only with Indiana's legal closing time at 2 a.m.

Service, Records

Some locations help to "push" the juke box; some don't, Bukala said. A factor in the assistance that the operator receives from the premise may be the quality of his service and the records he furnishes, he added.

Bukala splits the proceeds with the locaion when he changes records and makes his collections—every two weeks. He has found no objection to the arrangement.

Buying a drink or two on your rounds? Is that good business?

"I never do it during working hours," Bukala answered. "It wouldn't help, and the average operator couldn't afford it. An occasional stop at one of your locations at night in the manner of a social visit is another thing."

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GIVE TO DAMON RUNYON CANCER FUND

Ohio's Governor Signs Law Exempting Bulk Machines From Location Tax Fee

COLUMBUS, Ohio—A bill exempting bulk machines from location fees was signed into law last week (10) by Gov. Michael DiSalle.

The measure has been actively backed by the Ohio Vendors Association and National Vendors Association and is a compromise, with more restrictive legislation originally sought by the health department.

The bill also includes a \$5 commissary license and a provision for machine design approval. A commissary is defined as a place where machines are serviced and products stored.

Machine Approval

The machine approval provision states that all machines not in use in Ohio January 1, 1963, shall be of the type and design approved by the Department of Health.

Existing bulk equipment, however, may be used until it is retired from service.

As a practical matter, approval by the National Automatic Merchandising Association's machine evaluation program or by the National Sanitation Foundation is ac-

ceptable by the Ohio Department of Health. Already approved are Northwestern models of 1949 and 1959.

The bill provides for a \$5 loca-

tion fee, but specifically exempts machines dispensing "chewing gum, rolled nuts or nuts in their natural protective covering, and panned bulk candy."

15 Ops Meet, Plan Tenn. Assn. Membership Drive

MEMPHIS — Some 15 vending operators at their monthly meeting last week agreed to keep working in an effort to organize as many Tennessee bulk vendors as possible into a State-wide association.

At the first organizing meeting last month the association was named Tennessee Bulk Vendors Association and officers were elected.

The operators pay \$1 a month dues and have a meeting time set at 7 p.m. at Bill & Jim's Restaurant, Memphis, the first Tuesday of each month. It is a dinner meeting.

"We will let the fund build up so we will have money in the future to fight any unfair or discriminatory legislation in the General Assembly," said Jimmie Wilkie, operator and distributor who is one of the moving forces behind the association.

The group hopes, in the 1963 Legislature, to change a State law requiring a registration stamp to be on all penny gum ball machines.

Present at last week's meeting were Joe Burstyne, Burstyne Vend-

ing Co., Harold Troxel, Troxel Vending Co., Leonard Robbins, American Vendors Inc., Charles Holland, Holland, Holland Distributing Co.

J. J. Deering, Deering Vending Co., J. R. Herndon, Herndon Vending Co., Jimmie Wilkie, Wilkie Distributing Co., Robert Roll, Roll Vending Co., C. D. Gill, Gill Vending Co., Andrew T. Manning, Manning Vending Co., H. T. Ginn, Ginn Vending Co., and several others.

Officers of the association are C. D. Gill, president; Leonard Robbins, vice-president, and Joe Burstyne, secretary-treasurer.

They ask for other bulk vending operators in Tennessee who are interested in joining the association and promoting the welfare of themselves and the industry to contact them.

Letters can be addressed to Gill at 4023 Hilldale, Memphis.

Atty. Gen. OK's Look-See Units In North Dakota

BISMARCK, N. D. — Use of mixed bulk vending machines equipped with look-see viewers has been ruled "not objectionable" by the attorney general's office here.

The opinion was delivered in response to a query by the State's attorney in Grand Forks, N. D., regarding the legality of mixed bulk machines.

The attorney general's office ruled that use of the look-see viewer enables the patron to clearly see what he is about to receive from the machine and that, hence, use of the machine does not constitute a lottery.

Connecticut Bill Would Set 10% Machine Fee

HARTFORD, Conn.— A compromise health bill that would levy a 10 cent per-machine tax on bulk machines instead of an originally proposed 50 cent per unit fee, passed the House and Senate here recently and is expected to be signed into law shortly by Gov. John N. Dempsey.

(Continued on page 53)

Eppy's 2-Unit Stands Appeal To Adult Sales

NEW YORK—Samuel Eppy & Company last week put on the market a two-machine bulk vending stand, aimed at increasing sales to the adult market.

Silk screen messages on the stand say, "Bring Home a Gift of Charms and Rings for the Children" and "Charmland, Stop, Look, Buy."

Eppy claims that operators have been overlooking the adults, who outnumber children eight to one. He added that while the child might have a few pennies to spend, the adults will spend nickels.

He suggests that two machines, one filled with rings and the other with assorted charms, be placed on the stands. Both of the units, he added, should vend nickel items.

The stands themselves are 18 inches high, all-steel, and painted yellow. They sell for \$7 each.

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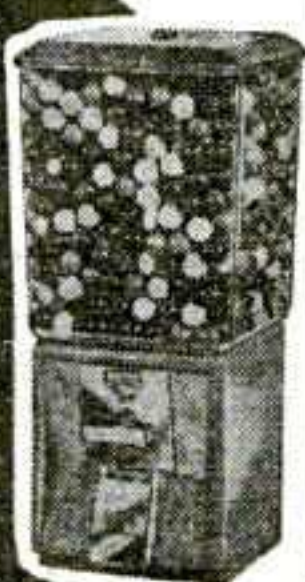
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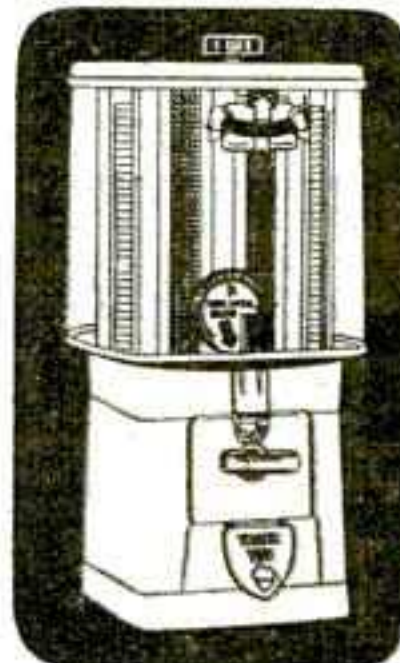


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German Trade Stresses Air Export To Meet Tight Market Competition

By OMAR ANDERSON

HAMBURG — West German coin machine manufacturers and distributors are rapidly shifting export shipments from the sea to the air. Some West German manufacturers already refer to their export operations as an "airlift." This refers to the fact that German juke boxes routinely are being airlifted to virtually every export destination on the globe. Fulhsbuettel, the Hamburg air terminal, is the center of West German air freight traffic. From Fulhsbuettel juke boxes are airlifted to Lagos, Nigeria; coin games to Casablanca, North Africa; and vending machines to Beirut, Lebanon.

These are merely sample shipments. In fact, the sky is literally the limit for the German coin machine airlift, and juke boxes, games or vending equipment has come to be airlifted as routinely to Hong Kong as to London.

There are three primary reasons why German exporters are taking to the air:

1. Intense international competition, particularly between U. S. and German exporters, makes air delivery almost mandatory.

2. Construction of air freight facilities and the general orientation of German trade in light-weight consumer goods to air shipment.

3. International air freight rate-cutting, which has made it economically advantageous to ship by air.

More and more, German manufacturers are persuaded that speed is as important as price and quality in winning—and holding—export markets. The German slogan has become, "Service with speed," as merely the smile no longer suffices.

Quickest Delivery

A veteran German exporter explained, "We are competing with foreign producers, particularly the Americans, right down the line. It's no longer enough to have the best machine or the cheapest price; you must be able to offer quickest delivery and the most efficient maintenance.

"Foreign customers have been educated—or 'miseducated'—to take air delivery for granted, and at virtually no price difference over sea shipment. Our firm wins a great many export orders simply because we stipulate delivery within 72 hours, provided the customer is near an international airport.

"This holds true of virtually any customer anywhere in the world, provided he is near an airport. As a matter of fact, airports are no longer a problem. We have just completed studies showing that almost every actual or even potential coin machine market is now within easy 72-hour delivery distance—from airport to airport, that is."

Not Farfetched

One manufacturer revealed that he is even planning for airlifting juke boxes to Tahiti. A representative of the manufacturer expanded, "Why not? This is not so farfetched—in fact, our studies show there could be a good business on Tahiti, although, inasmuch as it's a French possession, we must expect stiff French competition.

"They have just opened a fantastic jet air strip near Papeete, and the tourist agencies are organ-

izing a tremendous world tourist traffic to Tahiti and all of Polynesia. And where there are tourists there should be coin machines."

West Germany has established excellent facilities for international air freight at Hamburg, at Berlin, at Duesseldorf, at Frankfurt and at Munich. This country, because of its war-occupation segmented character, was forced to develop geographically dispersed, duplicated air freight facilities.

Europe, moreover, is the geographic hub of world air freight as well as air travel. Studies show that the German exporter is, on the average, closer to world coin machine markets than his American competitors. This advantage is cancelled out, of course, in the case of U. S. firms who establish European manufacturing subsidiaries and then mesh the production of these subsidiaries with their world export traffic.

A perhaps decisive factor in the switch from sea to air by German coin machine exporters is plummeting air freight rates. Until recently, air freight rates have been literally sky-high, an average of 300 per cent higher than ocean freight rates.

However, all major air lines have dropped freight rates in answer to competition from non-scheduled carriers specializing in air freight. Rates have been halved within the last few years, and indications are that they will be further reduced.

Here in West Germany, industry at large is boosting its air freight tonnage with the understanding that as air tonnage increases, air freight rates will be cut.

Recent statistics show that the German coin machine industry is now airlifting about 45 per cent of its export traffic, including shipments to England. Air shipments to certain areas, notably Africa, dominate the total traffic pattern.

This points up the fact that expansion of coin machine exports to certain areas lacking highly developed surface transportation is virtually dependent on air freight, regardless of the cost.

The export manager for a coin machine firm in the Frankfurt area pointed out, "The rapid development of certain colonial areas—Africa is the most spectacular example—is based entirely on the airplane. Everything has to be flown in, unless it is a bulk item of a capital goods nature.

"These primitive economics tend to leap-frog the ordinary surface transport stage of development—going from the burro to the airplane. Doing business with these countries means airlifting, and damn the cost."

In Africa, particularly, German exporters find it difficult to persuade local representatives to stock sufficient spare parts and to keep inventories at reasonable levels. At one time in Lagos, Nigeria, recently 25 per cent of the city's juke boxes were out of order, simply because of lack of spare parts, and this despite the fact that half a dozen different makes of equipment were involved.

Joshua McKeever, a Lagos juke box operator, visited West Germany recently to shop for new boxes. He reported, "We take air freight for granted. Sea shipment takes too long and is too unreliable. This is true everywhere in Africa, where it is impossible to rely on the stocking of spare parts. There have even been instances where it was necessary to fly in repair technicians."

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C. C. Rocket (1 Player) As is	50.00
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United Advance (16 Ft. Bowler)	595.00
United Mini-Bowl League (16 Ft.)	625.00
United Mini-Bowl Handicap	675.00
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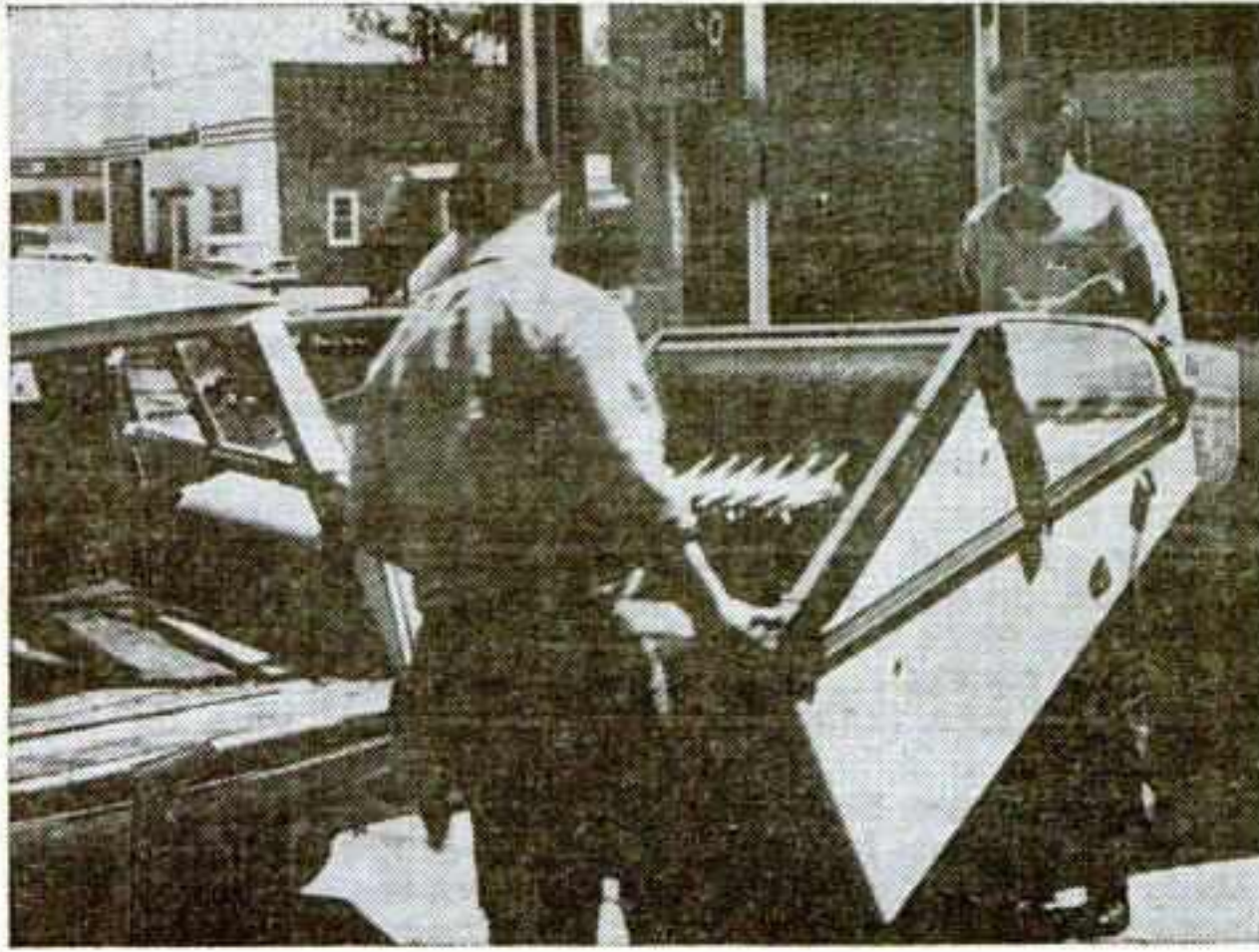
MINNEAPOLIS—A resolution offered to the metropolitan airports commission here would limit the remaining concessions, including amusement and vending machines, in the new terminal building at Wold-Chamberlain airport to Twin Cities firms. The new terminal building is scheduled to open this year.

The proposal was made by Commissioner Cortland J. Silver of St. Paul. Under his resolution, area companies would submit sealed bids for the concessions.

The commission voted, 6 to 3, for a substitute motion to have the commission counsel check the legality of the Silver resolution before the next meeting, June 19.

Commissioner Frank Wolinski argued that local operators are being discriminated against. Twin Cities firms can offer better service at the airport than New York or Chicago companies, he said.

Silver said he is opposed to "New York cartels" taking over airport concessions.



MINUTES AFTER VERNON WARD, 1-9 Music Company, Pine Bluff, Ark., said "okay," delivery of a new Rock-Ola phonograph was made. Alan Dixon, sales manager of S. & M. Distributing Company, Rock-Ola outlet in Memphis, is a strong advocate of "selling with a full wagon." Dixon recently traveled the Arkansas territory, calling on local operators with Frank Mitchell, director of sales for Rock-Ola.

OP ENLISTS BARTENDERS AS BOOSTERS OF JUKES

NEW YORK—Making active partners out of bartenders in every possible location is a policy which has upped collections as much as 25 per cent for Frank Brehany, owner of LaSalle Music Company, in midtown Manhattan.

Brehany simply capitalizes on the steady camaraderie between bartenders and their patrons to sell a lot of additional music. In order to develop additional interest on the part of bartenders, he makes them a partner in more ways than one.

First, the New York City operator puts the bartender in active control of the juke box by installing a volume control and switch behind the bar, where the bartender can boost or cut down on the volume as he pleases. By doing so, he, of course, does away with the necessity of walking around from behind the bar when a customer complains that the sound level is too high.

In handling the patrons' change, the bartender is encouraged to suggest specific tunes on the phonograph, or simply ask, "How about playing the juke box?" If the customer assents, the next question is usually, "Your selection or mine?" This usually gets good results, and leads to the sort of additional play which has often doubled the take in small, intimate bars, where the bartender is well acquainted with all of his customers.

In two years of steady up-grading of his locations in this way, the New York operator has never had an incidence in which collections did not improve. In fact, he pointed out, bartenders who paid little or no attention to the juke box before can now be counted on to "push the music as hard as they do cocktails and drinks."

R. F. Jones in L. A.

Continued from page 42

Seeburg sales engineer for about 20 years, has joined the firm as has Ralph Cragan, who was with the Seeburg distributing company here. William Gray, who will be in the vending department, was formerly with Rowe.

Ed Mason will head the parts department and was brought here from Portland. Leonard Galley, with Jones for nine years, will be the engineer in charge of background music. He has moved here from Seattle. John Hotz was brought in from Portland to head the service department.

Klein has been with the Jones firm in San Francisco for nearly 10 years. Prior to his transfer, he was sales manager for the branch.

The installation of the Los Angeles branch gives the Jones company representation here, in Salt Lake City, San Francisco, and Denver.

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German Ops Mull Record Output

Continued from page 42

ate reverberations in the U. S. market.

Industry students of what is referred to as the "GEMA problem" do not propose attempting the production of a complete top tune list. They hold that it would be enough for the industry to produce a regular list of supplementary titles, which could be expanded as circumstances dictated.

In effect, such output would serve to compel GEMA to moderate its demands for take on industry tunesmith competition.

Certain "GEMA-free" strategists envision an operation organized as the musical counterpart to the Reader's Digest publication, which while reprinting articles from other publications also staff-produces a considerable part of its content as insurance against loss of republication rights at any time for any reason.

Whatever the course decided, there is general agreement within the trade on these points:

1. The music royalty problem has become too serious to be ignored or minimized any longer.
2. Juke box operation and music production in the future must be viewed in terms of international business, even as formation of the European Common Market has compelled German businessmen to recast their thinking.
3. Juke boxes have become a prime factor in the creation of hit tunes, and the time has arrived for the industry to capitalize on

this fact in its negotiations with music royalty groups.

Briefly, the juke box industry's strategists feel they can deal with GEMA and the GVL from a position of strength, and they feel, and in the strongest terms, that this should be the attitude taken by the industry generally in Europe and the U. S. in negotiating for music royalty payments.

Furthermore, there are a growing number of industry figures who feel that the top tune's role in juke box play tends to be exaggerated. While not blind to the consumer pressures generated by top tune promotion, they feel, nevertheless, that good music and efficient programming are powerful factors in juke box play. Factors which perhaps could be exploited more vigorously to reduce the trade's dependence on GEMA music.

Eppy Introducing Grocery Charms

NEW YORK — Samuel Eppy & Company is introducing charms featuring some 57 varieties of grocery store items. They feature authentic full-color labels of nationally advertised brand names. Charms are plastic with actual printed labels. Price is \$8.25 to \$10.25 per 1,000.

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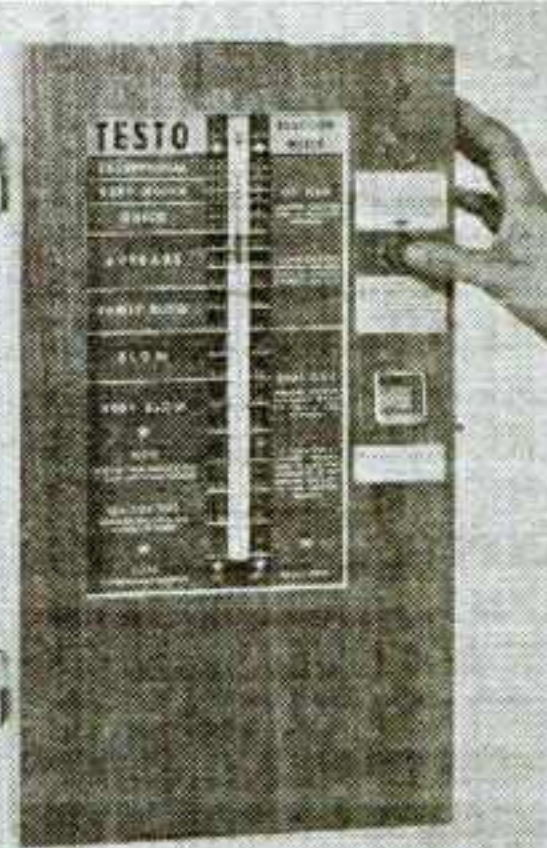
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COINMEN

in the **NEWS**

Continued from page 45

is quite successful... **R. L. Snow**, Snow Amusement Company, Collierville, recently bought a motel there... **J. R. Bridgewater**, Bridgewater Music Company, Brownsville, was in Memphis recently purchasing supplies... **Elgie Foster**, Foster Amusement Company, Boliver, was on a fishing trip at Savannah, Tenn., when the BMW scout called.

Charles Keene, Keene Amusement Company, Union City, recently planted 360 acres he owns in soybeans... **Roy Morris Jr.**, Morris Music Company, Somerville, is adding vending equipment to his music and game operation... **Otis Emerson Sr.**, Emerson Music Company, Rutherford, turned his route over to his son, **Otis Emerson Jr.** **Jourd White**, Jourd White Novelty Company, Paris, recently purchased three coin-operated laundries in and around Paris... **Charles Aker**, Aker Amusement Company, Paris, is recovering from illness.

William T. Willis, Willis Amusement Company, Milan, is recovering from a heart attack... **H. C. Cresswell**, Cresswell Music Company, reports the recent strawberry festival at Humboldt helped business, but says the crop is short and late; the rainy season hurt... **H. A. Walker**, Ideal Amusement Company, Jackson, went to Kentucky Lake on the Tennessee River last weekend for some riding in his swank 36-foot Criss Craft cabin cruiser.

Elton Whisenhunt.

MISSISSIPPI MEMOS

Charles Shive, Yazoo Novelty Company, Yazoo City, has bought a new \$20,000 building for a shop, storage room for all his equipment, showroom and offices... **W. E. Seale Sr.**, Holmes Amusement Company, Tchula, brought his son, **W. E. Seale Jr.**, up from New Orleans, where he was a service station operator, to help run the route.

Johnny Allegrazza, Ace Music Company, is building a new truck stop, expects to have it opened by July 1. **J. P. Lavene**, Lavene Music Center, Clarksdale, has 620 acres of land in the rich Mississippi Delta cotton country planted in cotton, expects a big crop this fall... **Clinton U. Collins** and **Lexie Howard**, owners of Crystal Amusement Company, Grenada, have installed two-way radio to service their route, which covers three counties and a radius of some 65 miles.

Joe Tierce, Greenwood Amusement Company, Greenwood, sold his phonographs and games, retained cigaret machines and is expanding into other phases of vending... **Abe Malouf**, LeFlora Music Company, Greenwood, is also going into a vending operation.

Elton Whisenhunt.

ARKANSAS ITEMS

Charles Evans, partner in Morgan Music Company at Crossett, Ark., died last week of a heart attack. He was 49. His partner in the route, **Graham Wilson**, will continue the music and game operation. Evans' widow will retain Evans' interest.

Bill Foster, owner of Foster Music Company, Pine Bluff, sold his cigaret vending machine route last week to Pine Bluff Cigaret Service, operated by **Otis LeMay**, and used the money to buy a music and game route. Foster purchased the route of **Earl K. Eby**, Pine Bluff Music Company. About 60 pieces of equipment were involved in the sale. Price was not revealed. The purchase makes Foster one of the larger music and game operators in the area.

Elton Whisenhunt.

West

COLORADO ROUND-UP

BOB SCHWAB, of Cripple Creek, will take over the phonograph routes formerly operated by his brother, **Jack Schwab**, who died last March... **Bingos** are making their appearance in many Colorado locations, as operators purchase the \$250 federal license. The amusement machine industry is watching closely, of course, to determine the State reaction toward the licensing program.

Mike Savio and **Leo Negri**, partners at Drayco Sales Company, will celebrate the 12th anniversary of the firm as a Wurlitzer dealership in June. No fanfare will be involved, according to the partners... **Elmer Scheer**, formerly a juke box operator in Denver, was revisiting some of his old friends. Scheer set some of the first amusement machines ever to be operated in the Denver area.

Good selling efforts by Denver juke box operators has resulted in a sharp change in the drive-in restaurant industry in this city—as almost every such restaurant has now become a good phonograph location. Only two or three years back, there was less than half a dozen in the city equipped with juke box entertainment. Now, because operators have been able to prove that popular tunes and a juke box in plain sight of drive-in customers work out to good collections, most such restaurant are phonograph-equipped... Operator birthdays in June include **Don Roy Kaiser**, of Durango, **Regina** and **Doyle Harrington**, of Glenwood Springs, and **Bill Burbank** of Denver. Husband and wife team **Regina** and **Doyle Harrington**, incidentally, celebrate their birthdays on the same date.

A seldom-seen visitor popped up in Denver in late May; **Don Shipp**, of Shipp Music Company, Rock Springs, Wyo. Shipp reports collections good along the Wyoming highways which lead into popular vacation spot Salt Lake City... **Sam** and **Dan Keys**, of Apollo Music Company, Denver, will probably be too busy to take their usual vacation this year, according to Dan Keys. The brothers have considerably expanded their routes during 1960 and 1961... **Jerry Harris**, formerly with Mountain Distributors, but now newly appointed Seeburg distributor of the Denver area, spent his last week under the old aegis in calling on Nebraska and Wyoming operators.

Frank Huber and **Glen Pierce**, partners in Century-Supreme Music Company, in Suburban Westminster, are going through a complete remodeling program, including a larger shop, an attractive showroom floor, new games and phonograph center.

Bob Latimer.

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When Should Op Pull Out of Stop? Caution Must Be Used, Vets Advise

By **BOB LATIMER**

DENVER—What's the best way to handle the problem of an erstwhile-profitable location which is nearing the profitless point?

It's always a difficult problem for a phonograph operator to make up his mind to pull a machine where collections are dropped off to marginal or below. It's particularly difficult when the spot concerned is one which the operator has held for a considerable period of time, and where the location owner is a friend. The operator must keep in mind the possibility that collections may return to normal or increase as economic situations change, as a neighborhood is improved, and that if he gives up the location through sheer discouragement someone else may take it over, and reap returns if there is a turn for the better.

Colorado operators have widely differing opinions on the subject. One of Denver's busiest operators, with 400 machines on location, says, "We go by the book. We can't pay our bills if the juke boxes are not taking in a fair profit. Even where we have been dealing with the same location owner for years, and he is obviously angry with the idea of taking the phonograph out, we follow a predetermined formula, give the machine no more than two weeks or so, and then, if better merchandising efforts don't get results, out it comes."

Another operator with not as many machines, confesses that he is "a bit soft hearted" in meeting this ever-increasing problem. "In most cases, where a phonograph has been showing a steady drop in collections, it can be blamed on changes in the city, which can make a slum out of what was a respectable shopping area almost overnight. I have often left a phonograph on locations for as much as two months after it began losing money, trying to impress the location owner with the necessity of getting out and pushing music, paying more attention to programming the spot, and similar efforts."

"Sometimes, the collection picture doesn't look so bad after such efforts. Where a location owner is obviously angry over the idea of removing a phonograph, we can put the cards on the table, and tell him that we will have to make an adjustment in the commission percentage to cover our

operating expenses and show a better return on the phonograph.

"Usually, the location owner will decide right away that we can take the machine out, probably figuring that he can make other arrangements with another operator. Or we can tell him that it will be necessary to install a less expensive phonograph to handle the smaller amount of play, and sometimes this will prove to be the solution. We want to keep our location-owner good will, even though it may be necessary to remove a machine."

A highly original idea which has solved the loss of good will problem once and for all for another operator consistently ask "putting the location owner in business for himself" so to speak, when a low-return situation arises. This has been particularly effective where the location owner is the type who wants the most expensive, elaborate stereo phonograph on the market, and continues to insist even though returns won't justify it.

Where volume of collections starts going down, this operator goes to the location owner and points out that it may be his own fault in not programming the machine properly, not getting out often enough, but pleading that he simply doesn't have the time for all such steps. He then invites the location owner to take over, furnishing him with a statement of costs, an estimate of what a phonograph in a similar location should do.

Obviously, operators must keep in mind the long-continued good will factor. One veteran Denver operator related an unpleasant experience which occurred when a restaurant owner built five new drive-in restaurants simultaneously throughout the Denver metropolitan area, each with an associated bar, and an ideal location for stereo.

Getting wind of the forthcoming restaurants early, the operator contacted the businessman with what he felt was a thoroughly attractive proposition. He was somewhat surprised to find that he got anything but cordial reception. In fact, the owner made it plain that he wanted no part of this music firm.

A bit of investigation revealed that some few years before the prospective owner had owned a

(Continued on page 53)

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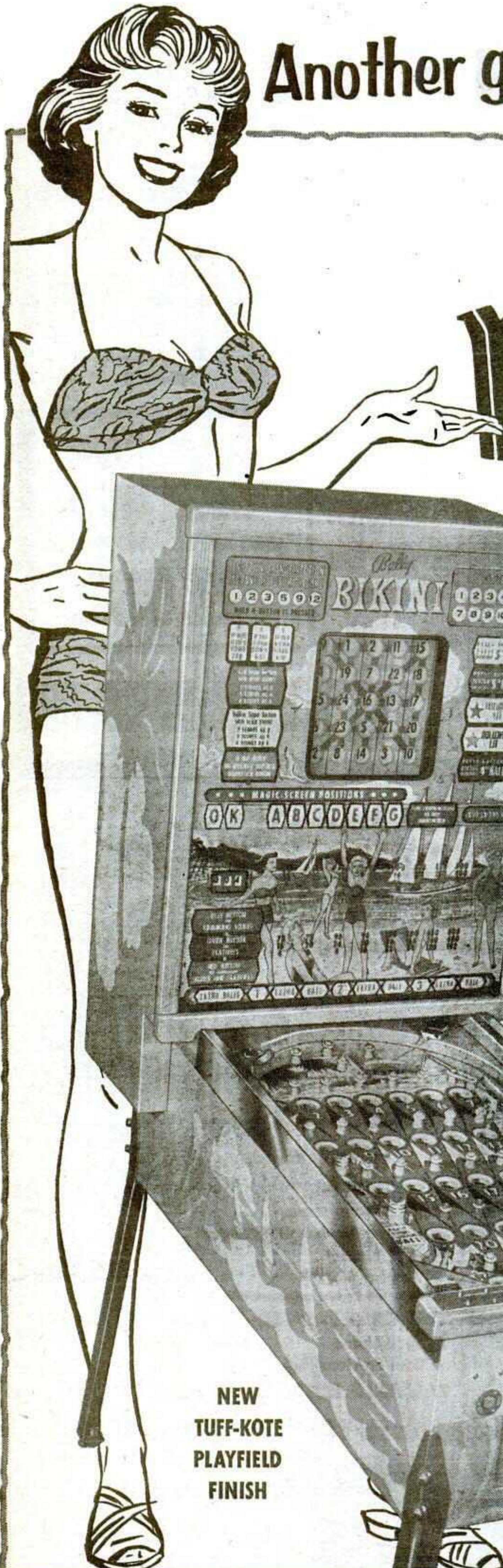
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Conn. Bill Would Set 10% Mach. Fee

Continued from page 47

The measure was hammered out jointly by the National Automatic Merchandising Association and the Connecticut Automatic Merchandising Association and has generally been termed acceptable by vending industry leaders.

The law would also provide for a \$25 operator license. Important, too, is a provision that pre-empts cities in Connecticut from adopt-

ing local health regulations to license vending machines.

Richard W. Funk, NAMA legislative counsel, noted that "local pre-emption is an extremely important part of the bill since future local ordinances could otherwise seriously hamper, if not eliminate, vending operations in the State."

Funk said the original proposed health measure in the State was confiscatory and was revised several times through extensive industry efforts. The original measure would have provided for a \$25 per-machine fee, among other things.

The new code has the 10 cent provision for bulk machines and a 50 - cent per-machine tax for major equipment vending machines. Not covered by the code are bottled, canned and premix soft drink venders, milk venders and machines that vend food and drinks in hermetically sealed containers.

The new law adopts the language of the U. S. Public Health Service Code and provides adequate and uniform regulation throughout the State, Funk added.

Administration will be by the State Department of Consumer Protection under Commissioner Attilio R. Frassinelli and Director Harold Clark.

Funk pointed out that the originally proposed health bill would have allowed local municipalities to pass their own license fees and would have required voluminous information to be filed with the State, including the location of each vending machine.

The new law, said Funk, requires only that operators keep records of where machines are located and that these records be available for inspection by State authorities.

Sommerfield, United Distrib, Adds 2 States

MILWAUKEE — Sommerfield, Inc., Wisconsin distributor for the United Phonograph, has taken over the Minnesota and Michigan territories, according to owners Charles and Harold Sommerfield.

The Minnesota territory will be covered from headquarters at Peg, Inc., 1601 W. Lake Street, Minneapolis. Mrs. Pearl Higginbotham will head the new set-up, as an associate of the parent Sommerfield, Inc.; firm.

An associate distributor for the Michigan area is also under consideration, according to the Sommerfield office.

A trade showing and open house for the Minnesota distributorship is planned as soon as the new United Phonograph Model D is released.

Say You Saw It in Billboard Music Week

When Should Operator Pull Out of Stop?

Continued from page 51

small lunch counter in which one of the operator's former partners had placed a phonograph for only a few weeks, removing it when the play turned out to be only around \$12 to \$15 a week. The location owner had never forgotten this situa-

tion, and was so angry that he gave his excellent location to someone else.

The moral of this story seems to be that it doesn't pay to give up a location too readily, even if the monetary returns seem to be beyond hope.

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Howard Riley of the R & M Music Company, Tulsa, Oklahoma Wurlitzer operators, congratulates Mr. & Mrs. Bill Curlee of the Montmartre Club at 1502 East 51st St., Tulsa, on the increased earnings they are enjoying, thanks to the Ten Top Tunes Play Stimulator.

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