

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



SINGLES

★ NATIONAL BREAKOUTS

HEART IN HAND, Brenda Lee, Decca 31407

★ REGIONAL BREAKOUTS

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

- SHAME ON ME . . . Bobby Bare, RCA Victor 8032 (Western Hills-Lois-Saran, BMI) (Baltimore, Seattle)
- TILL DEATH DO US PART . . . Bob Braun, Decca 31355 (Karolyn, ASCAP) (Cleveland, New York)
- REAP WHAT YOU SOW . . . Billy Stewart, Chess 1820 (Arc, BMI) (Washington, Philadelphia)
- A TASTE OF HONEY . . . Eddie Cano, Reprise 20075 (Songfest, ASCAP) (Los Angeles)
- PAPA-OOM-MOW-MOW . . . Rivingtons, Liberty 55427 (Beechwood, BMI) (Los Angeles)
- A TASTE OF HONEY . . . Martin Denny, Liberty 55470 (Songfest, ASCAP) (Seattle)
- YOU BELONG TO ME . . . Duprees, Coed 569 (Ridgeway, BMI) (Los Angeles)
- SOFTLY AS I LEAVE YOU . . . Matt Monro, Liberty 55449 (Robbins, ASCAP) (San Francisco)
- YOUR HEART BELONGS TO ME . . . Supremes, Motown 1027 (Jobete, BMI) (Washington)
- THE BLUEBIRD OF HAPPINESS . . . Boots Randolph, Monument 460 (Cole, BMI) (Hartford)
- MAMA, HERE COMES THE BRIDE . . . Shirelles, Scepter 1234 (Ludix, BMI) (Washington)
- AMERICA . . . Arthur Lyman Group, Hi Fi 5057 (Schirmer, ASCAP) (Seattle)
- GOODBYE DAD . . . Castle Sisters, Terrace 7506 (Aldon, BMI) (Hartford)
- LIFE'S TOO SHORT . . . Lafayettes, RCA Victor 8044 (Duchess, BMI) (Washington)

NEW ON THE HOT 100

- 65. HEART IN HAND . . . Brenda Lee, Decca 31407
- 72. LITTLE DIANE . . . Dion, Laurie 3134
- 81. HOT PEPPER . . . Floyd Cramer, RCA Victor 8051
- 82. WHY DID YOU LEAVE ME? . . . Vince Edwards, Russ-Fi 7001
- 83. THE BALLAD OF PALADIN . . . Duane Eddy, RCA Victor 8047
- 86. SHOUT AND SHIMMY . . . James Brown & the Famous Flames, King 5657
- 88. THINGS . . . Bobby Darin, Atco 6229
- 90. THAT GREASY KID STUFF . . . Janie Grant, Caprice 115
- 92. I JUST CAN'T HELP IT . . . Jackie Wilson, Brunswick 55229
- 94. MY DADDY IS PRESIDENT . . . Little Jo Ann, Kapp 467
- 95. DANCIN' THE STRAND . . . Maureen Gray, Landa 689
- 98. SWEET AND LOVELY . . . April Stevens & Nino Tempo, Atco 6224
- 99. I'M HANGING UP MY HEART FOR YOU . . . Solomon Burke, Atlantic 2147
- 100. MAKE IT EASY ON YOURSELF . . . Jerry Butler, Vee Jay 451

ALBUMS

★ NATIONAL BREAKOUTS

MONO

VINCENT EDWARDS SINGS, Decca DL 4311

STEREO

THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY, David Rose & His Ork, MCM SE 4062
 COUNTDOWN TIME IN OUTER SPACE, Dave Brubeck Quartet, Columbia CS 8575

★ NEW ACTION LP'S

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

MONO

- BOBBY VEE MEETS THE CRICKETS . . . Liberty LRP 3228
- TWISTIN' WITH DUANE EDDY . . . Jamie JLP 3022
- PETE FOUNTAIN'S MUSIC FROM DIXIE . . . Coral CRL 57401
- LOVERS WHO WANDER . . . Dion, Laurie LL 2012
- THERE GOES THAT SONG AGAIN . . . Brook Benton, Mercury MG 20673
- DRUMMIN' UP A STORM . . . Sandy Nelson, Imperial LP 9189
- BLUES CROSS COUNTRY . . . Peggy Lee, Capitol T 1671
- COME ON IN . . . Santo and Johnny, Canadian-American CALP 1006
- DON'T PLAY THAT SONG . . . Ben E. King, Atco 142
- SHE CRIED . . . Jay and the Americans, United Artists UAL 3222
- FROM ME TO YOU . . . Connie Stevens, Warner Bros. W 1431
- A BOBBY VEE RECORDING SESSION . . . Liberty LRP 3232
- POPS ROUNDUP . . . Boston Pops Ork (Fiedler), RCA Victor LM 2595
- BRAVO GIOVANNI . . . Original Cast, Columbia KOL 5800
- WORRIED MIND . . . Ray Anthony, Capitol T 1752

STEREO

ORIGINAL MOTION PICTURE HIT

- THEMES . . . Various Artists, United Artists UAS 6197
- BASHIN'—THE UNPREDICTABLE JIMMY SMITH . . . Verve V6-8474
- HATARI! . . . Henry Mancini, RCA Victor LSP 2559
- DAVE GUARD & THE WHISKEY HILL SINGERS . . . Capitol ST 1728
- FOR THE NERO MINDED . . . Peter Nero, RCA Victor LSP 2536

NEW ON THE TOP LP'S

MONO

- 121. VINCENT EDWARDS SINGS . . . Decca DL 4311
- 133. A FUNNY THING HAPPENED ON THE WAY TO THE FORUM . . . Original Cast, Capitol WAO 1717
- 136. I LEFT MY HEART IN SAN FRANCISCO . . . Tony Bennett, Columbia CL 1869
- 139. FOR THE NERO MINDED . . . Peter Nero, RCA Victor LPM 2536

STEREO

- 38. THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY . . . David Rose and His Ork, MCM SE 4062
- 40. COUNTDOWN TIME IN OUTER SPACE . . . Dave Brubeck Quartet, Columbia CS 8575

School Kids Out For Summer Keep Record Boom Hot

The advent of summer last week had no adverse effects on the single record business. Though summer traditionally marks the start of the dog days for disks, single record business in many areas of the country continued to boom. However, LP sales, which for the past few years had held up even in the summertime, were slow, a trend that dates back to mid-May.

In areas where kids were out of school singles took a spectacular rise, and dealers in other cities, when the teen crowd was just finishing with teachers and books for the summer, were preparing for heavy store traffic. One of the booming singles areas was Washington, where all dealers reported excellent single sales, especially where the dealer sold his singles at 55 cents. Other strong singles cities were Boston, New York, Chicago, St. Louis, Cleveland, Minneapolis, Milwaukee, Atlanta, Memphis, Nashville, Cincinnati, Miami, New Orleans, Los Angeles and San Francisco.

The new LP's grabbing the hottest action were Elvis Presley's "Pot Luck" album on Victor, out only a week and zooming, and Vince Edwards' Decca album, Dr. Ben Casey's first LP. Among the older sets the "Rome Adventure" LP, David Rose's "The Stripper" set, "West Side Story" sound track and the Acker Bilk LP. And, of course, the Ray Charles country and western album was moving rapidly in all types of record outlets.

Liberty Records Shop Stirs Up Chi

CHICAGO—A new branch office opened by Liberty Records and a new rolling one-stop operation are creating a lot of excitement here in the Windy City.

Liberty last week pulled its line from Milt Salstone's M-S Distributing and named Fred Cassman, record veteran formerly with Columbia, London and Everest to head the branch. Cassman in turn hired Harvey Goldstein, formerly with M-S, to handle promotion, and a couple of former Midwest Mercury people to handle sales, Danny Rankin and Frank Kaiser. Both left Midwest some six years ago, following its take-over earlier this year by Garmisa Distributing.

B & H Record Service, the city's new rolling one-stop, was set up about three weeks ago by Bill Hayden, in the record business about 15 years, formerly with the RCA Victor distributorship here, and before that with Coral.

Basically a one-man operation, Hayden services dealers with a stock of about 100 different single titles and a small quantity of albums from a station wagon. Hayden sells singles at 65 cents and albums at the regular one-stop price.

Disk sales throughout Chicago are about even with last year but distributors appear to be doing a much bigger job with singles than they did a year ago.

This, interestingly, has put distributors in a much stronger position. As one big distributor noted, singles go primarily to dealers—not discounters or racks—and they don't have to give the functional discount.

Behind all this is what several distributors describe as a "general disenchantment with the big discount stores and racks, many of whom pay less for their records and many of whom pay slow. We're better off doing 60 per cent of the volume we did before, but getting our full price and getting paid on time," said one distrib.

Dallas Boast: Best Summer in Years

DALLAS—The best summer business in several years is the way dealers, distribs and one-stops described the current record scene in this area. Hot singles were the reason for the swinging business, according to the outlets checked.

Discounting has become a way of life in this Texas city, with just about every major department store and chain, and many independent dealers, selling from 25 to 40 per cent off list. The few remaining list-price dealers were discouraged by the recent switch of the Liberty Music Shops chain in New York from list to discount selling. They felt that the Liberty move indicated that they would have an even tougher time

(Continued on page 8)

150 Best Selling MONAURAL LP's

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

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 150 entries for Monaural LPs, including 'Modern Sounds in Country & Western Music' and 'West Side Story'.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 150 entries for Monaural LPs, including 'Tonight' and 'Paul Anka Sings His Big 15'.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 150 entries for Monaural LPs, including 'Golden Piano Hits' and 'Happy Times Sing Along With Mitch'.

50 Best Selling STEREO LP's

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries for Stereo LPs, including 'West Side Story' and 'Modern Sounds in Country & Western Music'.



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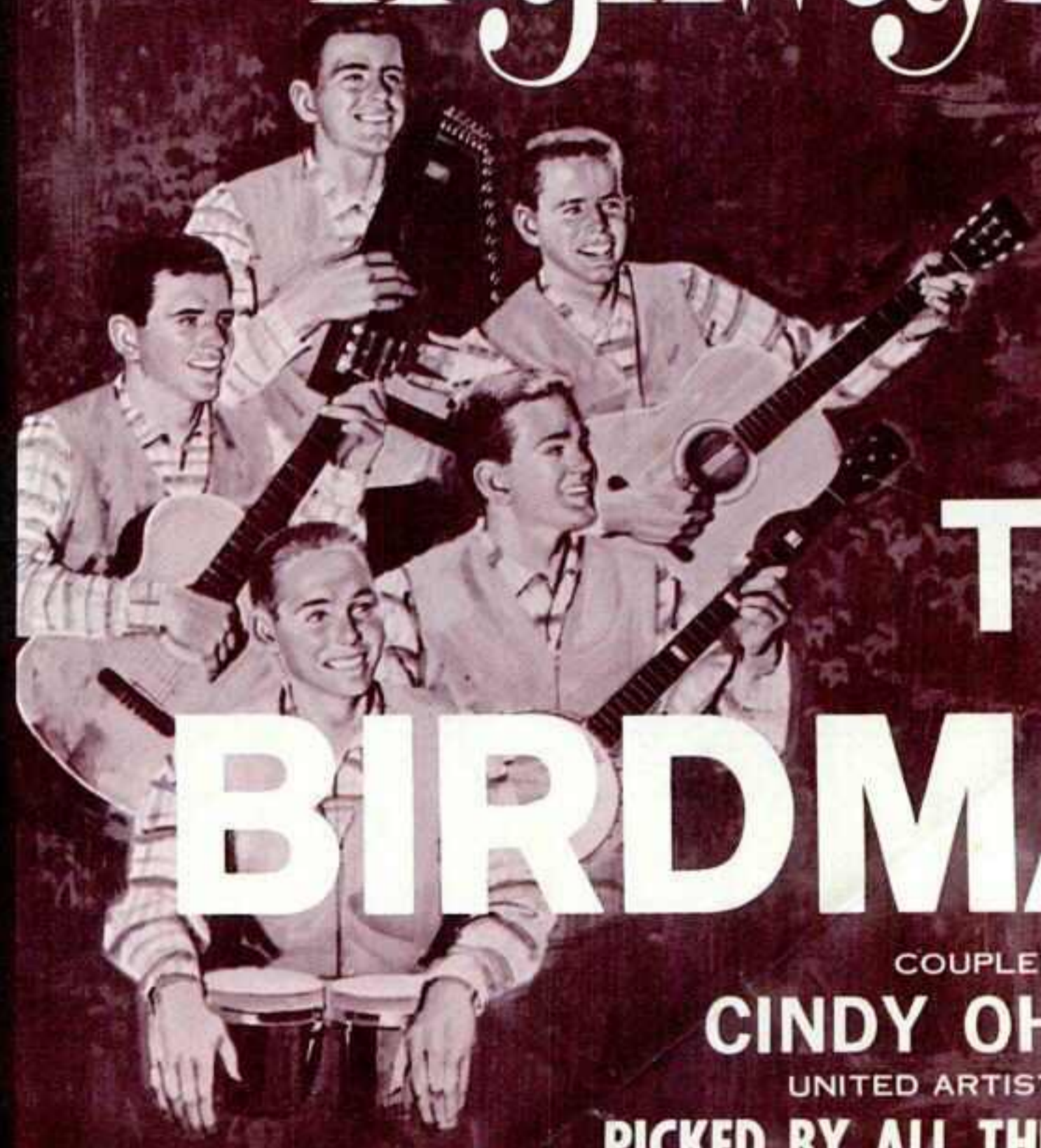
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B/W

"THE NATION'S BEST SELLING RECORDS"

Distributor Takeover of ARMADA Is on Schedule

By SAM CHASE

MIAMI BEACH, Fla.—Exactly according to plan and right on schedule, ARMADA became a distributors' organization when the convention unanimously adopted the long-pending proposal limiting full membership to distributors. Record manufacturers were accorded associate member status, with no voting rights.

The organization retained the abbreviated title of ARMADA by eliminating the word "manufacturers" from its name and substituting the word "merchants," making the full name now the American Record Merchants and Distributors' Association.

In his preface to the motion that made the move official, ARMADA's new president, Amos Heilicher, squarely faced the proposition that distributors henceforth must find a modus vivendi with rack jobbers, one-stops and other elements active in the sale and merchandising of records.

The possibility was implicit that ARMADA would welcome or perhaps even initiate contact with such other trade groups as the National

Association of Record Merchandisers, the rack jobber organization, or with the Society of Record Dealers. Such contact could lead to conversations on problems mutual to these groups, and, eventually, to a search for joint solutions.

Heilicher, the guiding spirit of the drive to distributor takeover of ARMADA, was the unanimous choice to helm the group in its new form. Heilicher's firm is located in Minneapolis.

Johnny Kaplan of Detroit was elected executive vice-president, a new post. Others elected include three vice-presidents: Jimmy Martin, of Chicago; Bob Chatton, of Oakland, and Harry Apostoleris, New York. Chatton has been serving as v.-p., and Apostoleris has been on the executive committee. Harry Schwartz continues as treasurer. The position of secretary, previously held by Nelson Verbit of Philadelphia went to Irwin Fink of Newark.

The paid position of executive secretary will probably be made into a full-time job and given a new title. The new officers will determine who will be named to this post. Dues were raised to \$500 annually.

ARMADA NAMES AWARD WINNERS

MIAMI BEACH, Fla.—Ella Fitzgerald and Frank Sinatra were named winners last week of the first annual ARMADA awards. The awards will be made each year to the outstanding man and woman performer in the record industry, on the basis of their efforts on behalf of charities and other humanitarian enterprises. Award winners were named during ARMADA's annual banquet Friday (29), concluding the organization's annual convention. The affair was held in the Fontainebleau Hotel.



AMOS HEILICHER

ARMADA Gets Annual Reports; Plans for Future Blueprinted

By REN GREVATT

MIAMI BEACH, Fla.—A fair practices conference for the record industry is expected to be called by the Federal Trade Commission within days, according to Sigmund Steinberg, general counsel for ARMADA. Steinberg's disclosure of possible imminent action on the petition for such a conference, originally filed with the FTC by the Society of Record Dealers, came during the ARMADA annual general membership meeting Friday

(29) at the Fontainebleau Hotel here.

The meeting was also highlighted by a review of past accomplishments of the association by outgoing president, Art Talmadge; reports by Treasurer Harry Schwartz and Executive Secretary Jordan Ross, and the passing of a motion injecting far-reaching amendments in the ARMADA bylaws, the changes have the effect of making ARMADA a purely distributor organization (see separate story).

Reviewing his two terms of ad-

ministration, Talmadge pointed to ARMADA's role in helping authorities obtain indictments and convictions against a number of disk counterfeiters in various States. With ARMADA's help, a bill making counterfeiting a felony became law in California, Talmadge said. He also noted testimony given by himself as well as legal counsel to a subcommittee of the House Judiciary Committee in connection with a federal anti-counterfeiting measure, recently passed by the House.

Talmadge also noted that the ARMADA group insurance program, instituted at last year's convention, has thus far resulted in the payment of \$40,000 in death benefits by the Philadelphia Life Insurance Company.

In his talk, Steinberg dealt with many legal matters that have occupied the attention of ARMADA. In connection with the fair practices conference proposal by SORD, he told the members that ARMADA counsel and other rep-

(Continued on page 14)

THE NEW PRODUCT

Manufacturers Trot Out Fall Plans for Distribbs

By REN GREVATT

MIAMI BEACH, Fla. — Fall album and single promotion programs were presented here last week by a half dozen disk manufacturers. The firms took the occasion of the fourth annual ARMADA Convention, attended by many leading distributors, to present their new releases.

Leading off was United Artists Records, followed by 20th Fox, Vee Jay, Atco and Atlantic, Reprise and Synthetic Plastics. ABC-Paramount, meanwhile, had scheduled a meeting of its distributors at the Hotel Eden Roc on Sunday (1). Special discount deals were much a part of the picture at the various Hotel Fontainebleau meetings. But there were other significant developments, particularly in the cast of Vee Jay and United Artists.

UNITED ARTISTS

United Artists kicked off what it called its "PJK" (pop, jazz and kiddie) plan, Wednesday (27). The U.A. program encompassed 31 new releases in the fields indicated by this slogan. A straight 10 per cent is available on all new product. A special dating plan runs through September, October, November and December.

The United Artists release consists of material in the pop, country, spiritual, international, jazz and kiddie fields, highlighted by the jazz and kiddie categories, both new efforts on the U.A. front.

Since its first jazz album in the early month of its existence, U.A. has been dormant on the jazz front. But for this season the label offers a release by John Coltrane and four other sets. A brand-new 99-cent kiddie line is also a feature and includes 10 initial packages.

In addition to the 31 new releases listed under the U.A. banner, the firm is pushing five new albums on the subsidiary Ascot label. Beyond this, new LP product is also expected on the Musicor label which is distributed by U.A.

20TH FOX RECORDS

Twentieth Fox Records exec Ted Cain, in an informal presentation to a group of distributors, focused on two albums. There was no mention of special discounts. Forthcoming salable releases, according to Cain, include an Eddie Fisher package, recorded live at Hollywood's Coconut Grove, and the sound track to the forthcoming film "Cleopatra," starring Elizabeth Taylor and Richard Burton. The firm also

intends to focus extra promotion effort on Glenn Miller and Tommy Dorsey material already in the catalog.

VEE JAY RECORDS

Vee Jay Records, in its sales meeting, told distributors that it has taken over the distribution of

(Continued on page 14)

WB Tie Album Pitch to 'Music Man' Preview

HOLLYWOOD — The national screenings of Meredith Willson's Warner Bros. picture, "The Music Man," were held in 35 major cities last week. Audiences were made up of disk jockeys, record dealers and newspapermen, simultaneous with the release of the motion picture sound-track album by Warner Bros. Records.

The trade previews were another prong in Warner Bros. Records' promotional campaign, and have resulted in the highest advance orders from distributors for any previously released album in the company's history.

Plans for the national salute to "The Music Man" through radio celebrations of "Music Man Day" on July 25, gathered steam last week. Stations throughout the country were acknowledging their participation. Radio Station WFIL, 50,000-watt Philadelphia outlet, will broadcast five hours of music and tape interviews with the film's stars. Voice-track recordings and open-end interviews with Robert Preston and Shirley Jones will be delivered to all theaters showing the picture, as well as to several thousand AM and FM stations next week. Record dealers will shortly begin the installation of in-store display units.

Warner Bros. Records is also tying in with Webcor phonographs in its "Music Man" campaign. Webcor recently staged a series of sales conventions, screening the film for its distributors and dealers in conjunction with their new "Music Man" model phonograph. All Webcor dealers will feature the Warner Bros. sound-track album in their demonstration models.

MILSTEIN JOINS ANGEL ROSTER

HOLLYWOOD — Violinist Nathan Milstein has joined the roster of Angel Artists. To elaborate the signing, the label will devote its entire July release to the soloist. A special program will offer five Milstein LP's at \$1 less than the usual price used for computing discounts. Dealer cost price for the duration of the Milstein program, July 29 to August 31, will be \$2.47 for mono and \$3.09 for stereo. Of the five albums offered at the special price, two are new—four concerti by Vivaldi and the Beethoven "Concerto in D Major"—and are on the Angel label. The other three sets are works previously issued on Capitol, the violinist's former affiliation.

Indie Manufacturers in Huddle; Mull Forming New Organization

MIAMI BEACH, Fla.—The first steps to set up a new indie record manufacturers' trade organization were taken here Thursday night and Friday afternoon (28) and (29) as a result of ARMADA being converted into a trade group with only distributors as active members.

A motion made by Sid Pastner, of Strand Records, at a meeting on Friday afternoon was voted affirmatively by 18 label execs and pronounced the intention of the gathering to form a new group. A steering committee was immediately set up from volunteers to define objectives and methods of operation of the projected organization.

Members of the committee included: Leonard Chess, of Chess Records; Bobby Shriver, of Time Records; Sidney Frey, of Audio Fidelity Records; Mo Ostin, of Reprise Records; Jerry Blaine, of Jubilee; Bobby Robinson, of Frey Records; Johnny Bienstock, of Big Top Records; Attorney Jordan Ross, and Edward Abner, of Vee Jay Records. Abner was the first president of ARMADA.

The committee was slated to go

into session immediately and to attempt to promulgate some basic action, perhaps even before the conventioners left town.

The meeting took place in Frey's

(Continued on page 22)

Index to Contents

General	Hot R.&B. Sides	34	Programming Panel	29
International Music	Local Singles Breakouts	1	Yesteryear's Hits	29
Industry Briefs	National Breakouts	1	Vox Jox	29
Music Pop Charts	New Action LP's	1	Music-Phonograph	
Best Selling Phonographs &	New on the Hot 100 Chart	1	Merchandising	37
Tape Recorders	New on the LP Charts	1	Best Selling Phonographs &	37
Best Tracks From the	Top LP's	Cover	Tape Recorders	37
Spotlight LP's	Top LP's by Category	10	Disk Deals for Dealers	37
Bubbling Under the Hot	Yesteryear's Hits	29	Coin Machine Operating	41
100	Reviews		Bulk Vending	44
Cover	LP Reviews	24	Coin Machine News	41
Double-Play Disks	Single Record Reviews	25	Double-Play Disks	46
Hits of the World	Radio-TV Programming	28		
Honor Roll of Hits	Artists' Biographies	28		
Hot 100	Easy Listening	30		
Cover				
Hot C.&W. Sides				
32				
Buyers and Sellers Classified Mart				38

Dick Clark Readies Radio Syndication

By BOB ROLONTZ

NEW YORK — Dick Clark is readying plans to move into the field of syndicated radio programming. He has obtained permission from his ABC network to tape a two-hour weekly radio show to be sold to stations throughout the country. Clark and his management firm, Broadcast Management, are now working on setting the programs with a syndication outfit to handle the sales end, and expect to have audition tapes ready by August.

The Clark move points up the renewed importance of radio as an exposure medium for records, and is in effect a part of the resurgence of radio as an exposure medium for disks, as against the TV bandstand types of shows that only a few years ago were putting the radio deejays in the shade.

Clark is not the first TV bandstander to turn to radio, though he is, of course, the best known on a national basis. Clark will continue on his ABC-TV Bandstand show in the fall though his TV show will run only 30 minutes as against an hour last year.

Milt Grant, who had an important TV show on WPGC in Washington for many years, is now broadcasting simultaneously on four radio stations, called "America's First Teen Network." His show is heard on radio Station WPGC in Washington, WEEL in Fairfax, Va., WINX in Rockville, Md., and WAZA in Banbridge, Ga.

National TV Deejay?

If Clark can swing his TV audience over to radio he could become the country's first national radio deejay since Howard Miller and Martin Block took a flyer at the national scene. Just a few years ago, the smashing success of the Clark Bandstand show made

Kapp Sales Hit \$5 Million

NEW YORK — Kapp Records has a number of new merchandising concepts up its sleeve for its fall program. The new concepts will be revealed sometime in late July or August when the firm presents its fall product.

Meanwhile, Kapp Records is flipping over its best fiscal year. In the fiscal year ending June 30, the firm grossed more than \$5 million. Booming business was attributed to hits by Jack Jones, Chad Mitchell Trio, Kenny Ball and LP's by Roger Williams, Bill Dana, and Miriam Makeba.

Phil Skaff, sales director, also says that the firm's stronger sales were due to a tighter release schedule, the addition of five regional promotion men, and the use of indie producers. Firm also improved its sales overseas.

RCA Victor to Issue Tapes Recorded by Goodman in Russia

NEW YORK—RCA Victor has almost completed negotiations with Benny Goodman to issue tapes that the maestro cut in the Soviet Union on his recent tour. Victor a.&r. chief George Avakian supervised the recording dates in Russia where Benny and his band performed as part of the U.S.-U.S.S.R. cultural exchange program.

The negotiations have been long and protracted. It is understood that the deal to be signed assures Benny of a minimum album sale

(Continued on page 34)

Trade at NAMM Show Hails FM Stereo Future

NEW YORK—The 61st annual Music Merchants Trade Show here last week was highlighted by a display of new phono features and exceptional interest in FM stereo. Tradesters appeared to look on FM stereo as the most marketable new audio phenomenon to come along in years.

A note of optimism for music merchants in an expanding society was sounded by RCA Victor Record Division Vice-President George R. Marek, in a speech made at the opening luncheon of the convention of the National Association of Music Merchants (NAMM).

"Orchestras have increased, there are more college music workshops than ever, instrument sales are up and the record business has doubled in 10 years," Marek told the dealers assembled in the grand ballroom of the Hotel New Yorker. "These I see as symptoms that people have found music as an attractive companion, not just on their off hours on Sunday but every day."

Marek noted that dealers have the responsibility of staying in business despite problems of merchandising and changing distribution patterns. "There is still much to be done by the music retailer," Marek said. "There are still far fewer phonographs in use than TV sets. Many thousands would like to like good music but they are scared.

People think they need a magic key to music appreciation. That's where you, the dealers, come in. You must act as a guide to these people. You must be able to inform and educate potential customers."

In this regard, Merek cited the case of record clubs.

"The clubs have not succeeded because they offer a bargain," he said. "They are successful because they guide people and teach them. We must be oriented to the need of teaching, but it must be teaching in the modern concept. There's too much of an aura of the spinster teacher with a lemon perfume aroma these days. In the music and record business we need the kind of up-to-date teaching Arthur Murray uses."

Home Gear Grows

On the show front itself, the home entertainment field, in the eyes of the NAMM show management, has graduated to the point of warranting a completely separate exhibit sector from musical instruments and related items. Hence, virtually all phonos, radios, tape equipment and accessories were shown in the New York Trade Show Building, while other items were exhibited in the Hotel New Yorker.

In the phono field, a continuing accent on high furniture styling was noted. A more recent development of note, however, is the introduction of new turntables and tone arms by several manufacturers. Zenith and Admiral were both highlighting new changers with

tone arms that track at two grams and eliminate the possibility of needle scratch.

New Changer

RCA Victor took the occasion of the show itself to show a new Studiomatic semi-professional changer with a 12-inch turntable and 20 fewer parts than previous models. RCA, as well as Zenith and Admiral, are featuring the new equipment in all middle and higher-end models.

Drop-down turntables, which first made their appearance last year in General Electric portable phonos, appear to have caught on. A number of firms have latched on to the idea this year. The drop-down unit, operating in somewhat the style of a fold-up wall bed, permits a much slimmer cabinet, which allows the use of a set as a wall-mounted fixture.

The slim look has been partially inspired by FM stereo. A number of the first FM stereo portable sets which have appeared during the year have employed the same slim look with swing-out speakers. This technique has now been adopted with both portable phonos as well as phono-FM stereo combination portables.

Built-In FM Stereo

Virtually all higher-end console phono units this year are featuring built-in FM stereo, whereas last year, in the first blush of the FM stereo go-ahead signal from the FCC, manufacturers had to be content to offer phono equipment with provision for the later addition of

(Continued on page 37)

SORD Board Adopts Program of Expansion

By REN GREVATT

NEW YORK — An integrated program of projects for the future, regarded as the most ambitious in the history of the Society of Record Dealers of America, was hammered out this week during two lengthy sessions of the SORD board of directors. The meetings were held during almost all of Monday and Tuesday in the Raleigh Room of the Hotel New Yorker. Dealer board members were in town for the dual purpose of attending the SORD meeting and the Music Merchants Trade show.

Following lengthy private discussion regarding the recently terminated lawsuit against the three major companies operating record clubs, the board turned its attention to the problems of building a bigger and more effective SORD in the future.

In connection with this, a 10-point platform was adopted to guide the activities of the organization in the months to come. These include the continued active support of investigations of record industry practices by the Federal Trade Commission and the support of the plan for a record industry Fair Practices Rules Committee, to be operated under the auspices of the FTC and originally proposed by Boston attorney Dudley Weiss, acting on behalf of the Boston chapter of SORD.

Planning Goals

SORD also will set a goal of securing associate memberships of record manufacturers and distributors, and will continue to expand its contacts with ARMADA and RIAA. A plan for a national record dealer record club will also be examined.

Beyond this, co-operation with the forthcoming Chicago Sound Fair was pledged, and SORD will sponsor a general dealer meeting at this affair, at which awards will be presented to the best male and

female record personalities of the year. Co-operation with NARAS has also been pledged, with NARAS award nominees and winners to be widely publicized in SORD member stores. Some steps may also be taken leading to voting by record customers in stores for NARAS award nominees each year.

It was further decided to seek agreement from record manufacturers on a plan for franchising of dealers. In addition, every attempt will be made to widen communications within the SORD organization. One step designed to accomplish this is the holding of three regional SORD meetings each year, in addition to the annual meeting.

Part-Time Man

The board also decided to take steps to implement a decision made over a year ago to hire an executive secretary. At the outset, this operative would be hired on a part-time basis and would work closely with the president in carrying out the various programs.

The monthly bulletin will be reactivated at once, with the first bulletin scheduled for release this month. This is also designed as part of the Society's accent on better communications, and will serve as an information medium on developments in many sectors affecting dealers. The bulletin is expected to carry ads from accessory manufacturers and will be mailed to all members. Three or four times a year the bulletin will also be circulated to a list of more than 5,000 dealers across the nation.

A number of committees have been set and new chairman named. A committee charged with acquiring new members will be headed by Joseph Waldhorn, Fulton, N. Y. The committee for new programs will be chaired by Jack Schaps, Chicago. The Chicago Sound Fair Committee, charged with setting up the SORD program and dinner

(Continued on page 37)

COLUMBIA RETURNS TO PHONOS WITH NEW LINE

NEW YORK—Columbia Records has returned to the phono field after three-year absence. The diskery is introducing a new line of phonos to be marketed under the "Masterworks" label. The new line will contain nine phonos, all in the popular priced field, two radios and one monaural tape recorder. They will be merchandised through company-owned distribution branches as well as by indie Columbia record distributors.

Columbia was, during the early 1950's, a very potent factor in the phono field. During most of that period, the company's "360" line was merchandised by the record division and sold, in the main, through record distributors. In the late 1950's the phono line was removed from Columbia Records and placed under CBS Electronics. Columbia phonos were discontinued by CBS in 1961.

The gains in phono sales by some of the record companies with phono lines contributed one of the factors that influenced Columbia to return to the phono field, plus the importance of a record firm having its own line of players. Two of the most potent items in the new Masterworks line are the \$49.95 and \$59.95 phonos with automatic changers. (See complete details in the Merchandising Section.)

Columbia Records Brings Out New Popular-Price Phono Line

NEW YORK — Columbia Records is introducing a new line of popular-priced phonographs to be marketed through its existing 13 branches and a majority of its indie distributors. The line will be sold under the label, "Masterworks."

Jim Sparling, Columbia executive closely associated with the former Columbia phonograph line marketed through CBS Electronics until early 1961, has been in charge of over-all planning for the new line.

According to Ken Glancey, head of Columbia Records Distributing Corporation, the line has been designed to furnish additional profit opportunities for the record dealer structure and for the distributor and branch salesman.

Bill Gallagher, Columbia vice-

president in charge of sales, added: "It's no secret that diminishing profit margins have made life increasingly difficult for the record dealer. We have designed this line for those record dealers in order to

(Continued on page 37)

Duke Sues Arena Promoter in Hub

BOSTON — Band leader Duke Ellington has brought suit against a Melrose man he claims owes him \$1,500 for a Boston Arena concert given last May 26. Ellington says Robert J. Kamholtz, who does business under the name of Sevens Productions of Boston, agreed to pay him and a 13-piece band \$3,000

(Continued on page 34)

Men Who Know Amos Heilicher Best Came Through at His Call to Arms

When Amos Heilicher sent out his now famous letter in May of this year, seeking support in his plan to turn ARMADA into a distrib-led organization, there was little doubt among any segment of the music industry that he would succeed. For Heilicher is a man who has succeeded in almost any enterprise he has undertaken, in business or in charitable affairs. There were few men who could have called upon the nation's record distributors for support—who have always been known as staunch individualists—and gotten it with the same enthusiasm and willingness as Heilicher achieved. Respected for his business acumen, Heilicher has a friendly air and affable manner that makes friends for him on all levels, with dealers to manufacturers, as well as fellow distributors.

Heilicher started in the music business as a juke box operator, prior to World War II in Minneapolis. He branched into distribution of records and became the Columbia Records distributor in Minneapolis with his Columbia Midwest firm. He also operates Heilicher Brothers in the same city, with his brother Danny, which handles independent lines. He also distributes the Columbia line in Miami with Columbia Southeast. He is a veteran distributor of audio playback equipment, and a long-time distributor of V-M phonsos and tape recorders.

At the present time, in addition to his distribution firms, Heilicher owns a myriad of small businesses outside of the record industry, and even owns many coin-operated photo machines in the

Minneapolis area. He also operates his own record label, Soma, and about three years ago had a big hit with "Mule Skinner Blues."

The new ARMADA president has long been an active worker in many Jewish civic organizations. He is a leader in the UJA in his home town, and is president of the Standard Club in Minneapolis. He is on the board of the Sheraton Tel Aviv Hotel, which he helped to found with his boyhood chum, Marty Sandler, the hotel director.

He, and his wife, Cele, are the parents of a daughter, Mrs. Lisa Kolner, and a son, Ike. His brother Danny is his closest business associate. Their father, who died recently, was a recognized authority on Hebraic history, and lectured in many Catholic and Protestant seminaries. Heilicher's hobby is boating—he owns a large Chris-Craft which he uses weekends for large outings.

Heilicher's call to arms to distribs to take over ARMADA came about as a result of the price squeeze that distribs are feeling in all sections of the country, due to lower profit margins and increasing competition. In his general letter to distribs early in May, he noted the rack competition, the price cutting, the deals, etc., which have become the bane of many distributors over the past two years. He stated then that the only strength distributors could have in a hotly competitive industry was to have their own organization.

Now that distribs have their own organization, and now that Heilicher is heading it, it is safe to say that a serious attempt will be made to find a sensible solution to the problems that distribs face. And it is also safe to say that if there are solutions, Heilicher and his fellow ARMADA executives will find them.

INDUSTRY BRIEFS

Ad Lib Launches Pop Line

NEW YORK—Ad Lib Records, started six months ago under a.&r. head George Siravo, is starting a new pop label called Pop-Line.

Ad Lib purchased pop masters from the Sheryl label, produced by Jerry Ross, and r.&b. masters produced by Tony May to kick off its drive.

The label also signed Eddie Thompson, English jazz pianist, and Gino Belletiere, Pennsylvania, singer-composer.

tion in the South, was produced by Bob West, who also produced another disk distributed some time ago by Atlantic. That one was called "I Found Love," by the Falcons. It, too, was on LuPine.

LP Product Only for Ham Mil

NEW YORK—Ham Mil Trading Corporation has launched a new record manufacturing enterprise that will deal only in LP product. The firm is to be known as Master Classics and James E. Myers, president of Myers Music, Inc., will handle the a.&r. function. Title of the first album under the new banner is "Country and Western Classics," featuring such artists as Ray Whitely, Willie Meyers, Billy Wilson and the Murray Sisters. National record promotion will be headed by Dick Colanzi in the East and Nick Therry in the West.

Kline Moves to London

MIAMI—Dick Kline is London Records' new Southeastern district manager. He will supervise sales and promotion in the Miami, New Orleans, Charlotte, Atlanta and Richmond areas. Formerly with Disneyland Records, Kline previously was with King Records in the South. He'll work out of Miami for London.

Pickwick Divided Up

NEW YORK—Pickwick International, low-priced record manufacturer, declared a 48 cents a share dividend for its fiscal year ending in April. The announcement came at the firm's annual meeting at the Hotel Roosevelt here. The dividend compares with 20 cents a share for the previous year.

Atlantic LuPine Distrib

NEW YORK—Atlantic Records will distribute a record by Benny McCain and the Ohio Untouchables on the LuPine label titled "She's My Heart's Desire." The side, which is reported stirring ac-

New Label for Boss: DeeDee

CHICAGO—Don Clay, head of the Boss label based in Evanston, Ill., has started a new label called DeeDee Records. The new label will be strictly an instrumental label, according to Clay. The first release on the new line is "Groovin' Along" b/w "Little Davie" by organist David Rockingham. The DeeDee line will be distributed locally by Kent Distributors.

Honor Light, Mottola

NEW YORK—Enoch Light, executive director and a.&r. head of Command Records, and Tony Mottola, Command recording artist, were honored at special ceremonies here attended by city and State officials, and members of the music industry.

Light received a gold record for "creating a new sound in stereo recording," and Mottola a silver record "for his fresh sound in guitar recording."

Allen Sneider, president of Sonic Recording Products, Hicksville, L. I., made the presentation at a special press party and reception last Wednesday (20).

Spanish Disks to LP Sales

NEW YORK—LP Sales Corporation, distributor of Riverside Records and its subsid lines, has been named national distributor for the Montilla and Toreador labels. The arrangement marks the first time in several years that the Spanish lines will be available in the United States. The deal pro-

(Continued on page 8)

Monument Hires

Bob Bolt as Expansion Widens

NASHVILLE—Monument Records has hired Bob Holt as Southern field rep for the label. Holt, formerly Victor field man for the Southern territory, starts with the label shortly.

The hiring of Holt, and the recent hiring of Johnny Sippel, formerly of BMW, in an executive capacity (BMW, June 30), is part of Monument's build-up of its sales and field force in preparation for going on its own in distributing in the fall. Label has been part of the London-American group and was distributed by London in the U. S. Label now will handle its own distribution.

Stewart Named Vice-President of UA Music Corp.

NEW YORK—Michael Stewart has become executive vice-president of United Artists Music Corporation, according to an announcement last week from David V. Picker, vice-president of United Artists Corporation.

Stewart was formerly head of Korwin Music and Dominion Music, and for a number of years has been personal manager of the Four Lads. He has been responsible for such song hits as "Everybody Loves a Lover," "Moments to Remember," "No Not Much" and others.

In his new post, Stewart will be in charge of world publishing operations of U.A. and will work with independent motion picture producers and composers in connection with pictures released by U. A.

ROUNDUP SLIP: W. B., EPIC

NEW YORK — In the six-month tabulation of record firms that had disks in the top 50 of BMW's "Hot 100" singles chart last week (BMW, June 30), two firms were inadvertently slighted. One was Warner Bros., currently a very hot label, with five disks in the top 50 instead of four. The other was Epic Records, also starting to generate much steam, which had two records in the top 50 instead of one.

Spector to Quit Liberty Records

HOLLYWOOD — Phil Spector, who joined Liberty Records as Eastern a.&r. chief a few months ago, is expected to ankle his post within the next fortnight.

Though Spector had no comment to make on reports that he was leaving the firm, it was under-

Norm Wieland Back As BMW Adman

NEW YORK — Norm Wieland rejoins Billboard Music Week as advertising salesman this week, replacing Johnny Sippel. Wieland, who was with BMW in an advertising sales post from 1954 to 1957, rejoins the publication after stints with 20th Fox Records, Down Beat Magazine and Colpix Records. He had returned to BMW a month ago in a temporary ad sales slot.

Sippel resigned his advertising sales position with BMW to go with Monument Records in an executive capacity. He starts with the Nashville-based indie about August 1.

stood that he will talk to Liberty brass soon about relinquishing his post. It is expected that the parting will be amicable.

Prior to joining Liberty, Spector had a strong track record as an independent producer for many labels. He is also one of the partners in the Phillies label here.

Those 15 Million Teens & How to Reach 'Em

By MILDRED HALL

WASHINGTON — There are newer and better ways for the retailer to tap the \$10 billion, 15 million member teen-age market, which will number 19 million who "enjoy spending money" by 1970. The skilled approach also paves the way for retailers to increase sales to teeners' families, and to the young working and marrying adults the teeners will shortly become.

A Small Marketer Aid, recently released by the Small Business Administration, tells what makes the teen buyer tick, why he favors certain stores and shuns other, and how he can be won as a steady customer. The study is by S. E. Mahle, president of S. E. Mahle Associates, Sales Training and Consulting for Retail Merchants, Winchester, Mass., and is called: "Building Sales to Younger Customers."

The retailer of records, phonographs et. al., who has teen-age

customers can increase his sales to the young people, and also gain access to the "tremendous influence" the young member has on family buying of more expensive equipment. The dealer can achieve an "in" status with the highly sensitive and self-centered adolescent, which will carry over into adult buying when the teener becomes an earning adult, then part of today's double-earner marriage team.

Cultivate this youthful market of 15-to-19-year-olds carefully, SBA warns, and in the right climate: the teen-ager is one who enjoys spending his \$10 to \$15 weekly average (part earned, part family donated), but only where he feels comfortable. First, they like to be treated like adults, and resent being referred to by anyone in the store as "kids." They will avoid returning to a store where they have been embarrassed.

Second, the teener wants to be "catered to." They want to be waited on in their turn. They are

more sensitive to being passed over than adults are, in many cases, the study points out.

Third, these buyers want fast service, and quickly become impatient at unnecessary delays. It may sound extreme, but the researchers warn that slow speech makes them impatient, so merchants and clerical help would be "wise to talk a little faster than normal when addressing them."

Fourth, these boys and girls like personal recognition. If a retailer can manage it, the more teen-agers he can call by name, the surer he is of trade. Warning: they like informality, but not the kind of intrusive or informal kidding that can embarrass them before their fellows. Above all, SBA says, "resist the temptation to act as young as they are."

The analysis of the human species between ages 15 and 19 finds that they are: self-centered, conformist, materialistic and heavily in pursuit of happiness. These

are natural attributes of the age, it is held, and all can be of advantage to the retailer who makes use of them.

A specific status symbol mentioned for girl teen-agers in the study is a good record collection, which parallels the owning of a car among teen-age boys.

For dealers whose blood pressure goes up at the thought of all this catering to the teen-ager market, SBA has the soothing reminder that in no time at all, they are graduating to the young, earning adult class, and thence to "young marrieds who need everything."

The study offers tips on keeping next to the young adult between 20 and 24, whether they are in business, college or matrimony. About 25 per cent of the high school graduates go to work, and will be earning on a full-time basis. About 40 per cent will go to college. These may buy items to take with them, or buy locally if they go to a local college.

About 25 per cent of the teen-agers marry shortly after finishing high school. More than a third of the 3 million who marry each year are 18 or 19 years old. "Be alert for them," the study says. By 1970, there will be about 2 million marriages each year, with husband and wife both earning in most cases. They spend money on pleasures they can enjoy together, from music to movies.

New Post for Harvard Man

NEW YORK—Tom Wilson has been named associate recording director of Audio Fidelity Records, by A-F President Sid Frey. Wilson has done a.&r. work for United Artists, Savoy, Strand and Blue Note. At one time he had his own label, Transition Records, in Cambridge, Mass. As an undergraduate at Harvard, Wilson was pop music director for the college station, WHRB, and founder of the Harvard Jazz Society.



COLUMBIA RECORDS YOUR KEYS TO TURN

“Columbia Records continued to show its heels to all the other labels in the mono album charts for the first six months of 1962 with more new mono albums in the top 50 *Billboard*'s album chart than any other firm.”

—*BILLBOARD* MUSIC WEEK, JUNE 30, 1962



MONAURAL LP's

- WEST SIDE STORY....Sound Track, OL 5670
- WEST SIDE STORY....Original Cast, OL 5230
- MOON RIVER & OTHER GREAT MOVIE THEMES....
Andy Williams, CL 1809
- TIME OUT....Dave Brubeck, CL 1397
- CAMELOT....Original Cast, KOL 5620
- THE SOUND OF MUSIC....Original Cast, KOL 5450
- MY FAIR LADY....Original Cast, OL 5090
- 'S CONTINENTAL.... Ray Conniff,
His Orch. & Chorus, CL 1776
- TIME FURTHER OUT....
Dave Brubeck Quartet, CL 1690
- SO MUCH IN LOVE.... Ray Conniff Singers, CL 1720
- FAMILY SING ALONG WITH MITCH....
Mitch Miller and the Gang, CL 1773
- ALL AMERICAN....Original Cast, KOL 5760
- LIVE IT UP.... Johnny Mathis, CL 1711
- RHYTHM SING ALONG WITH MITCH....
Mitch Miller and the Gang, CL 1727
- SOUTH PACIFIC....Original Cast, OL 4180

- JOHNNY'S GREATEST HITS....
Johnny Mathis, CL 1133
- THE MAGNIFICENT SOUND OF THE PHILADELPHIA
ORCHESTRA....Eugene Ormandy Conducting,
PHM 1
- COUNTDOWN TIME IN OUTER SPACE....
Dave Brubeck Quartet, CL 1775
- HAPPY TIMES SING ALONG WITH MITCH....
Mitch Miller and the Gang, CL 1568
- HEAVENLY.... Johnny Mathis, CL 1351
- DANNY BOY & OTHER SONGS I LOVE TO SING....
Andy Williams, CL 1751
- ALWAYS YOU.... Robert Goulet, CL 1676
- YOUR REQUEST SING ALONG WITH MITCH....
Mitch Miller and the Gang, CL 1671
- PORTRAIT OF JOHNNY.... Johnny Mathis, CL 1644
- SENTIMENTAL SING ALONG WITH MITCH....
Mitch Miller and the Gang, CL 1457
- HELL BENT FOR LEATHER....
Frankie Laine, CL 1615
- HONKY-TONK MAN.... Johnny Horton, CL 1721



STEREO LP's

- WEST SIDE STORY....Sound Track, OS 2070
- CAMELOT....Original Cast, KOS 2031
- MOON RIVER & OTHER GREAT MOVIE THEMES....
Andy Williams, CS 8609
- 'S CONTINENTAL....
Ray Conniff, His Orch. & Chorus, CS 8576
- THE SOUND OF MUSIC....Original Cast, KOS 2020
- THE MAGNIFICENT SOUND OF THE PHILADELPHIA
ORCHESTRA....Eugene Ormandy Conducting,
PHS 1
- TIME OUT.... Dave Brubeck, CS 8192
- WEST SIDE STORY....Original Cast, OS 2001
- TIME FURTHER OUT....
Dave Brubeck Quartet, CS 8490
- SO MUCH IN LOVE....
Ray Conniff Singers, CS 8520
- FAMILY SING ALONG WITH MITCH....
Mitch Miller and the Gang, CS 8573

THIS KEY PRODUCT BELONGS IN EVERY KEY LOCATION

WEEKLY MARKET ANALYSIS

Continued from page 1

holding to a list price. Discounting has not yet hit the hinterlands with the same impact as it has in Dallas.

"Roses Are Red" is one of the biggest single records in the area, and Presley's new "Pot Luck" LP got off to a booming start. Most other national sellers also were scoring well in the area. Orders were piling up fast for the new Ray Charles single and LP to be released soon by ABC-Paramount. Charles catalog material on the Paramount and Atlantic labels was moving across the board in strong fashion. Kenny Karen's "To Sandy With Love" is a new single causing a bit of excitement; it has scored on the KXOL (Fort Worth) and KLIF (Dallas) pick hit charts.

Victor Distrib Adds Another

INDIANAPOLIS—The Victor distributor in this territory, Associated Distributors, put on a showing of "The Music Man" movie last week for local dealers to let them know that it has taken on the Warner Bros. line. (W.B. has the movie sound track.) This is the most recent outside line acquired by Associated, who also are now distributing Cadence, Starday, Little Star, Fire, Fling, Fury and Challenge Records. And according to Division Manager L. E. Randle Jr., Associated will take on many more lines in the near future.

Lines Get Shuffled in Cleveland

CLEVELAND—The closing of the M. & S. branch here last week (29) (M. & S.'s main office is in Chicago) created a considerable shuffling of record lines among distributors. For the first time Mainline of Cleveland, the Victor distributor in this territory, has taken on two outside lines, Mercury and Kapp. As part of its move toward distribution of outside lines, Ed Rosenblatt has been appointed sales manager for the independent division of Mainline, Cleveland. Rosenblatt formerly was sales manager for the Cosnat Distribution firms in both Cincinnati and Cleveland.

Road Shows Spur S. F. Albums Sale

SAN FRANCISCO—Local showings of Broadway musicals were a potent factor in LP sales in this city last week. Original Broadway casters of "Irma La Douce" (currently playing) and "Carnival" (which just closed) were moving among the LP's as road company tours played the city. Movies also helped spark movement on three other LP best sellers, "Breakfast at Tiffany's," "West Side Story" and "Rome Adventure." Some calls were coming in for "Oliver," in anticipation of its forthcoming U. S. showing this fall.

Singles action was strong on most chart items, and hot sellers across the country were doing well in the Bay City as well. A number of the stations in the area, however, were moving into flip sides of established disks. Sam Cooke's "Bring It On Home to Me" was getting action after "Havin' a Party" scored. And a number of Sacramento stations were picking up on the ballad track of the Presley "Follow That Dream" EP called "Angel."

A local record that got a good deal of air play is "The Stripper Twist," by the Pete Marino Junior Band. Marino is a local promotion man who originally recorded the disk as a gag, but audience response has been good. Another side getting early radio play was Bobby Bare's "Shame on Me," on Victor.

A push on country and western disks is expected to develop here soon. Special plans being originated by Victor, Decca, Columbia and Capitol on c.&w. material is the reason.

Record Hops Pave Way in Boston

BOSTON—With the advent of the summer season here, record hops have broken out in a rash in many of the north

INDUSTRY BRIEFS

Continued from page 6

vides for at least two LP's a month to be distributed by the American company.

Joy Reactivates Label

Joy Records, now hot with new disks by Joey and the Flips, Guy Mitchell and Ronnie and the Hi-Lites, has reactivated its subsidiary Select. First release on Select features Pfc. Craig Brown.

Brazil A-F Lands Reprise

NEW YORK—Audio Fidelity do Brasil, Ltda. Brazilian wing of the American Audio Fidelity firm, will manufacture and distribute Reprise Records in Brazil, according to an agreement concluded last week. The South American firm was established by A-F President Sid Frey in 1959, with offices in Sao Paulo and Rio de Janeiro.

Polk Bros. Seek Depth

CHICAGO—The Polk Brothers' chain is expanding its record division for a greater depth in all divisions, jazz, classical and popular. The new expanded set-up will be supervised by Allan J. Mollinger who joined Polk's in 1959 as electronics merchandise manager.

New Distrib Opens

NEW YORK — A new distrib joined the ranks of New York record jobbers last month. New distrib is Trans-Record Sales. Execs are Frank Liguori and Len Andrews. Firm is distributing the Melba,

Winley, Warwick, Musicraft, Tap, Trans-Atlas and Hollywood lines, among others.

Release Love Disk

HOLLYWOOD — Leo and Ed Mesner, former owners of Aladdin, are releasing a Ronnie Love record on their own Startime label. The Bros. Mesner had recorded Ronnie Love singing "Chills and Fever" a while back and leased the master to Dot. The new Ronnie Love dinking is called "Shakin' and a Breakin'" and "You're Movin' Me."

Mercury Names Caldwell

DALLAS — Bill Caldwell has been named new distributor in the local area for Mercury Records. He was honored with a dinner party by Mercury at La Tunisia on Tuesday.

Welt Buys Huff Line

NEW YORK—The Welt Manufacturing Company of Detroit has purchased the Huff line of TV tables, hi-fi tables and folding record racks. The Welt firm plans to expand the sales activities of the Huff line and enlarge coverage throughout the country.

A feature of the newly acquired Huff line is a folding record rack that allows storage of 12-inch records on a 9-inch shelf. This unit along with the rest of the line, was put on view during the Music Industry Trade Show here last week.

and south shore beach resort areas, as well as farther south on Cape Cod. For most of the year, local sources reported, this area of the business, unlike others, has been very quiet. With the increased artist exposure possible through the growing number of hops, some promotion men look to stepped-up sales activity as well.

Arnie Ginsberg of WMEX, leading jock in town, is doing Friday hops at the Surf Ballroom at Nantasket Beach. Dave Maynard of WBZ, did a hop Saturday (30) at Rexicana Ballroom, in Marshfield, near the Cape. Ken Carter of WCOP is doing a series of hops at Revere Beach. Mel Miller of WMEX is also slated for a group of beach hops.

A number of school and college students also have leaped aboard the hop bandwagon recently. These operatives get along without jockeys and simply program their own disks which they either buy or acquire from local distributors for the purpose. One of these is in Brockton, where youths run the weekly affair, sponsored by a church there. An average crowd numbers up to 500. In nearby Lowell, 2,200 kids now turn up at mass hops staged every Friday. These will henceforth also be staged Wednesdays, with Bob Clayton of WHDH running the show.

On the distribution front, Vee-Jay moved from Dumont to Mutual, which also acquired Cub from Music Suppliers.

The Jamies' "Summertime, Summertime," originally released on Epic over three years ago, is doing well here in the group's home town and in many other areas. Local wags are wondering what will happen when demand for personal appearances develops. One of the two male members is reportedly a local elevator operator, but the whereabouts of the others is a mystery.

Lissauer Moves To Youmans, Inc.

NEW YORK—Robert Lissauer, veteran publisher, has been named vice-president and general manager of the Vincent Youmans Company, Inc.

Lissauer will merge his catalogs (of more than 400 copyrights) with Youmans, Inc., in what is to be the beginning of a major expansion for the firm. Vincent Youmans Jr., currently a director, will remain active with the firm.

Youmans, Inc., will open its doors to new material in addition to attempting to stimulate new interest in its previous Youmans hits, including such numbers as "Hit the Deck," "No No Nanette," "Great Day" and "Rainbow."

Lissauer emphasized that Youmans, Inc., "will function as an active publisher in every way." Also in the works are a new television spectacular of Youmans' songs, some possible new stage productions and an effort to get some newly styled recordings of Youmans' material.

Lissauer's catalogs include four ASCAP firms, Mode, Michele, Treble and Lad Music corporations, and three BMI firms, Scope, Jason and Ample. Youmans will shortly move to new quarters on West 57th Street.

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Pogo Enterprises in Expansion Moves

NEW YORK—Pogo Enterprises took two expansion steps this past week to broaden its publishing, independent production and management facilities. The firm, which has produced and published Brian Hyland's latest hits, and also manages the singer, moved to larger quarters. In addition, the company has been contracted by ABC-Paramount to write material and produce a date for Sharon Lee Strauss, new femme singer and daughter of New York Times Sportswriter Michael Strauss. Partners in the firm are writers Peter Udell and Gary Geld, while business affairs and artist management are handled by Sam Gordon. Pogo has produced "Let Me Belong to You," "The Night I Cried," "Ginny Come Lately" and "Sealed With a Kiss" by Hyland.

CAPITOL'S
HOT
11

WANDA JACKSON



BETWEEN THE WINDOW & THE PHONE b/w
I MISUNDERSTOOD (#4785)

Wanda's fourth hit in a row!

FERLIN HUSKY



STAND UP b/w
IT SCARES ME (#4779)

Competition's covered this record—but Ferlin's got the hit!

FARON YOUNG



THE COMEBACK b/w
OVER LONELY AND UNDER KISSED (#4754)

High on the C&W charts & heading for Pop!

NELSON RIDDLE



ROUTE 66 THEME b/w
LOLITA YA YA (#4741)

The hottest TV theme record of the year!

BEACH BOYS



SURFIN' SAFARI b/w
"409" (#4777)

This year's smash "summer" record!

THE FOUR PREPS



ALICE b/w
GOOD NIGHT SWEETHEART (#4792)

Funnier & bigger than "More Money For You & Me"!

KING CURTIS



BEACH PARTY b/w
TURN 'EM ON (#4788)

The fast-selling follow-up to King's Top-10 hit, "Soul Twist"!

RAY ANTHONY



WORRIED MIND b/w
AL DI LA (#4742)

The 1962 SOUND of Ray Anthony in the SOUL of country western blues!

ERNE FORD



RAGS & OLD IRON b/w
WORK SONG (#4793)

Ernie's back with his kind of fast-breaking hit!

GLEN CAMPBELL



HOW DO I TELL MY HEART NOT TO BREAK? b/w
TOO LATE TO WORRY—TOO BLUE TO CRY (#4783)

His first single—and his first hit—on Capitol!

JACK SCOTT



I CAN'T HOLD YOUR LETTERS (IN MY ARMS)
b/w SAD STORY (#4796)

JACK'S GREATEST! WATCH IT CLIMB!



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. Those LP's listed in bold face and capital letters are on the chart nine weeks or less.

VOCAL LP's		CLASSICAL & SEMI-CLASSICAL LP's	
Title (Label)	Top LP Rank (Stereo) Mono	Title (Label)	Top LP Rank (Stereo) Mono
Male Vocalists			
Album 7 by Rick (Imp)	30	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. (COL)	(17) 120
Always You (Col)	113	My Favorite Chapin (RCA)	114
Paul Anka Sings His Big 15 (ABC)	53	SUMMER FESTIVAL (RCA)	(36) 82
BACK AT THE PEPPERMINT LOUNGE (ROU)	103	INSTRUMENTAL LP's	
Belafonte at Carnegie Hall (RCA)	84	Mood and Dance	
Chubby Checker/Bobby Rydell (Cameo)	135	Afrikaan Beat and Other Favorites (Dec)	124
Nat King Cole Sings/George Shearing		AMERICAN WALTZES (LON)	(13) 86
Plays (Cap)	(32) 31	BEYOND THE REEF (DEC)	45
Crying (Monu)	22	CHAPEL BY THE SEA (DOT)	(16) 70
Danny Boy & Other Songs I Love to Sing (Col)	115	Down Home (RCA)	140
BOBBY DARIN SINGS RAY CHARLES (ATCO)	138	Drums Are My Beat (Imp)	99
DINO-ITALIAN LOVE SONGS (CAP)	73	FOR THE NERO MINDED (RCA)	139
Do the Twist (Atl)	55	Golden Piano Hits (UA)	101
Doin' the Twist at the Peppermint Lounge (Rou)	26	Let There Be Drums (Imp)	65
DON'T KNOCK THE TWIST (PARK)	80	Maria (Kapp)	(24) 46
VINCENT EDWARDS SINGS (DEC)	121	Moon River (Dot)	(12) 21
For Teen Twisters Only (Park)	38	New Piano in Town (RCA)	116
For Twisters Only (Park)	95	Persuasive Percussion, Vol. I (Com)	(45)
Heavenly (Col)	107	Roman Guitar (Com)	(43)
Hell Bent for Leather (Col)	141	'S CONTINENTAL (COL)	(6) 27
HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT (CAP)	150	So Much in Love (Col)	(37) 64
Buddy Holly Story (Cor)	66	Stereo 35/MM (Com)	(11)
Hymns (Cap)	105	Stereo 35/MM, Vol. II (Com)	(30)
I LEFT MY HEART IN SAN FRANCISCO (COL)	136	STRANGER ON THE SHORE (ATCO)	(4) 3
I Remember Tommy (Rep)	127	THE STRIPPER (MGM)	(38) 119
IT'S JUST MY FUNNY WAY OF LAUGHIN' (DEC)	(33) 32	Tonight (UA)	(19) 52
Johnny's Greatest Hits (Col)	81	"TUFF" SAX (HI)	44
Jump Up Calypso (RCA)	(49) 36	TWISTIN' 'N' TWANGIN' (RCA)	110
Let's Twist Again (Park)	75	Roger Williams' Greatest Hits (Kapp)	142
Live It Up (Col)	96	Yellow Bird (Dot)	130
GEORGE MAHARIS SINGS (EPIC)	49	Young and Warm and Wonderful (RCA)	(42)
THE MIDNIGHT SPECIAL (RCA)	(15) 9	YOUNG WORLD (DOT)	(10) 25
MODERN SOUNDS IN COUNTRY & WESTERN MUSIC (ABC)	(2) 1	Jazz	
MOON RIVER & OTHER GREAT MOVIE THEMES (COL)	(9) 6	BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE)	50
OLD RIVERS (LIB)	100	COUNTDOWN TIME IN OUTER SPACE (COL)	(40) 89
Point of No Return (Cap)	(39) 48	Horn A-Plenty (RCA)	143
Portrait of Johnny (Col)	134	Midnight in Moscow (Kapp)	(48) 42
Runaround Sue (Laurie)	69	Midnight Special (B-N)	34
Sinatra and Strings (Rep)	(28) 29	Time Further Out (Col)	(23) 33
A TOUCH OF VELVET (RCA)	106	Time Out (Col)	(27) 8
Twist (Park)	18	What'd I Say (Atl)	20
Twist With Bobby Darin (Atco)	131	Nancy Wilson/Cannonball Adderley (Cap)	35
TWISTIN' THE NIGHT AWAY (RCA)	129	SHOW MUSIC	
Twistin' Round the World (Park)	123	Original Cast	
Versatile Burl Ives (Dec)	87	ALL AMERICAN (COL)	67
Your Twist Party (Park)	17	Camelot (Col)	(5) 12
Female Vocalists			
Joan Baez, Vol. I (Van)	37	Carnival (MGM)	59
Joan Baez, Vol. II (Van)	24	A FUNNY THING HAPPENED ON THE WAY TO THE FORUM (CAP)	133
Patsy Cline Showcase (Dec)	146	How to Succeed in Business Without Really Trying (RCA)	43
Connie's Greatest Hits (MGM)	71	Milk and Honey (RCA)	74
DINAH '62 (ROU)	98	Music Man (Cap)	62
Do the Twist (MGM)	77	My Fair Lady (Col)	28
Ella in Hollywood (Ver)	122	No Strings (Cap)	(8) 11
IT'S MASHED POTATO TIME (CAMEO)	83	Sound of Music (Col)	(7) 16
Judy at Carnegie Hall (Cap)	(20) 13	South Pacific (Col)	79
LOVE LETTERS (ERA)	91	West Side Story (Col)	(22) 5
Gloria Lynne at Basin Street East (Ever)	137	Sound Track	
Roaring 20's (WB)	145	Blue Hawaii (RCA)	(18) 7
Sincerely Brenda Lee (Dec)	60	Exodus (RCA)	72
Duos and Groups			
BEST OF THE KINGSTON TRIO (CAP)	(21) 51	Flower Drum Song (Dec)	(35) 118
Campus Encore (Cap)	117	G. I. Blues (RCA)	104
College Concert (Cap)	(26) 15	Hey, Let's Twist (Rou)	144
Encore of Golden Hits (Merc)	108	King and I (Cap)	68
DAVE GUARD AND THE WHISKEY HILL SINGERS (CAP)	111	King of Kings (MGM)	125
Kingston Trio (Cap)	109	Oklahoma! (Cap)	(29)
Kingston Trio Close Up (Cap)	93	ROME ADVENTURE (WB)	(34) 47
Mighty Day on Campus (Kapp)	128	South Pacific (RCA)	(41) 76
ONCE UPON A TIME (CAP)	56	STATE FAIR (DOT)	(14) 14
Peter, Paul & Mary (WB)	10	West Side Story (Col)	(1) 2
Sing Out (RCA)	39	Music From Musicals, Films and TV	
A Song for Young Love (Cap)	(50) 19	Breakfast at Tiffany's (RCA)	(3) 4
THROUGH CHILDREN'S EYES (RCA)	(25) 94	EXPERIMENT IN TERROR (RCA)	(44) 85
Twist With the Ventures (Dolt)	90	GOLDEN THEMES FROM MOTION PICTURES (UA)	92
THE VENTURES' TWIST PARTY, VOL. II (DOLT)	41	Great Motion Picture Themes (UA)	63
Choruses			
FAMILY SING ALONG WITH MITCH (COL)	(47) 54	Great Themes From Hit Films (Com)	(31)
Happy Times Sing Along With Mitch (Col)	102	ORIGINAL MOTION PICTURE HIT THEMES (UA)	40
Rhythm Sing Along With Mitch (Col)	97	WALK ON THE WILD SIDE (CHEROE)	126
Sentimental Sing Along With Mitch (Col)	147	West Side Story (UA)	(46) 78
Your Request Sing Along With Mitch (Col)	132	COMEDY LP's	
Mixed Voices			
Oldies But Goodies, Vol. I (OS)	61	The Astronaut (Kapp)	149
Oldies But Goodies, Vol. III (OS)	148	Knockers Up (Jub)	23
OLDIES BUT GOODIES, VOL. IV (OS)	112	Moms Mabley at Geneva Conference (Chess)	57
		Mike Nichols and Elaine May Examine Doctors (Merc)	58
		Rusty Warren Bounces Back (Jub)	88

* Positions in parentheses indicate relative sales strength of stereo LP's

MUSIC AS WRITTEN

ABC-PARAMOUNT SIGNS PAIR . . .
 ABC-Paramount last week signed Rosco Gordon, known for such hits as "The Chicken" and "Just a Little Bit," and Michele Lee, singer-actress currently in Broadway's "Bravo Giovanni." Both will record shortly with a.&r. director Sid Feller.

LITTLE EVA TO DANCE 'LOCO-MOTION' . . .
 Little Eva, whose disk "Loco-Motion" is a climber on the "Hot 100" will demonstrate a new dance step devised to fit the tune on the Dick Clark TV show this week. The dance step also bears the name Loco-Motion. The side appears on the Dimension label.

EPIC RUSHES OUT VINTON LP . . .
 Epic Records is capitalizing on the flood of action on Bobby Vinton's "Roses Are Red" single with an LP bearing the hot side as title. The album is loaded with fine country-type material. Besides the title tune "Please Help Me I'm Falling," "I Can't Stop Loving You" and "Crying" are included.

YVES MONTAND TO CUT FOR PHILIPS . . .
 CHICAGO—Yves Montand, popular French entertainer, will cut his first record for Philips Records shortly. Montand's latest disk is "The Geisha," made in Japan with Shirley MacLaine.

MERCURY RECORDS GETS JANOS . . .
 CHICAGO—Janos Starker was signed by Mercury Records last week and will have a new series of major cello releases shortly. Starker, 38, has a 20-odd-year career behind him. He has occupied the first cello chair of several leading American orchestras, including the Metropolitan Opera Orchestra in 1949, and has given many recitals and concerts.

New York

Singer Pete Hanley, after a few years away from music, returns to the pop music scene as a guest on the Don McNeill "Breakfast Club" radio show starting July 2. Lad has had an original tune he penned recorded by Sal Salvador.

Tony Bennett is a feature of the all-star cast at the Hollywood Bowl July 13. . . Beverly Ford waxed with Les Baxter and Mel Henke for WB. . . Congratulations to Harry Anger and wife on the birth of number four named Stacy Ann. . . After a July 5-11 stint at the Vapors, Hot Springs, Ark., the Smothers Brothers head for England. . . Sonic Recording Products held a big bash at its Hicksville plant to celebrate the five millionth LP pressing. . . Little Willie John to sing one of his latest "I Wish I Could Cry" by Sue Sandler during current stay. . . Marsha and Stephen Blaine celebrating the birth of a boy, Michael.

A local Bridgeport, Conn., big band will be featured at the Newport Festival. Gene Hull is leader. Another feature of the festival will be the Wreckers, Polish jazz group. . . Park Department here is once again holding free concert dance programs. Buddy Morrow led off at Wollman Memorial with Larry Elgart, Si Zentner, Art Mooney and Henry Jerome all slated for dates around the city. . . Roscoe Gordon has been signed by ABC-Paramount.

Della Reese due for London TV spec July 25. . . Earl Grant in LA's Crescendo. . . Sam Fletcher at the New Fack's same city followed by a date at the Flamingo July 12. . . Sunland Supply President William Shapiro elected president of Continental Mutual, Inc. . . Bob Poole, the gospel concert figure, received certificate of appreciation from State of South Carolina. . . Hot action reported on "Loco-Motion" by Little Eva on the Dimension label from A & L Distrib in Philly and Merle in Detroit. . . Eddie White off to Tokyo for conferences with Yamaha Music which he represents here.

Sam Davis named manager of Cosnat in Cleveland. . . Josh White in Europe. . . Vaughn Monroe opens Revere Beach in Massachusetts July 16. . . Enzo Stuarti to Mexico July 9. . . Rusty Warren tops bill at Freddie's Minneapolis through July 15. . . Renato Perez, music director of Rochester Music Theater. . . Plaza and Pride Records signed Dave Axelrod to head a.&r. for labels. . . Brandes Records formed, production and distribution to be handled by Mayhams Records. . . Faction Records first sides on the market. . . Art Gregory joined Vestal, Inc., as exec v.-p. . . Seeco Records Prexy Sidney Siegel's daughter married to Lawrence Silvers. . . Gil Perloff named a.&r. chief for the new Conquest label. Joan Merrill, Vince Calvo, Don Vitale and Bud Scott are artists.

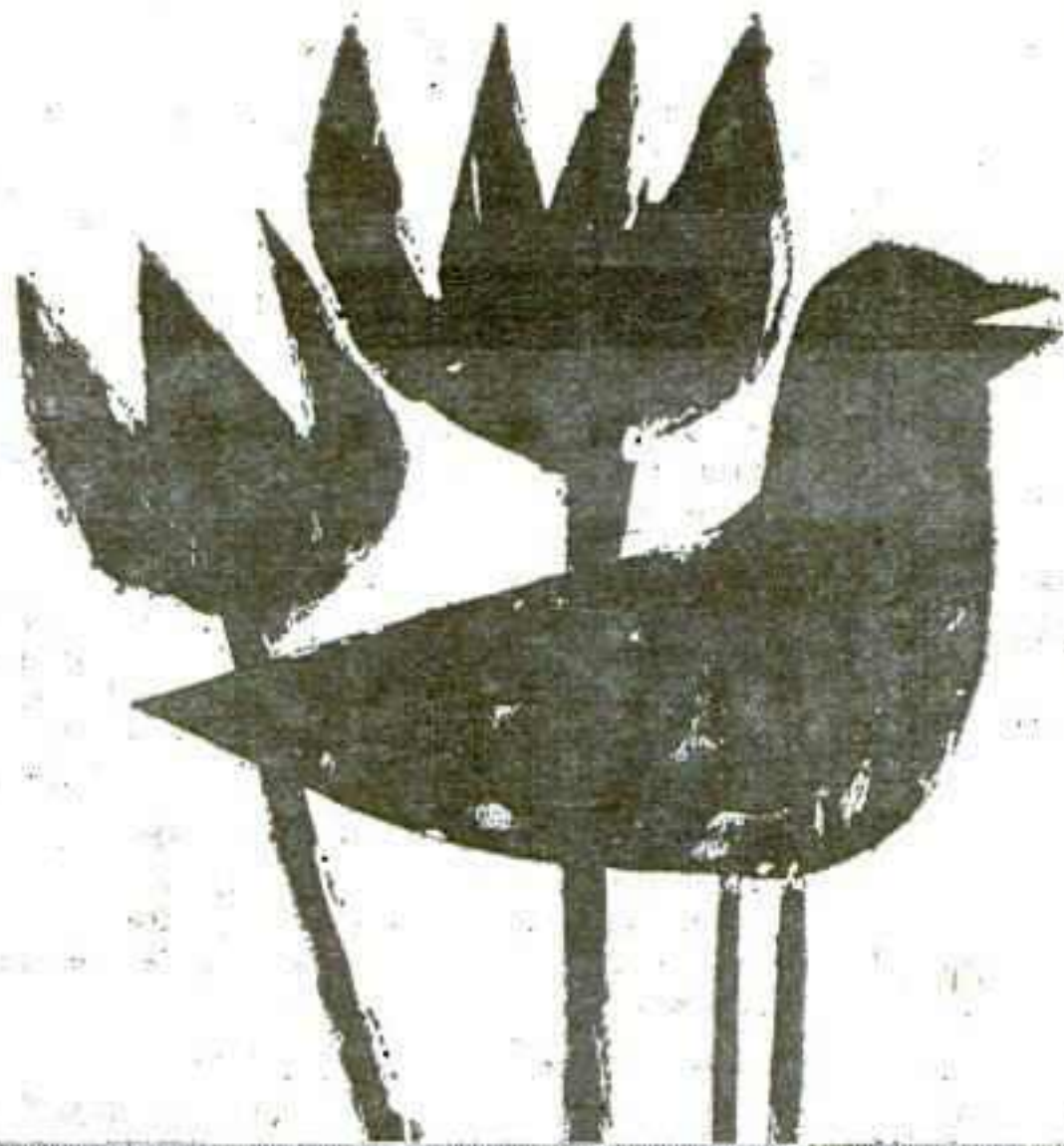
Chicago

Eddy Arnold will appear at the Exhibitor's Show in Knoxville July 8-10, and then fly to New York where he will be Jimmy Dean's guest on the "Tonight" Show, July 12. . . Stan Pat, RCA leg man in Chicago, informs us that Peter Nero was in town and made a special radio-television appearance for the Nero-minded. . . Prexy Jerry Allen in this week to sign up new talent he's been scouting for the debut of his Allen Record Company in Indianapolis this fall.

Dick Roman, who is currently running-hot with his Harmon waxing of "Theme From A Summer Place," is in the Windy City this week to do the vocal chores on Don McNeill's radio network "Breakfast Club." Dick will be back again when he opens here July 23 at the LeBistro for a one-week stand.

The Del Prado Hotel's musical revue, "Hits of Broadway," opens its seventh different college of songs and dances on July 3. . . Eartha Kitt will make her Mr. Kelly's debut July 2, when she opens for a three-week run. . . Chicago's own Bob Newhart

(Continued on page 12)

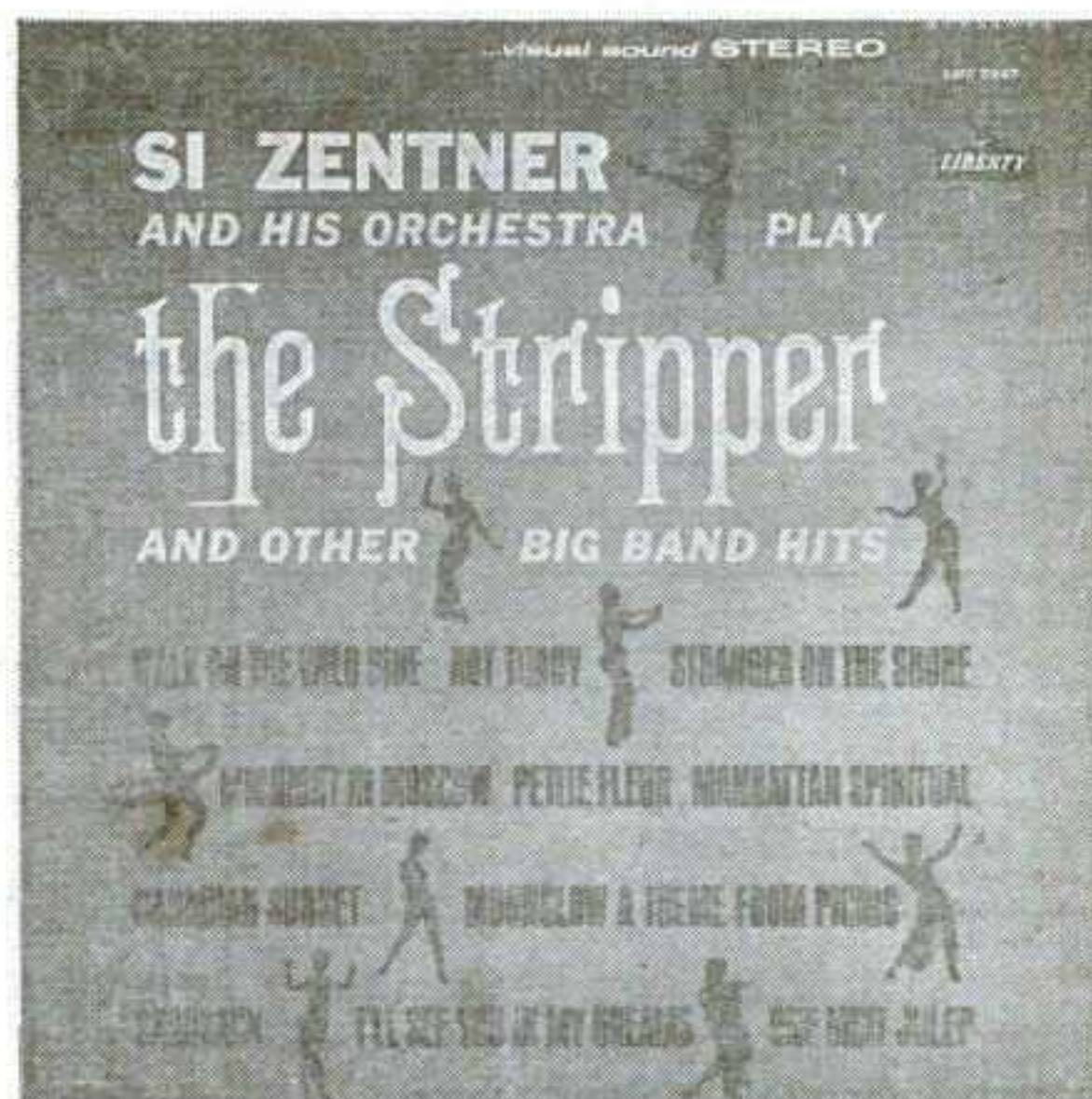


LIBERTY FLIES HIGH
IN JUNE & JULY

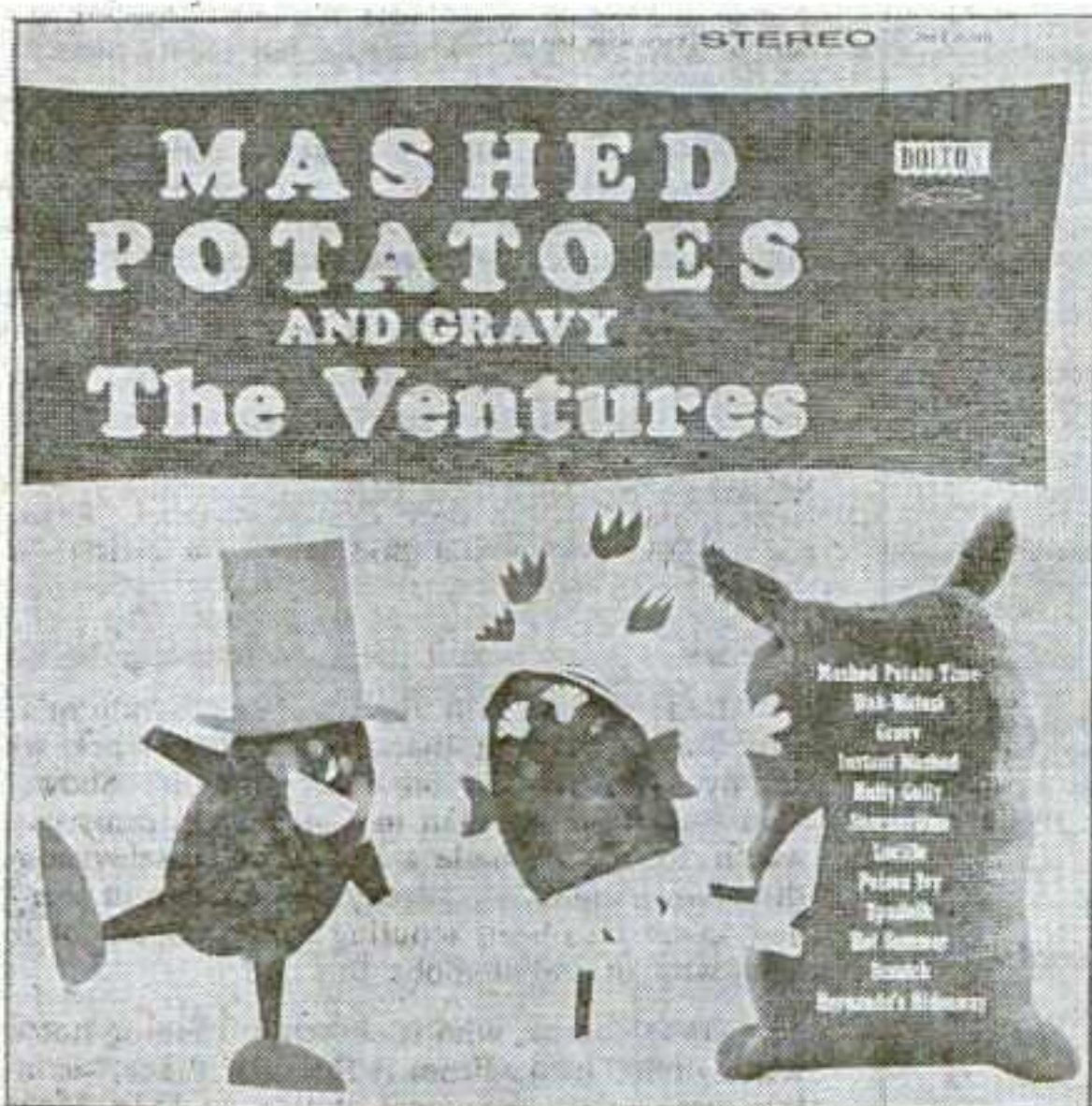
**SUMMER
 SALES
 PROGRAM**



"THE ROAD TO HONG KONG" Original Sound Track
 LOM-16002 LOS-17002



"THE STRIPPER" Si Zentner
 LRP-3247 LST-7247



"MASHED POTATOES AND GRAVY" The Ventures
 BLP-2016 BST-8016

TERMS:

- 15% cash discount
- 100% exchange privilege
- September 10, 1962 payment



THE NATION'S TOP TUNES
HONOR ROLL OF HITS
TRADE MARK REG.

FOR WEEK ENDING JULY 7

The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	6
2	1	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	8
3	6	ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	3
4	3	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	7
5	8	AL DI LA'	By Mogol-Donida-Drake—Published by Witmark (ASCAP)	4
6	4	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	7
7	12	WOLVERTON MOUNTAIN	By M. Kilgore-C. King—Published by Painted Desert (BMI)	3
8	11	SNAP YOUR FINGERS	By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	4
9	14	JOHNNY GET ANGRY	By Edwards-David—Published by Tod (ASCAP)	3
10	9	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobets (BMI)	6
11	10	CINDY'S BIRTHDAY	By Winn-Hooven—Published by Maravilla, BMI	5
12	5	STRANGER ON THE SHORE	By Bilk-Mellin—Published by Mellin (BMI)	13
13	29	SEALED WITH A KISS	By Udiell-Geld—Published by Pogo, ASCAP	2
14	20	THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe, ASCAP	2
15	16	A STEEL GUITAR AND A GLASS OF WINE	By Paul Anka—Published by Spanka (BMI)	4
16	17	SHARING YOU	By Goffin-King—Published by Aldon (BMI)	4
17	26	GRAVY	By Mann-Appell—Published by Kalmann, ASCAP	2
18	18	THEME FROM DOCTOR KILDARE	By Goldsmith-Winn-Rugolo—Published by Hastings, BMI	2
19	21	I'LL NEVER DANCE AGAIN	By Mann-Anthony—Published by Aldon, BMI	2
20	7	THE MAN WHO SHOT LIBERTY VALANCE	By Bacharach-David—Published by Famous (ASCAP)	7
21	13	THAT'S OLD FASHIONED	By Giant-Baum-Kaye—Published by Aberbach, BMI	5
22	28	HAVING A PARTY	By Sam Cooke—Published by Kags (BMI)	3
23	—	SPEEDY GONZALES	By Kaye-Hill-Lee—Published by Budd, ASCAP	1
24	—	JOHNNY LOVES ME	By Mann-Weil—Published by Aldon, BMI	1
25	30	WALK ON THE WILD SIDE	By Bernstein—Published by Columbia Pictures (ASCAP)	3
26	25	I LOVE YOU	By Ewing-Newson—Published by Criss (BMI)	3
27	—	BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon, BMI	1
28	—	THE CROWD	By Orbison-Melson—Published by Acuff-Rose, BMI	1
29	—	LITTLE BITTY PRETTY ONE	By Robert Byrd—Published by Recordo, BMI	1
30	19	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobets (BMI)	9

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16353; Ray Garnett, Operators 2012.
- ROSES ARE RED**—Bobby Vinton, Epic 9509.
- PALISADES PARK**—Freddie Cannon, Swan 4106; Timmy Reynolds, Operators 2014.
- AL DI LA'**—Ray Anthony, Capitol 4742; Maria Candido, Decca 31291; Tony Dallara, Vesuvius 1024; Janice Harper, Capitol 4578; Al Hirt, RCA Victor 8016; Gino Paoli, Warner Bros. 5205; Fausto Papetti, London 10502; Emilio Pericoli, Warner Bros. 5259; Joe Rene & Ork, Epic 9510; Luciano Tajoli, Bravo 4510; Jerry Vale, Columbia 42027; Carmen Villani, Chancellor 1114; San Remo Festival Ork, Coral 62320.
- IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
- WOLVERTON MOUNTAIN**—Claude King, Columbia 42352.
- SNAP YOUR FINGERS**—Joe Henderson, Todd 1072.
- JOHNNY GET ANGRY**—Joanie Sommers, Warner Bros. 5275.
- PLAYBOY**—Marvelettes, Tamla 54069.
- CINDY'S BIRTHDAY**—Johnny Crawford, Del Fi 4178.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 617; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336.
- THE WAH-WATUSI**—Orions, Cameo 218.
- A STEEL GUITAR AND A GLASS OF WINE**—Paul Anka, RCA Victor 8030.
- SHARING YOU**—Bobby Vee, Liberty 55451.
- GRAVY**—Dee Dee Sharp, Cameo 219.
- THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622.
- I'LL NEVER DANCE AGAIN**—Bobby Rydell, Cameo 217.
- THE MAN WHO SHOT LIBERTY VALANCE**—Gene Pitney, Musicor 1020; Fairmont Singers, Dot 16340; Ray Garnett, Operators 2014.
- THAT'S OLD FASHIONED**—Evelly Brothers, Warner Bros. 5273.
- HAVING A PARTY**—Sam Cooke, RCA Victor 8036.
- SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502.
- JOHNNY LOVES ME**—Shelley Fabares, Colpix 636.
- WALK ON THE WILD SIDE**—Brook Benton, Mercury 71925; Elmer Bernstein, Choro 101; Marilyn Brown, DRA 7007; Contrasts, Operators 2013; Jimmy Smith, Verve 10255; Titus Turner, Jamie 1213.
- I LOVE YOU**—Volumes, Chex 1002.
- BREAKING UP IS HARD TO DO**—Neil Sedaka, RCA Victor 8046.
- THE CROWD**—Roy Orbison, Monument 461.
- LITTLE BITTY PRETTY ONE**—Clyde McPhatter, Mercury 71987.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week'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.

MUSIC AS WRITTEN

Continued from page 10

and singer Marilynn Lovell follow Eartha into Mr. Kelly's on July 23 for three weeks.

Erroll Garner returns to the London House on July 5 for a two-week engagement closing July 22. In a departure from past London House policy, Garner will appear seven nights a week.

The Chicago Playboy Club again hosts a huge talent roster opening June 27 for a three-week run. Included are Nippsy Russell, Larry Daniels, Martine Dalton, Jennie Smith, Wilson and Castro, Jack Pyle, Charlie Young, Taylor and Mitchell, and a hold-over from the last show, Jerry Van Dyke.

Boston

A crowd of 4,000 showed up at the Boston Arena to greet deejay Jimmy Byrd of Station WILD on his 10th anniversary. Assisting artists included Mary Wells of Motown Records and Ike and Tina Turner on the Sue label. . . . Rick Nelson opened the season at Pleasure Island, the family-type funspot in Wakefield, to excellent business and smiling weather. . . . Bobby Darin threw a party for the VIP's and deejays to promote his concert at Boston Arena, which also featured Count Basie and the Tarriers.

Boston's Herb Pomeroy will fly to Malaya after his stint at the Boston Arts Festival to indoctrinate musicians of that nation in the jazz idiom. He was invited by the government of Malaya and has the blessings of the U. S. State Department. . . . The singing Ames Brothers report they have leased the Rice Roof in Houston, and will operate it as a membership club.

Sammy Davis Jr. was well received in his one-night stand at the Donnelly Memorial Theater. Sammy says he and wife, May Britt, will adopt a baby boy to go along with their 11-month-old daughter, Tracey. . . . Ted Cole, record store operator and singer, will return to Blinstrub's Village for a two-week engagement. Ted has sung at the big nitery on and off for 11 years. . . . The Clancy Brothers and Tommy Makem participating in the folk song session at the Boston Arts Festival.

CAMERON DEWAR

Pittsburgh

Walter Volkwein, head of Pittsburgh's largest music store, has just released two new singles for national distribution. One platter features Vince Wayne singing "Four Brothers" b-w "Judge and Jury" on the Bandstand label, while the other stars songstress Lorry Raine warbling "Eventide" coupled with "Escape," the latter by Pittsburgh composer Churchill Kohlman of "Cry" fame on Mayflower.

Local singer Jimmy Beaumont is plugging his latest Colpix single, "I'm Going to Try My Wings," just released this week. . . . Peter S. Tambellini of KDKA-TV is the publisher and editor of a new six-page tabloid, Teen Beat, catering to the record trade, especially the juvenile angle. . . . Bobby Vee played Kenywood Park, the nation's second largest amusement park, in nearby Duquesne.

Booker Zeke Nicholas has set the Castle Sisters, Al Alberts, Betty Madigan, the Billy May orchestra, Julius La Rosa and Johnny Puleo for club dates at the Caravan in New Castle. . . . Dick Roman is the current attraction at the Ankara nightclub.

LEONARD MENDLOWITZ

20TH FOX RECORDS MAKES MOVE TO HYPO ITS SALES

NEW YORK—Twentieth Fox Records is aiming a major reorganization at closer co-ordination between its record, motion picture and television interests in a strong move to expand its disk sales.

The effort is currently under the direction of a trio composed of Basil Bova, directing record company activity; William Werner, representing film interests, and Ted Cain, in charge of music for 20th Fox pictures.

Bova said 20th Fox intends to tie its recording activity very closely to its film and television productions. The recording company will attempt to record film and television stars whenever possible and the record artists in turn will be promoted on film and television.

Bova said 20th Fox will also increase its output of original track albums and singles taken from sound tracks.

Another phase of the reorganization is a new "Million Seller Campaign" which features six of 20th Fox's cream catalog items at a recommended dealer list price of \$1.98.

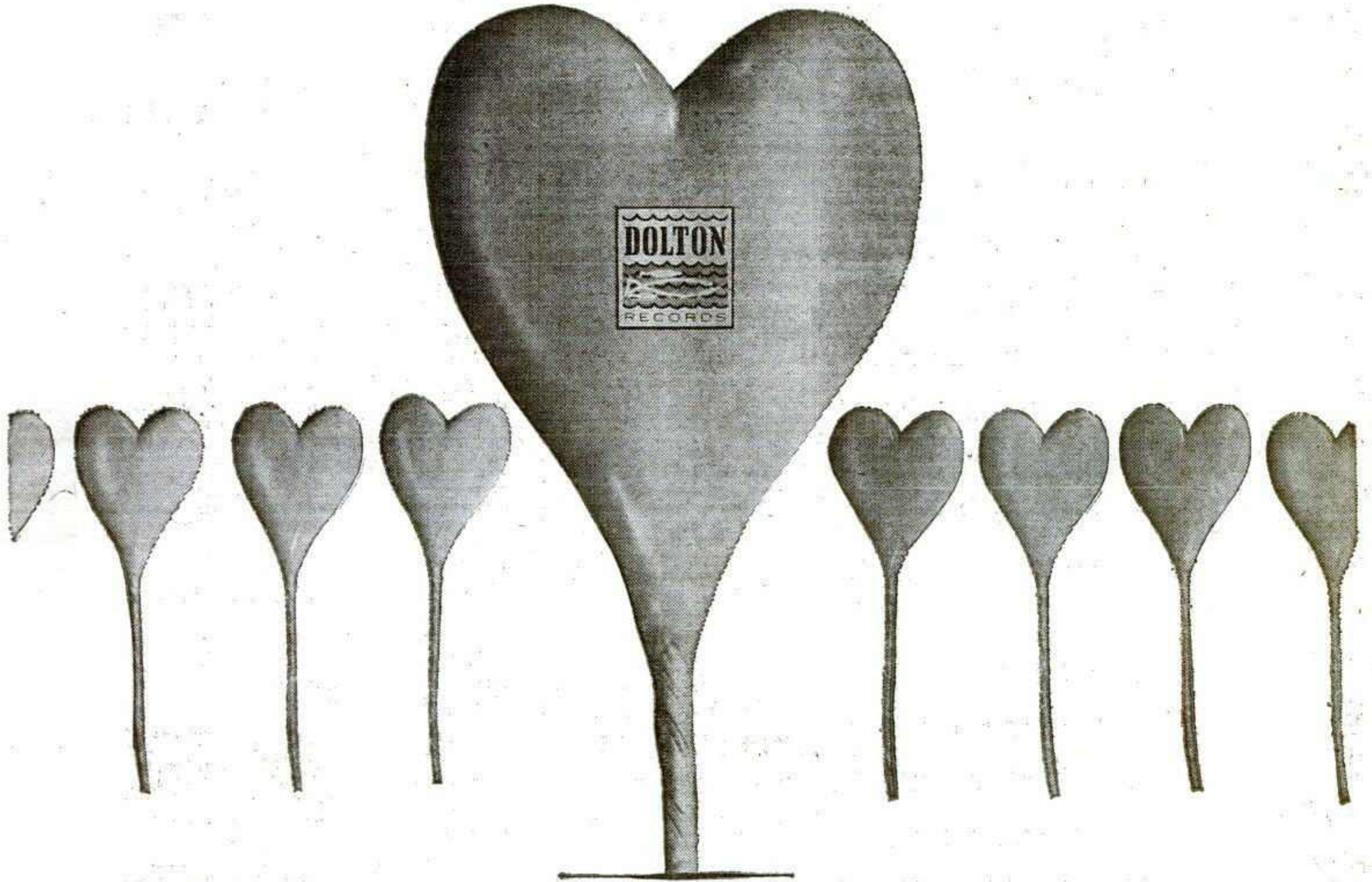
Included in the package are original sound-track recordings by Shirley Temple, Tommy Dorsey, Glenn Miller, George Gershwin, Great Themes From Motion Pictures and a Golden Sing Along Hits album. All were previously \$3.98 list items.

First releases under the new record-film-television tie-in are a new single, "Mr. Hobbs' Theme," taken from the picture "Mr. Hobbs Takes a Vacation" (penned by Henry Mancini), and a sound-track album from "Cleopatra," starring Elizabeth Taylor and Richard Burton, with music by Alex North.

Another new single is "Five Weeks in a Balloon," from the film of the same name. Artist is Carl Lertzman, also featured on "Siberian Sunset," currently being pushed by the label.



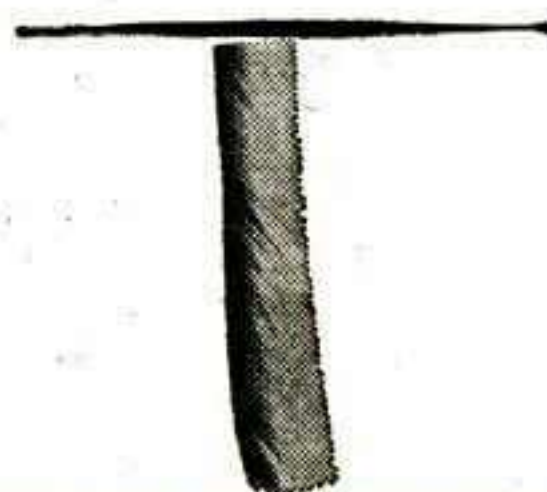
THE BIG ONE



"LOLITA YA-YA-YA"

THE VENTURES

B/W "LUCILLE" #60



DOLTON RECORDS • A DIVISION OF LIBERTY RECORDS INC.

This One



XLJG-EZA-YAGA

Judkins Tells Why SORD Dropped Suit

NEW YORK—The final meeting of the season of the local Association of Record Dealers (ARD) chapter of SORD was held at the Hotel New Yorker Tuesday evening (26) in conjunction with the Music Merchants Trade Show. SORD president, Howard Judkins, the featured speaker, outlined for the dealers reasons for the recent withdrawal of the Chicago lawsuit against the three major record clubs.

Following considerable controversy and what he called "misun-

derstanding on this matter," in many dealer circles, Judkins said that excessive costs and time were the primary factors behind the dropping of the suit last May 1 in Chicago.

"The drain on our treasury had become excessive," Judkins explained. "When we talked with new attorneys, after our original counsel had resigned from the case, we were given cost estimates of from \$30,000 to \$75,000 in additional expenses to pursue the case. We were also told that the matter could

be three to five years in adjudication.

"We assumed from an article we saw in Billboard Music Week as long ago as last October, that the Federal Trade Commission was conducting an investigation into clubs. It was our feeling that if this inquiry resulted in complaints against any or all of the clubs, then the Federal Government, with all its financial resources, would, in effect, take over our fight for us.

"If this happens then the need for our suit no longer exists. If it does not happen we would then have certainly been foolish to continue a lawsuit on the same matter. We do feel, incidentally, that the filing of the suit alone helped in its own way to arouse the interest of the FTC in the matter.

"Finally, the defendants made an offer of \$15,000 to pay our attorney fees and additional funds to pay the fees of the special master in the case and the cost of obtaining depositions. Such offers, we feel, would not have been made had the defendants been fully convinced that we had no case at all."

Merchandising section for details). Sachs also said that in addition to discount, a 30-60-90-day dating plan was in effect for all product ordered during the program.

Reprise, Synthetic Plastics and ABC-Paramount Records were still to hold distributor meetings to introduce new product after BMW deadline. Reprise held its session in the Fontainebleau following a breakfast Saturday (30). Synthetic presented its program there Saturday afternoon (30). ABC-Paramount held its meeting in the neighboring Eden Roc Hotel Sunday (1).

Manufacturers Trot Out Fall Plans

Continued from page 4

Ace and Perri Records. Beyond this, Ewart Abner Jr., president of the label, disclosed a plan for the servicing of rack jobbers and one-stops. Starting July 1, the label will extend a 5 per cent rebate to distributors on all sales to rack jobbers.

With regard to one-stops, Abner noted that his firm has worked out its own estimate of each market's worth in terms of dollar volume. Vee Jay has conceived a system of "deals," in which one deal equals 300 singles at 15 cents each for every 1,000 bought at the regular price. For a 1 per cent market, one deal will be offered; for a 5 per cent market, five deals will be available, and so forth.

The old Vee Jay 100 per cent exchange deal for distributors also has been junked in favor of a flat 10 per cent return with no exchange.

The plan incorporates a straight 15 per cent discount on new releases with a dating plan calling for half payment each on September 15 and October 15. Both Johnny Vincent, president of Ace Records, Jackson, Miss., and Bob Crewe, recently named a.&r. head of New York's Perri Records, were on hand. Crewe said that a single by the Rays, recently released on his label, would be reserviced completely under the new Vee Jay distribution set-up.

ATLANTIC-ATCO

Atlantic and its Atco subsidiary both announced a straight 15 per cent discount deal on new product, available through August 31. In addition, an extra 5 per cent was offered on all orders placed at the firm's Cabana 303 at the Fontainebleau, during the convention.

Separate meetings for the two distributor line-ups of the labels was held. Atlantic made no bones

about where it stands with distributors. The label's president, Ahmet Ertegun, said: "We're old-fashioned in that we haven't learned the tricks of selling around our distributors, as some of our competitors have. You're the best, because you promote, sell, and pay up. And we're for you all the way."

In both meetings, Jerry Wexler noted: "We're strongly committed to the singles business. I don't care what anybody says about albums being 80 per cent of the business. So what? Singles still mean a lot and you can make a lot of money with them."

In the album field, Atco released seven new LP's in basically the pop and rock and roll field (led by Ben E. King), while Atlantic issued 16 new packages, including "The Ray Charles Story," a two-package set of cream Charles sides from the Atlantic catalog.

The album presentation was handled by Nesuhi Ertegun. Len Sachs, merchandising manager, presented a number of new specially conceived display pieces for both labels (see separate story in

Buy a Sinatra Album—Get One Free

HOLLYWOOD — Capitol Records is beginning a special program to promote its catalog of Frank Sinatra LP's. The firm is offering buy one, get one free deal on the 21 Sinatra albums in the catalog. Included is the latest release, "Sinatra Sings . . . of Love and Things," and two forthcoming sets which are to be issued during the deal period. The special program will run from July 2 through July 25.

The Sinatra one-for-one program is being inaugurated so that dealers will be able to offer a two-for-the-price-of-one special to consumers. Capitol has scheduled full-

page ads in Life and Esquire magazines, and in a host of metropolitan and community newspapers to publicize the promotion. In addition, special in-store displays and point-of-sale literature will be made available.

Dealers and rack jobbers participating in the Sinatra program will be offered deferred payment privileges. Terms call for one-third payment on August 10, September 10, and October 10 on shipments made between July 2 and 25. Shipments made after July 25 may be paid for in equal amounts on September 10 and October 10.

ARMADA Reports

Continued from page 4

representatives have been closely associated with this move in numerous conferences with the FTC.

Steinberg outlined various procedures under which order in the industry could be brought about by the FTC. Two primary methods exist, he noted. These are to file complaints against those who are in alleged violation of anti-monopoly and anti-price discrimination laws, which would lead to heavy penalties and possible "financial ruin" for many in the business. Secondly, a fair practices conference can be called to establish a voluntary all-industry code which would set guidelines for pricing, promotion and marketing of disks.

Steinberg also dealt at considerable length with the counterfeiting problems and ARMADA's part in bringing some violators to heel, as well as its activity in fostering anti-counterfeiting legislation with teeth, on both State and federal levels.

In addition, Steinberg discussed Senate Bill 1722, the so-called Fair Competitive Practices Act, introduced by Senators Humphrey and Primire. ARMADA has actively supported this bill, Steinberg said, because it would enable manufacturers to fix the resale price of merchandise, thus eliminating transshipping of disks. Another measure, the Quality Stabilization Act, is before the Senate Fair Trade Subcommittee. This would permit owners of a trade-mark to control the resale price of their merchandise and has received support from ARMADA.

Treasurer Harry Schwartz, in his report, noted a current balance of \$7,448 in the treasury. Receipts up to June 25 were \$32,524, compared to \$25,496 at the same time a year ago. Expenses were listed as \$17,458 for legal fees; \$7,020 for executive secretary's salary; \$15,988 for 1961 convention costs and miscellaneous expenses of \$10,140.

Following these reports, developments took a more dramatic turn with the introduction of a motion by Amos Heilicher to, in effect, make ARMADA a distributors' organization only, with associate memberships available to manufacturers. "I compare ARMADA with a ship with rotting timbers," Heilicher noted. "If we let that happen the ship will sink. But we'll not let that happen." Following this the amendment proposals were offered, and after ex-discussion, the motion was passed unanimously.

Prior to passage, a number of manufacturers spoke briefly to give the distributors their blessing in the new concept of ARMADA. Some of these, at the same time, announced their resignations. Coincidentally, Chicago attorney Jordan Ross, who has served as executive secretary on a part-time basis, announced his resignation to devote full time to his law practice.

Audio Fidelity President Sydney Frey then announced that a number of manufacturers were considering the formation of a separate indie manufacturer organization (see separate story).

**BREAKING
BIG IN ALL
MARKETS**

**SOFT
WALKIN'**

by
**FREDDIE
HOUSTON**

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TOTO
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MEAN BUSINESS

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THEME"**

written by
HENRY MANCINI

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Century-Fox Film,
"MR. HOBBS TAKES
A VACATION"

FOX 304

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5. GOLDEN SING ALONG
6. MOVIE THEMES

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FROM**

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OF
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FOX 227

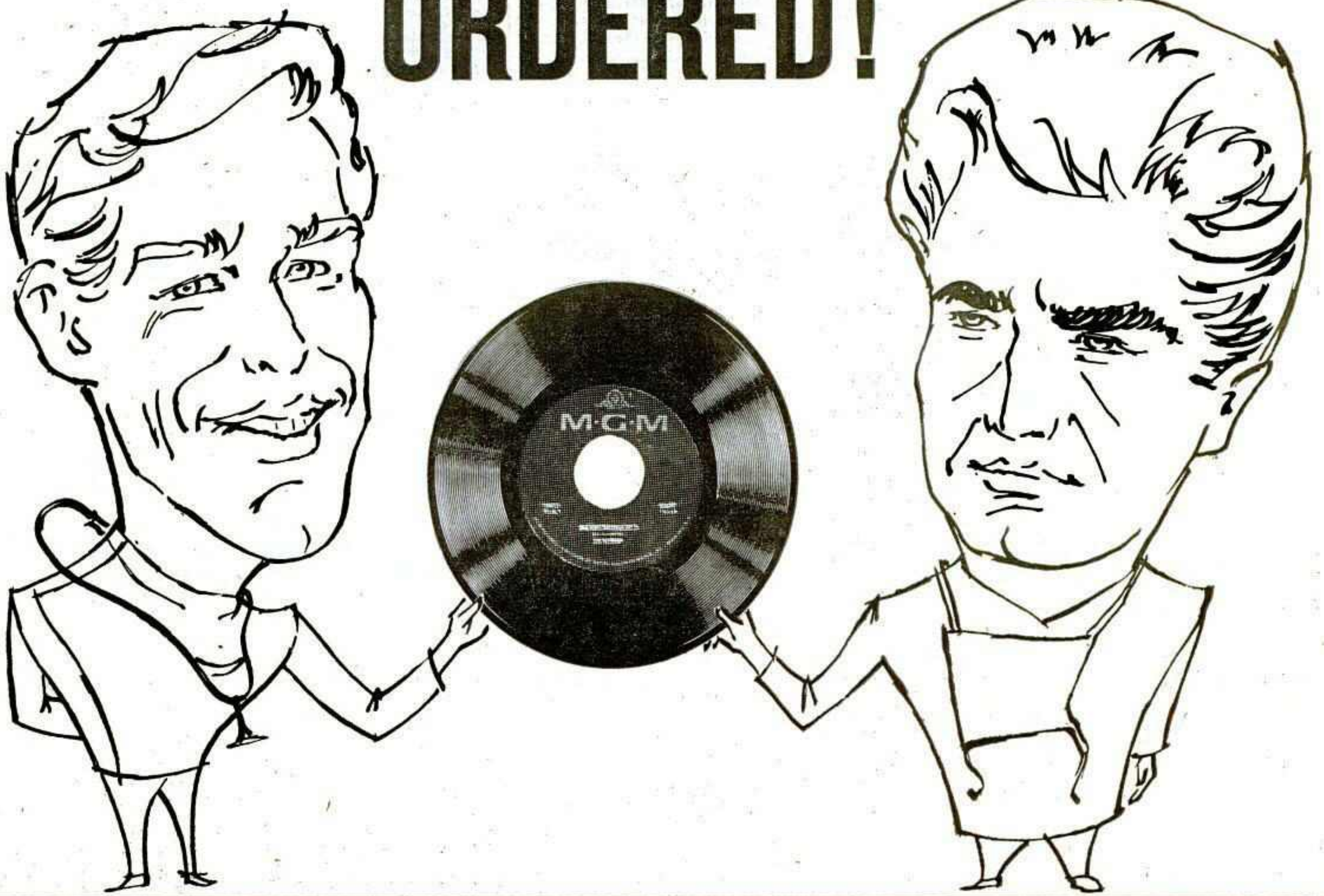
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BY**

SMITTY WILLIAMS

K13083

MGM RECORDS



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera de la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MIDNIGHT IN MOSCOW—	*Stirlyn Brandy (Tonodisc); *Mac Ke Macs (Victor)—Tyler Melody-Novel
2	2	MULTIPLICATION—Bobby Darin (Atco); Los Salvajes (Columbia)—Adaris Music- Fermata	
3	3	NATA PER ME—Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar (Columbia)—E.A.R.- Fortissimo	
4	4	EL POETA LLORO—*Los Fernandos (Odeon)—Korn	
5	8	PALOMA—*Los Andariegos (Tonodisc)—Korn	
6	5	POPOTITOS—Los Teen Tops (Columbia)—Edami	
7	7	COME SEPTEMBER—Billy Vaughn (Dot); Jose Carli (Columbia)—Adaris Music- Fermata	
8	5	BALLADA DALLA TROMBA— Gastone Parigi (Microfon); Los Cinco Latinos (Columbia) —Titanus-Fermata	
9	9	THE NIGHT I CREID— Brian Hyland (Ariola)—Pogo Music-Fermata	
10	—	LUZ Y SOMBRAS—Javier Solis (Orfeon)—Edami	

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	—	DO YOU WANT TO DANCE— Cliff Richard (Columbia)— No Publisher	
2	—	I CAN'T STOP LOVING YOU— Ray Charles (Ampar)— Acuff-Rose	
3	8	*SOUTHERN RORA—The Jays Boys (Festival)—No Publisher	
4	6	WEST OF THE WALL— Toni Fisher (London)—Belinda	
5	1	*I'VE BEEN EVERYWHERE— Lucky Starr (Festival)— Johnny Devlin Music	
6	4	CATERINA—Perry Como (RCA) —Southern Music	
7	5	THAT HAPPY FEELING— Bert Kaempfert (Polydor)— No Publisher	
8	2	*HAVE YOU EVER BEEN TO SEE KINGS CROSS— Frankie Davidson (W. & G.)— Womrah	
9	3	MOON RIVER—Henry Mancini (RCA)—Chappell	
10	7	THE MAN WHO SHOT LIBERTY VALANCE— Gene Pitney (United Artists)— Famous Music	
11	11	*SI SENOR—Rob E. G. (Festival) —Leeds	
12	12	FUNNY WAY OF LAUGHING —Burl Ives (Festival)— Acuff-Rose	
13	9	DEAR ONE—Larry Finnegan (London)—Alberts	
14	10	RONDO—Warren Carr (Festival) —Victoria	
15	13	GOOD LUCK CHARM— Elvis Presley (RCA)—Belinda	

BRITAIN

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

This Week	Last Week	Title	Artist
1	2	GOOD LUCK CHARM— Elvis Presley (RCA)—Belinda Music	
2	1	COME OUTSIDE—*Mike Sarne (Parlophone)—R.S.A. Music	
3	3	PICTURE OF YOU—*Joe Brown (Piccadilly)—Michael Reine	
4	5	GINNY COME LATELY— Brian Hyland (HMV)—Spanka Music	
5	4	I'M LOOKING OUT THE WINDOW—*Cliff Richard (Columbia)—Chappell	
6	6	LAST NIGHT WAS MADE FOR LOVE—*Billy Fury (Decca)— Good Music	
7	9	I CAN'T STOP LOVING YOU —Ray Charles (HMV)— Acuff-Rose	
8	7	I DON'T KNOW WHY— *Eden Kane (Decca)—Francis, Day & Hunter	
9	14	THE GREEN LEAVES OF SUMMER—*Kenny Ball (Pye)— Robbins	
10	15	STRANGER ON THE SHORE— *Acker Bilk (Columbia)— Sherwin	
11	—	HERE COMES THAT FEELING —Brenda Lee (Brunswick)— K.P.M.	
12	11	DO YOU WANT TO DANCE— *Cliff Richard (Columbia)— Sherwin	
13	8	AS YOU LIKE IT—*Adam Faith (Parlophone)—Downbeat Music	
14	17	FOLLOW THAT DREAM (EP)— —Elvis Presley (RCA)— Seventeen Savile Row	
15	12	AIN'T THAT FUNNY—*Jimmy Justice (Pye)—Essex Music	

This Week	Last Week	Title	Artist
16	13	DR. KILDARE THEME— Richard Chamberlain (MGM)— Robbins	
17	22	ENGLISH COUNTRY GARDEN —Jimmie Rodgers (Columbia)— Planetary-Kahl	
18	10	NUT ROCKER—B. Bumble (Top Rank)—Ardmore & Beech- wood	
19	16	JUST A LITTLE LOVE— *Karl Denver (Decca)— Chappell/BIEM	
20	18	SHARING YOU—Bobby Vee (Liberty)—Aldon	
20	24	YES, MY DARLING DAUGHTER—Eydie Gorme (CBS)—Chappell	
22	—	OUR FAVOURITE MELODIES —*Craig Douglas (Columbia)— Roosevelt	
23	20	UNSQUARE DANCE— Dave Brubeck (CBS)—Derry Music	
24	21	HOW CAN I MEET HER— Everly Brothers (Warner Bros.) —Aldon	
25	—	CONSCIENCE—James Darren (Pye Int.)—Aldon	
26	—	PALISADES PARK—Freddie Cannon (Stateside)—Feldman	
27	22	JEZEBEL—*Marty Wilde (Phillips)—Campbell-Connelly	
28	26	SOLDIER BOY—Shirelles (HMV)—Ludix	
29	—	STEEL MEN—*Rog Whittaker (Fontana)—Trn Pan Alley	
30	27	FAR AWAY—*Shirley Bassey (Columbia)—Apollo	

DENMARK

(Courtesy Quam Musikbureau, Copenhagen)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THE YOUNG ONES— Cliff Richard (Columbia)— Dacapo	
2	2	WALK ON BY—*The Cliffters (Phillips); *Grethe Sonck (Sonet)—Winckler	
3	3	LA NOVIA—*Poul Bundgard (Polyphon)—Multitone	
4	5	GOOD LUCK CHARM— Elvis Presley (RCA)—Belinda	
5	6	CHARLIE—Anita Lindblom (Fontana)—Mork	
6	7	HAWAII TATTOO—The Waikiki's (Palette)—Winckler	
7	4	ZWEI KLEINE ITALIENER— Conny (Electrola)—Winckler	
8	10	WHEN MY LITTLE GIRL IS SMILING—Jimmy Justice (Pye)	
9	8	A LITTLE BITTY TEAR— *Helle Wilke (Triola); Burl Ives (Decca)—Mork	
10	—	I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Imudico	

EIRE

(Courtesy Dublin Evening Mail)

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM— Elvis Presley (RCA)—Belinda	
2	3	LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Chappell	
3	6	PICTURE OF YOU—Joe Brown (Piccadilly)—Michael Reine	
4	4	KATIE DALY—*Eamonn O'Shea (Glenside)—Walton's	
5	8	KATIE DALY—*Royal Showband (HMV)—Walton's	
6	5	DREAM BABY—Roy Orbison (London)—Acuff-Rose	
7	10	LET'S TALK ABOUT LOVE— Helen Shapiro (Columbia)— Lorna	
8	2	NUT ROCKER—B. Bumble/ Stingers (Top Rank)—Ardmore & Beechwood	
9	—	COME OUTSIDE—Mike Sarne (Parlophone)—R.S.A.	
10	7	LAST NIGHT WAS MADE FOR LOVE—Billy Fury (Decca)— Good	

FINLAND

(Courtesy Iita-Sanomat, Helsinki)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	CAPUCINA—Nat King Cole (Capitol)—Fazer	
2	9	WALK ON BY—Leroy Van Dyke —Scandia	
3	4	ZWEI KLEINE ITALIENER— Conny (Columbia)—Fazer	
4	6	SABINA—Veikko Tuomi (Odeon) —Levy-savel	
5	5	THE YOUNG ONES— Cliff Richard (Columbia)—Levy- savel	
6	—	LALAIKA—Ann Christine (Scandia)—Belinda	
7	3	THE BOULEVARD OF BROKEN DREAMS—Lill- Jorgen Petersen (Columbia)— Cano	
8	—	LOVE ME WARM AND TENDER—Paul Anka (RCA)— —Bens Musik	
9	2	*TIPI-TII—Marion Rung (Phillips) —Scandia	
10	10	TINA JA MARINA—Tuula and Paula (Phillips)—Fazer	

FRANCE

This Week

This Week	Last Week	Title	Artist
1	1	RETIENS LA NUIT/SERRE LA MAIN D'UN FOU—Johnny Hallyday (Phillips)	
2	2	CLAIR DE LUNE A MAUBEUGE— Pierre Perrin (Ricordi); Fernand Raynaud (Phillips); Bourvil (Pathe)— Caravelle	
3	3	LECON DE TWIST—Richard Anthony (Columbia); Caterina Valente (Decca) —Caravelle	
4	4	LE TWIST DU CANOTIER— Maurice Chevalier et les Chaussettes Noires (Barclay)	
5	5	JE REVIENDRAI BIENOT— Les Chaussettes Noires (Barclay)	
6	6	PETIT GONZALES—Danyel Gerard (Polydor)—Dalida (Barclay)— Caravelle	
7	7	ET MAINTENANT—Gilbert Becaud (Columbia)—Breton	
8	8	CHICO CHA CHA/LA BAMBA— Los Machucumbos (Decca)	
9	9	LE MEXICAIN—Marcel Amont (Polydor)	
10	—	ESPERANZA—Nino de Murcia (Festival)	

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	UN CLAIR DE LUNE A MAUBEUGE—Bourvil (Pathe) —Modernity	
1	3	SHOUT—Joey Dee and the Star- liters (Roulette)—Bens	
3	2	YA YA—Joey Dee and the Star- liters (Roulette)—Southern	
4	9	LECON DE TWIST—Richard Anthony (HMV)—Modernity	
5	6	ESPERANZA—Nino De Murcia (Festival)—French Music	
6	10	OH LA LA LOUISE—*Eric Genty (Decca)—Fodior	
7	4	RETIENS LA NUIT— Johnny Hallyday (Phillips)— French Music	
8	—	WHEN THE COUSINS COME TWISTIN' IN/HEY MAE *The Cousins (Palette)—World	
9	7	EP & LP SOEUR SOUIRE— *Soeur Sourire (Phillips)— Primavera	
10	—	UN MEXICAIN—Marcel Amont (Polydor)	

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Week	Last Week	Title	Artist
1	1	HEISSER SAND—Mina (Polydor) Gerig	
2	2	ICH SCHAU DEN WEISSEN WOLKEN NACH—Nana Mouskouri (Fontana)—Schaeffers	
3	3	SCHAU MIR NOCHMAL IN DIE AUGEN/SCHLAFST DU SCHON?—Gerhard Wendland (Phillips)—Melodie der Welt	
4	4	AUF WIEDERSEHN MARLENE—Bob Moore (London)—R. M. Siegel	
5	5	BLAUES BOOT DER SEHNSUCHT—Blue Diamonds (Fontana)—Aberbach; GOLDEN GLANZT DAS MEER (Rio Nights)—Blue Diamonds (Fontana)—Capriccio	
6	12	PARADISO—Connie Francis (MGM)—Gerig	
7	6	ZWEI KLEINE ITALIENER— Conny (Columbia)—Intro	
8	11	NO MORE—Elvis Presley (RCA) Aberbach; SENTIMENTAL ME—Elvis Presley (RCA)— Francis, Day & Hunter	
9	14	AUF MEINER RANCH IN ICH KONIG—Peter Hinnen (Ariola)—R. M. Siegel	
10	8	SILVER MOON—Peter Kraus (Polydor)—Gerig	
11	15	GEH NICHT VORBEI—(Walk On By)—Rex Gildo (Electrola)— Melodie der Welt	
12	7	ALO-AHE/UND DAS WEITE MEER—Freddy (Polydor)— Esplanade	
13	10	NAPOLI MELODY—Bert Weedon (Electrola)—Francis, Day & Hunter	
14	9	EINE ROSE AUS SANTA MONICA—Carmela Corjen (Ariola)—Francis, Day & Hunter	
15	20	CATERINA—Willy Hagara (Phillips); Silvio Francesco (Decca)—Seith	
16	17	DER BADEWANNEN—TANGO Peter Alexander (Polydor)— Gerig	
17	16	NORMAN—Dany Mann (Electrola); Sue Thompson (Funckler)—R. M. Siegel	
18	—	TAG FUR TAG BEKOMME ICH DREI ROSEN—Heidi Bruhl (Phillips)—Spanka	
19	—	SLOW TWISTIN'—Chubby Checker (Ariola)—Aberbach	
20	—	QUANDO, QUANDO, QUANDO —Caterina u. Silvio (Decca)— Budde	

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	ZWEI KLEINE ITALIENER— Conny Froboess (HMV)— Portengen	
2	2	WONDERFUL LAND—The Shadows (Columbia)—Melodia	
3	3	GOOD LUCK CHARM— Elvis Presley (RCA)—Belinda	
4	4	THE YOUNG ONES— Cliff Richard (Columbia)— Basart	
5	6	NORMAN—Sue Thompson (Funckler)—Int. Muziek Co.	
6	5	LOVE ME WARM AND TENDER—Paul Anka (RCA)— Spanka Music	
7	7	TANZE MIT MIR IN DEN MORGEN—Gerhard Wendland (Phillips)—Benelux Music	
8	8	MEXICO—Bob Moore (London); Willy Schobben (Artone)	
9	9	DREAM BABY—Roy Orbison (London)—Int. Muziek Co.	
10	10	HAPPY JOSE—Jack Ross (London); Willy Schobben (Artone)—Portengen	

HONG KONG

This Week

This Week	Last Week	Title	Artist
1	4	I NEVER KNEW YOUR NAME—Paul Anka (RCA)	
2	5	GINNY COME LATELY— Brian Hyland (ABC-Paramount)	
3	—	SECOND HAND LOVE— Connie Francis (MGM)	
4	1	PLEASE DON'T ASK ABOUT BARBARA—Bobby Vee (Liberty)	
5	3	COUNT EVERY STAR— Linda Scott (CA)	
6	2	QUANDO, QUANDO, QUANDO —Pat Boone (Dot)	
7	—	I'M ON MY WAY— The Highwaymen (UA)	
8	—	YOU MADE ME LOVE YOU— Jo Ann Campbell (ABC-Paramount)	
9	9	SHARING YOU—Bobby Vee (Liberty)	
10	—	KING OF CLOWNS— Neil Sedaka (RCA)	

JAPAN

(Courtesy UTAMATIC, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TOO MANY RULES—Connie Francis (MGM)—Columbia	
2	2	*OUSHO—Murata Hideo (Columbia)—Columbia	
3	3	LIMBO ROCK—The Champs (London)—King	
4	5	*WASURENAISA—Kitahara Kenji (Columbia)—Columbia	
5	4	*GARASU NO JOHNNY— Ai George (Teichiku)—Teichiku	
6	10	*AKASHIYA NO AMEGA YAMUTOKI—Nishida Sachiko (Polydor)—Grammophon	
7	8	*AME NO HANAZONO— Nakasone Miki (King)—King	
8	6	*ERIKO—Hashi Yukio (Victor)— Victor	
9	7	*TABI NO YOKAZE— Takashi Katsue & Fujiwara Ryo (Columbia)—Columbia	
10	—	TWISTIN' U.S.A.— Chubby Checker (Parkway)— Victor; Kiyohara Takeshi (Victor)—Victor	

MEXICO

(Courtesy Audiomusica, Mexico)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	EL GRAN TOMAS (Norman)— *Mayte (RCA)—Brambila	
2	3	EL LOCO—*Javier Solis (Columbia)—Pham	
3	9	JAMAS, JAMAS—*Javier Solis (Columbia)—Pham	
4	—	CUANDO VOLVERAS (Ginny Come Lately)—*Paco Canedo (RCA)—Brambila	
5	6	MUNEQUITA (Roly Poly)— *Enrique Guzman (Columbia)— Emmi	
6	8	VAGAR ENTRE SOMBRAS— *Alvaro Zermen (Orfeon); Amalia Mendoza (RCA)—Emmi	
7	5	EDI, EDI (Steady, Eddy)— *Angelica Maria (Musart)— Emmi	
9	7	NENA BAILAMOS TWIST— *Rebeldes del Rock (Orfeon)— Brambila	
10	—	ADIOS MUNDO CRUEL (Goodbye Cruel World)— *Enrique Guzman (Columbia)— No Publisher	

NEW ZEALAND

This Week

This Week	Last Week	Title	Artist
1	3	SOLDIER BOY—The Shirelles (Top Rank)—Belinda	
2	2	WONDERFUL LAND— The Shadows (Columbia)— Albert	
3	1	JOHNNY ANGEL—Shelly Fabaras (Pye)—Chappell	
4	7	SHOUT SHOUT—Ernie Marasca (London)—Cop Control	
5	9	P.T. 109—Jimmy Dean (Coronet)— Southern	
6	5	THE BIG DRAFT—The Four Preps (Capitol)	
7	4	MASHED POTATO TIME— Dee Dee Sharpe (Top Rank)— KA	
8	—	SPEAK TO ME PRETTY— Brenda Lee (Festival)—Albert	
9	—	WHEN MY LITTLE GIRL IS SMILING—The Drifters (London)—Tucon	
10	—	IT KEEPS RIGHT ON A-HURTIN'—Johnny Tillotson (Cadence)—CC	

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM— Elvis Presley (RCA)—Belinda	
2	2	I'M LOOKING OUT THE WINDOW—Cliff Richard (Columbia)—Musikk-Huset	
3	3	AILLE SA NER SOM A INGEBJORG—*Nora Brockstedt (Karusell)—Musikk-Huset A/S	
4	4	ZWEI KLEINE ITALIENER— Conny Froboess (Columbia)— Sweden Music	
5	6	SCHWARZE ROSE ROSEMARIE —Peter Kraus (Polydor)— Carl M. Iversen A/S	
6	5	SAN'T AR LIVET (You Can Have Her)—Anita Lindblom (Fontana)—Sweden Music	
7	8	THE YOUNG ONES—Cliff Richard (Columbia)—Musikk- Huset—A/S	
8	9	SPEAK TO ME PRETTY— Brenda Lee (Brunswick)—Bens Music	
9	—	LOVER PLEASE— Clyde McPhatter (Mercury)	
10	7	DREAM BABY—Roy Orbison (London)—Acuff-Rose, Scandia	

SOUTH AFRICA

(Courtesy Radio South Africa & Loureca Marques)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM— Elvis Presley (RCA)— Aberbach	
2	9	WONDERFUL LAND	

TWO SIDES OF PATTI PAGE

THREE FOOLS

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BOYS' NIGHT OUT

From the MGM motion picture
"The Boys' Night Out"

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PATTI'S LATEST



PATTI'S GREATEST

ASCENDING 'DOWN UNDER'

Aussies Seek American Audiences for Records

NEW YORK—Record manufacturers in Australia are looking to the United States for increased business. Ron Dalton and Murdoch Riley, two of the three owners of Viking Records in the Australia-New Zealand territory, expressed the hope for wider acceptance of Down Under material in this country.

American disks and artists are already a household word in their part of the world. As a matter of fact, the two Viking execs were in town concluding arrangements with their American representatives, Walter Hofer, for the distribution of various American indie firms in New Zealand and Australia.

Viking is the largest locally owned label in that area of the South Pacific, with a home base in Wellington, N. Z., and branch of-

... fice is Sydney. This branch is operated by Jim Staples, the third partner. The major portion of the current Viking catalog is presently made up of an extensive library of Polynesian recordings from Fiji, Samoa, Tahiti and New Zealand. Arrangements are in the works for distribution of a number of these authentic issues here. But Viking has wider-reaching plans than this.

Dalton and Riley are planning a solid move into the pop field for their Viking label. They have auditioned a number of new talents at home, and the tour of the United States fits neatly into plans for these future recordings. The team is intensely interested in the varied recording techniques practiced in America and to accomplish a thorough study of the industry, both members of the team will go to Nashville.

The team then will split up with Riley going to Mexico, California, Hawaii and Tahiti before returning home. Dalton intends to go to Chicago for conferences with Leonard Chess. Visits to California and Hawaii also are planned.

Currently Viking handles the Canadian-American, Congress, Chancellor and Chess-Checker-Argo lines in their home territories, and other deals are being negotiated.

import copies. Coronet, which will release the disk, is planning a rush as soon as tapes arrive from the States.

The English movie "Play It Cool" has been canned by local distributor British Empire Films. This has caused much disappointment at EMI, since its music publishing company, Castle Music, controlled all the music from the film which features Helen Shapiro, Bobby Vee and Billy Fury. However, plans are going ahead to release all disks from the show. Comment from the film company was that the flick was not up to standard and did not compare with the Columbia movie "It's Trad Dad," recently released here. The film, however, was released in New Zealand to coincide with the recent tour of Bobby Vee.

AUSTRALIA

Festival Fans Flip For Bechet Tune

By GEORGE HILDER

19 Todman Ave., Kensington, Sydney, N.S.W.

The Ray Price Port Jackson Jazz Band really broke up the Trad Jazz Festival in Sydney recently with a little-known Bechet tune, "A Moi De Payay." The Australian Record Company had previously arranged to release a Ray Price disking of the number and now is rushing it out to take advantage of the sudden d.j. and trad-fan interest.

Further on the jazz scene, A.R.C. in July is releasing an album by top stature Australian jazz man Bryce Rohde with the group he lately formed in America. Album's title is "Straight Ahead" in mono and stereo. The disk was recorded in San Francisco for the Coronet label.

Distribution

World Music, Sydney, reports that the Palette label is now represented in New Zealand by Norman Wright & Company, who will press and distribute under the Palette label, and their initial releases are due to hit the market any day now. Negotiations are now proceeding for the Australian territory.

The Le Garde Twins have just completed an album and single for the local Columbia label. The single is a vocal version of "Bonanza," which EMI will issue with a special sleeve with photo. . . . Revived interest in many local songs from the past which were big hits in their day has encouraged Columbia to produce its first sing along album "Aussie Sing Song" by country and western singer Slim Dusty and the Bushlanders.

Publishing

Jack Argent, Leeds music man, has announced that he has acquired Australian rights for Sponee Music of the new Pat Boone single "Speedy Gonzales."

Aboriginal singer, 15-year-old Vicky Simms, who created a certain amount of chart action with "Yo Yo Heart," has a follow-up single in "I'm Counting Up My Love," composed by Steven Kipner, son of American writer Nat Kipner who now resides in Australia. . . . One of the hottest records of the moment is "Wolverton Mountain," which is receiving air play by all top disk jockeys in Sydney through

Fury, Fire, Diamond and many others.

Pat Boone's "Quando, Quando, Quando" became a terrific hit all over the country. . . . A brand-new LP by Los Machucambos was just released in Belgium.

Chart Wrap-Up

Not much change in the French (Walloon) hit parade, where "Shout" by Joey Dee and the Starlites and "Un clair de lune a Maubeuge" are sharing first place. The recording by Bourvil is selling the best, but is closely followed by Pierre Perin, the original one.

For the very first time an LP is figuring among the top sellers. It's by Soeur Sourire, the singing nun from Ficherfont. The EP is also on the list here and in Holland, and both records are in very big demand.

Quincy Jones, producer of Mercury Records, was in the Philips studios to record the new Francis Bay LP, to be released in America under the title "Special Request."

BRITAIN

EMI May Release Richard's Film Hit

By DON WEDGE

News Editor, New Musical Express

Dot Records is negotiating with EMI to issue a Cliff Richard disk as yet unmade. It will be a Bert Bacharach-Hall David composition, "Wonderful to Be Young," specially written as a new title song for Richard's British film "The Young Ones."

The movie, one of the most successful musicals ever made here, will be released in America by Paramount Pictures, Dot's parent. Richard's single, "The Young Ones," has been a big seller, earning a Gold Disk almost solely on British sales; it has figured in many overseas charts. EMI assigned it—and the sound-track album—to Big Top for the U. S. There was insufficient sales reaction after the February release, hence Paramount's bid to retitle the film and issue it on Dot. Picture is now in London's West End for the third time and was released on British circuits twice.

In addition to his hit single of "The Young Ones," Richard also scored with "Girl in Your Arms" (a U. S. hit for Connie Francis as "Boy in Your Arms"), and the Allison entered the charts with "Lessons in Love," all from the score. Richard is now making a sequel, "Summer Holiday," in Greece. He and the Shadows plan to visit the U. S. for promotional appearances when the first movie is released at the end of the year.

Disk News

Last Saturday (30) marked the end of 78's as far as domestic trade is concerned. None have been issued on the home market for two years, and both EMI and Decca set June 30 as the date when returns would no longer be accepted. Production continues for export; 168,000 were pressed in April, latest month official figures are available.

From Holland, Philips mailed a specially produced promotion album of its classical artists appearing in various summer festivals. It gives examples from recent releases. Decca Records has acquired the British right to Bobby Curtola's "Fortune Teller" from the Canadian label, Tartan. Disk is issued in U. S. on Del-Fi. It will be released on London here.

The Hot Ones

Philips group has two versions of "Steel Men." The Canadian song

Legislative Fight on Copyright Law Holds Up Bonn OK of Rome Pact

By OMER ANDERSON

BONN—West Germany has notified signatory nations to the Rome copyright convention that it will delay indefinitely ratification of the Rome pact.

The postponement is the result of a bitter parliamentary fight over the Bonn government new copyright law, which is intended to replace the present measure enacted in 1905.

The new draft law, heralded by government and GEMA (the German copyright society) alike as one of the world's most modern copyright acts, has encountered determined opposition in the Bundestag (lower house).

Artists Entitled

Strongest opposition centers in provisions for tape recording royalties from private recorder owners and in the general principle established by the legislation that every artist, creative or performing, is entitled to royalties.

Opponents seek to water down

was recorded here by Rog Whitaker (Fontana) and entered the chart this week. Now released is the American disk by Jimmy Dean (CBS). . . Oriole recorded Maureen Evans with "Never in a Million Years," current U. S. chart entry for Linda Scott (issued here on Pye-International).

Ray Charles is currently making his biggest impact here with "I Can't Stop Loving You" (HMV from ABC-Paramount), now No. 7. He has a strong following among young British artists; such people as Cliff Richard and the Shadows have constantly boosted him.

Visitors

Set to make his British debut—Little Richard in a tour from October 8. . . . Stubby Kaye returns this month to make "The Mikado," one of a series of modern Gilbert and Sullivan pictures. He is also set for BBC-TV dates. . . . Rosemary Clooney is on the panel of BBC-TV's "Juke Box Jury" today (7). . . . The Hi-Lo's taped a Saturday special for BBC-TV before returning to the U. S. . . . It gets a July 14 screening. . . . Granada-TV has acquired the Bing Crosby ABC-TV spectacular seen in the U. S. May 14 for July 11 screening.

Record Business

Audio-Enterprise's new deal with British Decca for releasing its product over the next two years calls for greatly increased output. . . . Dennis Preston's Lansdowne Productions now finished a second Acker Bilk plus strings album at the request of Atco which instigated the "Stranger" saga. Bilk's single (Columbia from Lansdowne) of the latter title has been on the British chart 31 weeks.

London music dealer Bill Lewington has imported the "Music Minus One" series of albums from New York. . . . EMI-Parlophone recorded the "Beyond the Fringe" cast again for an LP of the American material to be used when the show moves to Broadway in October. . . . Pye issued "Ya Ya Twist," a big continental hit for Petula Clark, in the French-language version.

Decca-Brunswick issued the 15 "Bing's (Crosby) Hollywood" LP's using, probably for the first time, the artist's name (Bing) and the catalog numbering system. . . . Nearing the chart are the Spotnicks' "Orange Blossom Special," Sandy Nelson's "Drummin' Up a Storm" and Roy Orbison's "Crowd." There is also action on the Crickets' "Don't Ever Change" and Brenda Lee's "Here Comes That Feeling."

the royalty rights of performing artists, contending that it is only the creative artist who merits full copyright protection.

The Rome convention was attended by delegates from 45 countries, the delegates signing the international agreement last October 26. Under this agreement, performers, recordings, broadcasts and telecasts would enjoy the same kind of safeguards that creative artists get under international copyright laws.

Unanimous Vote

Drafters of the agreement envisioned use of the symbol "P" inside a circle to denote "protected performance." The international convention was approved by a vote of 33-0. Luxembourg, Tunisia and the Netherlands abstained. Nine nations were absent from the voting session.

Romania and Czechoslovakia were among those voting approval. The Soviet Union, however, was not represented at the conference, although it had been invited.

It is now expected that the new German draft copyright act will have to be substantially rewritten before it can pass Parliament.

EIRE

Beltona Releases 'Gallowglass' LP

By KEN STEWART
Dublin Evening Mail

The latest LP by one of the country's foremost attractions, "A Date With the Gallowglass Ceili Band," has been released here on the Beltona label through Solomon and Peres. In the past few years the band has cut well over 100 sides, including five albums for Top Rank and one for Columbia. Led by Pat McGarr, the outfit travels about 50,000 miles each year in Ireland alone and has broadcast from Ulster television and BBC-TV. A 10,000-mile U. S. tour is planned for the autumn.

Disk News

Harold Christmas, chief of EMI (Ireland), Ltd., told that sales figures are higher than they were this time last year. The country areas particularly are alive to pop music. . . . Frances Hall, a County Antrim tunesmith who is rapidly making an enviable reputation for herself, has penned "The Song of the Frogman" and "The County of Fermanagh" specially for Ernie Camlin, an Irish baritone who is a frogman by profession.

FRANCE

Name Directors For Ricordi Firm

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

The new board of directors of Ricordi Records is set with President Director General M. Valcarengi, Co-General Director Robert Ody, General Secretary Jacques Marmouset and Chief a.&r. Director Jean Porasse.

Furthermore, Ricordi Records, Vox Production (President G. de
(Continued on page 20)

	Position 6/23	6/16		Position 6/23	6/16		Position 6/23	6/16
1	30	1	★DAVID ROSE-MGM	66	UPTOWN	41	20	
			★ERNE FREEMAN-CONTRAST		★CRYSTALS			
2			★RAY CHARLES	67	HOW	59	58	
			★TAP SCOTT			46	32	
3			★JERRY LUCIANO			70	74	
4			★MAYBE			80	85	
5			★MAYBE			88	97	
6			★MAYBE			76	78	
7			★MAYBE			56	52	
8			★MAYBE			31	36	18
9			★MAYBE			74	59	
10			★MAYBE			31	84	68
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International News

• Continued from page 18

Mendelssohn-Bartholdy) and Societe N.A.D.I.F. (President **Pierre Bourgeois**) have created a common distribution organization known as Vox-Ricordi to jointly promote and market their respective product.

Madison Records continue to flood the market. Latest issues are by **Spartaco Sax** and the **Mar-Keys** (Bel Air), **Bill Shepherd**, the **Monks**, **Lucky Jack**, **James Booker** and the **Souvenirs** (Vogue), **Billy Nash** (Philips) and **Red Moore** (Columbia).

Funny Front

As reported earlier, there are quite a number of spoken records that are strong sellers though not reported in our hit parade because of their special classification. Thus, **Fernand Raynaud** (Philips) has just been awarded a lead record for his 3,827,631th record. A special series has been created for Philips' comics **Christian Mery**, **Darrigade Et Fouzique**, **Jean Richard**, **Jean Pierre Darras et Philippe Noiret** and **Hu伯特 Deschamps**. But the best selling comic of these past months has been Pathe Marconi's **Henri Tiscot**. On the other hand, Festival Records reported that **Jacques Bodoin** has sold 700,000 records of "La Table de Multiplication" since its first issue some years ago.

GERMANY

Instrumental Disks Continue to Score

By JIMMY JUNGEMANN
102 Ismaninger Str., Munich 27

Instrumentals are scoring heavily here. After "Mexico" and "Happy Jose," the London label offers "Sunday" b.w. "Twistwatch" by the **String-A-Longs**, "Margarita" b.w. "Milwaukee Stomp" by **Jack Ross**, and "Baby Elephant Walk" by **Lawrence Welk**. The Metronome label has issued **Acker Bilk** with "Stranger on the Shore," while the Electrola label reports **Bert Weedon's** "Napoli Melody" and **Tony Osborne's** "Turkish Coffee" are doing well. **Kenny Ball** efforts—"Midnight in Moscow," "The March of the Siamese Children" and "The Green Leaves of Summer"—have been winners.

Talent Tours

Former British, now German singer **Maureen Rene** began a six-week tour through Poland. . . . **Rosemary Clooney** made 16 appearances in nine days in Germany, France and Italy.

HOLLAND

Year-Old Records Sell for Third Off

By HEMMY J. S. WAPPEROM
Edisonstraat 21, Amersfoort

On July 14 the year's greatest record sale in Holland starts in the

most important record shops. For about one-third off list prices, records released one year or longer ago will be cleared. The stores will continue the big push for two weeks.

The greatest record event of the year here in Holland takes place Friday and Saturday nights, September 28 and 29, when "Grand Gala Du Disque" returns for the third time. The Gala will be divided into classical and popular segments. On these two nights the Edison awards will be distributed. The "Edison" is a Dutch record prize, awarded by a board of persons important in music. Among the artists who will add luster to the popular show on the Saturday night show are **Gerhard Wendland**, **Anita Lindblom**, **Los Machucambos**, **Rudolf Shock**, **Les Compagnons De La Chanson**, **Vince Taylor**, **Willy Alberti**, **Anneke Gronloh**, **Willy Schobben** and the **Dutch Swing College**.

HONG KONG

Local Promoters Take a Beating

By CARL MYATT
27 A Estoril Court, Garden Road

The apathy shown by Hong Kong's public toward foreign entertainment is causing local show business promoters nightmares. Latest in a series of shows to flop is "Something to Laugh About," a revue which starred female impersonator **T. C. Jones** and **Ernestine Anderson**, plus a strong supporting cast of local talent.

Miss Anderson was well received, but Jones could not put his act over to the audience.

Visitors

Canadian-American recording star **Linda Scott** breezed into town after a highly successful tour of Singapore and Malaya. During her brief tour there she attracted capacity crowds at all three concerts.

She received a noisy reception from her many fans when she arrived here, and there is talk about a possible concert tour here either late this year or early in 1963. **Frances da Silva** of the Diamond Music Company, agents for Canadian-American, flew to Singapore to stage Linda's shows.

HUNGARY

High Duty Costs Killing Imports

By PAUL GYONGY
Derekytca 6, Budapest

As already reported no Western pop recordings are available on the Hungarian market. Some recordings are imported by people traveling in Western countries and some are

sent in parcels to relatives and friends in Hungary. In both cases the import custom duty is extremely high. Travel imports are set at 40 per cent while postal imports are 60 per cent of the inland sales value of the records. Price of 12-inch LP's are 200 forint or \$8.70, 10-inch LP's 150 forint or \$6.50, 45 EP's 50 forint or \$2.17 and 45 singles at 30 forint or \$1.30.

One or two State-owned record shops brought foreign records at high prices, but lately they are taking these orders only on commission, as sales have dropped considerably due to the tape recording craze.

There is a small privately owned record shop in the center of Budapest. This shop pays for foreign pop records at a very high price in cash and offers these disks to customers on a rental basis for taping. They charge a very high deposit. The taping fee varies from 50 to 100 forint (\$2.17 and \$4.34), according to the artist and content on the record.

Though this is a flagrant infringement of copyright laws and many other neighboring rights, nothing is being done about the pirating at the moment.

ITALY

Writers Big Topics: Pirating, Royalties

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

Control of pirated tape recordings and royalties from Iron Curtain countries were the two principal topics of the 22d convention of the Confederation of Societies of Authors and Publishers which combines 68 organizations in 37 countries—virtually every music-producing non-Communist country in the world except the U. S.—with some 500,000 members. **Albert Willemetz**, president, and his executive committee conducted a week of meetings here for the first time since the second convention in 1927.

The Cantagiro, song tour of Italy with 12 name singers and 12 newcomers, ran into opening woes when **Milva** quit for a Spanish TV series on the eve of the programming. Though she had signed a week earlier, the sponsors charged she withheld her retirement until the magazine covers had appeared with her picture as principal participant. She is being sued for \$16,000, the forfeit sum named in the contract. Another woe came from a two-day newspaper strike which halted all publicity during the early days of the running.

Industry Meet

A two-day meeting of all elements in the music and recording business will take place September 1 and 2 at Acqui Terme to study the current situation, which some describe as a crisis, in the Italian industry. . . . Italian TV will allot only the final evening to the Naples Song Festival which is set for July 13-15 with **Mario Abbate**, **Sergio Bruni**, **Gloria Christian**, **Auriello Fierro**, **Nunzio Gallo**, **Bruno Martino**, **Tullio Pane** and **Maria Paris** as principal participants along with other newcomers as yet unselected. Following a nationwide voting pool, the winners will be proclaimed on a fourth and final evening the following week.

Erroll Garner received the first "Brigadoon" award of the year on the occasion of his first Roman appearance to do two TV shows. GAC and Philips Records hosted a special party for him at the Grotto del Piccione. . . . Reader's Digest, which usually sells its records through its own magazine—Italian edition is named *Selezione*—has embarked on a nationwide magazine and newspaper campaign to sell three sets of disks—seven records of Beethoven's nine sympho-

nies (\$17.60), 10 records each of Panorama of Immortal Music and Festival of Light Classics, each at \$18.80. RCA, which presses the records, finds itself the biggest LP distributor in the land as a result of this operation.

Capitol's latest American success being repeated here is an album entitled "A Song for Young Love" by the **Lettermen**. . . . **Caterina Valente** has caught on with her new Decca release, "I Don't Know Why I Love You, But I Love You." . . . **Nicola Arigliano**, whose voice Columbia usually presents in Italian, has come along with a French record. . . . Graz, lots!

NEW ZEALAND

Anzacs to See Top U. S. Acts

By FRED GEBBIE
Box 5051, Auckland, New Zealand

J. C. Williamson announced concerts to be held within the next few months, featuring **Harry Belafonte**, **Danny Kaye** and **Victor Borge**. All are favorites with the New Zealand public and can be assured of packed houses.

Harry Miller's latest offerings, **Linda Scott**, **Gene McDaniels** and **Bobby Vee**, are at present enjoying good houses.

Some 148,000 visitors attended the 14th Auckland Festival of Arts. They came from all over New Zealand and Australia to be entertained by opera singers of international standing, concert pianists and symphony orchestras. The only jazz featured this year was in the movie "Jazz on a Summer's Day." . . . Chancery Records of the U. S. expressed great interest in local lass **Lynn Barnett**. **Ron Dalton** took her latest LP with him to the States.

MEXICO

Small Firm Plans Expansion Moves

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

Andre Toffel, former general artistic director of Columbia Records of Mexico, has been appointed general manager of Belart, Inc., until now a small company with studio, pressing and processing facilities. Recently a strong financial group took over the company and will expand its activities considerably. A new studio is under construction, supervised by a Chicago firm and new recording and re-recording equipment will be acquired in Germany and the U. S. Toffel will also build up the company's own label, Belart Discs.

RCA Victor Mexicana received

from New York an order for 80 tapes of Mexican music, particularly the latest LP's of their ranchero singers such as **J. A. Jimenez**, **Aceves Mejia**, **Martinez Gil Brothers**, **Amalia Mendoza**, **Mariachi Vargas**, etc., for promotion through the U. S. catalog of RCA. In connection with this promotion, **Lee Schapiro**, co-ordinator of domestic merchandising for RCA, is expected to visit the company's Mexican affiliate.

Gamma Records will issue many LP's from the United Artists catalog, among them two by **Don Costa** and six of the series "Persuasive Percussion," with **Terry Snyder**, **Al Caiola** and **Nick Perito**. . . . Disco Importadora will press and distribute in Mexico several new catalogs, among them *Disc Jockey* from Buenos Aires, *W & G* from Melbourne and from the U. S. *World Pacific* and *Pacific Jazz*.

NORWAY

Public Turning Back on Twist

By ESPEN ERIKSEN
Verdens Gang Oslo

The Twist is no longer popular in Norway. The Norwegian never really took to the Twist; the only Twist disk that reached the charts, **Chubby Checker's** "Let's Twist Again," dropped off the VG barometer this week. It stayed among the Top 10 for 19 weeks.

The **Egil Monn-Iversen** diskery this week introduced the American trio **Peter, Paul and Mary** to the Norwegian market with "Lemon Tree" b.w. "Early in the Morning" on Warner Bros. At the same time, the diskery issued a new record by **Arne Bendiksen**, who recently arrived back from a two-month visit to the U. S. A., "Alpenes Fiol" b.w. "Over praerien" on Triola label.

In spring Norwegian record producers sign their new hopefuls, and today Iversen & Frogh secured Bergen-born songstress **Hilde Carin**. She will record "Ulriken Twist" b.w. "En hatt med tyrolerfjar" on Columbia.

Distribution News

The American label **Big Top** will be moving to Viking Music in the fall. **Big Top** has been represented by **Proton** in Norway on the label London.

Ernest Jorgensen of Knappupp visited Director **Jorg. Fr. Ellertsen** of **Egil Monn-Iversen** this week to discuss the future of the two firms. Among the things discussed were plans to distribute **Dot**, **California** and **Kapp** in Norway and Sweden simultaneously and in the same two-color sleeves.

The **Egil Monn-Iversen** diskery will issue a Norwegian version of the **Perry Como** success "Caterina," sung by the **Key Brothers** on Triola. This fall they also will record a platter with this year's **Miss Norway**.

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Los Angeles NARAS Voting for Board

HOLLYWOOD — Los Angeles chapter voting members of NARAS have received ballots to select 20 new members to the Board of Governors. Chapter President Voyle Gilmore said a recent constitutional amendment provides for increase in the number of Board members. This year members will elect two governors instead of one in each membership classification. Deadline date for return of ballots is July 11. Candidates named were:

Vocalists and Singers: Clark Burroughs, William Cole, Jimmy Joyce, Jo Stafford; Leaders and Conductors: Les Brown, Bud Dant, Joseph Gershenson, Axel Stordahl; A.&R. Men and Producers: Jesse Kaye, Alan Lvingston, Steve Sholes, Irving Townsend; Songwriters and Composers: Lou Adler, Alan Bergman, Barry DeVorzon, Don Robertson; Studio Engineers: Hugh Davies, Charles Pruzansky, Al Schmitt, Ralph Valentin, and Instrumentalists and Musicians: Arthur (Skeets) Herfurt, Max Herman, George Roberts, William Ulyate.

Arrangers: Henry Beau, Lou Busch, George Duning, Pete King; Art Directors and Literary Editors: Murray Garrett, Harry Pack, Jim Silke, George S. Whiteman; Spoken Word, Comedy, Etc.: June Foray, Mickey Katz, Soupy Sales, Irving Taylor, and Classical: Richard Jones, Robert Myers, Salli Terri, John Scott Trotter.

one of the largest areas devoted to home entertainment equipment and records, according to Jack M. Williams, vice-president, advertising and sales promotion, RCA Sales Corporation, and John Y. Burgess, division vice-president, commercial sales department, RCA Victor Record Division.

In addition to latest recordings by RCA artists, the display will feature the entire RCA Victor pre-recorded tape catalog, cartridge recorders, color and black and white television receivers, and phonographs and radios.

Roulette Unveils Billing Plan; Absorbs Gone and End Records

NEW YORK — Roulette unveiled 11 new albums on its own label, two on Roost and one on Tico along with a 15 per cent discount and 120-day deferred billing plan on its entire catalog at its sixth annual distributor meeting here last week.

Roulette President Morris Levy also announced that Roulette had bought Gone and End Records, and that George Goldner, president and owner of the two labels, will join Roulette as vice-president.

Though becoming a division of Roulette, Gone and End will maintain separate entities and all three labels will maintain their present distribution pattern. Levy and Goldner both stressed there was no plan to change any distributors.

In his new post, Goldner will concentrate in the a.&r. and promotion departments. Roulette General Manager Bud Katzell will assume that post for Gone and End also. Continuing in Roulette's executive alignment are Henry Glover, pop a.&r.; Teddy Reig, jazz

a.&r., and Howard Fisher, controller.

Gone and End people joining the group are Johnny Brantly, r.&b. promotion representative for all labels, and Sam Goldner, who will serve as co-ordinator for Goldner and assist Katzell in sales.

Gone and End have some 15 albums in addition to their singles inventory.

Following the Roulette-Gone-End general session, Roulette held a series of private meetings with distributors during which the label wrote more business than ever before in the firm's history, according to Katzell. He noted that for the first time, Roulette would be pressing album merchandise in two plants in the East, one in the Midwest and one on the West Coast.

The label also introduced special incentive plans for promotion men on singles and salesmen on albums. Also a contest will be held on the "Two Tickets to Paris" album, with the winning distributor receiving two tickets to Paris.

RCA Victor Signs for Chicago Music Fair; 70 Displays in Line

CHICAGO — RCA Victor will put on a giant display of its record, phonograph, radio, television and tape lines at the World's Fair of Music and Sound to be held at Chicago's plush new lake-front convention site, McCormick Place, August 31-September 9.

The signing of RCA gives the fair a list of some 70 exhibitors from ranks of record companies, phonograph, radio and television manufacturers, high fidelity and component parts manufacturers and miscellaneous electronic manufacturers and parts suppliers.

Besides RCA Victor, record companies signed include: Columbia, Command, MGM - Verve,

Mercury - Smash - Philips, Capitol and the ABC-Paramount group, including Impulse, Westminster and Chancellor.

Fair officials said the convention now has some 75 per cent of its 200,000 square feet of exhibit space sold out.

Entertainment Planned

In addition to equipment displays, the fair will present numerous business and trade meetings, demonstrations and a number of entertainment features.

The RCA Victor exhibit will be

N. Y. Retailers Agree to Stop Ads Comparing Prices With Those on List

NEW YORK — A number of leading retailers in the metropolitan area have voluntarily agreed to discontinue use of advertising which compares actual sale price of merchandise to a so-called manufacturers' suggested list price.

A conference was called several

Mrs. Huddle

• Continued from page 4

suite and followed a session on Thursday night (28). In response to an invitation reported exclusively last week in BMW, a group of executives from nearly 20 indie labels had gathered in Frey's suite for exploratory discussions on the desirability of a new organization.

The need for and procedure involved in formation of such a group was discussed by Frey and Jordan Ross, who had been executive secretary of ARMADA before the distributor takeover. Some legal advice was sought from attorneys present, and attendees were assured that no element of collusion existed in the formation of a trade org of this type.

A show of hands from among those present indicated that 13 definitely were in support of the formation of a new group. Only five were able at the moment to pledge specific financial support to the extent of \$1,000 each, the remainder indicating that they had to go back to the principals of their companies to secure specific advice.

Another problem was the lack of representation at the Thursday

weeks ago by the Better Business Bureau of New York. Asked to attend were leading local department stores and representatives of Peerless and Willigby Camera stores, E. J. Korvette and Sam Goody.

Among those handling records, all but the two camera stores voluntarily agreed to go along with the majority in the matter, though several, including Goody, did so reluctantly.

Goody told BMW that he agreed to go along, but that he also raised a point with the BBB about the use of similar types of advertising appeals by record clubs. It is known that for a period of several months, RCA Victor attorneys have not allowed the use of list price comparisons in ads of the Victor record club, but other clubs still employ the practice. Goody said he would desist temporarily, but in the event that clubs continue such ads, he would be forced to resume.

A spokesman for the BBB here declined comment except to say that all ads whether in publications, direct mail or other media, would be subject to its scrutiny.

night meeting from the largest indie manufacturers which had been in ARMADA. To secure their attendance, it was decided to adjourn and meet again Friday afternoon after the formal morning vote which changed ARMADA into a distributor group. Frey announced the manufacturer meeting at the time the distrib takeover took place

7 BIG HITS!



Ike
&
Tina

"YOU SHOULD
HAVE TREATED
ME RIGHT"

Sue 765

Breaking Very Big
on CRACKERJACK

Elmore Morris

"IT SEEMED
LIKE HEAVEN
TO ME"

Crackerjack 4006

Spoken Arts to Bid For European Sales

NEW YORK — Spoken Arts Records has set up a massive European sales program. Firm's distributors in England, Ireland, France and Germany will contact thousands of educational institutions during the fall to interest them in the use of SA records to supplement their classroom work.

The label also signed an exclusive distribution deal for the La Voix de l'Auteur label for the U. S. This is a collection of authors reading their own complete plays. The series has been launched by Roger Capras of Paris. It consists of 34 albums with readings of plays by Jean Anouilh, Eugene Ionesco, Andre Roussin and Jean Cocteau. English authors to be represented in the series are Christopher Lawrence Durrell and Peter Ustinov.

T. F. Whitten Upped By RCA Victrola

INDIANAPOLIS — Selection of Thomas F. Whitten as manager of RCA Victrola instrument and component manufacturing operations in Indianapolis was announced here. He succeeds Jack A. Scarlett, who was promoted to manager of RCA data processing at Palm Beach.

Whitten will direct the work of the RCA Home Instrument plant where 3,300 employees are engaged in the manufacture of stereophonic and high-fidelity phonographs, tape recorders and television instruments.

RECORDS
725 Riverside Dr. N. Y.
WA 6 8800

Sue

COLPIX
RECORDS

Is **HOT!**

3 BIG MONEY-MAKERS

**SHELLEY
FABARES**

*"Johnny
Loves Me"*

CP 636

plus

**STU
PHILLIPS**

"The Tease"
(CP 641)

**VICKI
TASSO**

*"The Sound
Of The
Hammer"*

(CP 638)

**THE
MARCELS**

"Flowerpot"

(CP 640)

**JAMES
DARREN**

*"Mary's
Little Lamb"*

CP 644

**PAUL
PETERSEN**

*"Keep Your
Love Locked"*

CP 632

**AND - OUR GREAT NEW
CHART-LISTED SELLING ALBUM**

SHELLEY!

Colpix 426



COLPIX RECORDS

A Division of Columbia Pictures, Corp.
711 Fifth Ave., N.Y., N.Y.

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

ALBUM REVIEWS

Pop

THE SHIFTING WHISPERING SANDS



Billy Vaughn. Dot DLP 25442 (S); DLP 3442 (M)—Billy Vaughn has been most successful in the album derby and here's another potential winner. It packages both sides of the Vaughn "Shifting, Whispering Sands" single hit with such Western motif songs as "Cool Waters," "Wagon Wheels," etc. All of Side Two is given over to Vaughn's own new creation (with some themes by George Greeley), "Song of the West," a colorful suite-like piece with a lot of flavor of the West. Most listenable.

SINATRA SINGS ... OF LOVE AND THINGS



Frank Sinatra. Capitol W 1729 (M); SW 1729 (S)—Here's another potent collection of Sinatra tracks from Capitol. The album should score heavily with his fans, for it contains some of his strongest selling singles of years past. "Chicago," "The Nearness of You," "Mr. Success" and "Sentimental Baby" are all to be found on this set. Nelson Riddle, Felix Slatkin and Skip Martin are responsible for the arrangements.

BEWITCHING-LEE



Peggy Lee. Capitol T 1743—This album is also called Peggy Lee's greatest hits, for it features the enchanting thrush singing such notable Lee items as "Fever," "Don't Smoke in Bed," "Why Don't You Do Right," "Hallelujah I Love Him So" and "While We're Young." There are scores of Lee fans around the country who will dig this set so dealers should keep hefty stocks on hand.

BOCCACCIO '70



Sound Track. RCA Victor FOC 5 (M); FSO 5 (S)—The sound track from the three short flicks that make up the new Italian movie "Boccaccio '70" is a lovely collection of music. Two of Italy's top musicians composed the score: Nino Rota, who has contributed to "La Strada" and "La Dolce Vita," and Armando Trovajoli, who has composed music for "Anna" and "Bitter Rice." The music is joyful and serious by turns depending on the plot, but many of the pieces stand out as candidates for singles, especially the lilting "Bevete Piu Lette!" Big music excitement could help this track sell.

JOHNNY GET ANGRY



Joanie Sommers. Warner Bros. W 1470 (M); WS 1470 (S)—Joanie Sommers, who has a smash hit now with "Johnny Get Angry," could have a good selling album here, too, since this set also contains her hit single. And in addition it includes a flock of standards and some of her pre-issued singles like "One Boy." Standards range from "A Nightingale Sang in Berkeley Square" to "Theme From a Summer Place." They show off the girl's warm piping and mark her as a miss with a future.

THE MUSIC MAN



Sound Track. Warner Bros. B 1459 (M); BS 1459 (S)—"The Music Man" should be as big a seller in this original sound-track version as it was as an original cast album, for the movie version of the show has Robert Preston repeating his role as "The Music Man" and it also stars Shirley Jones, Buddy Hackett, Hermione Gingold and Paul Ford. They are all here on this album, with Preston and Miss Jones doing splendidly on "Ya Got Trouble," "Good-night My Someone," "Seventy-Six Trombones" and all the rest. Sock sales in store for this LP.

Low Priced Pop

BYE BYE BIRDIE



Original London Cast. Mercury-Wing MGW 13000 (M); SRW 17000 (S)—A spirited performance of the hit show by the London cast. This is an outstanding low-price value. Mercury has an inspired piece of merchandise to offer instead of just another studio-recorded re-hash. The highly talented London cast, starring Chita Rivera and Peter Marshall, turns in a rousing rendition with several of the songs coming over even better than they did as performed by the broadcast.

Jazz

BROTHER JACK MEETS THE BOSS



Jack McDuff and Gene Ammons. Prestige 7228—Mighty persuasive down horn blowing from Ammons and organist McDuff here. The two are teamed on five of the six tracks, and a mighty effective team they are. Tenor saxist Harold Vick is also spotlighted on the LP and he departs himself with authority. This is one of McDuff's best efforts to date. He continues to build a solid reputation. Ammons is the boss, and there's no doubt of it here as Gene adds another set of infectious solos to his growing library. "Mellow Gravy," "Watch Out" and "Buzzin' Around" rate as top tracks.

EDDIE HARRIS



Vee Jay LP 3028—Another intense collection of tenor sax solos by Eddie Harris. The instrumentalist has penned all but one of the seven tunes on the set. On these sides, Harris shows that he is attempting to broaden his playing; he seems to be reaching for a more avant-garde type of expression, somewhat on the order of John Coltrane. "Fantastic Waltz," "Just Friends" and "Dancing Bull" are some of the better tracks.

THE EDDIE (LOCKJAW) DAVIS COOKBOOK, VOL. 3



Eddie Davis, Shirley Scott. Prestige 7219—With Eddie Davis on tenor and Shirley Scott on organ, there's a lot of cooking jazz on this new set, and it is sure to interest the large following who purchased Davis' previous "Cookbook" efforts. On this set Davis wails away on horn while Miss Scott furnishes fine rhythm backing, with sparks also flying from the work of Jerry Richardson on sax and flute. On this new set are some fine Davis-Scott items, "The Goose Hangs High," "Simmerin'" and "Heat and Serve," plus Ellington's "Lucky So and So." Set cooks.

SHIRLEY SCOTT: LIKE COZY



Moodsville 19—Shirley Scott's host of fans will dig this presentation of mood jazz which shows off her refreshing and flowing style, combining soul as well as melody. Working with George Duvivier on bass and Art Edgehill on drums, the organist comes through with effortless performances of both originals and standards. Best tracks are "Like Cozy," "Little Girl Blue" and "Laura."

Country & Western

ALL TIME GREATEST HITS



Roy Acuff. Hickory LPM 109—The album cover shows a fiddle and a crown, and carries what would otherwise be an immodest caption: "Roy Acuff, King of Country Music." In Acuff's case, it's hard to argue, even harder to see how this package could miss with his host of fans. Sides include some Acuff all-time favorites: "The Great Speckled Bird," "The Precious Jewel" (written by Acuff), "Wabash Cannonball," "Night Train to Memphis," and others.

(Continued on page 26)

BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMW's reviewing panel as the most outstanding from this week's new LP Spotlights.

JAZZ

THE EDDIE (LOCKJAW) DAVIS COOKBOOK, VOL. 3—(Prestige 7219) "Lucky So and So"

LIKE COZY—Shirley Scott (Moodsville 19) "Like Cozy"

BROTHER JACK MEETS THE BOSS—Jack McDuff & Gene Ammons (Prestige 7228) "Buzzin' Around" (Prestige, BM)

SACRED

ROY ACUFF & THE SMOKEY MOUNTAIN BOYS—(MGM E 4044, SE 4044) "Were You There When They Crucified My Lord" (BMI) (2:27)

LP REVIEW POLICY

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


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

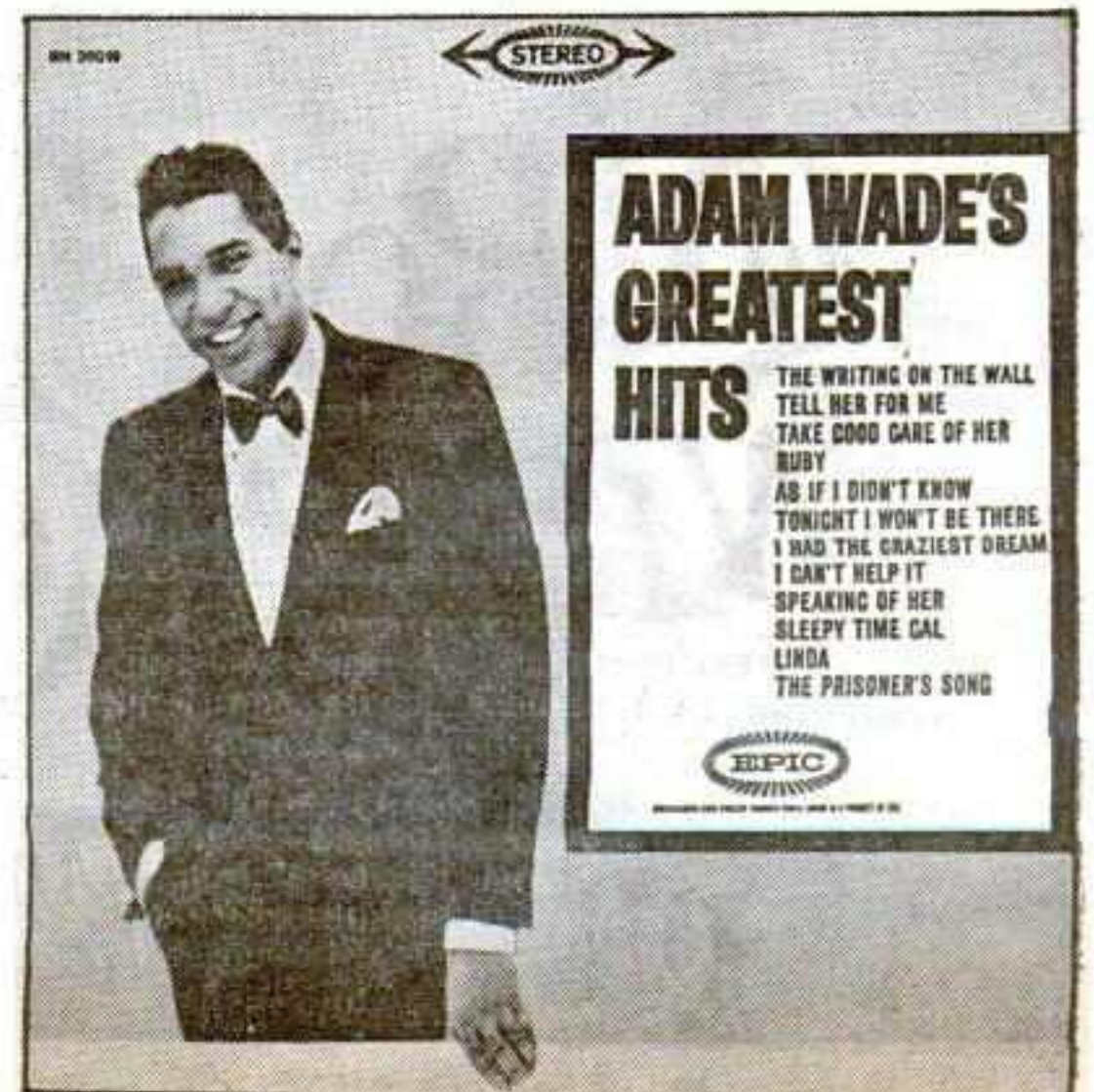
SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

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

Now Available for the First Time!

Adam Wade's Greatest Hits

ON  RECORDS



ADAM WADE'S GREATEST HITS

- THE WRITING ON THE WALL
- TELL HER FOR ME
- TAKE GOOD CARE OF HER RUBY
- AS IF I DIDN'T KNOW
- TONIGHT I WON'T BE THERE
- I HAD THE CRAZIEST DREAM
- I CAN'T HELP IT
- SPEAKING OF HER
- SLEEPY TIME CAL
- LINDA
- THE PRISONER'S SONG

EPIC RECORDS

LN 24019/BN 26019 Stereo

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

SINGLES REVIEWS

Pop

PATSY CLINE



YOU'RE STRONGER THAN ME (Pamper, BMI) (2:36) — **SO WRONG** (Cedarwood, BMI) (2:58)—Two more solid country-type items for Miss Cline. The first is a touching story of romance gone awry while the second is another lovely ballad handled with taste. Both sides are top-flight with accompaniment by strings and chorus.

Decca 31406

GEORGE MAHARIS



THEY KNEW ABOUT YOU (Dymor, ASCAP) (3:12)— **LOVE ME AS I LOVE YOU** (Marielle, BMI) (2:34)—The "Route 66" TV idol has another fine pair of ballads that should find favor with his many fans. The first, written by Bob Allen, is handled with much feeling against strong backing while the second features the lad's moving vocal effort against a lush setting. Either or both could get the nod.

Epic 9522

VINCE EDWARDS



AND NOW (Alexis, ASCAP)— **DON'T WORRY 'BOUT ME** (Mills, ASCAP) (3:05)—One of TV's favorite M.D.'s has two highly commercial vocal items here. The first is the pop tune based on a classical theme that scored for Della Reese some years ago. The second is the standard handled in workman-like fashion. Either or both has strong potential.

Decca 31413

JIMMY SOUL



WHEN MATILDA COMES BACK (Rock Masters, BMI) (2:33)—The "Twistin' Matilda" man has a solid rocker as a natural follow-up to his latest hit. The pounding arrangement and penetrating femme vocal group that make up the background are plus additions. The reverse side is "Some Kinda Nut?" (Rock Masters, BMI) (2:40).

TONY ORLANDO



AT THE EDGE OF TEARS (Aldon, BMI) (2:15)— **CHILLS** (Aldon, BMI) (2:40)—Two distinctive and different vocal sides from Orlando here. The first has swing, a bright beat and ear-catching trumpet figures. The second is performed in slow, gospelish fashion with a chorus that gives it a wild sound. Solid use of trumpet and drum breaks also add to the over-all effect.

Epic 9519

JOHNNIE MORISSETTE



WILDEST GIRL IN TOWN (Kags, BMI) (1:54)— **SHO' MISS YOU BABY** (2:30)—A pair of swingers for the singer who scored with "Meet You at the Twistin' Place." Both should score as dancing delights. The top side moves in strong fashion with a belting vocal over punching combo that showcases horns in unison. The flip has pushing rhythm, a torrid vocal in medium tempo and support from guitar and harmonica.

SAR 133

SI ZENTNER ORK



BOOGIE WOOGIE MAXIE (Bregman, Vocco & Conn, ASCAP) (1:44)—The swing oldie is handed an exciting performance by the Zentner crew on this pounding instrumental. The band shows off solid ensemble work, and the sound is sparkling. A fine side for station programming and one that could move out. Flip is "Shadrack" (Fisher, ASCAP) (2:18).

Liberty 55476

DON ROBERTSON



STAND IN (Ross Jungnickel, ASCAP) (2:21) — **YOU DON'T NEED ME ANYMORE** (Robertson, ASCAP) (2:56)—Don Robertson sings these two attractive country-pop weepers with feeling and compassion and he could easily have two winners here. He tells his ballad stories with conviction backed by the Floyd Cramer-type of piano support that adds a tasteful touch.

RCA Victor 8059

DAVE YORK



BEACH PARTY (Garpax-Cinch, BMI) (2:01)—The teen set may flip over this exciting tale of a wild beach party performed authoritatively by the chanter aided by solid ork support. Good young wax. Flip is "I Wanna Go Surfin'" (Garpax-Cinch, BMI) (2:18).

PKM 6700

RAMSEY KEARNEY



NINE LITTLE TEARDROPS (Combine, BMI) (2:05)— **I NEVER LET YOU CROSS MY MIND** (Milene, ASCAP) (2:28)—Kearney, new warbler on the label, makes his debut with two fine performances of interesting material. Top side is a novelty, based on the "Ten Little Indians" kidsong; flip is a lovely weeper handed a warm reading by the lad. Both have a chance.

Hickory 1176



SPECIAL MERIT SINGLES

Pop Talent

DENNIS TURNER

★★★★ **LITTLE MISS HEARTBREAK** (Lyn-Lou, BMI) (2:08) Louis 6800

★★★★
STRONG SALES POTENTIAL

LENNIE MILES

★★★★ **Stay With Me**—GROOVE 0001—A touching ballad reading by Miles on this first entry of the re-activated Groove label at full list. The side is nicely fashioned with choral and ork backing. (Suffolk, BMI) (2:37)

★★★★ **Hercules**—The lass makes Miles feel like a strong man. It's dramaballad that builds nicely as it moves along against bright backing containing strings and horns. (Tobi-Ann, BMI) (2:35)

FREDDIE HART

★★★★ **Stand Up**—COLUMBIA 42491—A bright disking that shows off a first-rate vocal by Hart over country, and gospel backing that also features a Salvation Army trumpet in the backing. Watch this. (Central Songs, BMI) (2:15)

★★★★ **Ugly Duckling**—Freddie Hart sings about a gal who wasn't very attractive but grew up to be a pretty girl and now he wishes she was still around. Cute side that could get some action. (Pamper, BMI) (2:02)

JOHN BUCK

★★★★ **Black Is the Color of My True Love's Hair**—WARNER BROS. 5288—A very haunting instrumental version of this folk ballad complete with lead guitar, concertina, French horns and the works. The song has a distinctive "Sound of the Prairies" flavor. (Sherman-DeVorzon, BMI) (1:55)

★★★★ **JALISCO**—A Mariachi-styled instrumental done in typical Tex-Mex style with a wailing horn and backed by chorus. (Sherman-DeVorzon, BMI) (1:55)

MYRON LEE

★★★★ **Town Girl**—DEL FI 4180—An infectious beat and novel sound makes this a good teen item. The boy sings with a strong feeling. Harmonica and pounding rhythm section add to the effectiveness. (Maravilla and Doral, BMI) (2:04)

★★★★ **SCHOOL'S OUT**—A summertime special that might find acceptance among teens. Side is done in the style of Gary Bonds with chattering, swinging rhythm, group vocal and harmonica effects. (Maravilla and Doral, BMI) (2:13)

STEVE ALAIMO

★★★★ **My Friends**—CHECKER 1018—A medium beat ditty sung well by the chanter. Another good scoring job making good choral use. (Good Songs, BMI) (2:07)

★★★★ **Going Back to Mary**—A cute side well done by Alaimo, using dual track chanting against a fine Hutch Davie arrangement. Performance has a Bobby Vee quality and it's mighty effective. Watch it. (Good Songs, BMI) (1:54)

JOSH WHITE JR.

★★★★ **The Land of No Love**—MERCURY 72007—A smart, slow ballad side, produced by Shelby Singleton and Quincy Jones, and neatly spotlighting the junior Josh White. He has a nice, tender touch and there's fine guitar and fem chorus backing. Can get spins. (Mayfair, ASCAP) (2:37)

★★★★ **Oh, Miss Mary**—A happy, hand-clapping rhythm folkish tune, done in stylish fashion. Flip has an edge, however. (2:17)

GORDON JENKINS

★★★★ **I Wish You Love**—TIME 1051—From the Time 2000 LP series, comes this pleasant, neatly arranged ork interpretation of the pretty tune. Fine, soft programming, with a subtle Latin dance beat. (Leeds, ASCAP) (2:22)

★★★★ **Fascination** — A bright, breezy reading in up rhythm of the familiar ballad

(Continued on page 36)

SINGLES REVIEW POLICY

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STEREO

LIMBO TWIST

TOMMY REY and THE CARIBE STEEL BAND
 TWISTING STEEL DRUMS


LIMBO ROCK
 TEQUILA TWIST
 CEST SI BON
 AND OTHERS

EPIC

The Authentic Sounds of the Nation's Newest Dance Craze

Limbo Twist—Twisting Steel Drums!

Tommy Rey and the Caribe Steel Band

ON  RECORDS

LN 24018/BN 26018 Stereo

**BREAKING
BIG IN ALL
MARKETS**

**SOFT
WALKIN'**

by
**FREDDIE
HOUSTON**

TOTO A-101

**TOTO
RECORDS**

1650 Broadway
New York City, N. Y.

(A Division of GERALD Records)

**BOBBY
DARIN**
Sings
THINGS

ATCO 6229

ATCO RECORDS

1841 B'way New York 23

HEADING FOR CHARTSVILLE!
**"KEEP YOUR
HANDS IN
YOUR POCKETS"**

R-4432

BY THE PLAYMATES
ROULETTE RECORDS

1631 BROADWAY N.Y.C., N.Y.

when answering ads . . .

Say You Saw It in
Billboard Music Week

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 24

14 MORE OF HANK WILLIAMS' GREATEST HITS, VOL. II

MGM E 4040 (M); SE 4040 (S)—Yet another repackaging of sides by the late, great Hank Williams. There are many of these now available, but the famed writer-chanter's fans are still many, too, and the package can be expected to follow its predecessors as a fast-mover. Some of the best-known tunes are here, including "A Mansion on the Hill," "Move It on Over," "Window Shopping," etc. Good cover shows the Williams trade-marks, the guitar and floppy Western hat.

Sacred

HYMN TIME

Roy Acuff and the Smokey Mountain Boys. MGM E 4044 (M); SE 4044 (S)—Roy Acuff displays great heart and tenderness in these readings with the Smokey Mountain Boys chiming in on the chants and repeating phrases in a most effective style. There are a dozen selections and each one carries on the intense emotion established at the opening. Titles include "Take My Hand, Precious Lord," "Jesus Died for Me" and "Lord Build Me a Cabin." Solid wax that should get an enthused reception.

Classical Low Price

FESTIVAL A LA RusSE

L'Orchestre De La Societe Des Concerts Du Conservatoire Du Paris (Ansermet). Richmond B 19087 (M); S 29087 (S)—Here's a delightful Russian music festival, performed by one of top maestros in the field. The pairing should spell paydirt in the budget-priced area. Four of the really favorite works are offered, including Mussorgsky's "Night on Bald Mountain," Borodin's "Steppes of Central Asia," Glinka's "Russian and Ludmilla Overture" and Prokofiev's "Classical Symphony." The package seems a natural, particularly at the price.

TCHAIKOVSKY: SWAN LAKE HIGHLIGHTS

London Symphony Orchestra (Fistoulari). Richmond B 19084 (M); S 29084 (S)—One of the prime items of the ballet and the over-all orchestral repertoire is packaged here as a prime item for the budget trade. "Swan Lake" has the broad appeal to sell well to the impulse rack buyer and this performance has the quality of sound to register well. Cover has good eye appeal.

RIMSKY-KORSAKOV: SCHEHERAZADE

Paris Conservatory Orchestra (Ansermet). Richmond B 19086 (M); S 29086 (S)—Easily one of the all-time favorites is made available here in a smart new low-price packaging. The dancing girl, and the big clear cover lettering is enough to carry the merchandising load well. Add to this the sales power of the repertoire and the Ansermet name, and there is an album that can sell plenty of copies. The performance, by the way, is top drawer.

Spoken Word

HARRY GOLDEN

Vanguard VRS 9102—A yarn spinner of humor and humanity, Harry Golden is heard on one side of this LP in excerpts from two addresses to live audiences. His comments on racial and religious relations have the sting of satire growing out of wisdom. On the reverse side, Golden reminisces about life in the Lower East Side of New York earlier in the century. The disk has much of the flavor of his best selling books and could wind up with nearly as substantial a sale.

SPECIAL MERIT ALBUMS

Pop

SOUNDS UNHEARD OF!

Jack Marshall and Shelly Manne. Contemporary S 9006—A most ingenious production and one that will catch the ear of anyone looking for a new sound. Ordinarily, a two-man combo, trying to play every instrument in the book, would add up to chaos of a frightening character. Not so here, with drummer Shelly Manne and guitarist Jack Marshall employing more than 20 instruments in this collection of mostly standards, to turn out as tasteful an array of sounds, as neatly executed and engineered as the most demanding buff could want. Tunes, "I Remember April," "Boy Next Door," "Makin' Whoopee," etc., are almost incidental. It's how they're played that counts, and they are played with care and imagination.

Jazz

SIZZLIN'



Arnett Cobb. Prestige 7227—Arnett Cobb has one of his most imposing sets in recent months here. The album features the vet tenor saxist in a solid, buzzing mood playing material slanted for the r.&b. and jazz trade. Cobb plays forthright and muscular tenor, preaching with directness on "Blue Sermon," "Black Velvet" and "Georgia on My Mind." Red Garland, George Tucker and J. C. Heard accompany with authority.

Folk

OLD-TIME SOUTHERN DANCE MUSIC



Various Artists. Old-Timey X 100—A fascinating recording, featuring a collection of early originals from the country string band field, recorded in the 1920's. Rare material by such names as Gid Tanner and the Skillet Lickers, the Scottsdale String Band and many other examples of hill country string bands is presented. There are 13 tracks in all, and a most interesting historical account of these bands and the influences on them of the Negro music of that period in the South is on an accompanying mimeographed sheet. Notes of each performance and artist appear on the other side of the sheet. Package is obviously the work of a real fan and student and it will have much appeal for others in these categories.

Classical

BACH: SONATAS AND PARTITAS FOR UNACCOMPANIED VOLIN (2-12")



Arthur Grumiaux. Philips PHM 2-500 (M); PHS 2-900 (S)—Grumiaux' performances of the three Sonatas and three Partitas for solo violin are truly exquisite. An outstanding item for connoisseurs, the two-disk set competes with two older versions which each require three disks. Faultlessly played and recorded, this set could become a standard reference item for a long time to come.

★ ★ ★ ★
STRONG SALES POTENTIAL

★ ★ ★ ★ THINK WELL OF ME

Jack Teagarden. Verve V-8465 (M); V-8465 (S)—A lot of nostalgia loaded into this one. Jack Teagarden, his great trombone and his not-so-great but certainly feeling-laden voice, backed by the fine trumpet of Don Goldie and the big ork arrangements of Russ Case and Bob Brookmeyer make an appealing package. Most of the songs are by Willard Robinson, with whom Teagarden played in the 1920's, and include standards like: "Cottage for Sale," "Don't Smoke in Bed" and "Think Well of Me." The album is very easy to listen to and great for late-hours programming.

★ ★ ★ ★ FOR THE RECORD

Mary Kaye Trio. Verve V-8446 (M); V-8446 (S)—As the liner notes so aptly put it: "All the elements that make up the successful Mary Kaye Trio presentation—except the visual mugging and gagging—are present on 'For the Record'." Mary takes the solo spotlight on "I Should Care" and "September Song," her brother Norman is featured on "My Kind of Girl" and "All or Nothing at All" and the trio join together for a variety of numbers, including the opener, "Bill Bailey" (done in great comic style), a South American version of "Squeeze Me," and an appealing up-tempo version of "Day by Day." Nice wax by a good group.

★ ★ ★ ★ MEG MYLES AT THE LIVING ROOM

Mercury MG 26686 (M); SR 60686 (S)—Miss Myles is a young lady of limited vocal talent but she's abundantly endowed otherwise, a fact which helps fans overlook her vocal limitations. She has had numerous outings on other labels, but here, she appears probably to her best advantage yet as a recording artist. The tracks were cut live at New York's Living Room intimacy and the gal seems much at home with "A Lot of Livin' to Do," "It Amazes Me," "Femininity" and "The Party's Over." She also gets an excellent assist from a swinging combo.

★ ★ ★ ★ IT'S PARTY TIME WITH KING CURTIS

Tru-Sound 15008—On this new album, King Curtis, who had a big hit with "Soul Twist" a while back, returns to the dance party groove with good swinging readings of a flock of items aimed at the teen crowd. Tunes are called r.&b. but they are closer to today's rock and roll, with a down home, earthy feel. Best tracks are "Free for All," "The Party Time Twist" and "Low Down."

LOW PRICED POPULAR

★ ★ ★ ★ IMMORTAL LULLABIES

Frank Chacksfield and his Ork. Richmond B 20108 (M); S 30108 (S)—Here's mood music for both sleepy tots and tired adults. Chacksfield leads the string-filled ork through the soft lullaby classics like Brahms' "Lullaby," "Mighty Lak' a Rose," "Sweet and Low," "Too Ra Loo Ra Loo Ra," and others. Pretty stuff and it offers the advantage of good stereo at a low price, though these plusses may be lost on infant insomniacs.

★ ★ ★ ★ LEROY HOLMES AND HIS ORK PLAY THE LOVE THEME FROM LOLITA AND OTHER MOVIE FAVORITES

MGM E 4664 (M); SE 4664 (S)—One of the better arrangers, Leroy Holmes' skill is

evident in the smart setting he has turned out for a batch of film tunes, headed by the love theme from "Lolita." Solidly musical and easy on the ear, the LP numbers among its other contents themes from "Tammy," "Sayonara," "Limelight," "Ada" and "The Parent Trap," all done with gloss and polish.

★ ★ ★ ★ SOUTH AMERICAN HOLIDAY

Dick Contino With the David Carroll Ork. Mercury MG 26668 (M); SR 60668—Dick Contino's work is one of the finest examples of accordion playing with orchestra on disk. As blended with the David Carroll ork on a group of Latin-American standards, the result is very pleasurable listening with authentic Latin flavor. Highlights include "Sweet and Gentle," "A Media Luz," "Tico Tico" and "Ay Ay Ay."

★ ★ ★ ★ OUT ON A LIMB WITH SIRAVO

Ad Lib A 226—George Siravo is a long-time pro arranger who uses a 20-piece string group for lush and usually leisurely paced instrumentals. Here there are six originals and six standard pop tunes. Always listenable, the collection is the epitome of easy listening and is especially recommended for radio stations programming such fare. Unusual cover with die-cut artwork the size and shape of a record will catch many an eye.

★ ★ ★ ★ MEMORIES OF MARIA AND OTHER GREAT HITS

Jerry Byrd. Monument M 4008 (M); SM 14008 (S)—Jerry Byrd is another one of those fine Nashville instrumentalists like Floyd Cramer and Bob Moore to get a chance to shine as a soloist as well as a backer of vocal hits. Byrd is a virtuoso on the crying, sighing tones of the steel guitar and in this new LP, he turns his skill to such tunes as "Ebbtide," "Among My Souvenirs" and "Last Date," an extremely spinnable item, among others. The guitar is all neatly backed by full ork, highlighting strings. Strong wax that could rack up plenty of sales.

★ ★ ★ ★ ROY HAMILTON'S GREATEST HITS

Epic LN 24009 (M); BN 26009 (S)—Here is a whole collection of Roy Hamilton's memorable hits, in this case reprocessed for stereo sound. All the big titles are here, including "Don't Let Go," "Ebbtide," "Unchained Melody," "You'll Never Walk Alone" and "You Can Have Her." Solid wax that fans will surely dig.

★ ★ ★ ★ ADAM WADE'S GREATEST HITS

Epic LN 24019 (M); BN 26019 (S)—Here are Adam Wade's fine hits from the Coed label, which were transferred to Epic along with Wade's singing; by the firm. And fine listening it makes. Fans will readily remember such titles as "Ruby," "Tell Her for Me," "The Writing on the Wall," etc. A dozen titles all told and the set seems a natural for brisk action.

★ ★ ★ ★ ADVENTURES OF A YOUNG MAN

Sound Track, RCA Victor LOC 1074—(M); LSO 1074 (S)—Some very pleasant listening on this LP of the score from the original sound track of the Hemingway-based flick which stars Corina Calvet, Fred Clark, Dan Dailly, Susan Strasberg and

(Continued on page 30)

PATSY SCORES AGAIN!



on
DECCA RECORDS
Naturally!

PATSY CLINE

YOU'RE STRONGER THAN ME | **SO WRONG**

DECCA 31406

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.

NELSON RIDDLE
(Capitol)



PERSONAL MANAGER: Carlos Gastel. **HOME STATE:** New Jersey. **EDUCATION:** High school. **BACKGROUND:** A veteran arranger, composer and conductor, Nelson Riddle began his musical studies at the age of eight. His father brought home a used piano and Riddle showed an aptitude for the instrument and for arranging. In high school he switched from piano to trombone. At 19, Riddle joined the traveling Jerry

Wald orchestra, then moved on to a newly organized band, Charlie Spivak's. Spivak let him try out his own arrangements, which were favorably received. Riddle now attempted to sell himself as both trombone player and arranger. Tommy Dorsey bought the idea, and Riddle was with the noted band leader for a year, until he was called into the Army. After his Army stint Riddle returned to California, where, after studying composing and arranging under the GI Bill, he got a job with NBC as staff arranger. Late in 1950 Riddle got his first big break: he wrote an arrangement for Nat King Cole. The song was "Mona Lisa." The disk was a smash, and both Cole and Capitol Records signed Riddle for more of the same. In 1952, Riddle arranged Ella Mae Morse's million-seller, "Blacksmith Blues," and one year later he was assigned to arrange and conduct for the newly signed vocalist making his comeback, Frank Sinatra. Riddle was responsible for such swinging Sinatra arrangements as "World on a String" and "From Here to Eternity." In 1955 Riddle turned out his own million selling single in "Lisbon Antigua." Since then Riddle has arranged and conducted for many other top Capitol artists including Peggy Lee and Keely Smith.

LATEST SINGLE: Nelson Riddle's newest hit single, scoring well on the Hot 100, is tagged "Route 66 Theme."

LATEST ALBUM: Gay Life.

LITTLE EVA
(Dimension)



PERSONAL MANAGER: Nevins-Kirshner Assoc. **REAL NAME:** Eva Boyd. **HOME TOWN:** Belhaven, N. C. **EDUCATION:** High school. **BACKGROUND:** The songwriting team of Carole King and Gerry Goffin was looking for a baby sitter. They asked some friends, a vocal group called the Cookies, and the girls suggested their new school friend, Eva Boyd. When the young girl was interviewed, she casually mentioned she loved music. She was hired immediately. The Goffins began to notice that the family baby sitter sang along with them while they worked on songs. Impressed with her style, the Goffins tried her out on a few demo records. The results were fine and soon the Goffins took Little Eva to Dimension Records.

LATEST SINGLE: Little Eva's debut disk tagged, "Loco-Motion," is bounding its way to the top of the Hot 100. This week the side jumps into the Number 71 slot as a Star Performer.

Say You Saw It in Billboard Music Week

WINS Rocks to New York Top

NEW YORK — Radio Station WINS moved into the No. 1 spot here last week following a year of program switching—first from "hard rock" to sweet music, then back again to rock with what General Manager Ted Steele describes as "middle-of-the-road" modifications.

WINS beat out its nearest competitor, WOR, with a 16.9 Hooper share of audience for the May-June period. Previously, the station had been alternating between second and third place, with WMCA and WNEW giving main competition.

WINS started softening its rock sound last fall and was about 75 per cent along the way when it experimented with a "Sinatra Marathon" that created considerable comment, in and out of the trade.

The station played nothing but Frank Sinatra records for a full week, saying it would stop only after receiving a phone call from

Sinatra, which finally came, accompanied by appropriate hoopla.

The solid "sweet music" format was short lived, however, and WINS has since returned to almost as much rock as before.

Soft in Morning

As Steele describes the program—it's broken into three basic parts. The morning hours are "housewife time" and the music is the softest. At 2 o'clock, WINS comes on with Bob Lewis, a teen-oriented jockey, and the programming swings a little more.

"The best way of describing it is that we wouldn't play a Chubby Checker record in the morning, but we would in the afternoon," said Steele. "We still would hold off on something like a raucous twist record until evening," Steele said.

The evening, from 7 to 11, features the station's top-rated

deejay, Murray (The K) Kaufman, and the program is aimed solidly at teen-agers.

'The K' Rates

Ratings for the whole day's program have been consistently high. Kaufman's evening program is out in front with a 25.9 Hooper (more than twice that of WINS' evening competitor, WNEW) and the daytime segments have consistently averaged in the 15 to 20 per cent range.

Steele said there is a definite effort to "segment" the program since he feels that different people listen to radio at various times during the day.

Many stations try to build a single definable audience with one specific program, he said. "We feel you have to cater to different groups at various times, and our entire programming philosophy is aimed in that direction."

MIX 'EM UP

Variety of Programs Key to WCBS Formula

By NICK BIRO

NEW YORK—"If you're looking for a formula, we don't have one. Many stations try to build a uniform audience—we're just the

opposite. We try for a varied audience, and this philosophy has been consistent with us for the 11 or so years I've been with the station."

The man talking is Sam J. Slate, vice-president and general manager of WCBS, Columbia Broadcasting System's large flagship station here. WCBS concentrates on the class and quality approach, but its big keynote phrase is "diversification."

The station shies away from anything that tends toward uniformity. As Slate aptly puts it: "The independent stations around here have access to the same records we do—so we've got to do something different."

More Live Music

WCBS programs more live music than any other New York station. Slate considers this an integral part of the "adult appeal" the station is seeking.

Its programs records primarily of
(Continued on page 40)

Dozen D.J.'s Air Premiere

NEW YORK — Disk jockeys from 12 radio stations gave on-the-spot coverage to the opening of United Artists' "The Road to Hong Kong" here last week providing some of the most extensive radio ballyhoo accorded a recent motion picture premiere.

Several stations also held contests with awards consisting of free admissions to the movie and copies of Liberty Records' original soundtrack album.

Among stations involved were WINS with Murray (The K) Kaufman, WNEW with William B. Williams, WABC with Bruce Morrow, WMCA with Jim Harriott, WIBC with Lee Murphy, WPAC with Dick Hodkin, and WLIR, WGSM, WFAS, WLNA, WBIC, WGBB.

WABC also tied a "Red Carpet Minute" contest in with the film. The station specified certain minutes throughout the day as "Red

NAB Protests Censorship Try In Washington

WASHINGTON—Proposed laws to make censorship legal by the District of Columbia in banning objectionable matter from radio, TV, in movies and shows, brought a sharp protest from the National Association of Broadcasters last week. The NAB said it is in sympathy with the aims of the District to prevent broadcast of obscene language, and violence and sex on TV, but feels this is an area for broadcaster codes and self-discipline.

Hollis M. Seavey, NAB manager of government affairs, in a letter to chairman John Dowdy (D., Tex.), of a House Subcommittee holding hearings on the proposals, told the group that addition of a "maze of local government strictures" would only complicate the problem. Seavey asked who would be the final judge of whether the predominant characteristic of any given broadcast program is sex? Or what is meant by "morality" in crime.

The questions would compound and confound, ad infinitum, the NAB official said. Seavey believes there is enough law on the books against obscenity in the U. S. criminal code, and that the NAB codes of good practice for TV and radio are sufficient safeguards for broadcasters.

THEY GAVE YOU "I SOLD MY HEART TO THE JUNKMAN"
NOW, FOR YOUR PLEASURE AND ENJOYMENT,
ANOTHER MONEY-MAKER!

BUBBLING OVER, AND READY FOR CHART ACTION!
WORKOUT
RICKY DEE AND THE EMBERS
NEWTOWN #5001

TEAR
PATTY LA BELLE

Send for Free DJ or Radio Station Copy! Write:

By JUNE BUNDY

RODGERS SALUTED: Veteran composer Richard Rodgers, currently represented on Broadway with the hit musical, "No Strings," was 60, June 28, and stations around the country celebrated the event with a flock of special Rodgers shows. Station WNEW, New York, presented a two-hour Rodgers birthday show from 11 p.m. to 1 a.m. on that date. The Mutual network spotlighted a special Rodgers program June 20 on Mutual's "The World Today" (carried by WINS, New York from 11:35 to midnight), featuring such famous artists as Mary Martin, Diahann Carroll and Robert Goulet. A musical tribute to Rodgers also highlighted CBS's "The American Musical Theater" June 24 with Martha Wright and host Earl Wrightson warbling the great Rodgers-Hart and Rodgers-Hammerstein standards.

Miss Martin also appeared (along with other celebrities) on a 60th birthday salute to Rodgers aired on NBC's "Monitor 62" program June 30. The show was taped during a luncheon in Rodgers' honor June 28 at the Waldorf-Astoria, with Jim Backus as host. Monitor reporters asked notables attending the luncheon to name their favorite Rodgers tunes and these made up the list. The Rodgers luncheon was under the auspices of the Philharmonic Symphony Society of New York, the Juilliard School of Music and ASCAP.

GIMMIX: Dean Griffith, program director of WPGC, Washington, writes: "WPGC is geared for the summer season. Among other things we feature a Sun Bell Toll every hour, which reminds listeners to roll over in order to avoid a sunburn. The WPGC jocks are in on the act too. Jerry Gee, the Morning Mayor, has inaugurated a series of outdoor hops at a shopping center. Larry Justice has formed the Barefoot Housewives Brigade, and I am taking water temperature readings from the various pools and beaches in and around Washington. Station WINS, New York, is offering listeners free comedy albums if they can identify (in order) the laughing sound of three WINS deejays. . . . Oaky Miller, WEEZ, Chester, Pa., has started a new promotion built around his unusual first name. Miller writes: "We have ordered 10,000 bumper stickers, and all our posters, handbills, and newspaper ads start off with the line, 'Nobody's name is Oaky Miller.'" Miller is also emcee on "TV-Bandstand," WNEP-TV, Scranton, Pa.

CHANGE OF THEME: Don Owens is the new music director at WINS, New York. . . . Terrell L. Metheny Jr. (formerly known as Ronn Terrell and more recently known as Mitch Michael on WOKY, Milwaukee) has resigned as deejay-production director of WOKY to join WGKV, Charleston, W. Va., as manager. Terrell recently wed Carolyn Johns, formerly station manager of KAJI, Little Rock. . . . Another WOKY staffer, program director Jim Stagg, has left that outlet to join KYF, Cleveland.

Starting this week, Pat Boone will host a 15-minute show on the Mutual Broadcasting System. The program is presented by Mutual in co-operation with Pepperdine College of Los Angeles, and features interviews with prominent industrial and civic leaders in addition to music. It is carried in New York City by WINS from 1:45 to 2 p.m., Saturdays. New staffers at WTUF, Mobile, Ala., include Barry Drees and Tom Collins, ex-KVOL. . . . Charlie Russell, program director of KELP, El Paso, Tex., reports that KELP celebrates its 15th anniversary later this year, and wants to contact all ex-KELP deejays. He writes: "We hope in this manner we can get the word around and have taped comments from all of those who have ever worked at this pioneer 'Top 40' station. The comments will be used in a special weekend program honoring all former deejays who have gone on to fame and fortune."

Dick Clark, "American Bandstand," ABC-TV, network, has lined up an impressive group of substitute emsees when he vacations during the last two weeks of July. They include Bobby Darin, Chubby Checker, Jimmy Dean, Paul Anka and TV's Johnny Crawford. . . . Tom Collins, ex-KVOL, LaFayette, La.,

(Continued on page 34)

PROGRAMMING PANEL

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

THE QUESTION:

Have you ever spotlighted a specific selection from an album and received reaction which might warrant a label putting that side out as a single release? (Submitted by Bobbie Barnett, KFIV, Modesto, Calif.)

THE ANSWERS:

BOB LEWIS
WINS, NEW YORK

Yes! "If I Had a Hammer," by Peter, Paul and Mary on Warner Bros. Played the cut a few times—received many phone calls and several cards and letters asking where to buy the 45.



DICK CARR
WIP, Philadelphia

I believe the most successful of the "success stories" involves Si Zentner and "Lazy River." He had faith in the cut out of the LP and we waited on it. It was a great success. A new artist to most of us is Dave Howard. WIP took the cut "Mr. Female Crazy" from his new Choro LP and is turning it into a hit. We understand it will soon be released.



OAKY MILLER
WEEZ, Chester, Pa.

Recently I have been playing "Hello Josephine" from the new Joey Dee album "Back at the Peppermint Lounge." I have received a number of requests for this number at record hops. Since my show is based on the idea of playing tomorrow's hits



today, I feel this is a good reaction from my audience. The amount of mail I have received asking for the tune has also been impressive.

World Beating Path to FM Stereo, But Industry Warned to Keep Quality Up

WASHINGTON — "The world is beating a path to the door of FM stereo," on the air and on records, and there will be a "handsome profit" for those farseeing FM broadcasters who got in on the ground floor of the hi-fi service. So said Federal Communications Commissioner Robert Bartley, in a rousing tribute to the FM service during a joint Electronics Industries-NAMM symposium held in New York last week.

Just as strongly, the commissioner warned manufacturers and dealers in FM, hi-fi and stereo equipment, particularly in FM receivers, not to kill the market with poor

and spuriously labeled equipment. FM stereo service is presently the darling of the hi-fi set, and they will not stand for downgrading of sound, Bartley warned.

Also, the FCC and the Federal Trade Commission are anxious to protect the high standard of the newly flourishing FM-stereo market. The FCC worked out FM-stereo standards for broadcasters. The FTC is currently studying false advertising of poor FM radio and phono sets as "high fidelity," at prices of below \$50. The FTC will more than likely come up with an industry guide to protect the public from spurious "hi-fi" equipment, Bartley implied.

The FCC commissioner predicted enormous new demand for stereophonic sound for music on the air, and new styling in "natural-as-life" records and albums for broadcasting.

The commissioner stressed over and over that the quality must be maintained by everyone connected with FM stereo on the air, or on records, in merchandise, transmitting and receiving. "Quality is the very foundation of the medium." Step two is to "take your case to the people," and develop in them a taste for this "brand new world of broadcast sound—demonstrate it to them!"

With the recent freeze on AM radio, and the frank encouragement of the FCC for expanded use of the fine-tuning FM band, the FM service and the records to be played over it are at the threshold of tremendous expansion, Bartley predicted.

BRIAN FORST

CFUN, Vancouver, B. C.

One of the best examples would be "Today's Teardrops" by Rick Nelson which we played quite often, got tremendous results and it was released as a single. One of the biggest hits this town has ever seen was "Lana" by Roy Orbison from his "Crying" album. When the LP "Something for Everyone" came out by Elvis Presley, "Judy" made the charts here and did very well for us. These are only three examples, but it does happen here a lot. We play the albums and if votes show up for certain tracks, we let it go as far as it can.



YESTERYEAR'S HITS

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

POP—5 Years Ago July 8, 1957

1. Teddy Bear, Elvis Presley, RCA Victor
2. Bye Bye Love, Everly Brothers, Cadence
3. Love Letters in the Sand, Pat Boone, Dot
4. So Rare, Jimmy Dorsey, Fraternity
5. Searchin', Coasters, Atco
6. It's Not for Me to Say, Johnny Mathis, Columbia
7. White Sport Coat, Marty Robbins, Columbia
8. Valley of Tears, Fats Domino, Imperial
9. I'm Gonna Sit Right Down, Billy Williams, Coral
10. Jonny, Jonny, Little Richard, Specialty

POP—10 Years Ago July 5, 1952

1. Delicado, P. Faith, Columbia
2. Here in My Heart, A. Martino, BBS
3. Auf Wiederseh'n Sweetheart, V. Lynn, London
4. Kiss of Fire, G. Gibbs, Mercury
5. Blue Tango, L. Anderson, Decca
6. I'm Yours, E. Fisher, RCA Victor
7. Half as Much, R. Clooney, Columbia
8. Walkin' My Baby Back Home, J. Ray, Columbia
9. Kiss of Fire, T. Martin, RCA Victor
10. Maybe, P. Como, E. Fisher, RCA Victor

RHYTHM & BLUES—5 Years Ago—July 8, 1957

- Searchin', Coasters, Atco
Short, Fat Fannie, Larry Williams, Specialty
C. C. Rider, C. Willis, Atlantic
Jonny, Jonny, Little Richard, Specialty
So Rare, Jimmy Dorsey, Fraternity

- Valley of Tears, Fats Domino, Imperial
United, Otis Williams & His Charms, Deluxe
Send for Me, Nat King Cole, Capitol
Over the Mountain, Johnnie & Joe, Chess
Bye Bye Love, Everly Brothers, Cadence

Say You Saw It in Billboard Music Week

AFTER TEAR & THE BLUE BELLES

NEWTOWN #5007

A SLEEPER! WILL GO TOP 10!
JOHNNY FOX
"YOU LAUGHED TOO MUCH" b/w "MOUNTAIN DEW"
NEWTIME #507

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A NEW SMASH SINGLE!!

Fats Domino

"NOTHING NEW (SAME OLD THING)"

b/w

"DANCE WITH Mr. DOMINO"

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IMPERIAL RECORDS

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When answering ads . . .

Say You Saw It in Billboard Music Week

Reviews of New Albums

Continued from page 26

Arthur Kennedy among many others. The album features a large ork, complete with strings playing the theme, "D. T. Blues" and "Rosanna" among other tracks, in high style.

★★★★ **MY GEISHA**
Sound Track, RCA Victor LOC 1070 (M); LSO 1070 (S)—This is the sound track recording of the forthcoming picture "My Geisha." The film, which approximates "Madam Butterfly" in modern dress, has some mad musical moments. The large ork supports the drama of the film in high style as well as the singing of Barry Morell and Michiko Sunahara. There are also pleasant interludes scored for Oriental instruments.

★★★ **MODERATE SALES POTENTIAL**

★★★ **I ENJOY BEING A GIRL**
Carmel Quinn, Headline JLP 506

JAZZ THREE STAR
★★★ **SPOTLIGHT ON JACY PARKER**
Verve V-8424 (M); V6-8424 (S)

★★★ **ART BLAKEY AND THE JAZZ MESSENGERS**
Savoy MG 12171

★★★ **CARNEGIE HALL CONCERT**
Dizzy Gillespie, Verve V-8423 (M); V6-8423 (S)

★★★★ **STRONG SALES POTENTIAL**

JAZZ LP'S

★★★★ **THE COMPOSITIONS OF MILES DAVIS**
Riverside RLP 3504 — Truly impressive waxings of a group of first-rate tunes by Miles Davis, featuring some of the top stars on the Riverside roster. Artists include Wes Montgomery, Sam Jones, Bill Evans, Red Garland, Herbie Mann, and many more. The best tracks include Miles' "Blue in Green," "Milestones," "Four" and "So What." Strong sales are in store for this set.

★★★★ **THE BAND AND THE BEAUTIFUL**
Sam (The Man) Taylor, Moodsville 24—Sam the Man, more familiarly known in recent times as a honker on many rocker disks, shows he knows the jazz milieu, with some expressive, breathy and virile blowing on a flock of memorable movie themes. Backed by piano, bass, guitar and drums, Taylor is spotlighted on the title tune, plus "Anna," "Ruby," "Suzie Wong," "Laura," "Anastasia," "Barefoot Contessa," and the "Gloria" theme from "Butterfield 8." Good, gusty blowing that could score in the dual fields of jazz and mood.

★★★★ **SOUL MEETING**
King Curtis, Prestige PRLP 7222—Stylishly aided by Nat Adderley and Wynton Kelly, King Curtis gets a chance to show off his jazz soul on this new set and he comes off neatly. He blows in a funky and unselfconscious way, with lots of feeling and a rich full tone. On such items as "Soul Meeting," with its gospel feel, or "Jeep's Blues," Curtis comes through with meaningful solo work, and he shows off a warm ballad line on "All the Way." Adderley, too, comes off well on this disk. Good item for jazz fans who dig the earthy, swinging stuff.

★★★★ **THE COMPOSITIONS OF CHARLIE PARKER**
Various Artists, Riverside RLP 3506—This album, one of a series of releases by the label featuring compositions of modern jazzmen, spotlights such classic Charlie Parker compositions as "Scrapple From the Apple," "Blue Bird," "Au Privave" and "Donna Lee." Performers include Cannonball Adderley, Blue Mitchell, Barry Harris, Clark Terry, Harold Land, Chet Baker and Sam Jones. They handle the tunes with taste and warmth, in sides culled from albums released over recent years. Strong sales item here for practically all modern jazz fans.

★★★★ **WAYNING MOMENTS**
Wayne Shorter, Vee Jay LP 3029—Free-wheeling blowing is the hallmark of this new Wayne Shorter disk, his second for the Chicago label. It shows off not only the unadorned and uninhibited work of tenorman Shorter, but also Freddie Hubbard on trumpet, Eddie Higgins on piano, Marshall Thompson on drums and James Merritt on bass. The set swings, due to the

BILLBOARD MUSIC WEEK

EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	2	THE STRIPPER, David Rose and His Ork, MGM 13064	9
2	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	10
3	4	AL DI LA', Emilio Pericoli, Warner Bros. 5259	8
4	7	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	7
5	5	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	8
6	8	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	6
7	3	STRANGER ON THE SHORE, Mr. Aker Bilk, Atco 6217	17
8	6	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	9
9	10	JOHNNY LOVES ME, Shelley Fabares, Colpix 636	5
10	11	THEME FROM BEN CASEY, Valjean, Carlfon 573	8
11	12	WHERE ARE YOU! Dinah Washington, Roulette 4424	8
12	16	STRANGER ON THE SHORE, Andy Williams, Columbia 42451	5
13	13	BORN TO LOSE, Ray Charles, ABC-Paramount 10330	9
14	9	SECOND HAND LOVE, Connie Francis, MGM 13074	7
15	19	BUT NOT FOR ME, Kelly Lester, Era 3080	3
16	20	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	4
17	18	STEEL MEN, Jimmy Dean, Columbia 42483	3
18	14	SO THIS IS LOVE, Castells, Era 3073	13
19	—	HEART IN HAND, Brenda Lee, Decca 31407	1
20	—	ROUTE 66 THEME, Nelson Riddle, Capitol 4741	6

work of Shorter and crew on "Black Orpheus," "Dead End" and "Callaway Went Thataway." Honest, direct jazz, aimed at the basic, modern jazz fan.

★★★★ **CLARK TERRY PLAYS THE JAZZ VERSION OF ALL AMERICAN**
Moodsville 26—Oliver Nelson's stylish arrangements and Clark Terry's swinging trumpet work make this album a joyful jazz version of the score from the recent Broadway show "All American." Unlike many jazz LP's of Broadway musicals, this one is right in the jazz mode, and Terry, along with Budd Johnson, Lester Robinson and George Barrow, come through with exciting solos. Brightest are the swinging "What a Country" and "The Fight Song."

★★★★ **BUCK AND BUDDY BLOW THE BLUES**
Buck Clayton With Buddy Tate, Swingsville 2030—Here is good, swinging Kansas City Jazz, easy to listen to, and enjoyable after many hearings, that will appeal to the older jazz fans who dig the Basie tradition. Buck Clayton and Buddy Tate have a fine time blowing on this blues session, and they infuse a flock of originals with the quality touch of finished musicians. Among the best sides are "Rompin' at Red Bank" and "A Swinging Doll."

★★★★ **GROOVIN' WITH BUDDY TATE**
Swingsville 2029 — Straightforward performances of a flock of originals and standards, tenderness on the ballads and excitement on the up-tempo tunes, mark this new album with tenorman Buddy Tate, who also doubles now and then on clarinet. Solidly backed by a rhythm group, Tate turns in full-bodied, logical readings of such items as "Blues for Tris," "The Salt Mines" and "East of the Sun." Good wax here.

★★★★ **THE JAZZ VERSION OF NO STRINGS**
Coleman Hawkins Quartet, Moodsville 25—This warm and attractive version of the score of the current Broadway hit, "No Strings," could interest both jazz and pop fans. Coleman Hawkins handles the score with style, displaying full-soul tone and feeling, especially on the pretty Richard Rodgers ballads. He is aided much by Tommy Flanagan, Major Holley and Eddie Locke. Songs include "La La La," "Look No Further," "No Strings" and "The Sweetest Sounds."

★★★★ **THE KID ORY STORY**
Storyville Nights, Verve V-8456 (M); V6-8456 (S)—Kid Ory was well into his 75th year when these tracks were cut last December. But Dixieland fans will find his tailgate trombone still blaring away with much of the old gusto, and his band producing music which is authentically in the New

Orleans tradition. The eight selections all were written by or associated with Jelly Roll Morton, and they include such old timers as "Milenberg Joys," "Jelly Roll Blues" and "Winin' Boy Blues." Plenty of Ory's vast number of admirers will dig this album.

★★★★ **WHERE DO WE GO FROM HERE?**
Don Randi Trio, Verve V 8469 (M); V6-8469 (S)—The agile pianistics of Don Randi are backed by bassist Leroy Vinnegar and drummer Mel Lewis. Randi plays with drive and dexterity, as in a blazing version of "Gypsy in My Soul," and of "Take Six," a Gospel-oriented blues waltz, but he also shows he can evoke a more emotional response in his refreshing account of "That's All." Should be an attractive piece of jazz merchandise.

★★★★ **BURNIN' BEAT**
Gene Krupa and Buddy Rich, Verve V-8471 (M); V6-8471 (S)—Krupa and Rich hook up in quite an imposing drum battle on this sizzling set. The two drummers trade brief and elongated drum improvisations in crackling fashion. The solos take place, for the most part, in a musical setting that's got swing, pace and good unison sound. It's a big band arranged for by George Williams and numbers some top-flight New York jazz studio men among its members. The material is largely drawn from the big big band repertoire, with "King Porter Stomp," "It Don't Mean a Thing" and "Perdido" exciting examples.

★★★★ **THE JAZZ SOUL OF DR. KILDARE AND OTHER GREAT TELEVISION THEMES**
Harry Betts and his Ork, Choro A-6 (M); AS-6 (S)—Slick arranging and a piece of jazz solo are the two ingredients that make this album a tasteful package of TV theme goodies. The band swings with authority and its ensemble blowing has bite and precision. There are solos by some of the West Coast's outstanding jazzmen, Bud Shank, Bill Perkins, Larry Bunker, Russ Freeman and Jack Sheldon; to name just a few. "Enchanted Melody," "Joanna," "Klondike," "Moment of Fear" and "Dr. Kildare" stack up as some of the better tracks.

★★★★ **THE QUEST**
Mal Waldron With Eric Dolphy and Booker Ervin, New Jazz NJLP 8269—As a composer and pianist in avant-garde jazz, Mal Waldron has few peers. Mal's work contains two ingredients that show his deep-rooted talent, melody and swing, and these two qualities are very evident on the seven tracks here. Ron Carter, and Booker Ervin contribute mightily to the proceedings with fiery solos. "Duquility," "Warm Canto" and "Fire Waltz" are all exceptional examples of Waldron and associates playing at their best.

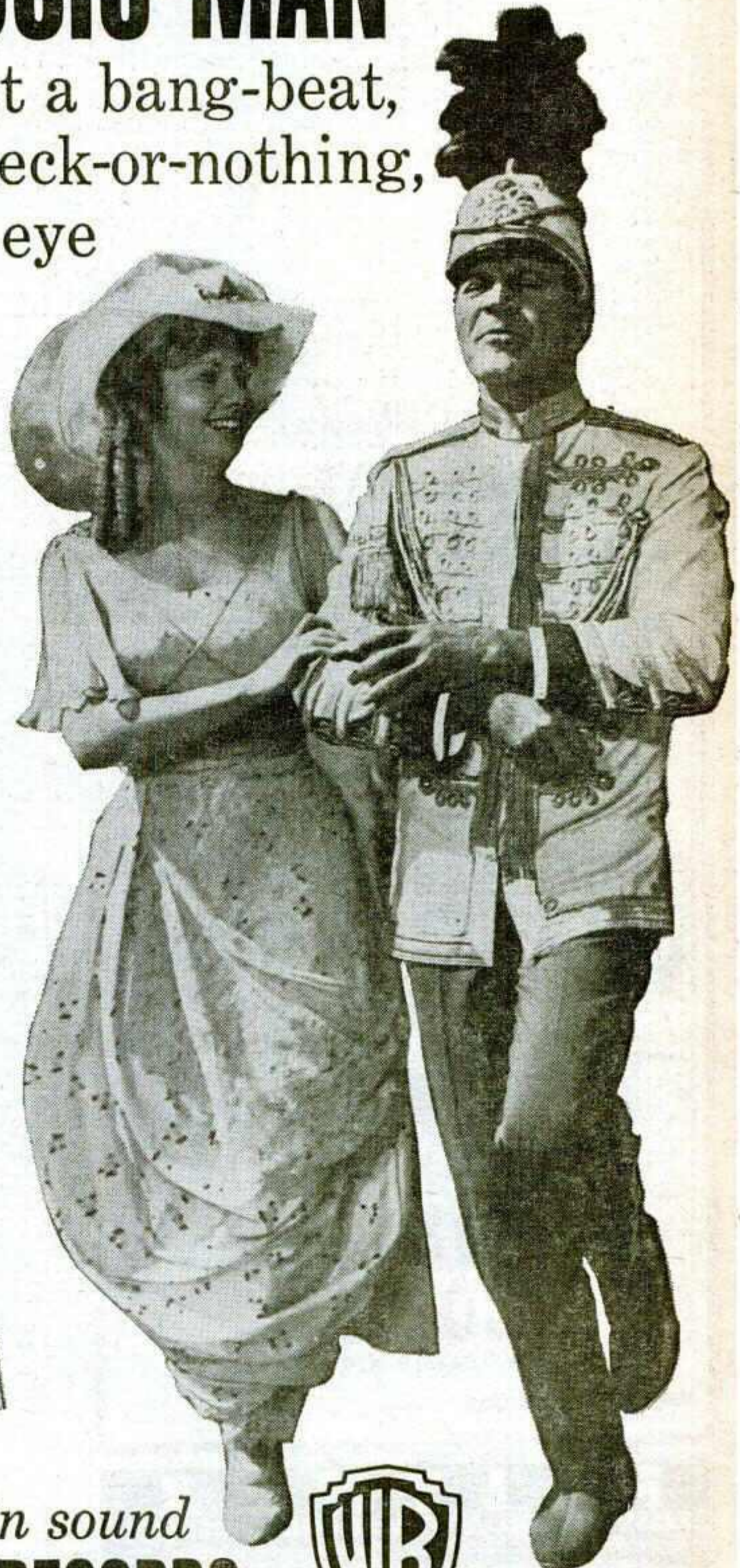
(Continued on page 32)

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BURBANK, CALIFORNIA

● Reviews of New Albums

● Continued from page 30

★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★★ WAGNER: PRELUDE AND LOVE DEATH FROM TRISTAN UND ISOLDE; STRAUSS: DEATH AND TRANSFIGURATION
Los Angeles Philharmonic Orchestra, Erich Leinsdorf, Cond. Capitol P 8580 (M); SP 8580 (S)—Maestro Leinsdorf's following will much appreciate this latest offering of music by "two titans of the symphony orchestra," as the liner notes aptly say. There are few works around with more orchestral lustre than these, and the conductor understands that full well. The recording is beautifully rendered and despite intense competition, particularly on the "Love Death" theme, this new packaging should create more than a stir.

★★★★ SCHUBERT: A RECITAL OF SONGS

Gerard Souzay. Philips PHM 500-007 (M); PHS 900-007 (S)—Gerard Souzay is in his best voice in this collection of Schubert lieder, which contain such famed items as "The Wanderer," "The Trout" and "The Erl King." His interpretations run a wide span of emotion and his full baritone is equal to the demands of the composer. Souzay has grown in stature and popularity in the past few years, and as one of his finest disks, this should enjoy a respectable sale.

★★★★ STRAVINSKY: CONCERTO FOR STRINGS IN D; CONCERTO IN E FLAT FOR 15 INSTRUMENTS; BARTOK: DIVERTIMENTO FOR STRINGS

Zurich Chamber Orchestra (De Stoutz). Vanguard VSD 2112 (S)—The current rash of excitement surrounding Stravinsky will doubtless help this record move. On its own, however, it is a release of high quality, featuring two of the composer's less-recorded works, one ironical in tone and the other amusingly tart. The Bartok work, too, has much that is appealing. The sum is a substantial helping of highly interesting music of this century.

LOW PRICED CLASSICAL

★★★★ THE BEAUTIFUL WALTZES OF JOHANN STRAUSS

Vienna Philharmonic Orchestra (Krauss). Richmond B 19089 (M); S 29089 (S)—Another set from Richmond, well calculated to reach the low-price disk buyer. A flock of the Strauss favorites are here, like "Blue Danube," "Voices of Spring," "Artist's Life," "Die Fledermaus" and "Tales From the Vienna Woods," and the excellent reproduction is set off with an admirable cover, that catches the spirit of the music.

★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

COUNTRY & WESTERN

★★★★ OPRY OLD TIMERS

Sam and Kirk McGee; the Crook Brothers. Starday SLP 182—Here's a generous helping of old-time country string band music from a pair of veteran "Grand Ole Opry" groups. Each, Sam and Kirk McGee with their sidekicks, Gerry Rivers and Jesse Poteete; and the Crook Brothers, have been on the "Opry" on WSM radio since it started, 36 years ago. In that time, they've picked up a legion of fans who should enjoy this package. Each group turns in seven numbers here, both with and without vocals.

★★★★ GONNA FIND ME A BLUEBIRD

Marvin Rainwater. MGM E 4046 (M); SE 4046 (S)—Marvin Rainwater has a delightful, easygoing country package here that should appeal to his fans. The 12 tracks are nicely paced, ranging from weeper, to comedy and bright bouncy items. The singer is backed throughout by pretty standard c.w. accompaniment with the addition of a vocal chorus on some tracks. The title tune, once a single hit for the chanter, "Cause I'm a Dreamer," "Brand of Blues" and "Lucky Star" are some of the better tracks.

★★★★ BLUEGRASS MUSIC

Osborne Brothers. MGM E 4018—The growth in popularity of blue grass music, not only among country, but also with city folk (especially college-niks), could help this set enjoy a steady sale. The Osborne Brothers, who have been purveying hill country music for many years, have never sounded better as they sing such expressive items as "The Black Sheet Returned to the Fold," "It's Just the Idea" and "You'll Never Know (How Much It Hurts)." Five-string banjo and mandolin work add to the backing.

SPIRITUAL

★★★★ CLAIBORNE BROTHERS QUARTETTE AT THE WORLD'S FAIR

Word W 3191 LP—The Claiborne group, a well-known quartet in the Western States, hosted a recent gospel quartet convention at the Seattle Fair and here they perform some of the spiritual readings done as their part of the performance. The group has a fine, spirited sound, with particularly effective work from the bass and top tenor. "The Old Rugged Cross," "I Believe in the Old Time Way" and "The Sunshine of His Love," are among the titles.

★★★★ THE WORLD'S GREATEST GOSPEL SONGS

The Plainsmen. Mercury MG 20698 (M); SR 60698 (S)—A fine group, and one with a solid blend, is presented on this collection of devotional classics. The Plainsmen have gone a long way in their few years of existence and this album of some of their best-loved material should make them a host of new friends. Fans will love their readings of such time-honored hymns and gospel songs as "Amazing Grace," "Whispering Hope," "How Great Thou Art" and "The Old Rugged Cross."

LOW PRICED INTERNATIONAL

★★★★ SING-A-SONG OF SCOTLAND

Gordon Franks Singers. Richmond B 20107 (M); S 30107 (S)—Some fine male and female solo voices along with a good chorus and orchestration add up to an appealing package. Selections include some of the finest and best known of old Scottish songs: "Just a Wee Doeck and Doris," "Loch Lomond," "Annie Laurie," "Comin' Thro' the Rye," and a number of lesser known traditional selections.

★★★★ SING-A-SONG OF IRELAND

Gordon Franks Singers. Richmond B 20106 (M); S 30106 (S)—The Gordon Franks Singers do a fine job on this collection of Irish evergreens that could easily tickle the musical palate of every son and daughter of Erin as well as a few who like to dream of the Green. The 20 songs include "It's a Great Day for the Irish," "I'll Take You Home Again Kathleen," "Rose of Tralee," "Mother Macree," "Danny Boy," and a host of other cry-in-your-beer tunes.

BLUES

★★★★ INDIGO

Jimmy Drew. Decca DL 4235 (M); DL 74235 (S)—Jimmy Drew both plays and sings, his first Decca LP, with Side One given over entirely to an interesting talking kind of chant style applied to a flock of simple, small town kind of blues. He does them with a lot of effect, pianoing away behind the singing, with solid work offered by bassist Chris White and Clifford Evelyn on drums. Side Two is a complete switch, with five tracks strictly instrumental and reflecting various influences, including the pop-based Bud Powell, with his "Parisian Thoroughfare." Even on this side, there's much of the blues in Drew. An honest feeling throughout.

COMEDY

★★★★ OLE FROG

Smiley Burnette. Starday SLP 191—Country and western fans should enjoy Smiley Burnette's brand of humor and novelty songs. One side of the LP presents studio-recorded songs while the other was recorded before a live audience and starts off with an extensive comic monolog before Burnette goes into his familiar style of singing, including the deep tones that earned him the nickname which is also the title of this LP. All but one of the songs are Burnette originals.

SPOKEN WORD

★★★★ CIVIL WAR STORIES

Nelson Olmstead. Vanguard VRS 9106—These are not pretty stories glorifying battle, but rather are realistic and trenchantly worded tales, written by such masters of the short story as Stephen Crane, Ambrose Pierce, Mark Twain and Hamlin Garland. They are read with just the right amount of drama and tension by Nelson Olmstead, who has to his credit several previous Vanguard LP's, mainly in the realm of ghost and horror tales.

RHYTHM & BLUES

★★★★ WALKIN' THIS ROAD BY MYSELF

Lightnin' Hopkins. Bluesville 1057—Another imposing collection of Hopkins blues specialties. The music is in the direct style of the singer as he outlines the ways and means of love, money, worry and childhood—all done in simple folk-blues fashion. The accompaniment is provided by the singer on guitar, Spider Kilpatrick, drums and Buster Pickens, piano. The playing and the singing are top-flight on "Black Gal," the title tune, "Worried Life Blues," "Coffee Blues" and "Black Cadillac."

SPIRITUAL

★★★★ ECHOES OF TABERNACLE

Tabernacle of Faith Baptist Church

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 7/7	Weeks on Chart
TITLE, ARTIST, LABEL & NUMBER			
1	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	10
2	3	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	7
3	2	SHE THINKS I STILL CARE, George Jones, United Artists 424	13
4	4	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	9
5	7	THE COMEBACK, Faron Young, Capitol 4754	4
6	6	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	8
7	13	TOUCH ME, Willie Nelson, Liberty 55439	7
8	8	OLD RIVERS, Walter Brennan, Liberty 55436	10
9	12	TAKE TIME, Webb Pierce, Decca 31380	6
10	16	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	3
11	10	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	3
12	9	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	11
13	14	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955	4
14	20	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	2
15	5	CHARLIE'S SHOES, Billy Walker, Columbia 42287	19
16	11	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377	6
17	18	P. T. 109, Jimmy Dean, Columbia 42338	12
18	21	I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310	6
19	23	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	3
20	25	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375	6
21	27	IMAGINE THAT, Patsy Cline, Decca 31377	2
22	22	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	2
23	24	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	26
24	26	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	3
25	30	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009	2
26	17	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721	7
27	15	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368	4
28	28	SHE'S GOT YOU, Patsy Cline, Decca 31354	19
29	29	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	2
30	-	SUCCESS, Loretta Lynn, Decca 31384	1

Choirs. Ball CM 1616—The Echoes of Tabernacle have spread the gospel wider than their locale at the Tabernacle of Faith Baptist Church in Los Angeles via their radio broadcasts. Both the Senior Choir and the Young Adult Choir are heard on this recording, with the senior group handling anthems and hymns and the younger group the gospel items. Both are excellent. "Steal Away," "Battle Hymn of the Republic" and "Elijah Rock" are among the best tracks.

★★★★ MY PRAYER

The Patterson Singers. Vee Jay LP 5017—The Patterson Singers have a fine blend and a fine sound, and what is more, practically every member of the group is a lead singer. They demonstrate both their harmonies and their sound on this new album, infusing a listenable collection of gospel efforts with warmth and feeling. Sides include "Deep River," "My Lord What a Morning" and "When the Saints Go Marchin' In."

★★★★ IF I SHOULD MISS HEAVEN

Spirit of Memphis Quartet. Peacock PLP 109—A fine set of spiritual tracks by the Memphis four here. The lads are in strong voice here and sing with reverence and spirit on 12 tracks, all of which will find favor with their many fans. They sing of the power and the majesty of the Provider on this LP. One of the outstanding tracks is "If It Ain't One Thing (It's Another)," but there are many others.

★★★★ THAT'S GOD

Princess Stewart. Vee Jay LP 5018—Princess Stewart, a thrush with a rich,

deep voice, can inject a lot of emotion and feeling into gospel tunes and she does just that on this new album for the label. She comes through with meaningful performances on a flock of spiritual items here, best of which are "Help Me Lord Jesus," "Down by the River" and "I'm Leaning On Him." Could interest the market.

★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

★★★★ SONGS BY JIMMY NEWMAN

MGM E 4045 (M); SE 4045 (S)
★★★★ FANCY FIDDLIN' COUNTRY STYLE
Howdy Forrester. MGM E 4035

FOLK

★★★★ SOFTEE MAN BLUES

Doug Quattlebaum. Bluesville 1065
★★★★ HARD WORKING MAN BLUES
Memphis Willie B. Bluesville 1048

BLUES

★★★★ LIGHTNIN' SAM HOPKINS

Arhoolie F 1011
★★★★ MERCY DEE
Arhoolie F 1007

(Continued on page 34)

- 2 Breaking Nationally +
- 1 New Smasher
- 3 HUGE ONES . . .

1 "ROME"

Johnnie Taylor
#131

"LOOKIN' FOR A LOVE"

2 The Valentinos
(America's newest Teen Idols)
#132

"SHO' MISS YOU BABY"

3 Johnnie Morissette
#133

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VOX JOX

Continued from page 29

and Barry Drees have joined WTUF, Mobile, Ala. . . . Jack Lacy's wife Agnes now offers "Household Hints" every morning on her husband's WINS, New York, show. . . . Allen Sherman has resigned as producer of Westinghouse's syndicated "Steve Allen Show." Joel Chaseman, general manager of WBC Productions, Inc., is moving from New York to Hollywood, where he will function as executive producer of the new Allen series.

Patrick Crafton, formerly station director of WCPO, Cincinnati, has succeeded Jackson Fleming as manager of KGW, Portland, Ore. . . . Joseph P. Dougherty, vicepres of Capitol Cities Broadcasting and general manager of WPRO-TV, Providence, R. I., was named president of the Rhode Island Broadcasters Association last month. . . . Pat Leslie and Ed Hurst will host a two-hour live dance party and record hop from the Steel Pier in Atlantic City this summer over WRCV-TV, Philadelphia, every Saturday and Sunday afternoon from 1 to 3 p.m. It is the third consecutive year that WRCV-TV has carried the summer-long series.

John Pete has taken over Jerry Telsler's "Nightwatch Show" (midnight-6 a.m.) on WLOL, Minneapolis. Telsler has moved into WLOL's 6:15 p.m.-midnight time slot. . . . Douglas Brickford Rider has been named director of programs and news at WRVA, Richmond, Va., succeeding Jack B. Clements. Latter has moved to WCAU, Philadelphia, as production manager. . . . WABC, New York, deejay Bruce Morrow is airing Thursday night remotes from New Jersey's Palisades Park this summer.

Starting this week, Henry F. Whiston will be producing a total of three and a half hours of jazz shows. Whiston will co-emcee (with Ted Miller) a new half hour segment on the Canadian Broadcasting Saturday series "Jazz at It's Best." Miller acts as host on the series regular hour segment, as he will on Whiston's other two jazz airers over CBC on Wednesday and Friday nights. . . . Station KVIL, Dallas, has started Stereo-FM broadcasting from 6 p.m. to 6 a.m. The outlet's chief engineer Gordon Vaughn has designed a control board to be used exclusively for the new process and KVIL has created one studio especially for Multiplex Stereo. At the same time, KVIL's entire FM library has been converted to stereo.

STEREO CORNER: Peter Taylor, promotion manager of KPEN, San Francisco, has some provocative comments on Stereo-FM and BMW's coverage of same. He writes: "we appreciate your thorough coverage of the trade. We feel that multiplex stereo stations have made considerable contribution toward raising stereo disk sales to their present point (above 50 per cent of all LP's) and are looking forward to your continued coverage of this aspect.

"I wonder if the record companies have considered any further efforts along the line of stereo singles. For instance, on the BMW 'Hot 100' for June 23, not even one selection is available on a stereo single, according to your symbols. Some of them are on LP's and available stereophonically that way; perhaps a new symbol for this status would be useful for stereo stations."

Commenting on KPEN's own 18-hour-a-day stereo-FM schedule, Taylor notes: "I feel some of the record companies were waiting to see if multiplex would 'go over,' which it has, especially here in the Bay Area. With 50 per cent FM homes, our ratings are greater than the next three FM outlets combined, and comparable to and greater than some of the AM stations." Taylor adds: "Many labels have had outstanding stereo demonstration disks; over-all, we have had most success with the RCA Stereo Action series. We do not use stereo tapes and have no intention of going automated."

Meanwhile, KPEN is reading an "Open House" promotion for next month (August 10, 11, 12) which will commemorate a full year of FM-Stereo broadcasting. At that time, the station will announce the winners of its "KPEN Stereo Commercial Challenge" contest for San Francisco and Los Angeles advertising agency execs.

RCA Victor Issues

Continued from page 5

over a three to five-year period. The tapes are owned by Benny and the leader's own company is producing the Russian swing set. Victor is purchasing a minimum number of LP's from Goodman which they guarantee to sell, with the costs based on a sliding scale arrangement. Minimum is such that Benny is assured of a healthy profit from the sales.

Duke Sues Promoter

Continued from page 5

for the concert, but gave him only \$1,500.

Kanholtz, who is bringing Count Basie and Bobby Darrin into the Arena, said he would get some money from the event which would be turned over. Judge Edward O. Gourdin issued a temporary restraining order returnable next week enjoining Kanholtz and Boston Arena from transferring or otherwise disposing of money from the Basie-Darrin concert.

when answering ads . . .

Say You Saw It in Billboard Music Week

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	By special survey for week ending 7/7	Weeks on Chart
TITLE, ARTIST, LABEL & NUMBER			
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	8
2	2	ANY DAY NOW, Chuck Jackson, Wand 122	9
3	9	TWIST AND SHOUT, Isley Brothers, Wand 124	4
4	12	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	6
5	3	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	8
6	16	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	3
7	5	DON'T PLAY THAT SONG, Ben E. King, Atco 6222	9
8	4	PLAYBOY, Marvelettes, Tamla 54060	7
9	7	HAVING A PARTY, Sam Cooke, RCA Victor 8036	3
10	14	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508	5
11	13	NIGHT TRAIN, James Brown, King 5614	12
12	17	THE WAH-WATUSI, Orions, Cameo 218	3
13	11	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	3
14	21	GRAVY, Dee Dee Sharp, Cameo 219	3
15	10	THE ONE WHO REALLY LOVES YOU, Mary Wells, Morown 1024	11
16	8	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	9
17	18	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	5
18	6	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	7
19	23	ROSES ARE RED, Bobby Vinton, Epic 9509	2
20	15	SOLDIER BOY, Shirelles, Scepter 1228	13
21	25	BOOM BOOM, John Lee Hooker, Vee Jay 438	4
22	26	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	4
23	27	I SOLD MY HEART TO THE JUNKMAN, Blue Belles, Newtown 5000	7
24	29	I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059	8
25	20	PALISADES PARK, Freddy Cannon, Swan 4106	2
26	22	I FOUND A LOVE, The Falcons, LuPine 1003	14
27	24	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	15
28	28	BRISTOL TWISTIN' ANNIE, Dovells, Parkway 838	3
29	19	LOVERS WHO WANDER, Dion, Laurie 3123	5
30	30	LOSING BATTLE, Johnny Adams, Ric 986	2

Reviews of New Albums

Continued from page 32

SPIRITUAL

★★★ VARIOUS HYMNS
The Voices of Inspiration, Ball 45-119

RELIGIOUS

★★★ ONE LORD, ONE FAITH, ONE BAPTISM
Trinity Baptist Church Choir, Ball CM 1515

SACRED

★★★ FATHER I STRETCH MY HAND TO THEE
Gospel Chimes, Savoy MG 14055

★★★ SONGS OF THE SHEPHERD AND THE CHURCH CHOIR
Victory Baptist Church Choir, Victrola VL 3006

INTERNATIONAL

★★★ DELIA MURPHY THE QUEEN OF CONNEMARA
Irish 35002

FOLK

★★★ THE ENGLISH AND SCOTTISH POPULAR BALLADS, VOL. 6
Ewan MacColl and A. L. Lloyd, Washington WLP 720

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Reviews of New Singles

• Continued from page 25

with a smart, but simple arrangement. Another spinnable side from the label's sound series. (Admont, ASCAP) (2:30)

JACK SCOTT

★★★★ I Can't Hold Your Letters (In My Arms)—CAPITOL 4796—A first-rate country-pop tune is handed a solid reading by Scott and the backing is right in the groove, too. Infectious song, with a good lyric for teens could grab action. Watch it. (Acuff-Rose, BMI) (2:27)

★★★★ Sad Story—Listenable hunk of material receives a good performance by the chanter and the combo arrangement is cute and ear-catching. Good but flip packs more punch. (Wolfpack, SESAC) (2:27)

AL MARTINO

★★★★ Because You're Mine—CAPITOL 4797—The old Mario Lanza hit is sung with feeling by the singer over warm ork support. A side that is handled mighty well by Martino and deserves much exposure. (Feist, ASCAP) (2:03)

★★★★ Make Me Believe—A big song is handed a big-voiced performance by the chanter aided by a sweeping ork arrangement. It's a bit old-fashioned and yet it could grab a lot of air play. (Algreen, ASCAP) (2:42)

CARL BELEW

★★★★ Hello Out There—RCA VICTOR 8058—Carl Belew takes a simple weeper and sells it winningly here supported by a tasteful arrangement that spots a bit of Latin rhythm. A side that has a chance by virtue of its quality and freshness. (Cedarwood, BMI) (2:22)

★★★★ Together We Stand—A soft and pretty ballad, warbled expressively. A lot of Philosophy in this message. Nice wax. (Four Star, BMI) (2:18)

MANTOVANI AND HIS ORK

★★★★ Theme From Advice and Consent—LONDON 9543—A pretty movie theme and well-suited to the shimmering usual Mantovani strings treatment. Handsome recording job as usual and the side could capture mood jockey spins. (Chappell, ASCAP) (2:30)

★★★★ Let Me Call You Sweetheart—This is taken from an album titled, "American Waltzes," and it's much in the dreamy, moody style. Also good programming fare, particularly for the late-nighters. (Shapiro-Bernstein & Shawnee, ASCAP) (2:07)

DON COSTA AND HIS ORK

★★★★ Above the Stars—COLUMBIA 42494—A number of versions are already out on this pretty tune from "The Brothers Grimm" flick, but this big arrangement employing harmonica, big strings and voices, is one of the best. Watch it. (Le Van, ASCAP) (2:43)

★★★★ Theme From the Wonderful World of the Brothers Grimm—The quivering strings here have a flavor of "The Poor People of Paris." The side has quite a sound and in this wide-ranging arrangement this version certainly rates a chance. (Le Van, ASCAP) (2:14)

DICK AND DEEDEE

★★★★ All I Want—LIBERTY 55478—A neat little rocker with a catchy beat. The couple place their infectious sound against a subtle rhythm backing. Has an interesting repetitive character. (Odin, ASCAP) (1:40)

★★★★ Life's Just a Play—A rocker done in shouting duet style by the pair, who had a hit some time back with "The Mountain's High." They're backed with a big, symphonic string sound. Side has a chance. (Odin, ASCAP) (2:08)

LEE DORSEY

★★★★ You Are My Sunshine—FURY 1066—The "Ya Ya" man turns in a medium rock job on Jimmie Davis' hit of some years back. It's given a solid gospel styled treatment with fine piano and horn breaks. Side could go. (Peer Int'l, BMI) (2:35)

★★★★ Give Me Your Love—A plea by Dorsey, employing a Fats Domino kind of piano triplet backing in the band. Has a down home flavor but the flip may have an edge. (Fast-Sehorn, BMI) (2:12)

KENNY DINO

★★★★ What Good Are Dreams—MUSICOR 1021—The young chanter had a novelty hit awhile back and here he turns in an effective and dramatic ballad reading. A good song that could get action. Good arrangement, too. (Sea-Lark, BMI) (2:01)

★★★★ What Did I Do?—A frank question and it's chanted in medium tempo against a smart arrangement with chorus. Also has a chance. (Sea-Lark, BMI) (2:40)

BUDDY KNOX

★★★★ Now There's Only Me—LIBERTY 55473—Intriguing lyric here is handled with style by Knox. The tune has a weeper motif against a quick-stepping rhythm and fem chorus support. (Aldon, BMI) (1:57)

★★★★ She's Gone—This side is a bouncing item that crosses many barriers. There's a touch of country, a touch of the strut rhythm and a touch of the Dion sound that makes for something special from Buddy. The side should appeal to teens and features fem singers in the background. (Knox-American, BMI) (2:00)

SMITTY WILLIAMS

★★★★ Oh, Seymour—MGM 13083—Here is a cute novelty item by the young lass. She sings the praises of her beau Seymour. The side jogs along nicely on the chick's precious vocal and comic ork sounds. (R.F.D., ASCAP) (2:05)

★★★★ The Cure—Another novelty item that has humor and is a take-off on the current abundance of TV and disk doctors. The side has a nice beat. The girl is seeking a cure for the love disease, and she's asking Dr. Kildare and Casey for a remedy. (R.F.D., ASCAP) (2:35)

WILSON PICKETT

★★★★ My Heart Belongs to You—CUB 9113—Here's a wild chanter singing as if from the echoey bayou. It's a rockabilly and done most effectively with a fem chorus and a solid, pounding backing. Good production. (Lupine, BMI) (2:08)

★★★★ Let Me Be Your Boy—An apologetic plea in which the cat is contrite for things he's done. Good rocking beat again and an enthused performance by Pickett. (Armada, BMI) (2:33)

LITTLE MILTON

★★★★ I Wonder Why—CHECKER 1020—Milton shouts a rocker against a big band backing. Good sound and a solid beat here and it has appeal in both r.&b. and pop markets. (Arc, BMI) (2:20)

★★★★ Losing Hand—A slow and pulsing ballad chant in the blues tradition. Milton again does some wild shouting against triplet rhythm and a big band sound. (Arc, BMI) (2:40)

THE EARTHWORMS

★★★★ Mo' Taters—BOBBIN 136—This one is a medium tempo swinger. It's an infectious instrumental that features some great combo work and tenor sax. Spoken interlude adds humor and appeal to the side. This one's a good teen item. (Lyco, BMI) (2:06)

★★★★ Fishtail—Strong teen dance item that moves right along in a medium tempo groove. Instrumental has some mighty fancy guitar pickin' and tenor sax blowing on it. Has a chance. (Lyco, BMI) (2:03)

ELLA FITZGERALD AND HER ORK

★★★★ A Beautiful Friendship—VERVE 10259—The lovely old ballad-standard by Ella is re-released here. She is accompanied by a big band of strings and brass. (Mara, ASCAP) (2:36)

★★★★ I'll Always Be in Love With You—This standard is handed a pop-gospel reading with just the touch of the three-quarter feel in the accompanying ork. Ella

sings straightout while the accompanying ork fills in roundly. Another re-release. (Shapiro-Bernstein, ASCAP) (2:48)

LINDA MARTELL

★★★★ A Little Tear—FIRE 512—The lass has a good vocal go here. The material is done at a finger-snappin' medium tempo. The group backing her has style and the combo plays with a good feel. (Windsong, BMI) (2:28)

★★★★ The Things I Do for You—This a smart outing for Linda here. Her voice is sharp and has style while the group backing fills in with a strong rhythm feel. The tempo is in the medium groove. (Windsong, BMI) (2:01)

MARTY PAICH

★★★★ Rosanna—GROOVE 0002—Better music stations might find much use for this instrumental reading of the tune from the forthcoming "Adventures of a Young Man" flick. Side features harmonica in front of string ork sound. (Miller, ASCAP) (2:19)

★★★★ Love Is in the Air—(Chappell, ASCAP) (2:21)

ROLAND STONE

★★★★ Desert Winds—ACE 593—This tune is handled in dramatic fashion by the lad. The tune is a good piece of material and Stone is backed simply but effectively by vocal chorus of females, piping flute and Latin-like rhythm figure. (Ace, BMI) (2:06)

★★★★ Something Special—(Ace, BMI) (2:06)

LEON AND THE DREAMERS

★★★★ Haircut—PARKWAY 843—Here's a bright novelty rocker that's sung with a good beat by the boy with strong combo and group backing. Side has a cute sound and might appeal to pre-teens. (Cameo-Parkway, BMI) (2:18)

★★★★ If It Hadn't Been for You—(Kalmann & Lowe, ASCAP) (2:13)

ELMORE MORRIS

★★★★ It Seemed Like Heaven to Me—CRACKERJACK 4006—Morris hands this interesting ballad an emotional performance over stylish support by the ork that features a big beat. A good side for the teen market. (Saturn, BMI) (2:25)

★★★★ Before I Turned My Back on You—(Saturn, BMI) (2:18)

THE THREE CHEERS

★★★★ Now I Lay Me Down to Cry—PHILIPS 40036—A slow rockballad with triplets, which starts with a statement of real tragedy, signifying the break-up. Pleasant group vocal with a teen feel. (Network-Cheryl, ASCAP) (2:04)

★★★★ Hallelujah, I Love Her So—(Progressive, BMI) (2:40)

DONNA LEE-ANNE

★★★★ Four o'Clock—DORE 640—Donna Lee Anne has an appealing teen-age sound to her voice and is especially cute on the spoken portions of the tune. Disk has good beat, and excellent ork and chorus backing. (Meadowlark, ASCAP) (2:01)

★★★★ Donna Theme—(Meadowlark, ASCAP) (2:03)

JEANNE AND JANIE

★★★★ My Baby's Gone—CAPITOL 4795—The fem duo (Jeanne and Janie Black) come through with feeling on the country weeper as they explain that their baby's gone. Good side with possibility of both country and pop coins. (Central Songs, BMI) (2:30)

★★★★ Long Weekend—Central Songs, BMI (2:11)

THE SHEPPARDS

★★★★ Tragic—VEE JAY 441—Interesting organ and drum introduction with haunting vocal backed by echoing of words by the chorus. A slow but driving beat. Good teen-oriented disk. (Josette, BMI) (2:15)

★★★★ Come to Me—Conrad-Karlan, BMI (2:22)

SKEETER DAVIS

★★★★ The Final Step—RCA VICTOR 8055—This lovely sounding ballad has a somewhat morbid theme. The lass is contemplating suicide because she's lost her man. The soft singing is nicely backed by strings and rhythm. (Moss Rose, BMI) (2:36)

★★★★ The Little Music Box—(Tree, BMI) (2:16)

WILLIS SISTERS

★★★★ Ain't Gonna Be No Twistin'—RCA VICTOR 8060—This is a swingy tune that moves right along on a Twist beat. The girls sing with enthusiasm and a combo taps out the rhythm. There ain't gonna be

(Continued on page 40)

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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.

- COLUMBIA**—Expires July 15, 1962. Started June 15, 1962. Label is offering 10 per cent discount on the introductory release of 11 LP's in its new Electronically Re-Channeled for Stereo series.
- ANGEL**—Expires July 25, 1962. Started June 4, 1962. Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.
- LIBERTY**—Expires July 30, 1962. Started June 15, 1962. Fifteen per cent discount on two new LP's: Sound-track album of "Road to Hong Kong" and Si Zentner's "The Stripper and Other Big Band Favorites."
- ARTIA-PARLIAMENT**—Expires July 31, 1962. Started June 4, 1962. Summer Dividend Days. Program gives distributors and dealers a 25 per cent discount on all Artia, Parliament, MK and X Supraphon LP's and 10 per cent discount on all "World's Greatest Music" series albums.
- ANGEL**—Expires July 31, 1962. Started May 14, 1962. Special period deal on Moura Lympany's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.
- CAPITOL**—Expires July 31, 1962. Started July 2, 1962. Label is offering two Frank Sinatra LP's for the price of one on the new release and complete Sinatra LP catalog.
- CONGRESS-CAPRICE**—Expires July 31, 1962. Started June 25, 1962. Two LP's free for every 10 purchased on three LP's by Linda Scott, James Ray and the Angels.
- LONDON**—Expires July 31, 1962. Started June 1, 1962. Label suggests an extra 15 per cent discount on the Phase 4 series—nine new releases plus 12 original LP's.
- BLUESVILLE**—Expires August 15, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.
- PRESTIGE**—Expires August 15, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.
- CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases with minimum quantities of both mono and stereo. In a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12 1/2 per cent reorder privilege for six months." Specific details are available through distributors.
- ATLANTIC-ATCO**—Expires August 31, 1962. Started July 1, 1962. Fifteen per cent discount on new album releases plus entire catalogs of both labels.
- MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.
- PHILIPS**—No expiration date. Started April 8, 1962. Label is offering one-for-nine in the same price category on their new "Encore" releases.
- SONODOR**—Limited time only. Started March 31, 1962. One LP free for every five purchased.
- ROULETTE**—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.
- AD LIB**—No expiration date. Started February 18, 1962. One free LP for every five purchased.
- LIBERTY**—No expiration date. Started May 25, 1962. All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.
- REQUEST**—Limited time only. Started May 5, 1962. Buy 10, get two free on new album releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

**NOW THERE'LL
BE 16 VERSIONS
OF CHIPMUNKS**

NEW YORK — The Chipmunks — Alvin, Simon and Theodore — who made their original reputations on records and have since moved on to become TV stars, will be immortalized in cloth and stuffing. An agreement signed between the creator of the Chipmunks, Ross Bagdasarian, and the Knickerbocker Toy Company gives the toy firm the right to go into production on 16 different items later this year. Included are Alvin-Simon-Theodore plush and fabric dolls, banks, harmonicas, pillows, puppets and music boxes.

**Philco Hikes
Ad Allotment**

PHILADELPHIA — The Consumer Products division of Philco has scheduled a 75 per cent advertising budget increase over last year for late summer and fall of this year. The firm, which brought out its 1963 lines in radio, TV and phonographs last week here, has appropriated 400 per cent more for national television, almost 250 per cent more for local newspaper ads, and 50 per cent more for various promotional programs. National magazine advertising also fits into the picture with full-page ads in Life, Look and Saturday Evening Post. In its TV expenditures, the company will sponsor a number of prime-time shows in addition to special broadcasts. One of these is the telecasting of the Miss America Pageant September 8.

**IHFM to Salute
Stereo Stations**

NEW YORK—The Institute of High Fidelity (IHFM), sponsors of the New High Fidelity Music Show to be held here October 2-6, will hold a special salute for FM stereo stations on the occasion of their first anniversary of broadcasting. The organization has congratulated the FM stereo stations for spectacular advances and successes. The exhibition will be held in the New York Trade Show Building. Public showings October 3 through 5, and one and one-half days of trade showings October 2 and 3.

New Columbia Phono Line

increase their profits and their store traffic. In a like manner, such a line gives the branch and distributor salesmen a fine allied or companion line to sell. It should be emphasized that these salesmen will call on only their regular accounts in selling this line and it will be available only through regular record-selling dealers.

Good Response
The line has been shown to Chicago and New York branch personnel last week and received an enthusiastic response, according to Columbia brass.

The new line consists of nine new phono, including one console model, two radios and one monaural tape recorder.

The phono suggested list prices run from \$19.95 to \$249.95. Budget item of the line is a four-speed

manual portable at \$19.95. Next in line is a portable with AM radio at \$29.95. A four-speed automatic monaural portable sells for \$49.95, while an automatic four-speed portable with AM radio goes for \$59.95.

Price Range
Initial stereo portable with detachable wing speakers is pegged at \$79.95. Next comes a stereo portable housed in twin units, at \$99.95, while a de luxe stereo portable model featuring a 20-watt amplifier and six speakers, retails at \$149.95.

A de luxe stereo portable, with AM-FM and FM stereo radio carries a \$199.95 tag. The single console in the line carries a \$249.95 price and contains AM-FM and FM stereo radio and an 11-inch studio-type turntable.

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

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

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

BEST SELLING TRANSISTOR RADIOS

Pos. This Issue	Pos. 4/7/62 Issue	Brand	% of Total Points
1	4	Magnavox	19.4
2	2	Zenith	15.7
3	3	RCA Victor	9.7
4	5	Channel Master	8.6
5	—	General Electric	6.3
6	1	Motorola	5.2
7	—	Sony	5.1
		Others	30.0

BEST SELLING CLOCK RADIOS

Pos. This Issue	Pos. 4/7/62 Issue	Brand	% of Total Points
1	1	RCA Victor	19.5
2	2	Zenith	18.4
3	4	General Electric	18.2
4	7	Magnavox	15.8
5	3	Motorola	6.9
6	5	Emerson	5.6
7	8	Westinghouse	3.6
8	—	Admiral	3.0
		Others	9.0

**NAMA Tradesters See Healthy
Sales Future for FM Stereo**

Continued from page 5

FM stereo receiving equipment. With more than 100 stations now broadcasting FM stereo, set makers are convinced that the medium is here to stay. They also believe it presents the equipment business with a solid merchandising shot in the arm.

Many importers of foreign equipment, perhaps more than ever, were in evidence at the show, particularly in the low-cost and midget radio and tape recorder areas. In the phono field, such Canadian firms as Clairtone, Canadian Marconi and Electrohome joined Germans and Britishers in showing new units.

Meanwhile, the record industry appeared to have almost completely disavowed the music trade show as a showcase for its products, perhaps highlighting the changing distribution patterns notable in the record business.

Command, Folkways and Ransel Trading Corporation, a New York surplus disk-sales operation, represented the record industry. Of these, Command made considerable noise with not only a display of its own, but with promotion folders and placards in many equipment displays, not to mention the Command records to be found on many phono turntables.

**SORD Board Lays Plans
For Building Group**

Continued from page 5

meeting at the affair, will be headed by Dan Winograd, also of Chicago.

Committee Heads

Coincidentally, Lou Shapiro, of Jersey City, N. J., has been named to head a committee to prepare a program and souvenir booklet, which will contain advertising, for the Chicago dinner. The legislative committee, to maintain contact on the Fair Practices Rules Committee and other activities of the FTC and other government agencies, will be in charge of Howard Judkins, Garden Grove, Calif. Seeking an executive secretary will be the responsibility of a two-man committee consisting of Jack Schaps and Peter Oppenheim, of Boston. Finally, the nominating committee will consist of the present board.

Normally, a new board and slate of officers is chosen during a general SORD membership meeting at the NAMM convention. This has been delayed until the Chicago meeting early in September. The new board will be expanded to 12 members at that time.

Attending last week's meetings were board members Howard Judkins, president; Lou Shapiro, secretary-treasurer; Dan Winograd, Peter Oppenheim, Joseph Wald-

horn and Mickey Gensler. Others who sat in on the sessions included Jack Schaps; Seymour Ladd, of Providence, and Frank Homeyer, of Boston.

ALBUM COVER OF THE WEEK



MY GEISHA—Sound track, RCA Victor LOC-1070. Here's an eye-catching cover to decorate the film and show music sections. The geisha girl is in full color placed on a white background, and the lettering is in a bright pink.



SUGAR 'N' SPICE—Ken Griffin, Columbia CL 1811. A very lovely lady, indeed! Potent display material for the pop counters. The full color cover photo is by Bob Cato.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Plea from Sheriff Tex Davis, WCMS, Norfolk, Va.: "The four horsemen—Happy George, Hopalong Joe Hoppel, Carolina Charlie and me—who run our shows all day long haven't been getting current releases. Hence, we have to beg, borrow or steal them from record stores. This is inconvenient. And there is nothing worse for a

station fighting for listeners to see a song coming up on the charts and to get calls, cards and letters to play it—and then realize we haven't got it." ... Paul Parker, of WFFF, Columbia, Miss., who has a four-hour daily country music session on "Marion County's most powerful station," is in similar straits.

Joe Dowell's "Little Red Rented Rowboat" took off in Atlanta like a little red speedboat, says Johnny Angel. ... Slim Whitman's new Imperial record, "Backward Turn Backward b.w. "I Forgot More Than You'll Know" is going well, as is Whitman's album, according to Herb Schucher. ... Copies of the single can be requested at Box 232, Madison, Tenn.

"Ghost of a Honky Tonk Slave," Tex Williams' latest, is breaking well in several areas, according to Capitol's Ken Nelson.

Other side is "You Gotta Have a License." ... Jocks can get a quick copy by writing Nelson, Capitol Records, P. O. Box 2391, Hollywood 28. ... Ed (Tex) Belin sporting his brand-new Del-Ray disk, "Make Room in Your Heart for a Friend" b.w. "Next Sunday Darlin' Is My Birthday." This one can be gotten from Del-Ray Records, 4 Center Street, Harrington, Del. ... Copies of "Willie Roy, the Crippled Boy," with Howard Vokes, are available at Vokes Music, New Kensington, Pa.

DJs wishing Bud Crowder's latest Toppa release, "Another

Fool Steps In" b.w. "Back to Say Goodbye," can get it by writing Bill Boston, Crowder's personal manager, 9028 Christiana Street, Spring Valley, Calif. ... Raymond Parish, P. O. Box 11205, Fort Worth, invites disk jocks to request "I Live Just for You" and "Don't Cry Heart." It's on High Line.

Country Music Association Closeup, the lively monthly newsletter, again reminds: "When you write a publisher or record company requesting records, but your request on

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RECORD ACCESSORIES AND RECORD FIXTURES [] BUSINESS OPPORTUNITIES [] MISCELLANEOUS

DISTRIBUTING SERVICES

Table with 5 columns: Classification, 1 Time, 12 Times per year, 24 Times per year, 52 Times per year. Includes Record Distributors and One-Stop Distributors.

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Table with 5 columns: Classification, 1 Time, 12 Times per year, 24 Times per year, 52 Times per year. Includes Help Wanted and Situations Wanted.

MUSIC-RECORDS

Table with 5 columns: Classification, 1 Time, 12 Times per year, 24 Times per year, 52 Times per year. Includes Help Wanted and Situations Wanted.

RADIO-TV

Table with 5 columns: Classification, 1 Time, 12 Times per year, 24 Times per year, 52 Times per year. Includes Help Wanted and Situations Wanted.

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ALERT YOUNG MAN WITH TEEN CONTACTS seeks booking agency experience. Some experience. Louis Lieberman, c/o W. Childs, 45-03 162nd St., Flushing, N. Y. IN 1-6119. 3j7

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Leading national promotional record company seeks two top salesmen now contacting department stores, chain stores, Rack Jobbers and Distributors. One for Missouri-Kansas area, one for Georgia, N. and S. Carolina-Virginia area. Lucrative deal and fully protected territory. Interview in your area.

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WE ARE LOOKING FOR MEN — ONE thoroughly experienced in running and managing a Record Rack jobber operation, and a Salesman completely experienced at calling on chain stores, markets, variety, drug, etc. Send full resume and snapshot. Write Box A-254, Billboard Music Week, 1520 N. Gower, Hollywood 28, Calif. ch-tfa

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station letterhead, even though you're asking that records be sent to another address.

Bob Connors, WYRE, Pittsburgh, kicking off country show for first time and needs wax. . . . So does Tommy Sutton, WARO, Canonsburg, Pa. . . . Trina, KPIK, Colorado Springs, who describes herself as "a new deejay (female type!)"—her exclamation point—wants news of country music artists and their records, especially the newer ones "we like to play up." Her address: 2730 Baltimore Avenue, Pueblo, Colo. . . . Pappy Dave Stone owns KPIK and Don Drennan is the new manager, replacing Jay Drennan (no relation), who bought piece of KCEY, Turlock, Calif., and will run disk show out there called "Jaybirds' Jam-boree."

At WTCR, Ashland, Ky., Mack Allen wonders why he isn't getting records for air

play since the station is the only c.&w. outlet in the tri-State area. . . . John Stephenson has taken over deejay show at KCAR, Avery, Texas. . . . KENS, San Antonio, has gone western all day and boasts new line-up of western jockeys: Bill Mack, Ray Baker, Jack Page, Neal Merritt and Joe Simpson.

Choice Records' "Sweet Lips" (or "The Battle of Kings Mountain"), with Tommy Faile, recently was introduced on Jefferson Standard Broadcasting's television show in Charlotte, N. C., and brought on flood of requests. Mangold is distributing in the Carolinas. . . . Bill Anderson's "Mama Sang a Song" b.w. "On and On and On" is available from the artist, Melrose Box 9295, Nashville 4, Tenn. . . . A live one in Pennsylvania is "Ghost of a Honky Tonk Slave," by Tex Williams on Capitol.

FOLK TALENT & TUNES

By BILL SACHS

C.&w. singer-guitarist Jack Roberts is starred with his Evergreen Drifters on a 30-minute seg, "The Evergreen Jubilee," telecast every Saturday over KOMO-TV, Seattle. Fiddler Marty Dahlgren and the Maddy Brothers are featured, with guests spotted on occasion. . . . In addition to the TV show, Roberts still does a country record show five days a week over KNBX, Kirkland, Wash.

Moon Mullicon, the renowned 275-pound piano player, is resting at his home after a recent heart attack. . . . He had been working an "opry" presentation at Memorial Building in Kansas City, Kan., when the attack came. Action by Harry (Hap) Peebles, promoter of the show, got Mullicon to Bethany Hospital. Big Moon is back at his home, 7417 Jefferson Highway, Baton Rouge, La. Though Mullicon was stricken early in the show—which also had Homer and Jethro, Skeeter Davis, Ralph Emery, Rufe Davis, Pee Wee King and His Golden West Cowboys, the Collins Sisters, Redd Stewart and Bobby Helms—the program went on as scheduled.

Warren Smith is out with a new single on Liberty, his first sides in half a year. The big one could be "Book of Broken Hearts." . . . Toppa Records, 814 Front Street, Covina, Calif., just released sides by Adrian Roland and Smokey Stover, a couple of Texans. . . . Jim Reeves, whose new album, "A Touch of Velvet," is moving well, wants it known that the mountain is out. It's "Jim Reeves and the Blue Boys," instead of "Jim Reeves and the Blue Mountain Boys," as it used to be. . . . Will Mercer, who now is working out of Chicago, is readying his first album of ballads, "Will Mercer—Banjo and Ballads." It will be released on his own Executive Records label.

The Willis Brothers returned returned recently from a series of personal appearances at Army camps in Germany. . . . They report that country music albums are most popular there, selling out at PX's almost as soon as they arrive. . . . The Willis also appeared on Woody Gosnell's Armed Forces Network country music show. That program is very hot, also indicating overseas G.I. interest in country music.

Don Pierce, president of Starday Recording, says most of the music industry in Tennessee is backing Frank Clement in his campaign for governor. . . . Starday has issued a campaign release, "Ballad of Frank Clement," with Cowboy Copas and "Good Times Are Going to Roll Again in Sunny Tennessee," with Moon Mullican, a toast to Southern election barbecues, fish fries and other political get-togethers. Clement, an honorary member of the Country Music Association, has long been a booster, says Pierce.

Cowtown Jubilee, featuring Jimmy Ray as emcee and comic, and Cheri Robbins as top singer, has been closed for five weeks, but is reopening with a guest star program, reports Mrs. J. H. Robbins. . . . Philadelphia's Hy Lit held outdoor show featuring Sam Cooke, Isley Brothers, Dee Dee Sharp, the Orlons, the Olympics, Lee Andrews and the Hearts, the Five Satans, the Skyliners and Little Joey and the Flips. . . . Ernest Tubb and the Texas Troubadours completed three dates in San Antonio and Dallas. Ray Price was in Aurora, Colo., for a three-day stint, and Buck Owens and the Buckaroos toured

for almost a full week in Louisiana towns, including New Orleans, June 23.

Walt Breeland, Houston, is spending July on a 10,000-mile tour to push United Artist's "And Then Some," by Sonny Burns and "Blue House Painted Blue" b.w. "I'm Still in Love With Kay," by Country Johnny Mathis. . . . H. W. (Pappy) Daily, who guides UA's c.&w. division from Houston, has closed deal with Tommy Jackson who'll represent Glad and Starrite Music in Nashville. . . . Note from Howard Wilson, Lynn Music, New York City: "Making eight-State tour promoting Tommy Faile's Choice label, 'Sweet Lips.' Excellent deejay recation."

En route to Nashville and Miami, Franz Schubert of the Fort Worth firm of that name spent some days in New York. He's high on a country twist record, written and sung by Earl Wright of Roanoke, "Married Man Blues." Schubert says song is moving well and likes to quote one line of lyric when wife says to poor husband: "You step right in here, baby, like a happy married man—sugar on your lips and money in your hand."

Wilma Angelo, 1118 University Avenue, NE, Minneapolis, is trying to track down the Merry Macs. . . . Al Turner now producer of Cowtown Jubilee. He's at 255 Majestic Building, Fort Worth. . . . Buck Lake Ranch, Angola, Indiana, headlined Johnny and Jack and Kitty Wells on recent Sunday. . . . Harry ("Ballad of Jimmy Bryan") Weger, country music veteran from Terr Haute, has taken over management of Brown County Jamboree, Beanblossom, Ind.

Willie Nelson, Liberty Recording artist who's been having success with "Touch Me," is on personal tour through Oklahoma, Texas, Ohio and Michigan. . . . Charlie Walker hitting San Antonio; Aurora, Colo.; Dallas, and Owensboro, Ky. . . . Hank Cochran's waxing, "Sally Was a Good Old Girl," getting good play in Southern California where Cochran recently spent business-and-pleasure vacation visiting deejays.

'Jazz & the Church' Newport Panel Topic

BOSTON—Two panel discussions will be held during the Newport 1962 jazz festival at Newport, R. I., Friday (6), through Sunday. Father Norman J. O'Connor, chaplain at Boston University, will lead a discussion Sunday at 1 p.m. on the subject "Jazz and the Church."

Other members of the panel will include the Rev. John Gensel of the Advent Lutheran Church, New York City; the Rev. Eugene Callender, Presbyterian minister of the Church of the Master, New York City; and artists Clara Ward and Sonny Rollins. Maxwell Cohen, a New York attorney for jazz musicians, will be moderator. Ticket-holders for the Sunday afternoon session will be admitted free to the panel discussion.

On Saturday at 1 p.m. another panel discussion, "Economics of the Jazz Community," will take place. It will be moderated by George Wein, director of the festival.

Other members of the panel will be John Hammond, a.&r. director for Columbia Records; Art D'Lugoff, owner of the Village Gate in

Sill, Spector Say They're Still Top Execs at Philles

HOLLYWOOD—The executive officers of the Philles label, Lester Sill and Phil Spector, told BMW last week that they will continue to run Philles out of its offices here on Sunset Boulevard. They said that the statement made by Harry Finfer last week that he will be in charge of the label is erroneous.

According to Sill and Spector, they have been in charge of the Philles label since it was started and they are not making any changes in its management. They said any arrangements made between Finfer and Jamie (Finfer resigned from Jamie last week) does not affect Philles.

Chuck Kay, who is the sales manager for Philles, said that the firm will release its first album product next week. LP features the Crystals and is called "The Crystals Twist Uptown."

Mercury Records Names Tom Bonetti

CHICAGO—Tom Bonetti was appointed Western regional sales manager for Mercury Record Corporation, one of a number of appointments made by the label last week.

Don Bowman joined the label's national promotion staff and will headquarter at Seaboard Distributors, Inc., Mercury distributors in East Hartford, Conn.

Glenn Miller, Mercury Midwest regional sales manager (formerly with Columbia) moved from Omaha to Chicago, where he will operate out of Mercury's main offices.

Bonetti, a staff salesman with Mercury's San Francisco distributor, C & C Distributing Company for the past five years, will cover the 11 Western States. He replaces Lee Mendell in the regional post.

Columbia Records Signs Graffman

NEW YORK—Columbia added to its classical acquisitions last week when it signed Gary Graffman. The pianist, who had been with Victor for many years, will cut his first Masterworks album next month. It is understood it will be a solo effort.

On the pop level Columbia signed Tobin Matthews, Chicago artist who had a hit with "Ruby Duby Du" about a year ago. Meanwhile, the pop division of the firm raised Bob Mersey to musical director of pop a.&r., East Coast. Mersey will arrange exclusively for Columbia and Epic.

James Dalglish was named by Columbia to director of management development and organization planning.

Texas Stations Cited

FORT WORTH, Tex.—Three stations here and five in Dallas qualified for the 1962 code of good practice of the National Association of Broadcasters last week.

Fort Worth's KNOK, KXOL and WBAP and Dallas' KBOX, KLIF, KRLD, WFAA and WRR were listed by Charles M. Stone, radio manager of NAB in his report for the first five months of 1962.

New York City; George T. Simon, jazz columnist of The New York Herald Tribune; Joe Williams, Charlie Mingus, and Kay Norton, owner of Jazz Gallery in New York City and personal manager of several jazz artists.

INTERNATIONAL EXCHANGE

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★★★★ ASIA & PACIFIC ★★★★★ AUSTRALIA: Brian Nebenzahl P. O. Box 418, North Sydney HONG KONG: Carl Myatt 44 Mt. Kellitt Road, The Peak

JAPAN: Robert Wynn 521-3 Chome, Sijimo Meguro Meguro-ku, Tokyo NEW ZEALAND: Fred Gebbie P. O. Box 5051, Auckland PHILIPPINES: Luis Ma Trinidad 264 Escolta, Manila

★★★★ THE AMERICAS ★★★★★ Frank Lupino Jr., International Sales Director Billboard Music Week 1564 Broadway, New York City 36

MEXICO: Dr. Otto Mayer-Serra Apartado 8688, Mexico City PUERTO RICO: Anthony Contreras 26 Gertrude St., Santurce

when answering ads . . . Say You Saw It in Billboard Music Week

• Reviews of New Singles

Continued from page 36

no twistin' 'cause it's time for love, according to the lyric. (Winchell, ASCAP) (2:20)

★★★ It Hurts Me More Than You—(Chalet, ASCAP) (2:18)

THE BOBETTES
★★★ Over There (Stands My Baby)—JUBILEE 5427—The girls are watching their boy move in on someone new and it hurts them. The side has some fine lead singing as well as cohesive work from the rest of the girls. Infectious beat and combo playing add to the side. (Teddy Vann, BMI) (2:25)

★★★ Loneliness—(Teddy Vann, BMI) (2:46)

JAN SANDERS
★★★ Teen-Agers Three—TODD 1075—The teen-age triangle is told, both sung

and spoken, by the lad here. He sings against a simple backing employing trombone, organ rhythm and fem chorus. (San-Jan, BMI) (2:20)

★★★ You Reap Just What You Sow—(Acuff-Rose, BMI) (2:25)

CURTIS AND DEL
★★★ Cherry Berry Lips—MONUMENT 463—Infectious novelty receives a brisk performance by the pair sparked much by exciting combo backing. Lads are in the Everly Brothers tradition but they hand this an individual performance. It could happen. (Acuff-Rose, BMI) (2:09)

JACK EUBANKS
★★★ Since I Met You Baby—MONUMENT 462—The old Ivory Joe Hunter tune is handled with a powerful guitar work. The tune is taken at a loping tempo and a chorus of chicks sing the lyric. A fine side. (Progressive, BMI) (2:55)

★★★
MODERATE SALES POTENTIAL

THE PERSIANS
★★★ Gee What a Girl (Lena, SESAC) (2:12)—★★★ Love Me Tonight (Dominion, BMI) (1:38). GOLD EAGLE 1813

THE "5" ROYALES
★★★ Gool Ball (Hara, BMI) (2:40)—★★★ Catch That Teardrop (Hara, BMI) (2:30). HOME OF THE BLUES 2579

JACK LaFORGE
★★★ My Foolish Heart (Joy, ASCAP) (3:20)—★★★ Blue Moon (Robbins, ASCAP) (2:28). RIO 1004

FRANK D'RONE
★★★ Show Me the Way to Go Home (Campbell-Connelly, ASCAP) (2:10)—I'm in Love (Jay Tone, ASCAP) (2:22). MERCURY 71980

DERBIE STUART
★★★ When Does Friendship and True Love Start (Aldon, BMI) (1:35)—★★★ Does Your Heart Beat for Me (Mills, ASCAP) (1:35). PHILIPS 40022

JOYCE TAYLOR
★★★ Living in a Dream (Sandra, ASCAP) (2:42)—★★★ This Is It (Emarcy, ASCAP) (2:30). MERCURY 71992

FELICIA HENTY
★★★ Good Hearted Man (Travis, BMI) (2:30)—★★★ Let the Good Times Roll (Atlantic-Travis, BMI) (2:05). ADDIE-003

GENE THOMAS
★★★ Lamp of Love (Glad, BMI) (2:05)—★★★ Two Lips (Grand Prize, BMI) (2:30). VENUS 1508

DEVILLES
★★★ No Money (Germersheim, BMI) (1:55)—★★★ I Do Believe (Germersheim, BMI) (3:07). ARRAWAK 1001

THE CONCORDS
★★★ Away (Wemar, BMI) (2:32)—★★★ One Step From Heaven (Wemar, BMI) (2:11)

MEL AND CARL
★★★ Come On Home (Chris, BMI)—★★★ I'm Still in Love (Owen, BMI) (1:52). STEREO TONE 304

CHUCK MARONI
★★★ Pasquillo's Vno (Alphan, ASCAP) (2:25)—★★★ Don't Tell Me (Alphan, ASCAP) (2:10). ESSAR 1006

HARTBYRNE BROS.
★★★ Little Bitty Beer (Pamper, BMI)—★★★ Raise Up Your Head, Tom Dooley (Pink Poodle-Crhrls, BMI). STEREO-TONE 303

GINNY GIBSON
★★★ As the World Turns (Hartley, ASCAP) (2:26)—★★★ That's How Love Comes (Hartley, ASCAP) (2:31). CHARLES 85276

JACKIE LEE
★★★ Bumpy (Aqua, ASCAP) (2:08)—★★★ Hungarian Rhapsody Boogie (Aqua, ASCAP) (2:10). SURE 1767

RUFFNECKS
★★★ Black Gold (Grand Prize, BMI) (2:08)—★★★ Tally Ho (LeBill, BMI) (2:02). LeCAIN 962

THE SENTINALS
★★★ Latin'la Lateanya, (Contrast, BMI) (2:15)—★★★ Tor-Chula (Contrast, BMI) (2:09). ERA 3082

THE HEIGHTSMEN
★★★ Johnny Reb (Jepalana, BMI) (2:45)—★★★ Kretschma (Nina, BMI) (2:35). IMPERIAL 5848

SUZANNE CAROL
★★★ I'll Take You Back Again (Mayhew, BMI) (2:38)—★★★ I Can't Help It (If I'm Still in Love With You) (Fred Rose, BMI) (2:07). CHARLIE PARKER 205

JODIE HALE
★★★ A Whole Lot of Nothin' (Varona, ASCAP) (2:01)—★★★ For the Very First Time (Varona, ASCAP) (2:48). UNITED ARTISTS 467

CARL McVOY
★★★ What Am I Living For (Progressive, BMI) (2:33)—★★★ It's a Crime (Jec, BMI) (2:35). HI 2054

COUNT VICTORS
★★★ Don't Laugh at Me (Leeds, ASCAP) —★★★ Peppin 'n Hidin' (Cinrad, BMI). CORAL 62324

JAMES VELVET
★★★ When I Needed You (Brianbert, BMI) (2:14)—★★★ Bouquet of Flowers (Armada, BMI) (2:24). CUB 9111

LEON PETERSON
★★★ I Know You Know (Lycro, BMI) (2:18)—★★★ Searching (Lycro, BMI) (2:15). BOBBIN 137

FOUR LADS
★★★ Never on Sunday (Esteem-Sidmore, BMI) (2:32)—★★★ Exodus (Chappell, ASCAP) (3:08). DOT 16373

SUNNY GALE
★★★ Love Me Again (Gold, ASCAP) (2:03)—★★★ Crying in the Chapel (Valley, BMI) (1:56). TERRACE 7505

THE FLARES
★★★ Madhouse (Symbol, BMI) (2:25)—★★★ Make It Be Me (Argo, BMI) (2:45). PRESS 2803

PAUL HAMPTON
★★★ When Will Your Heart Change Its Ways (Patricia, BMI) (2:36)—★★★ If You Don't Want Me Now (Knollwood, ASCAP) (2:28). WARNER BROS. 5299

★★★ STRONG
SALES POTENTIAL

COUNTRY & WESTERN

RED FOLEY
★★★ Polka on a Banjo—DECCA 31408—Here's a snappy polka rhythm outing by Foley, using chorus and some mighty fancy, fast banjo pluckin'. The chanter is in solid form and the material is good, especially for the boxes. (Sure-Fire, BMI) (2:42)

★★★ Mountain Boy—Here's a folkish ballad song, mighty close to the soil. With handsome soft choral backing with banjo, Foley turns in a highly effective recitation. This can register solidly with the fans. (Champion, BMI)

ROY DRUSKY
★★★ After You Turn Out the Light—DECCA—31411—Drusky sings this side with a winsome feeling. The tune is very much in the weeper groove. Roy is backed by a country combo and fem vocal group. (Moss Rose, BMI) (2:17)

★★★ I'm Not Getting Over You—This is another weeper—in a bit faster tempo—that the singer does in something of a Don Gibson style. The side is nicely planned and features country combo with fem singing background. (Moss Rose, BMI) (2:27)

BILL MONROE
★★★ Toy Heart—DECCA 31409—Monroe and group do mighty well with this happy tune which they handle in exciting style, especially their banjo picking. A bright side here. (Peet Int'l, BMI)

★★★ Danny Boy—The familiar song is given a typical blue grass reading by Monroe and his Blue Grass boys. For fans of the group, and they are plentiful, will enjoy it. (Boosey & Hawkes, ASCAP)

SACRED
★★★ THE GOSPELAIRES
★★★ C'Mon—PEACOCK 1860—Jubilee spiritual receives an enthusiastic performance by the group sparked by a strong lead while the rhythm combo backs the group strongly. Good side for the gospel market. (Lion, BMI) (2:10)

★★★ Stay There—Group again shows off its fine harmony and spirit on this uttempo effort. Again a good lead makes the disk stand out. (Lion, BMI) (2:44)

RHYTHM & BLUES

DOROTHY BERRY
★★★ You're Driving Me Crazy—LITTLE STAR 117—Infectious beat, good vocal by the thrush stamps this disk as good for the teen market. Watch it. (Hilde, BMI) (2:10)

★★★ I'll Come to You—(Barstel, BMI) (2:15)

★★★ MODERATE
SALES POTENTIAL

COUNTRY & WESTERN

PAL BRADY
★★★ How Can I Be Best Man? (Mayflower, BMI) (2:38)—★★★ Our Album of Love (Sure-Fire, BMI) (2:25). CARL 1000

GAIL MARIE
★★★ If You Really Love Me Take Me Home (American, BMI) (2:45)—★★★ I'll Get Over You (American, BMI) (2:40). FABOR 111

RHYTHM & BLUES

THE ELGINS
★★★ Jump & Shout (Parts 1 & 2) (Be-Jay, BMI) (2:28-2:25). NITE-1004

JIVIN' GENE
★★★ Breaking up Is Hard to Do (Big Bopper, BMI) (2:19)—★★★ My Need for Love (Swallow, BMI) (1:50). MERCURY 71485

SPIRITUAL

SIX GOSPEL STARS
★★★ Another Day's Journey (Ford, BMI) (2:55)—★★★ I Know the Lord (Will Make a Way) (Ford, BMI) (:42). TUXEDO 941

**LIMITED
SALES
POTENTIAL**

HOWIE LANDY
The Happiest Man in the World (Periscope, BMI) (1:43)—Betty (Periscope, BMI) (2:30). PERISCOPE 501 A-B

KELLY TROY
Rockaway Playland (Tad, ASCAP) (2:30)—You're Lucky in Love (Mayhew, BMI) (2:44). TAD 102

JOE SIMON
I Keep Remembering (Morhitts, BMI) (2:39)—Land of Love (Morhitts, BMI) (2:29). HUSH 108

BERNIE KNEE
I'll Serenade You (William B. Richter, ASCAP) (2:20)—I'm Going Out to the Ball Game (The Irish Baseball Song) (William B. Richter, ASCAP) (1:58). DELAWARE VALLEY 8814

TOM O'NEAL
Sleeper Cab Blues (Three C's, BMI) (2:45)—Too Many Tickets (Cedarlane, BMI) (2:15). CHEATHAM 104 A-B

VIC & DAWN
Nevertheless (Crawford, ASCAP) (1:55)—You'll Never Know (Bregman, Vocco & Conn, ASCAP) (2:25). STYLETONE 5803

JOE MOORE
I Believe (Cromwell, ASCAP) (2:25)—Don't Want to Be Blue (Brent, BMI) (2:15). TIME 1053

Program Variety Key at WCBS

Continued from page 28

the "good music" or "middle-of-the-road" school.

And it programs a lot of specialty shows consisting of news, interviews, sports (New York Yankees) and just plain talk.

During the day the station's format is almost 80 per cent talk and 20 per cent music.

But far from discounting music, Slate considers it a vital part of the station's fare. "We try, however, to give something other stations don't," he said.

In the morning, music and news are the main format. Jack Sterling is on from 6 to 10 with records, plus his own live orchestra. Arthur Godfrey is on from 10 to 11, followed by Bing Crosby and Rosemary Clooney and ending with the

Plans Get Cooking For IRTS Banquet

NEW YORK—Four new committee chairmen were named to lead activities of the International Radio and Television Society.

Thomas W. Moore, vice-president, ABC television network, is in charge of the society's fourth anniversary banquet to be held at the Waldorf-Astoria March 6, 1963. The society's Gold Medal will be presented to a person or persons who have made a substantial contribution to broadcasting at this affair.

Ted Steele, WINS (New York) general manager, is the new chairman of the society's Christmas party to be held December 18 in the Roosevelt Hotel. John V. B. Sullivan, Metropolitan Broadcasting vice-president and general manager of WNEW, will head the committee to plan the second annual Collegiate Broadcasters Conference, tentatively scheduled for next spring.

Edward H. Benedict, director of national sales, radio and television, Triangle Publications, has been re-appointed chairman of admissions. The committee passes on all applicants for membership.

JOHNNY ARAGON
That's All I Want From You (Wells & Barry) (2:55)—Why Doesn't Somebody Want Me (Empire, ASCAP) (2:35). SOUND-O-RAMA 105

BEN TATE
Big Bomber (Winslow, ASCAP) (2:25)—The Stars and Stripes (Winslow, ASCAP) (2:21). RONNIE 2009

BEN TATE
Sweet Margaret (Winslow, ASCAP) (3:16)—When We Live on the Moon (Winslow, ASCAP) (2:15). RONNIE 2010

SAMMY MARSHALL
Honey-Honey (Big Ben, BMI) (2:00)—Twistin' in His Kilt (Big Ben, BMI) (2:35). BIG-BEN 3261

CHUBBY CHOPS & THE TWISTING CYCLONES
Summertime (Gershwin, ASCAP) (3:02)—Come Rain, Come Shine, Come Love (ASCAP) (2:05). JREELEN 101

SAMMY MARSHALL
Losing You (McGinty, ASCAP) (2:05)—I'm a Blue Baby (McGinty, ASCAP) (2:10). ROXIE 320

COUNTRY & WESTERN

BILL MORGAN
I Need Your Love (Big Bopper, BMI) (2:44)—My Life (Big Bopper, BMI) (2:30). DELTA 501

ROGER WILCOE
Hello Heartaches (Crosswind, BMI) (2:32)—Delta Gal (Crosswind, BMI) (1:58). UNICOM 1201

SACRED

SOUL SEARCHERS
Time After Time (Cholly, BMI) (2:50)—Got Over at Last (Cholly, BMI) (2:20). STRIP 103 A-B

JAZZ

BILL SHEPPARD COMBO
Burnin' (Conrad-Karlan, BMI) (2:32)—Cash Box (Conrad, BMI) (2:35). ABNER 2507

Allen Gray show (primarily records).

Following the afternoon "talk" format, there is the Willis Conover show featuring jazz (records) and the Bill Randall show (orchestra).

Night Line-Up

In the evening there are live remotes of bands from around New York, including Milton Saunders, Gunnar Hansen, Vincent Lopez, Chuck Foster, Buddy Baer and Denny Vaughan.

The day ends with CBS's "Music 'Til Dawn" show with Bob Hall from 11:30 p.m. to 5:30 a.m. Here the program starts with show tunes, pops and light classics and eventually gets into more serious classical programming. Long-time sponsor is American Airlines, with the show currently aired on CBS stations in New York, Boston, Chicago, Los Angeles, San Francisco and a number of non-CBS stations around the country.

Slate noted that WCBS is aiming at a "class-cumulative" audience. We don't want the most people during any given hour—we want the most people at the end of a week. This is the reason for our constant variety.

To get a uniform audience we would have to revert to "formula"—something we don't want.

No Knock

"We're not knocking 'formula' stations," said Slate, "but a lot of other stations in this market are shooting at a 'class' audience with this type of programming. As a matter of competition, we're going after this same audience with a different approach—variety."

Gene King, program director, said, "We feel our listeners want to be entertained, informed, hear interviews and participate. If provocative subjects come up, we encourage people to call in. We tape their views and present them on the air."

King noted that because of the network backing, WCBS could present extensive coverage but that the station's basic programming idea is "still rooted in this community."

Hip New York Coinmen Stalk Patron O'er Hill, Dale, Shore

By **AARON STERNFIELD**

NEW YORK—Empire State operators are the old pros of the resort circuit. Probably the highest concentration of summer vacationers in the world is concentrated within 100 miles of New York, and Gotham coinmen, together with their small-town colleagues, have learned to make the most of the situation.

The New York operator with a May-to-September route in the mountains or seashore probably has just as thorough a knowledge of his locations and customers as the local operator. For while the city coinman may be operating 100 miles or so from his home base, the people who patronize his machines are city folk like himself, and the resorts that draw the Gothamites are the same resorts that the operator himself is apt to patronize.

As a result, the city operator can usually hold his own against local

competition, and there is generally enough to go around for both the locals and the big-city boys.

Top Equipment

Metropolitan area operators have learned to adjust their routes to the summer trade. For example, the level of juke box equipment is often better than the pieces on year-round stops. The operators have learned that junk just won't pull in resort areas and that it pays to put new equipment on location, pull it off Labor Day, then consign it to a 12-month location. As far as the year-round location is concerned, it's still new.

The 50-50 commission split, standard in the overwhelming majority of locations here, still holds true in summer stops, at least when the equipment is either new or of recent vintage.

But summer operators use a bit more restraint in bidding for secondary locations. For example, a \$10-a-week stop in the city prob-

ably won't rate a new juke box, but the bar owner can hold out for a 50-50 split and get it.

Minimum Guarantee

Not so in a second-rate summer location like a bungalow colony. If the operator sizes up the stop as capable of grossing no more than \$10 a week, he'll offer to place a juke box on location for \$150 a season. The operator gets the first \$150 for a 10 to 12-week period and the location gets the next \$150—if it's there in the coin box. Otherwise, the location must make up the difference between what the stop does and the minimum guarantee. Locations of this stripe, of course, do not get new equipment.

Resort operators have begun to realize the importance of the swimming pool—that shallow body of water around which the social life of the resort revolves.

Most pools of recent vintage are adjoined by a shed-type building
(Continued on page 47)

Pocono, Jersey Spas Report Healthy Starts

By **GEORGE METZGER**

PHILADELPHIA—Early-season results from coin machine operations in the resort areas have been "pretty good," most people in this section agree.

The resorts covered out of this city are those along the South Jersey seashore line and also the Pocono Mountains.

It is expected that some resorts

—such as Wildwood and Ocean City along the coast—will do better business this year than ever, since some of the smaller places were wiped out completely by a storm in March.

A good deal of coin machine equipment and several entire arcades were lost in the high winds and high tides.

(Continued on page 47)

SUMMER HOPES SEEN SLIM FOR COINMEN AROUND CHI

By **STEVE SCHICKEL**

CHICAGO—For most part, Chicago operators have thrown in the sponge as far as seasonal resort operations are concerned. They find it just isn't worth the trouble to buck against the Northern Illinois and Southern Wisconsin operators who have 12-month routes in the lake areas.

Local operators claim it doesn't pay to put new equipment on a location which is active for only 10 weeks a year and that it is difficult to get enough stops in a compact area to pay for servicing.

The handful of operators here who do have seasonal routes are pretty tight-lipped. One did say that he generally places monaural juke boxes only and is able to get the long end of a 60-40 split.

The Chicago area has little in the way of wilderness areas or scenic attractions sufficient to draw a full-week crowd. Hence, the resort business here is primarily a weekend proposition. And to make these weekend locations pay, the same operator will usually have a juke box, game and cigaret machine.

Also, as many of the Chicago resorts are within an hour or so of the city, they are rapidly becoming absorbed into the Chicago commuting area. Hence, the resident operator is on hand and likely to grab off the seasonal locations.

The big city operator here doesn't have much incentive to move into seasonal routes.

Beer City Ops Miss Spa Success Secret

By **BENN OLLMAN**

MILWAUKEE—The bugaboo of costly and time-consuming travel has dampened most Milwaukee operators' interest in seasonal locations. Most Beer City coinmen simply haven't mastered the intricacies of resort operation.

The average Milwaukee operator avoids locations dotting the dozens of lakes in Southern Wisconsin.

He admits that resorts are becoming more numerous and that many of them can be profitably operated during the summer. But service and maintenance costs are too high, he says, unless the seasonal locations are within a few miles of Milwaukee.

Puzia Operation

An exception to this rule among Milwaukee coinmen, is veteran operator Eddie Puzia, Triple A Amusement Company. Approximately half of his route is in the outlying vacation areas. Some locations are as far as 45 miles from

Milwaukee, in the lush Lake Geneva sector. Running counter to the opinion of most of his fellow operators, Puzia claims he is anxious to add even more seasonal locations to his route.

"The secret in operating profitably in summer locations," explained Puzia, "is getting a proper commission deal with the location, and putting music, games and cigaret equipment in each stop. If you can't install the entire package of equipment, it isn't worth while."

Puzia also believes in operating first-quality equipment in seasonal locations. Most of the juke boxes and games in his resort locations are one or two years old. In the games department, he gets best results with bowlers and pool tables.

Prime Reasons

According to Puzia, two prime reasons for top-grade equipment in seasonal spots are that it encourages more play and bigger earnings, and it eliminates competition. "Seasonal locations appreciate

good service more than some of our year-round spots do," Puzia said. "It is important to keep equipment in working order for them so they can get full benefit from their summer traffic. We check these lake stops every week."

An increasing percentage of lake resorts within an hour or two drive from Milwaukee now tend to remain open for longer periods through the year. A common pattern has been to stay open from Memorial Day until Christmas.

"We don't take any three-month stops," says Jerome (Red) Jacomet, Red's Novelty Company. "The lake locations on our routes are open most of the year. In the winter we insist on a minimum guarantee. During the summer, when the volume improves, we work on a 50-50 split arrangement with the resorts."

Package Deal

Jacomet, too, insists on a package deal in seasonal locations. "If
(Continued on page 47)

You Can't Tell One Season From Next In Sunny California, Operators Find

By **SAM ABBOTT**

LOS ANGELES—Seasonal operation for music and games in Southern California is not common. The reason is that there are no definite separations between the seasons.

One prominent operator in areas that are "seasonal" in the Southern California sense is Jack Gutschall. He operates out of Corona,

Calif., and lives quite a bit of the year at Big Bear, both a winter and summer resort about 100 miles northeast of Los Angeles. He also has music and games at Gilman Hot Springs, Glen Ivy and The Highlands. The last-named place is the only one to which he attaches the tag of "summer resort."

At this time, what might be
(Continued on page 47)

How to Turn a Dollar in Resort Operations

By **BOB LATIMER**

DENVER—What are the requirements for a profitable resort-area operation? Here are the standards set down by five veteran operators in the Denver area. Each man has expensive phonograph and amusement machine routes throughout the Rockies.

The first consideration is distance. Denver's operators have set an arbitrary 125 miles as the maximum distance they will travel for a single location, even where half a dozen amusement machines may be arranged alongside a phonograph. Because servicing such stops means at least a three-hour drive from Denver, with much more wear and tear on trucks or automobiles because of the stiff grades and steep descents involved, any location beyond the 125-mile limit could mean trouble.

Secondly, the commission split must be much more heavily in favor of the operator than is usually the case with city routes. Most Denver operators have set a 15-85 or 20-80 split as the minimum they will take for a high-mountain resort hotel, hunting lodge or restaurant stop. It hasn't been difficult to arrive at this sort of agreement, incidentally, because the resort-area operators, already familiar with the high cost of moving heavy, delicate equipment, are usually appreciative enough to go along with the idea.

There have been a few mavericks, of course, who have attempted to show a greater return by buying their own phonographs or amusement machines, but these soon find that the service problem and its high cost eliminate any profit which could have been earned in this way.

Equally essential is the use of new, top-condition equip-

ment at every mountain location. It doesn't pay to attempt to get by with older phonographs or amusement machines pulled off the regular routes, since the likelihood of expensive breakdowns is, of course, much higher with this category. Consequently, all Colorado operators with resort locations invariably put their newest and best equipment out, protect the electrical circuits, lubricate every machine with extreme care, and thus attempt to do away with the service problem in advance as far as possible.

In some instances, where the owner of a hunting lodge or a dude ranch is notably handy with tools, the operator can leave a supply of most-often-needed parts for replacement and depend upon the location owner to put a phonograph or game back into shape after minor breakdowns.

However, the increasing complexity of most such equipment is such that few people not thoroughly trained in the circuitry, can handle the job.

College Help

One enterprising Denver operator lightened the maintenance load somewhat by hiring a college student, working during the summer at a famous resort hotel, and studying for a degree in electronics, to help with the load. This worked out well, inasmuch as the student proved to be a thoroughly qualified repairman.

Another operator makes use of a local television repair shop, but confesses that the repair mechanic is usually far too busy to be dependable for phonograph repair.

Change Problem

Another definite requirement which has been heavily emphasized by all Colorado resort town operators is

change. Most tourists habitually travel with paper money and carry a minimum amount of change along.

Most location owners, who have installed amusement machines for the first time, characteristically run short of change right away, with the result that no machine gets anything like its maximum earning capacity.

The only solution has been the installation of change-making machines in busy stops, particularly restaurants, bars or lounges, where the location owner can be depended upon to check the change machine regularly, keep it full of nickels, dimes, and quarters, and most important, protect it from theft.

Some operators have gone so far as to make arrangements for change delivery from banks, direct to the mountain location, which is an expensive process.

Others have simply tempted fate and deposit as much as \$100 worth of change at a time with location owners, to be used for the amusement machines only.

Of course, restaurant and bar owners frequently dip into the change for their own purposes, which is likely to confuse the issue, and lead to extra headaches where bookkeeping is involved.

The mountain resort area operator must resign himself to such high expenses as shipping phonographs and amusement machines by commercial trucks, which has proven more economical and safer in the long run than using their own trucks.

If he is willing to put up with these expenses, however, returns are good enough that it isn't unusual to show 250 per cent better return from a 200-play phonograph in a good mountain stop over a standard city-route location.

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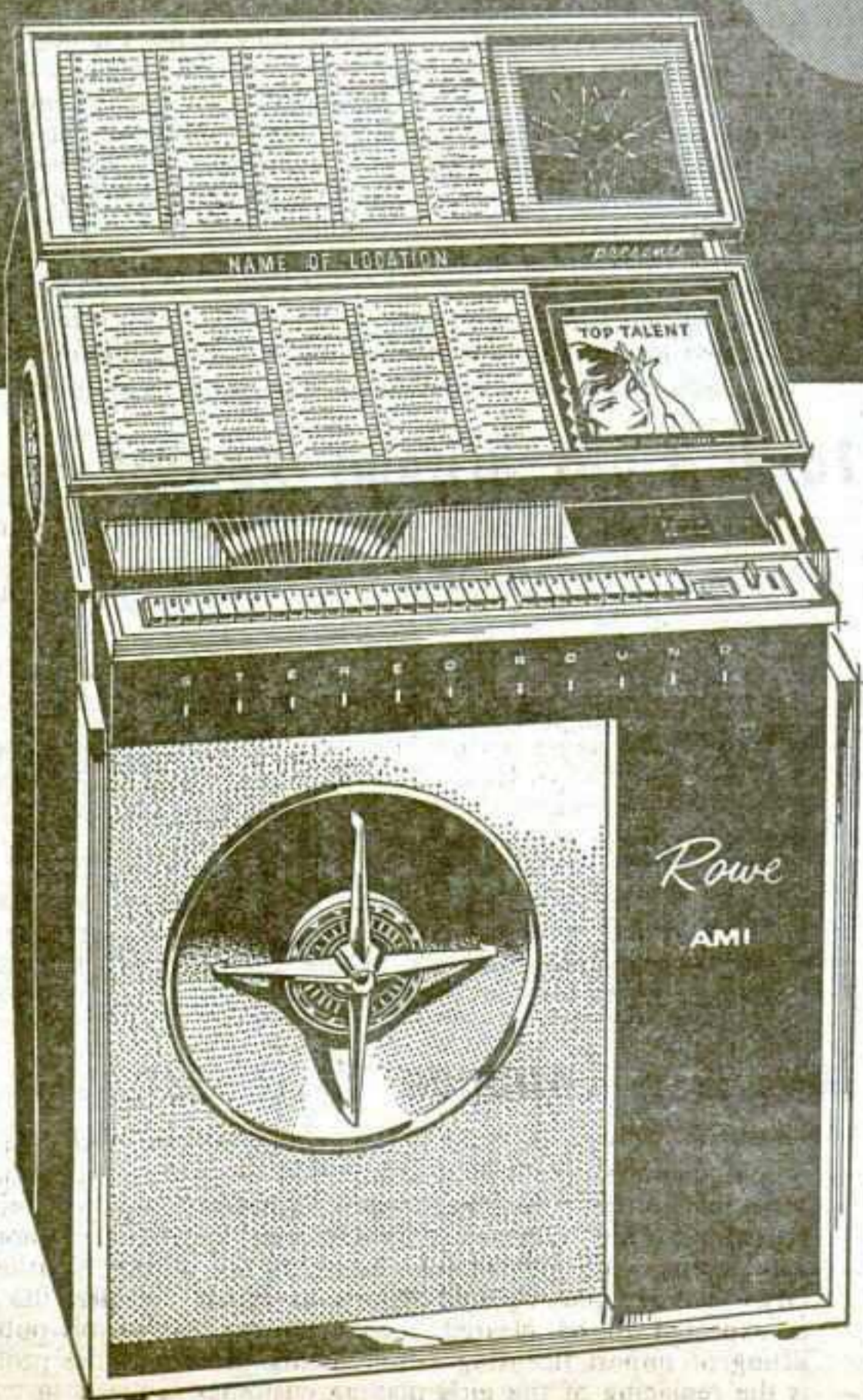
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THAILAND BARS JUKES AS WASTE OF PEOPLE'S TIME

BANGKOK, Thailand—Juke boxes have been banned here by order of Premier Sarit Thanarat. Mr. Thanarat said that students have been wasting their time listening to juke box music and added that this music tends to destroy the culture and traditions of the Thai people.

BMW's knowledge of the music machine situation in Thailand is superficial, but our files disclose that there is enough business for one coin machine distributor, a Louis T. Leonowens, who bears the same family name as Anna Leonowens, tutor to the Siamese monarchs of a century ago. (Siam was the pre-World War II name for Thailand.)

The relationship between Miss Leonowens and the Siamese ruler provided the plot for "Anna and the King of Siam," a successful Broadway play, and "The King and I," a top-earning motion picture.

Ironically, albums from the Broadway play and motion picture have done much to popularize this remote state, and singles taken from these albums have been big juke box winners.

So while the juke box has been the instrument of spreading Thai culture to the Western world, the Thai chief executive feels that it may also be an instrument of diluting the ancient culture of his people with that of the West.

New Mississippi Cigaret Tax Forces Coinmen to Hike Pack Price to 35c

JACKSON, Miss.—Cigaret vending machine operators over the State raised prices on their cigarettes from 30 cents to 35 cents a pack Sunday (1) because of an increased State tobacco tax of 2 cents a pack.

The new tax, voted by the recent Legislature among other taxes to raise a needed \$27 million revenue to balance the State's budget, brought the State tax to 8 cents a pack.

The State's increased cigarette tax was also effective July 1.

There is no cigarette vending association in Mississippi and a spot check among operators disclosed operators generally were upping the price on their own, not only to meet the new tax but also because of gradually increasing operating expense and because of their previously slim profit margin.

The increased price is, in reality, a break for them, expected to up their profit take to a reasonable

level, encourage expansion and increase business.

The operators checked were unanimous in frowning on "penny packing" because of the added labor cost, the trouble the packed packs sometimes caused in fouling up machines and popping cellophane.

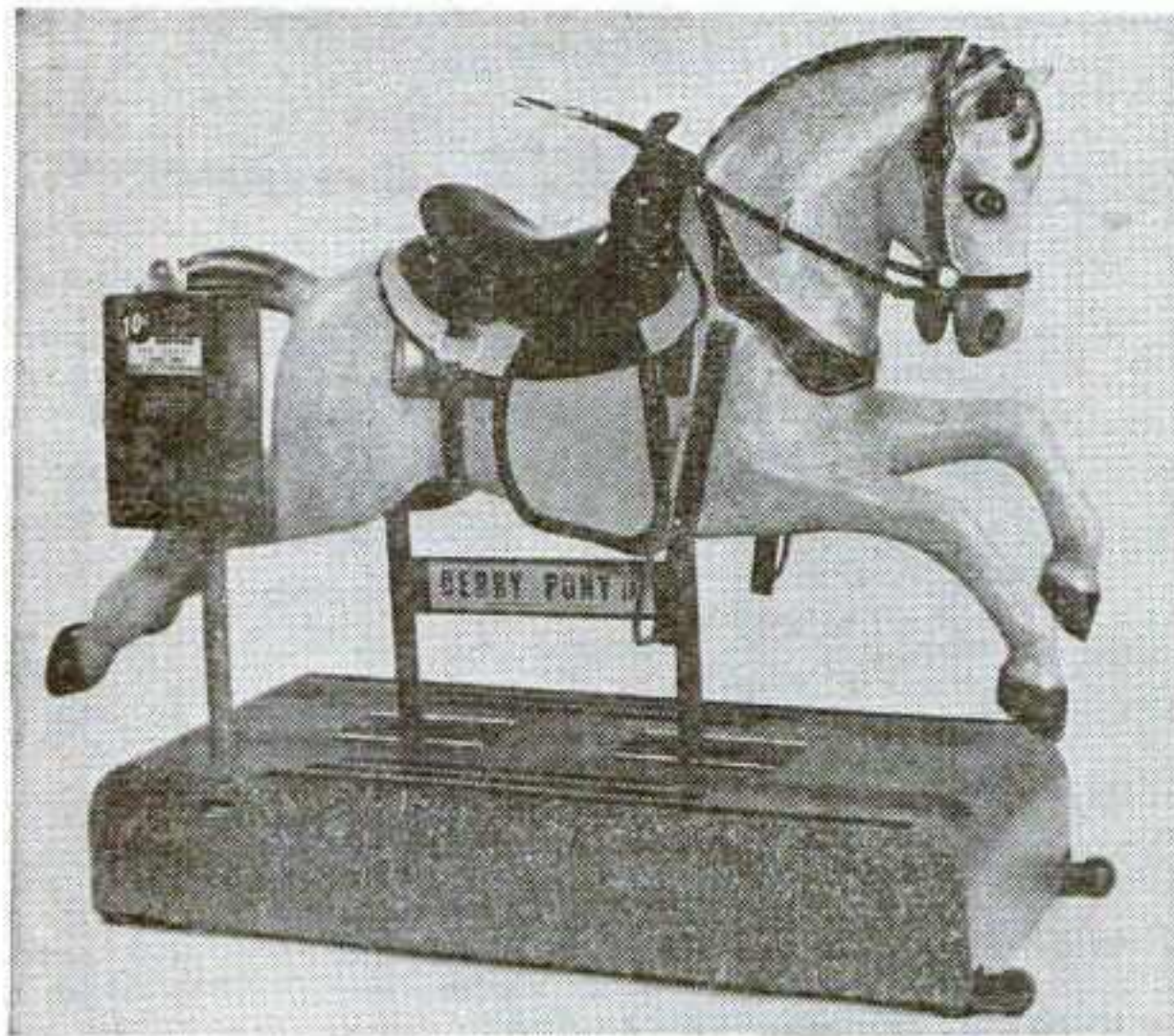
The machines won't take pennies, so it had to be either 30 cents or 35 cents and the latter got the nod.

Had 2 Generations in Trade, Mrs. Susie Harbin, 94, Dies

MEMPHIS—Mrs. Susie Harbin, mother of a veteran operator and grandmother of two other operators, died recently. She was 94.

Her son, Robert L. Harbin, founded Harbin Amusement Company some years ago. His two sons, Robert L. Harbin Jr. and William C. Harbin, have both been active in operation of the route for several years.

Derby Pony, New Full-Size Ride, Latest Entry of Hawkins' Stable



DERBY PONY JR.

TUCSON, Ariz.—Paul W. Hawkins, manufacturer of coin-operated mechanical rides, has added Derby Pony Jr. to his line, which includes Rodeo Pony, Twin Quarterhorses, Ben Hur Chariot and a specially constructed Lion for club sponsorship.

Hawkins said that the Derby Pony Jr. is the lowest-price full-size ride on the market. Body and saddle are fibreglas for durability.

The unit also has rigid foot rest for more ride stability, built-in casters for easy moving, three hard-faced welds on coin box to prevent pilfering, and 10 self-aligning bearings that require no lubrication.

The base is 9 inches wide, 20 inches high, and 50 inches long. Shipping weight is 250 pounds. A one-year warranty on workmanship and material is issued with each unit made to be operated indoors or outdoors.

Cigaret Machine Ops Hold Outing At Catskills Club

NEW YORK—The growing importance of cigarette machines in music and game operations was emphasized last weekend when the Cigarette Merchandisers Association held its annual outing at the Laurel County Club, Sackett Lake, N. Y.

About 20 juke box and amusement machine operators and distributors were on hand for the festivities. All are cigarette operators as well.

From Atlantic-New York, Seeburg distributors, were Meyer Parkoff and Murray Kaye, while Barney Sugerman, Morris Rood, Irv Kempner, Perry Lowengrub and Lou Wolberg represented Runyon Sales, local Rowe AMI outlet.

Al Denver, president of the Music Operators of New York, and Mrs. Millie McCarthy, president of the New York State Coin Machine Association, also played prominent roles in the affair.

Among the other coin machine operators at the Laurels were Ruth Michaelson, Al Herman, Aaron Herman, Art Herman and Dick DiCicco.

Detroit Operators Present Plaque To Barney Burke

DETROIT—Martin M. (Barney) Burke, operator of Brown's Amusement Company here, was honored by his fellow operators recently on the occasion of his retirement from the industry. Burke had been president of the Detroit Shuffleboard Association for nine consecutive years. The party was held in the home of Fred Chlopan, DSA executive secretary.

Burke was presented with a plaque by the DSA in recognition of his role as spokesman for the industry in legislative matters.

Thomas J. Dewberry, T. J. Amusement Company, will fill Burke's unexpired term as president of the association. Dewberry had been vice-president.

Burke's operation will be taken over by his son, Martin M. Burke Jr.

Search for Missing Wife of Southern Op

SHAW, Miss.—Mrs. Joan Allegrazza, 31, wife of Johnny Allegrazza, owner of Ace Amusement Company, disappeared recently and authorities were searching for her last week.

Her mother, Mrs. Blance Grimmet of Cleveland, Miss., said her daughter "is very ill with leukemia and is in need of constant treatment. It is important that she be brought home for treatment."

Mrs. Allegrazza was reported in the Memphis area a few days after she left home but no further word has been received as to her whereabouts.

HOUSES PASSES EASTLAND BILL

WASHINGTON — The House of Representatives Friday (29) passed the Eastland Bill by an overwhelming majority of 348-1. The measure would broaden the Johnson Act. As the companion bill has already passed the Senate, the measure needs only the President's signature to become law. Complete details will appear next week.

EUROPEAN NEWS BRIEFS

Parts Depot Set Up in Antwerp

ANTWERP — Seeburg International announced plans to establish a coin machine parts depot here capable of servicing all Seeburg equipment in Western Europe. Seeburg said the inventory would consist of several hundred thousand dollars' worth of parts. Express service will be established for instant dispatch of parts from Antwerp, and the parts depot of the Seeburg German subsidiary, SEEVEND, is being expanded to improve service to German operators of Seeburg equipment. Establishment of the big parts depot here is another in a series of steps being taken by Seeburg to expand its Continental operation. Seeburg still has no plans, however, to establish a manufacturing subsidiary on the Continent. Seeburg boxes sold in Europe will continue to be imported from the U. S.

Writers Seek Pay for 2d Speaker

HANOVER — GEMA, the German performance rights society, is demanding additional royalty payment from operators who connect a second loudspeaker from a phonograph in an adjoining room. GEMA contends that the operator in effect is serving two rooms with one machine, and should pay accordingly. The same objection has been raised by the copyright society against the practice of installing remote selection units. GEMA sources said the copyright society is tightening up on operators because of a trade throttle-down, which has operators attempting to increase their collections for each machine, while reducing the total number of machines they operate. The trend in this direction is to increase loudspeaker extensions and remote selection units, the idea being to keep the machine playing continuously.

Africans May Import Payouts

WEST BERLIN — Guenter Wulff Apparatebau has developed a new type of payout in two models, Rotomat Additor and Astra. The machines feature miniature electronic score computers and braking controls, giving the player the opportunity to exercise a greater degree of skill over the play outcome. Both models are wall machines. Maximum play is one mark (25 cents), and they are designed for export to a large list of countries sanctioning payouts where skill supposedly influences the outcome. A number of recently independent African countries have expressed interest in importing German payouts, these countries having repealed or liberalized legislation dating back to colonial governments.

Who's Sneaking in Anti-Franco Disks?

MADRID — Generalissimo Francisco Franco is cracking down on Spanish juke box operators who permit (or are unable to prevent) the playing of disks critical of his regime. On the heels of growing political unrest signalled by the recent strike wave, anti-Franco demonstrators have been slipping anti-government disks into juke boxes, a practice copied from anti-Salazar demonstrators in Lisbon. Locations have protested to Franco's police that it is impossible to detect the disks, as standard titles are cut and the anti-Franco messages dubbed into the standard recording. It is believed that a major part of the anti-Franco disks are being produced in West Germany and smuggled into Spain with Spanish workers returning home from West Germany, where 150,000 Spaniards are employed.

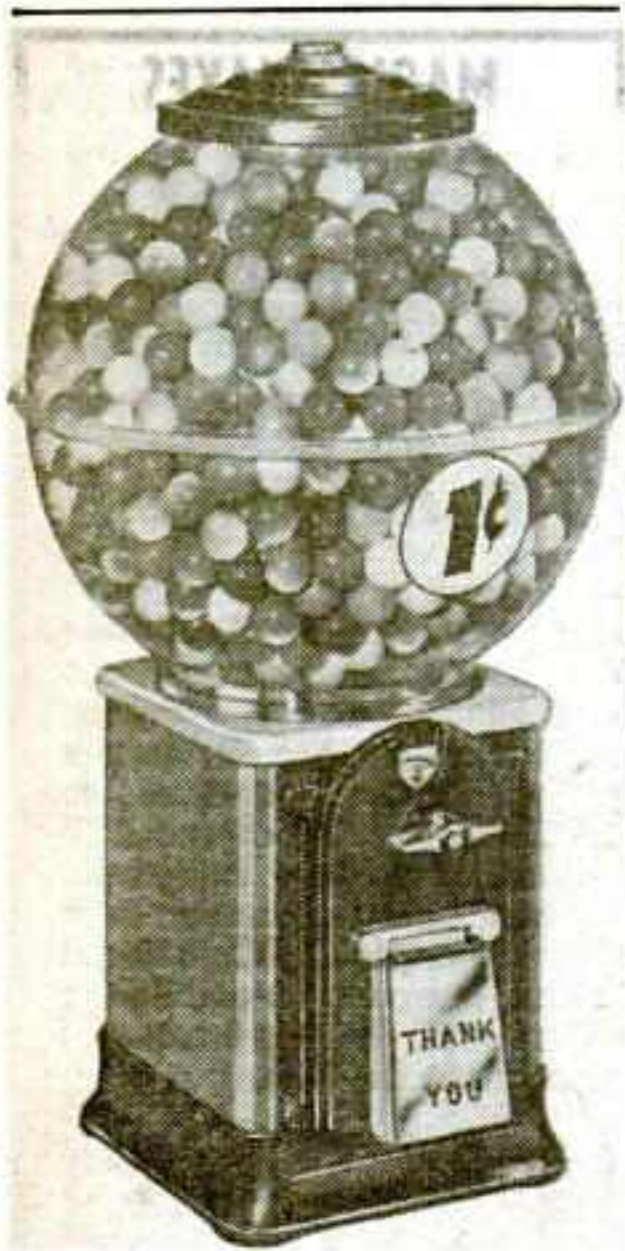
Tariff Turns Britains Against U. S.

LONDON—British trade statistics and surveys show a definite orientation toward Continental equipment and away from U. S. deliveries involving tariffs. This reorientation appears to anticipate Britain's membership in the European Common Market, which would eventually eliminate all tariffs on equipment purchased from Common Market suppliers. The sale of German phonographs in Britain is up 17 per cent so far this year over the same period last year, and the sale of French machines up 12 per cent. Rennottee, the Belgian supplier, is shipping more machines to Britain than ever before. The upsurge in Continental shipments to Britain seems to reflect the conviction of the British trade that since Britain almost certainly will be joining the trading area, it is good business to switch to Continental equipment now, rather than purchase new American equipment subject to the Common Market's tariff against non-member countries.

Japanese Coinmen Visit Set

HAMBURG — West German phonograph producers will invite Japanese juke box operators and prospective operators to visit this country for on-the-spot inspection of the German operating trade. German manufacturers regard expansion of Japanese operator-owned juke boxes as the prime requisite for large German phonograph exports to Japan. Legally, the way is expected to be cleared soon with the easing or outright lifting of import licensing requirements. However, the problem is the replacing of the girls playing customer requests in coffee shops on record players. Most German manufacturers do not take this competition seriously. Aggressive Japanese operators, the German trade feels, should be able to appeal successfully

(Continued on page 48)



Now! VICTOR Brings You the NEW L. C. TOPPER

For Vending 100-Count Gum . . . This New L. C. (Large Capacity) Vendor Holds 1175 Balls of 100-Count Gum.

Write for Circulars and Prices. **VICTOR VENDING CORP.** 5701-13 W. Grand Ave., Chicago 39, Illinois

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- Pistachio Nuts, Jumbo Queen, White .57
- Pistachio Nuts, Large Tulpin .42
- Pistachio Nuts, Vendor's Mix. .55
- Pistachio Nuts, Shell, Red .50
- Cashew, Whole .45
- Cashew, Butts .40
- Peanuts, Jumbo .45
- Spanish .35
- Mixed Nuts .57
- Baby Chicks .32
- Rainbow Peanuts .32
- Bridge Mix .32
- Boston Baked Beans .32
- Jelly Beans .28
- Licorice Gems .28
- M & M, 500 ct. .47
- Hershey's .47

- Rain-Blo Gum, 72 ct. .32
- Milky-Way, 100 ct. per 100 .35
- Rain-Blo Ball Gum, 140 ct., 178 ct., 210 ct. .32
- Rain-Blo Ball Gum, 100 ct. .34
- 300 lb. minimum prepaid on all Rain-Blo Ball Gum.
- Adams Gum, all flavors, 100 ct. .45
- Wrigley's Gum, all flavors, 100 ct. .45
- Beech-Nut, 100 ct. .45
- Hershey's Chocolate, 200 ct. 1.30
- Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.

IMMEDIATE DELIVERY on the New Northwestern SUPER SIXTY



This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing.

Gold decorative front panel. Mammoth capacity.

Available with 5c, 10c or 25c Mechanisms

STAMP FOLDERS, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

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BILLBOARD MUSIC WEEK

BULK VENDING



THE EXTREME POPULARITY of the Los Angeles Dodgers with Los Angeles youngsters has proved a bonanza in ball gum vending for at least a dozen big-string operators. Operators are festooning their machines with color photographs of team members, often placing them behind the glass of the globe. As shown above, some of the older rectangular vending machines provide just the right space for a picture postcard, or two wallet-size photographs. Every operator who has used pictures of Dodger players in this way on his machines reports immediate pickup in volume, as youngsters recognize pictures of their diamond heroes, and hasten to put pennies in for ball gum.

Anti-Slug Drive Showing Progress

NEW YORK—The New York Bulk Vendors Association is making progress in its fight to stop the flow of slugs in penny, nickel and dime machines. For the last year bingo tokens, the same size as pennies, have been taking a heavy toll of bulk vending collections here. The operators have petitioned U. S. Treasury Department authorities to exert pressure on the manufacturers to alter the

NVA MAY HOLD REGIONAL MEET AT NAMA PARLEY

CHICAGO—The National Vendors Association will probably hold a regional meeting in San Francisco during the annual convention of the National Automatic Merchandising Association, to be held there October 13-17. According to Don Mitchell, NVA counsel, the session will be held at the Jack Tarr Hotel, with a general meeting and board meeting also on the agenda.

Buy the complete EPPY CHARM LINE at the following warehouses

- Birmingham Vending 240 2nd Ave., Inc. Birmingham 4, Ala.
- King & Co. 2700-2 West Lake Street Chicago, Ill.
- Grand Vending Supply Co., Inc. 6817 West Gunn Dallas, Tex.
- Star Vending Supply Co. 6227 Calhoun Rd. Houston, Tex.
- Northwestern Sales & Service Co. 446 West 36th St. New York 18, N. Y.
- Standard Specialties 1028 44th Ave. Oakland, Calif.
- Rake Coin Machine Exchange 617 Spring Garden St. Philadelphia 22, Pa.
- Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
- Operator Vending Machine Supply Co. 1022 South Grant Ave. Los Angeles 15, Calif.
- Bak Sales of Florida 1121 71st Miami Beach 41, Fla.
- Qak Sales 2635 Fifth Ave. Pittsburgh 19, Pa.
- Ridge Gum Corp. 4224 Ridge Rd. Cleveland 9, Ohio

Or direct from **EPPY CHARMS, Incorporated** 91-15 144th Place Jamaica, New York AX 7-2900

size and shape of these tokens. This drive is beginning to bear fruit. At last week's meeting of the NYBVA, President Roger Folz read a letter from the U. S. Attorney for the Southern District of New York to the effect that manufacturers of bingo tokens and similar devices are violating Section 491 of the U. S. Code dealing with counterfeiting. On the basis of this ruling, the operators expect to get action. First step will be a warning to the manufacturers and, if the warning does not produce the desired results, the second step may be criminal prosecution. Also discussed at the meeting was the increase in the New York City occupancy tax — which amounts to 20 cents per location. The previous rate had been 10 cents per location. While the tax cannot be changed for a year, the operators plan to appeal to the city council for a reduction for the next fiscal year.

Servicing is Simplified with the Northwestern INTERCHANGEABLE MERCHANDISE UNIT

Northwestern SIXTY With QUICK-TACH at slight extra cost.

- ... Easy to Service
- ... Easy to Clean
- ... Time Saving
- ... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

Cleveland Coin Machine Exchange, Inc. 5029 Prospect Ave., Cleveland 18, Ohio All Phones: TOWER 1-6718

Price Bar Mitzvah

ROSLYN, N. Y. — Richard J. Price, son of Paul Price, local charm manufacturer, was bar mitzvahed Saturday (9) at Temple Sinai here. Many bulk vending operators and distributors attended the services and the reception

which followed at the Four Seasons Country Club, Woodbury, N. Y., that evening.

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Distributor For
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President 2-2900
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The SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
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COMPANY _____
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KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes, 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies: 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

DO THE TWIST . . . the FLICKER ACTION Way

TWIST RINGS
for heated action. Only \$12.50 per M for 5 M or more.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

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2534 Mission Street, Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

Penny-Nickel ATLAS MASTER Venders

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VENDORAMA
The finest all-purpose vendor ever built! 1c, 5c, 10c, 25c.

VENDS: V or V-1 capsules. 1c 100 count gum or 3 for 5c mixed with or without Rocket Charms. 1c 210 gum and charms, nuts or candy @ 1c, 5c or 10c. Rocket Charm vending @ 5c each, 2 for 1c Chickie Treats.

Vendorama has extra large capacity. Grosses \$22.00 per fill of 210 gum and charms. Grosses about \$50.00 per fill of Rocket Charms @ 5c.

Vendorama is a superior vendor, vending widest possible variety of merchandise. Its many features, plus REFILL ASSEMBLY & REMOVABLE CASH DRAWER, make it the easiest of machines to service. Ask the Operators that have them!

Write for beautiful illustrated circular and prices today.

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Phone: WA 3-3900

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Or direct from KARL GUGGENHEIM, INC. 91-15 144th Place Jamaica, New York AX 7-2900

oak PROFIT MAKER!

25¢ OR 50¢ SANITARY VENDOR

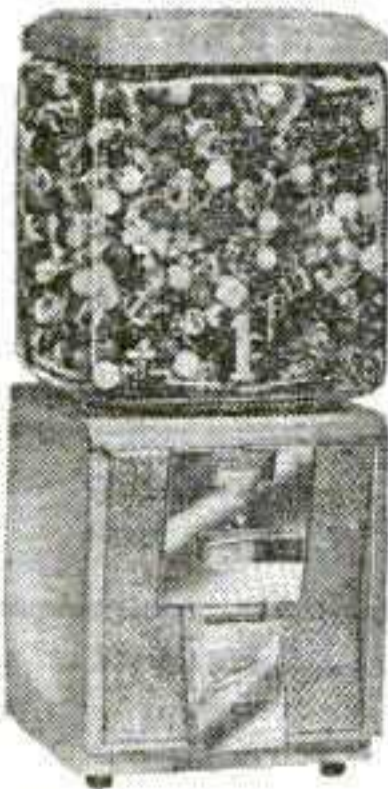


The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

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Eppy, Guggenheim Dissolve Partnership Despite Five Fat Months of Business

JAMAICA, L. I., N. Y.—Eppy-Guggenheim, Inc., formed five months ago by the merger of Samuel Eppy & Company and Karl Guggenheim, Inc., two of the nation's largest charm manufacturers, ceased to exist this week.

Both firms will return to the status they held five months ago, with each company going into independent production and distribution for its own customers.

In a joint statement, George Eppy and Karl Guggenheim said that the parting was amicable, adding that the dissolution of the merger was prompted by the belief that the two firms could do a greater total volume of business working as competitors rather than as partners.

When Eppy-Guggenheim was formed early this year, the company pioneered a new method of distribution. Breaking away from the pattern of selling through distributors and supplementing these sales with direct shipments to larger operators, E-G set up a network of factory-warehouses.

Distribution System

These factory-warehouses stocked the firm's complete line and sold merchandise at the same price per

thousand to operators, no matter what quantity was ordered. Direct factory sales and distributors were eliminated.

The system worked. Sales for the Eppy - Guggenheim operation topped the total volume for the two firms before the merger.

This aspect of the merger will be retained. Both Eppy and Guggenheim said they would continue to distribute their merchandise through the factory-warehouse outlets, even though the two firms are now competitors.

In spite of the apparent contradiction, both principals feel that their individual profit potentials are greater working as competitors, and retaining the new-found distribution arrangement.

When the merger was effected, the Guggenheim organization was moved into the Eppy plant here. Guggenheim had been headquartered in Manhattan.

On or about August 1, Guggenheim will move into new quarters at 160th Street and Archer Avenue, Jamaica. The 7,000-square-foot building is only a few blocks from the Eppy plant. Eppy will remain.

Credit Situation

Another reason for the split was the credit situation with customers. Before the merger, one operator would have credit lines at each firm. After the merger was completed, he had one credit line, with his credit, in some cases, being cut in half.

Ironically, the last five months saw both Eppy and Guggenheim doing more business than in any similar period in recent years.

Fla. Vending Ops Unite on Uniform Taxing

TALLAHASSEE, Fla. — The two leading trade organizations in the merchandising field—the National Automatic Merchandising Association and the National Vendors Association — have joined forces here to push for uniform Florida tax code.

John Madigan, of Parker, Foster & Madigan, local law firm, has been retained by the two groups as counsel.

Florida bulk operators have long been plagued with a crazy quilt of local taxes. Fees are generally levied on a per-machine basis, with the annual tabs ranging from 75 cents to \$5 per unit. The lower figure makes it difficult to operator; the higher figure makes it impossible.

The two associations will try to promote uniform taxes, uniform license requirements and statewide sanitary standards.

Legislative Program

The proposed legislative program was drawn up by Don Mitchell, NVA counsel; Richard Funk, NAMA legislative counsel, and John Insalata, NAMA assistant counsel. The trio is scheduled to meet with Madigan this week.

Madigan feels that the program can be enacted into legislation. He will explain the proposal to individual legislators and State officials. As the Florida Legislature doesn't meet until June, 1963, Madigan will have nearly a year to complete his missionary work. On the local

(Continued on page 46)

Trio Firm in Plan to Mold Vendors Group

INDIANAPOLIS — Only three operators showed up for the first meeting of an embryo Indiana bulk vending association here recently, but the trio is still going ahead with its plans to organize and to affiliate with the National Vendors Association.

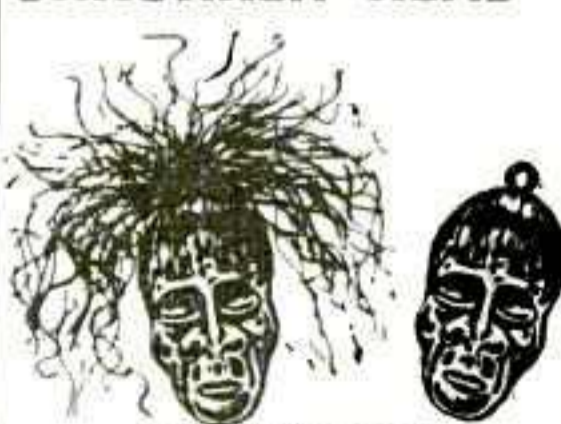
Helping the Indiana operators organize at the meeting were Jason Koritz, president of the Missouri Bulk Vendors Association, and Leo Leary, Leaf Brands sales manager.

Dick Green was named chairman of a committee charged with drawing up a charter, electing officers and outlining the goals of the group. Other operators present were Otha A. Abbett and Bob Raleigh.

All bulk operators in Indiana have been solicited by mail and asked to attend the next meeting.

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Authentic—Lifelike—Frightening. Has eye-appeal and play-appeal. Sticks to forehead, palm of hand, glass and other smooth surfaces. Simulated hair can be made by stringing thread through loop.

- ONLY \$62.00 per M Capsuled NEW CENTIPEDE (1,000 legger) \$45.00 per M Capsuled LARGE FROG (with dangling legs) \$36.00 per M Capsuled LARGE CRAWFISH \$36.00 per M. Capsuled JR. SCARE EMS (TM) \$25.00 per M Capsuled LARGE SCARE EMS (TM) \$40.00 per M Capsuled

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The New VICTOR VENDORAMA vends large and small capsules... large and small ball gum at 1c, 5c, 10c or 25c play. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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MAGIC SNAKES Immediate Delivery \$32.00 per M capsules NEW ALL-METAL RING MIX... MODERN CHARM CO. 585 McAlpin Ave. Cincinnati 20, Ohio

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Table with columns: BULK MERCHANDISE, Pack Lbs., Per Lb. Lists items like Cashews, Mixed Nuts, Spanish Peanuts, etc.

Table with columns: BALL GUM VARIETIES, Pack Lbs., Per Lb. Lists items like 140-170-210 Rainbio Gum, etc.

Table with columns: ACCESSORIES, Single Floor Stand, Triple Cross Bars, etc.

Rake Coin Machine Exchange 609 A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676

U.S., W. German Coin Manufacturers Square Off for Denmark Trade Fight

By OMER ANDERSON

COPENHAGEN—U. S. and West German coin machine manufacturers are squaring off here in Denmark for what looms as the first skirmish of the trading-bloc competitive war.

Coincident with the cropping of tariffs by the "Outer Seven" nations (of which Denmark is a member), West German producers have pared prices on nearly all their coin machine models destined for Denmark.

The result is to increase the German price advantage. German machines now enjoy such marked competitive price advantage over U. S. equipment in the Danish market that trade sources doubt that American quality and prestige-appeal will suffice in the future to offset sheer price appeal of German equipment.

Big gun in the trading skirmishing getting under way here is Hans Ziirsens, pioneer Scandinavian phonograph distributor and manufacturer.

Ziirsens's Role

Ziirsens is masterminding the German machine sales offensive against Rock-Ola, Seeburg and M.I. Ziirsens handles the Bergmann Symphonie, a prestige-type box competing against the U. S. larger models, and the N.S.M. Fanfare, the "Volkswagen" phonograph.

The Hans Ziirsens firm was a pioneer in the juke box field here with its own machine. It is an integrated juke box firm, meaning it imports and distributes German machines, places German equip-

ment in its own operating locations, and operates a plant in Copenhagen where it repairs and manufactures various types of coin machines.

The Ziirsens tie-up with Bergmann and N.S.M. illustrates the German trade's flair for linkups with leading distributors in its prime-target export countries.

The Germans then support "their man" in the target export country with superlative servicing and preferential pricing policies. This is the case in Denmark at the moment, the German trade deliberately having picked Denmark as the "right area at the right time" to open its trading-bloc offensive against U. S. equipment in the European market.

The German Market and "Outer Seven" trading bloc developments herald the fusion of the Scandinavian and European markets into a single vast trading community.

At the moment Europe remains at "sixes and sevens," with the "Outer Seven" nations (Britain, Denmark, Norway, Sweden, Austria, Switzerland and Portugal) aligned against the Common Market six nations (West Germany, France, Italy, Belgium, Holland and Luxembourg).

However, British entry into the Common Market is taken for granted here, and the British then will be followed into the trading supermarket by the rest of the "Outer Seven."

All of this, of course, forms the basis for the U. S.-German trade skirmishing now unfolding here.

Dallas Juke Box Collections Zoom, Reversing Usual Summer Doldrums

DALLAS—Though summer usually marks a drop in juke box collections, just the reverse has been the case in the Dallas area during June.

Charley Nowell, record purchaser for B & B Vending Company, local operator, said, "Collections are really up, especially for the last six months. They'll run about 30 per cent more than this time last year."

Most popular record at the moment with his customers is "I Can't Stop Loving You," featuring Ray Charles, he added.

He also named among the customer favorites: "Stranger on the Shore," "Roses Are Red," "It Keeps Right on A-Hurtin'," "Snap Your Fingers," "Sealed With a Kiss" and "Wolverton Mountain." All these have held up well during the past two or three weeks, he said.

Another optimistic report on collections came from Tommy Chaten at State Music Distributors, Inc.

Records proving popular with customers are of all types, with the race and popular types seeming to get the best play.

Gary Drexler, manager of Music Box, Inc., a one-stop, said a big favorite with the operators now is "Having a Party," a Victor release featuring Sam Cooke. He also named a new Fats Domino record,

"Nothing New." Among novelty numbers he listed "Ahab the Arab," with Ray Stevens.

At Big State Distributors, another one-stop, "Party Lights" with Claudine Clark was named as an r.&b. record which is "doing awfully well."

Also proving popular at Big State Distributors are: "Things," featuring Bobby Darin; "I Don't Love You No More," with Jimmy Norman; "Why Did You Leave Me?" Vince Edwards; "Make It Easy on Yourself," Jerry Butler; "Come On, Baby," Bruce Channel; "Mary Jane," Ernie Maresca, and "Dance, Dance, Dance," with Gene Summers.

Others named as doing well were "Hey, Little Girl," with Bobby Shadley; "Don't Tear My Playhouse Down," Gene Kennedy; "Welcome, Stranger," Wade Flemons; "We Girls," Jan Bradley; "I Forgot More Than You'll Ever Know," Slim Whitman, and "Blues at Midnight," with B. B. King.

Billie Cooper Services Held In Virginia

HAMPTON, Va.—Funeral services for Billie H. Cooper, 35, operator of the Newport News Amusement Company, Newport News, Va., were held at the Hampton Baptist Church here, Wednesday (20).

Cooper died Monday (18) in Duke Hospital, Durham, N. C., as a result of injuries sustained the previous day in a drag strip race in Greenville, N. C.

According to L. T. Hardee, owner of the race track, Cooper lost control of his car when he applied his brakes too quickly. His car ran off the side of the track and turned over. Death was caused by head injuries.

He leaves a widow, two small children and several brothers and sisters.

Attending funeral services here were President Hy Lesnick of the Music Operators of Virginia, along with MOV officers and directors and operators from all over Virginia.

Cooper was highly regarded by the operating fraternity here and was an outstanding civic worker and businessman in Hampton and Newport News.

3 Fast Movers on Memphis Phonos

By ELTON WHISENHUNT

MEMPHIS—Three new singles are popping as fast selling break-outs among operators in the Mem-

phis area, two of them ballad types and one a new music-recitation number.

The three are: "You'll Lose a Good Thing," by Barbara Lynn on the Jamie label, a ballad with a beat; "Till Death Do Us Part," by Bob Braun on Decca, vocal with some of the wedding oath recited, and "Trouble's Back in Town," by the Wilburn Brothers, who were country and western singers but have come in with a pop style on this one.

Breaking Fast

Joe Cuoghi, partner in Poplar Tunes Record Shop, said these three, though not now the top sellers, are breaking fast and by the time you read this might be vying for the No. 1 spot in the Memphis area.

Meanwhile a spot check of several operators by Billboard Music Week revealed that the most played tunes on juke boxes are "Roses Are Red," by Bobby Vinton on Epic; "Having a Party," by Sam Cooke on RCA, and "Ahab the Arab," by Ray Stevens on Mercury.

Cuoghi said another local break-out is also developing on a new single just released by Hi, "What Am I Living For?" by Carl McVoy, a ballad.

McVoy is the organist in the highly successful Bill Black Combo records and also organist on the combo backing up Ace Cannon. Both Black and Cannon record for Hi.

"Roses" Hits Big

Parker Henderson, Rainbow Amusement Company, reported "Roses Are Red" has been hitting big on his boxes, with more customer requests for it than he can remember for a tune in a long time. Seems this one was sort of a sleeper that caught on fast.

"Having a Party" is still going very well for him, reports Drew Canale, Canale Enterprises, Inc., though it has been building for several weeks.

Alan Dixon, S & M Sales Company, said "Ahab the Arab" is registering No. 1 on more of his popularity meters than any other number, figures it is a teen favorite.

Other operators, including Jack Embry, Central Music Company; Jake Kahn, Tri-State Amusement Company, and Charles V. McDowell, general manager of Southern Amusement Distributing Company, say these three were clicking better for them than any other disks now.

Fla. Ops Unite on Uniform Taxing

Continued from page 45

level, he will be assisted by members of the Florida Penny Vendors Association, who will talk with their legislators and with municipal and county officials.

Operator Permit

Cornerstone of the proposed legislation is the single operator permit to replace the per-machine tax and a single State agency to handle taxes, licenses and health standards.

According to Mitchell, both Gov. Farris Bryant and James Kynes, his executive assistant, are in favor of a uniform set of regulations.

Biggest stumbling block will be the opposition of the municipalities, who will be reluctant to give up their taxing and regulatory powers.

Co-Ordinated Effort

However, the organization of the pro-uniform-tax bill is probably the strongest ever assembled by the bulk vending industry, with two national associations and one State trade group working in unison.

The State association, the Florida Penny Vendors Association, was formed eight months ago with an initial membership of 25. It replaced the defunct Florida Bulk Vendors' Association, which was formed in 1960 but never did get off the ground.

According to Meyer Abelson, Oak Sales of Florida, president of the State group, the FPVA membership represents 70 per cent of the bulk vending machines in Florida.

Martin & Snyder Get Bally in So. Michigan

CHICAGO — The Martin and Snyder Company, Dearborn, Mich., has been appointed by the Bally Manufacturing Company as Southern Michigan distributor.

Frank Martin and Jerry Snyder, heads of the firm, have been the Seeburg music and vending distributor here.

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3 CROSSFIRE	245.00
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3 HERCULES	295.00
1 TITAN	295.00
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2 C. C. RAY GUNS (NEW)	345.00
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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.

I CAN'T STOP LOVING YOU AND BORN TO LOSE	RAY CHARLES ABC-Paramount 10330
IT STARTED ALL OVER AGAIN AND HEART IN HAND	BRENDA LEE Decca 31407
HAVE A GOOD TIME AND IF THE BOY ONLY KNEW	SUE THOMPSON Hickory 1174
DOWN IN THE VALLEY AND I'M HANGING UP MY HEART FOR YOU	SOLOMON BURKE Atlantic 2147

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N. Y. Ops Elect Mike Mulqueen Guild President

NEWBURGH, N. Y. — Mike Mulqueen, prominent Walden, N. Y., operator and golfer, has been elected president of the New York State Operators Guild, succeeding Jack Wilson of Newburgh. Other NYSOG officers, elected at the June meeting here, are James (Pie) Haley, Middletown, vice-president, and Mrs. Gertrude Brown, Beacon, secretary-treasurer.

The group holds its next regular meeting July 18 at the Monticello (N. Y.) Race Track. Winner of the seventh race will be presented with a blanket carrying the legend, "New York State Operators Guild." The race will be listed on the program as the NYSOG Presentation Race.

You Can't Tell
• Continued from page 41

termed "summer season" is just getting under way. Gutshall said that the outlook was only fair. At the spots where he operates, the summer take depends much upon water conditions. This year, after several years of drought, the situation appears to be good.

Winter Off
Reporting on winter business at Big Bear, Gutshall said that the season was not up to expectations. Grosses around the ski lifts were good but due mainly to local people working there using the coin-operated devices, particularly the cigaret machines.

Gutshall has a number of stereo phonographs on location in these areas as well as games and cigaret machines. The operation in these areas is much the same as in the cities and communities. There is no different commission structure and the switching of machines is about the same.

This operator said that resort operators of liquor, drug and grocery stores had found that prices had to be competitive. For instance, he explained, if a six-pack of beer is higher in the resort than in Los Angeles, San Bernardino or some other town near the area or the home town of the visitors, this product was brought in.

Gutshall has geared his thinking along this line. He feels that the word "season" has its real Southern California meaning only on the calendar.

Beer City Ops
• Continued from page 41

we can't install at least the games and music combination, it doesn't pay to operate a seasonal stop," he says.

Says Leo Dinon, H. & G. Amusement Company: "I don't think lake spots are worthwhile. Too much travel. We've got to tie up our men too long on service calls. These seasonal locations only pay off if you can concentrate a lot of stops in one area."

Mitchell Novelty Company, one of the State's largest coin firms, formerly serviced a number of seasonal locations, but it discontinued the practice several years ago. "You can't make out on a seasonal basis," said Ery Beck. "We get a lot of service calls from our regular locations in town over the weekends. We would have to neglect these year-round spots to take care of the summer locations. It's not practical."

Sam Hastings, Hastings Distributing Company, said: "We don't have many seasonal locations today. We have retained a few that stay open all year long. These few are excellent locations and even though their receipts drop during the winter, the summer action makes it worthwhile."

St. Louis Collections Hold Own Despite Musial, Horses, Travel

By VICTOR VOLLAND

ST. LOUIS—Record collections here during the past week showed at least no decline at the onset of the summer doldrums and were even given a shot in the arm with the sudden spurt of Bobby Vinton's catchy "Roses Are Red," juke box operators reported.

Many operators complained of the competition from baseball, horse racing and the long weekends away afforded by daylight saving time. All were grateful that the summer slump, which began about a month ago, has stabilized itself without further decline.

One-stops also attest to the pre-dominance of "Red Roses" and the continuing play on Ray Charles' "I Can't Stop Loving You" and Mr. Acker Bilk's "Stranger on the Shore."

New York Coinmen Stalk Patrons
• Continued from page 41

which is used for cha-cha lessons and other local rites. Many of the new pool buildings also house arcades, something unheard of five years ago.

Dollar Changer
Peter Cohen, Woodridge, N. Y., operator, last year installed a 12-piece arcade at the swimming pool of the Nevele, a popular Catskill Mountain spa. To take care of the people who don't have coins, Cohen even installed a dollar changer on the installation. The location is doing well.

Another Catskill Mountain operator, Charley Giacone, of Liberty, N. Y., this year put in an arcade at the Stevensville Lake Hotel, and early-season reports are encouraging.

The average poolside arcade has a dozen pieces, including a bowler, shuffle alley, gun game, baseball game and pinball. More often than not, a late model juke box is also on the premises.

Cabana Clubs
Another type of summer location which seems to be working out well for city operators here is the cabana club. This institution consists of a swimming pool about 100 yards from the ocean on Long Island (nobody belonging to a cabana club ever swims in the ocean and some don't even go in the pool), lockers with showers at pool-

Pocono, Jersey
• Continued from page 41

Almost without exception, the rule is new equipment for the resort locations. Then in the fall, it is put out on the operator's city-type routes.

One operator complained that many of the locations open April 1 for weekends only until school is out in June. "And we have to put new equipment in the place and have it just sit there five out of seven days not being used," he said. "But, of course, this helps us nail down the location. If we turned the location man down, some other operator would come along and steal the stop from us."

A check with distributors backed up the fact that more and more new equipment is going into the resort locations.

Traveling Mechanic
Some of the larger operators have a mechanic traveling back and forth between the various locations all the time, hitting each one every few days. The large arcades have a mechanic on duty all the time.

Most of the operators reported they worked on a split basis of 50-50, sometimes, 60-40. One said he still got front money.

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**Vacation Shuts
Wurlitzer Plant
For 3 Weeks**

NORTH TONAWANDA, N. Y.
—The Wurlitzer Company will shut down its phonograph plant here from July 21 to August 13 to allow employees to take a three-week vacation.

Normally the mid-summer shutdown is for two weeks, but because most plant employees and executives are getting three weeks off this year, the shutdown has been extended an additional week.

One Wurlitzer executive who will keep busy during the hiatus is A. D. Palmer, director of promotion and advertising. Palmer, a prominent amateur yachtsman, will cruise the Great Lakes and the St. Lawrence River with Mrs. Palmer.

The couple will visit John Bilotta, New York State Wurlitzer distributor, who summers at Sodus Point on Lake Ontario. The Bilottas and the Palmers will spend a few days at the Three Rivers Inn near Syracuse as guests of Dom Bruno, leading Central New York restaurateur and impresario.

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**Cotter Tour
Takes Him to
Aussie Cities**



JAMES J. COTTER

SYDNEY — James J. Cotter, Wurlitzer export manager for Canada and the Far East, is meeting here with Ainsworth Ltd., Australian outlet for the firm's juke box line, and Suttons Ltd., local distributor for the company's pianos and organs.

Cotter, who arrived here Thursday (14), is on the third leg of an eight-week Far Eastern tour. The journey began June 4, when he left San Francisco for Honolulu to confer with the Hawaiian Amusement Company and the Pacific Amusement Company.

Two days later he was in New Zealand, meeting with Western Enterprises in Auckland. Other New Zealand stops included Wellington and Christchurch.

Cotter's Australian stay will last two weeks, during which time he will visit Wurlitzer distributors in Brisbane, Melbourne, Adelaide and Perth, with a side trip to Launceston and Hobart, both in Tasmania.

Sunday (1) will find Cotter in Djakarta, Indonesia, for a two-day visit. After that, he goes to Singapore to call on the Singapore Music Company.

The remainder of the itinerary includes: Manila, July 7, with George Phillips and Felipe Yungango; Hong Kong, July 11; Okinawa, July 16, with Williams International and the Army & Air Force Exchange; Tokyo, July 18, with Walter Hitchcock, Masaaki Nagai, Kyokko Trading Company Ltd., and Nippon Onkyo Seiki Company Ltd., and Honolulu, July 25.

Cotter expects to be back at his desk in North Tonawanda, N. Y., on July 30.

**Bess & Derby Hosts
At N. C. Op Showing**

GREENSBORO, N. C. — Jack Bess and Rusty Derby of the Roanoke Vending Exchange, Richmond, Va., played host to more than 30 local operators at the Holiday Inn Motel here Sunday (17) at a showing of the new Rowe AMI Model L phonograph. On hand from the factory was George Klersey.

Also present were representatives of the Mobile Record Service Company, Pittsburgh, supplier of single records for the juke box trade.

Operators present included Wray Williamson, Bernie Kaplan, Sam Dial, Juanita Dial, Marcella Strickland, Miles Jones Jr., Lynn Loy, Ronald Ervin, Wilson Ervin, S. L. McKetchan, Charlie Steele, A. D. Love, Walter Gallimore, Bob Isgett, Jerry Plott and Mrs. W. L. Farmer.

Also, Tom Dulin, Margie Dulin, Fred Ayers, Jimmy Atkins, Bill Watling, Irwin Smigle, Tom Collins, G. L. Brown and Jim Matthews.

**JUKE BOX PATRONS IN BAR
GROUNDED BY SAFETY BELT**

DENVER—A novel twist in phonograph operation is being used at the Showcase Lounge here, where 20 bar stools are equipped with airplane-type safety belts.

A record on the phonograph is spotted on the turntable so that as each customer-played selection is activated, a voice booms over the six speakers used in the stereo system: "Kindly fasten your safety belts!" Then the record plays.

The idea was developed by Mrs. Evelyn Fregeau, owner of the 175-seat lounge, to focus attention on the safety-belt installation, which has proved far and away the most effective traffic-builder which the industrial-district bar has ever used.

EUROPEAN NEWS BRIEFS

• *Continued from page 43*

to the business instincts of the coffee shop proprietors, who would be able to dispense with the girls' wages and also share in machine collections. The Japanese also will be sold the argument that phonographs purvey music more efficiently and faster.

Monaco Coin Trade Boom Seen

MONTE CARLO—Prince Rainier has drawn up plans for an economic counter-offensive against France which would boom the coin machine trade. Palace sources say that Rainier proposes abolition of hotel and restaurant taxes with the goal of making Monaco a better tourist buy than the French Riviera. Instead of a playground for the wealthy, Monaco would become everyman's resort, a Mediterranean Coney Island. Along with abolishing hotel and restaurant taxes, Rainier would exempt coin machine operators from taxes, including royalties to copyright societies. Rainier is reported determined not to surrender to a French ultimatum to install the French tax system in tax-free Monaco.

Royalty Plan Postponed

FRANKFURT—West German operators have placed on ice a project to produce juke box phonograph records free of copyright royalty. The project was conceived by a group headed by Karl Klingler, an official of the Rhineland-Palatinate operators association. Klingler's group actually produced a list of five titles, but the project as a whole never progressed beyond the dry-run stage. Meantime, GEMA, the German copyright society, has indicated that it will back down on its demands for a hike in its lump-sum royalty fee paid by operators. It is understood that GEMA, which has been worried by the operator threat to produce royalty-free disks, now accepts the operator contention that the juke box trade is financially unable to pay a higher royalty fee.

Operators Fight Sunday Law

HAMBURG—Operators are fighting in the courts a ruling by the federal and State ministries of labor that coin machine technicians may not work on Sundays. The "never on Sunday" ruling classes the technicians as ordinary tradesmen and therefore covered by Germany's Sunday work prohibition. The operators claim the technicians are not ordinary employees but are required for weekend work in an emergency category similar to utility employees.

Tax Cut Boosts Collections

WEST BERLIN—A cut of 50 per cent in the West Berlin amusement tax is stimulating juke box operation in this cold war capital. Operators have added or replaced 157 machines in the six weeks since the tax slash. The cut is retroactive to April 1. However, the operators profess to be dissatisfied with the cut, contending that in view of this city's difficult economic situation they should be relieved of the tax entirely. The city's operators suffered a net loss of between 15 and 20 per cent in collections through the Communist walling-off of East Berlin, this amount representing East Berliner patronage of phonographs on visits to West Berlin.

VDAI Elects Jutzi

COLOGNE—Dr. Friedrich Jutzi has been re-elected chairman of the Verband der Deutschen Automaten-Industrie E. V. (VDAI) or Federation of the German Coin Machine Industry. Guenter Wulff, West Berlin phonograph and payout machine manufacturer, was elected vice-chairman. The Federation has divided its membership into two sections—vending and service coin machines; and juke games, games and payouts. Dr. Jutzi will head the vending machine section, with Ferdinand Ferber as deputy chairman and Kurt Wiegandt as treasurer. Guenter Wulff is chairman of the juke box, games and payout machine section; Karl Josef Huch, deputy chairman, and Harro Koebke, treasurer.

ZOA Blasts Blue Disks

COLOGNE—The Central Organization of German Juke Box Operators (ZOA) is campaigning against the exposure of obscene, suggestive and plain vulgar tunes on juke boxes. ZOA accuses certain disk producers of attempting to turn a fast buck producing dubious disks for phonograph play. The disks are sold with the argument they are needed to "spice up" play. Police have suppressed several such titles recently, and action has been threatened to remove offending juke boxes under "abatement of a nuisance" ordinances.



Joe Ash says . . .

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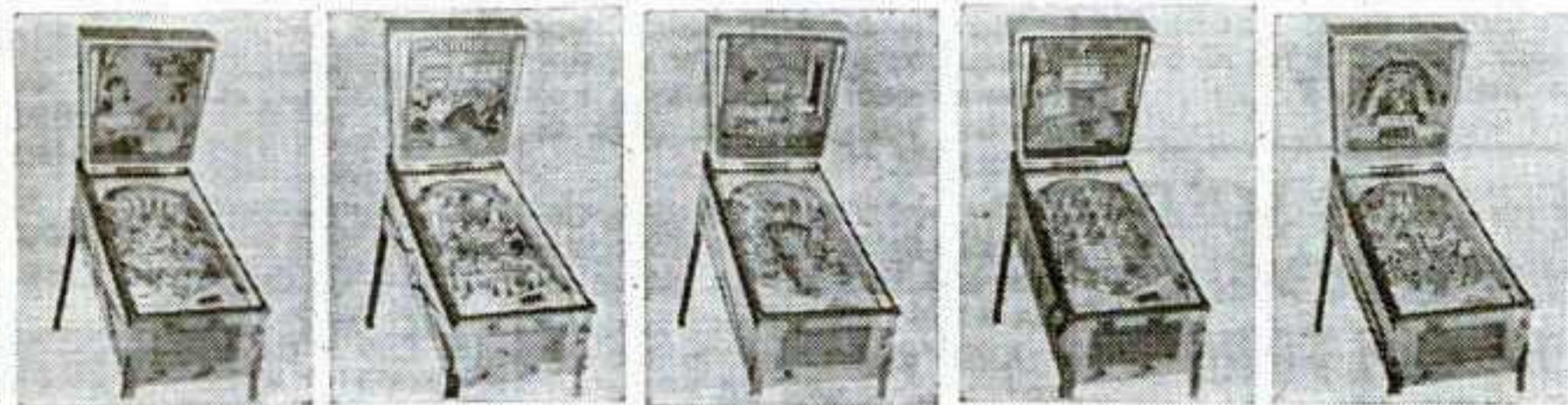


33 1/4 RPM
Mech-O-Matic All
Mechanical Intermix

Two weeks ago, Billboard Music Week published photographs of games in production or available for summer locations. Due to space limitations, the list was incomplete. Not shown were games manufactured by D. Gottlieb & Company. We publish the roster of Gottlieb games made during the last year to augment the previous game list.



LIBERTY BELL



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CORAL

FLIPPER CLOWN

EGG HEAD

FLIPPER FAIR



LANCERS

FASHION SHOW

FLYING CIRCUS

BIG CASINO

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the more you GIVE

HEART FUND



**N. J. Cigaret Tax
Hike Now Permanent**

TRENTON, N. J.—Gov. Richard J. Hughes has signed a law making permanent the additional State tax on a pack of cigarettes, which went from 6 to 7 cents. The increase went into effect as a temporary measure two years ago.

When first levied, the new tax caused some concern among coinmen. They were getting 30 cents for king-size cigarettes, which were selling across the counter for a few cents less. But in a daring move they hiked the price on the machines to 35 cents rather than absorb the 1-cent loss. As a result, they are netting 4 cents more per pack than before the new tax.

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Mills Panorams	Average Coffee & Choc. 175	Cole 3 sel. Magnaflow	225
Capitol Panorams	Apco Jr. Coffee & Choc 295	Cole 6 sel. Model	275
Midget Movie	Stoner 80 Pastry, 4	1400	275
Toonerville Trolley	sel.	Vendo Hot Food 6 sel.	195
Miss America	Stoner 92 Pastry, 5		
Donald Duck	sel.		
Elsie the Cow	N.W. 16 col. Candy		
Ferdinand the Bull	Shipman 6 col. Candy		
Merry-Go-Round	Stoner 6 col. Candy		
Junior Jet	Stoner 8 col. Candy		
Red Nose Reindeer	Stoner 210 Milk		
Sandy Horse	Vendo 210 Ice Cream		
Old Smokey	Vendo 210 Ice Cream		
King's Choo-Choo Train	Pop-Sex Popcorn		
Twin Horse Stagecoach	Gold Model Popcorn		
	Automatic Popcorn		
	Nat'l 9 col. Cigt.		
	Smokeshop V-18		
	Corsair 30 col.		
	Lehigh 11 col.		
	Eastern 22 col.		
	Rowe 20 #700 Cigt.		
	Rowe 2000 4 sel. Cold Drink		
	Cole T. M. 3 sel.		

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Prompt delivery now available on three models—**THE CHAMP**—for all Youth Leagues. **THE OLYMPIC**—for Schools and Professional Use. **THE DUDLEY**, coin operated—for Resorts, Amusement Parks, Miniature Golf Courses, etc. **COMPLETELY AUTOMATIC PITCHING.** Write for brochure and special prices.

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- Bumpers
- Rollover Button
- Kickout Hole
- Center Kickout Hole scores "SPECIAL" when lit and advances lites.
- Liting N. S. E. W. on backglass lites bottom rollover lane for "SPECIAL"
- 5 Jet Bumpers
- Flippers
- Cyclonic Rubber Kickers



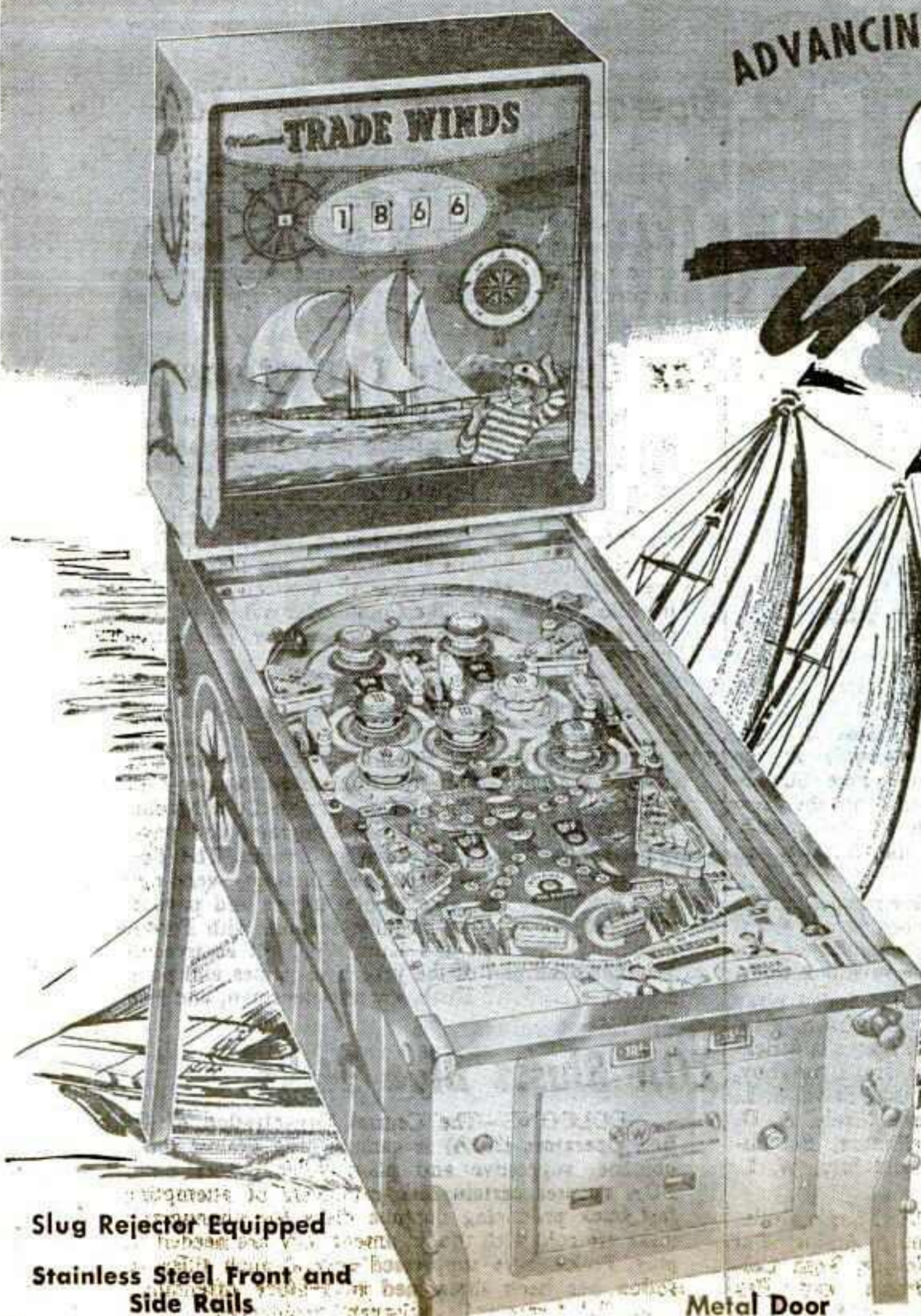
Plasticote Finished Playfield extends playfield life indefinitely.

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BUY THE BEST—BUY WILLIAMS



Slug Rejector Equipped
Stainless Steel Front and Side Rails

Metal Door

Single or Twin Chutes

New York Operators to Huff & Puff At 1st Annual Outing in the Fall

NEW YORK—The social schedule for the annual joint outing of the Music Operators of New York, the Westchester Operators Guild and the New York Operators Guild will have a heavy athletic emphasis. The three groups hold their annual affair September 14-16 at the Laurels Country Club, Sacket Lake, N. Y. Activities of the second day will include a golf tournament,

tennis competition, a softball game and swimming, with prizes to be awarded to winners.

First scheduled event of the weekend is a Friday evening cocktail party, followed by dinner and a floorshow. The annual banquet will be held Saturday, and it will be preceded by a second cocktail party.

Accommodations are \$39 a person for the weekend for rooms with private bath. Deposits are \$20 a room, and reservations may be made through the Music Operators of New York, 250 W. 57 Street, New York 19, N. Y.

Southern California Rowe AMI Sales 'Very Gratifying' to Branch Manager

LOS ANGELES—Sales of the Rowe AMI 3-in-1 phonograph, recently introduced here by the R. F. Jones Company, has been "very gratifying," Chuck Klein, branch manager, said. A series of schools, highlighting the merchandising aspects, will begin at the branch headquarters Wednesday (27).

The Rowe AMI model was shown here recently. The showing followed one in San Diego, and another was held last week in Bakersfield.

The local three-day showing was attended by more than 200 operators and their service personnel, Klein said.

Klein played host to the operators along with Ed Wilkes, assistant manager; Bill Gray, Gus Hartgrove, Don Edwards, John Hotz, Ed Mason and Ralph Carey. Refreshments were served during

the showings with much of it being handled through the new Rowe Celebrity Line vending machines.

The service schools here and in the surrounding area will be conducted by Jack LaRue, service engineer.

ATLAS . . . Reconditioned—Guaranteed MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A. M. I. K-200 \$545
ROWE 20-700 (20-Col.) Cig. 245	A. M. I. J-200 495
ROWE 93-A Cig., 11-Col. (Man.) . . . 135	A. M. I. G-120 265
ROWE COMMANDER, 11-Col. Cig. . . . 85	A. M. I. F-120 195
ROWE CANDY, 11-Col. 265	ROCK-OLA 1455 275
ROWE CANDY, 8-Col. 145	SEEBURG 222-5H 725
NATIONAL 111 (Slant) Cig. 175	SEEBURG KD-200 325
NATIONAL 11ML Cig. 150	SEEBURG 200-LU (Background) . . 245
DUGRENIER K-12 Cig. 165	WURLITZER 2300 475
CORSAIR, 20-Col. Cig. 195	WURLITZER 2200 325
CONTINENTAL, 30-Col. Cig. 195	WURLITZER 1900 295
	WURLITZER 2100 295
	WURLITZER 2000 245

AC DOLLAR BILL CHANGER
Location proved! Increases revenue wherever coin-operated equipment is used. Eliminates need for attendant! Immediate delivery.

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AFRICANS TOLD JUKE BOX WILL SELL CULTURE

LAGOS, Nigeria — West German manufacturers are promoting the export of phonographs to Africa as a "cultural force," their hard-sell salesmanship depicting the juke box as a vehicle for propagating native folk music beyond the grass village and into the national cultural heritage. African juke box operators are being assisted in getting supplies of "African beat" melodies, some of local production, but others produced in Europe and the U. S. A Lagos top tune at the moment is "Afrikaan Beat" by a German composer, Bert Kaempfert. Some African governments have appropriated budgetary funds for the development of a national culture, and funds can be used to subsidize juke box importation if it can be demonstrated the phonographs will contribute to cultural development.

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GOTTLIEB'S 2 PLAYER

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NEW!
Advancing Value Bonus with Super Mystery Score Section!

- Five Places to get bonus and mystery score
- Making bonus advances target value disc
- Top rollovers score up to 50 points
- Side rollovers score target values
- 3-pop bumpers for high score

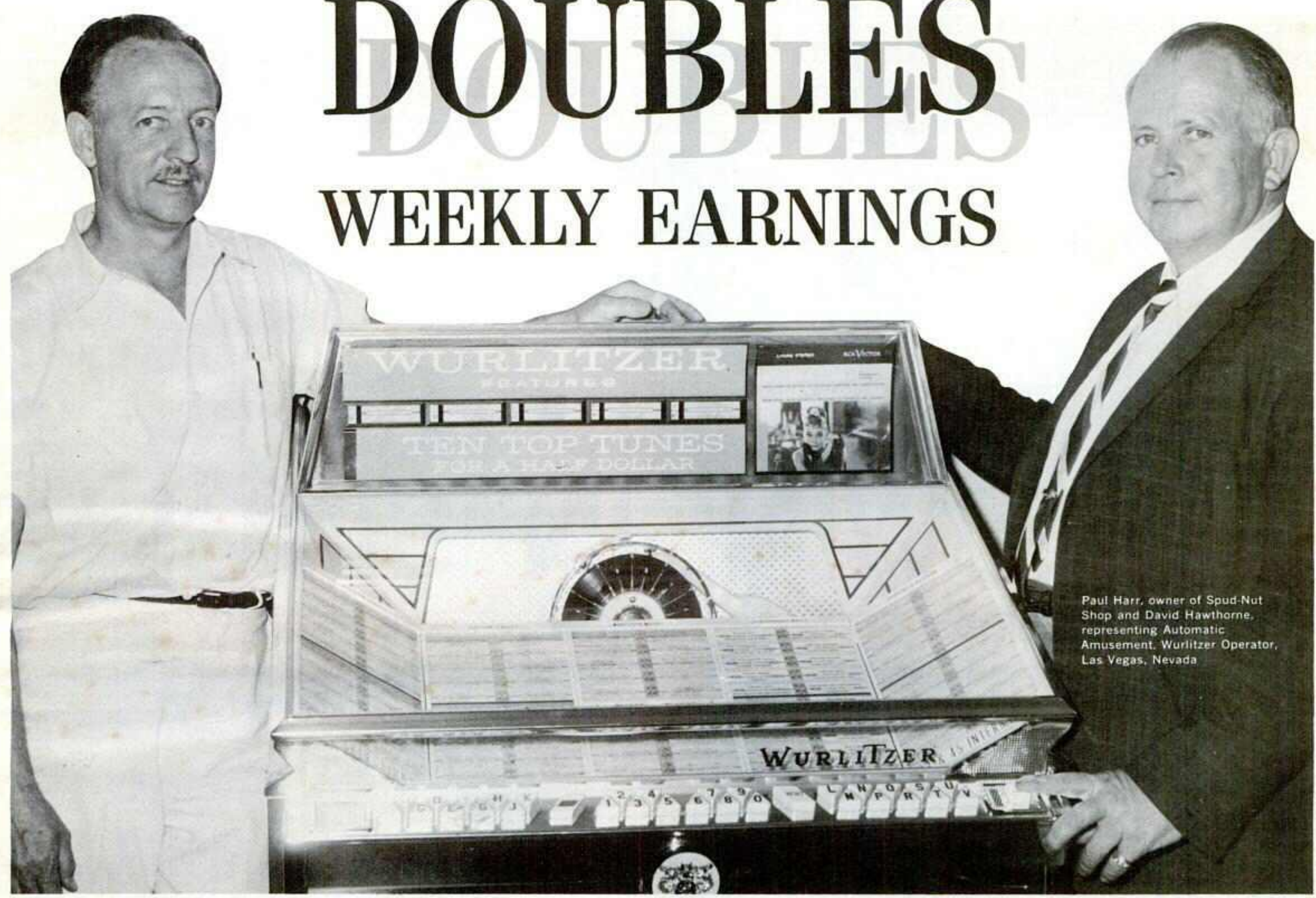
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WURLITZER **TEN TOP TUNES FEATURE**

DOUBLES
WEEKLY EARNINGS



Paul Harr, owner of Spud-Nut Shop and David Hawthorne, representing Automatic Amusement, Wurlitzer Operator, Las Vegas, Nevada

OWNER OF LAS VEGAS SPUD-NUT SHOP SAYS . . .

"I wouldn't have any phonograph without the Ten Top Tunes Feature"

The Spud-Nut Shop replaced its former Wurlitzer Phonograph with a Wurlitzer 2600 offering the TEN TOP TUNES FOR FIFTY CENTS AT THE PRESS OF A SINGLE BUTTON.

Here's what happened. Where the older Wurlitzer was taking in \$40 to \$55 a week (\$20 a week in half-dollars), the Wurlitzer 2600 jumped earnings to \$90 to \$100 a week (as high as \$76 of it in half-dollars).

Is there any wonder that Spud-Nut owner Paul Harr says he wouldn't have any phonograph that didn't offer the Ten Top Tunes musical bargain?

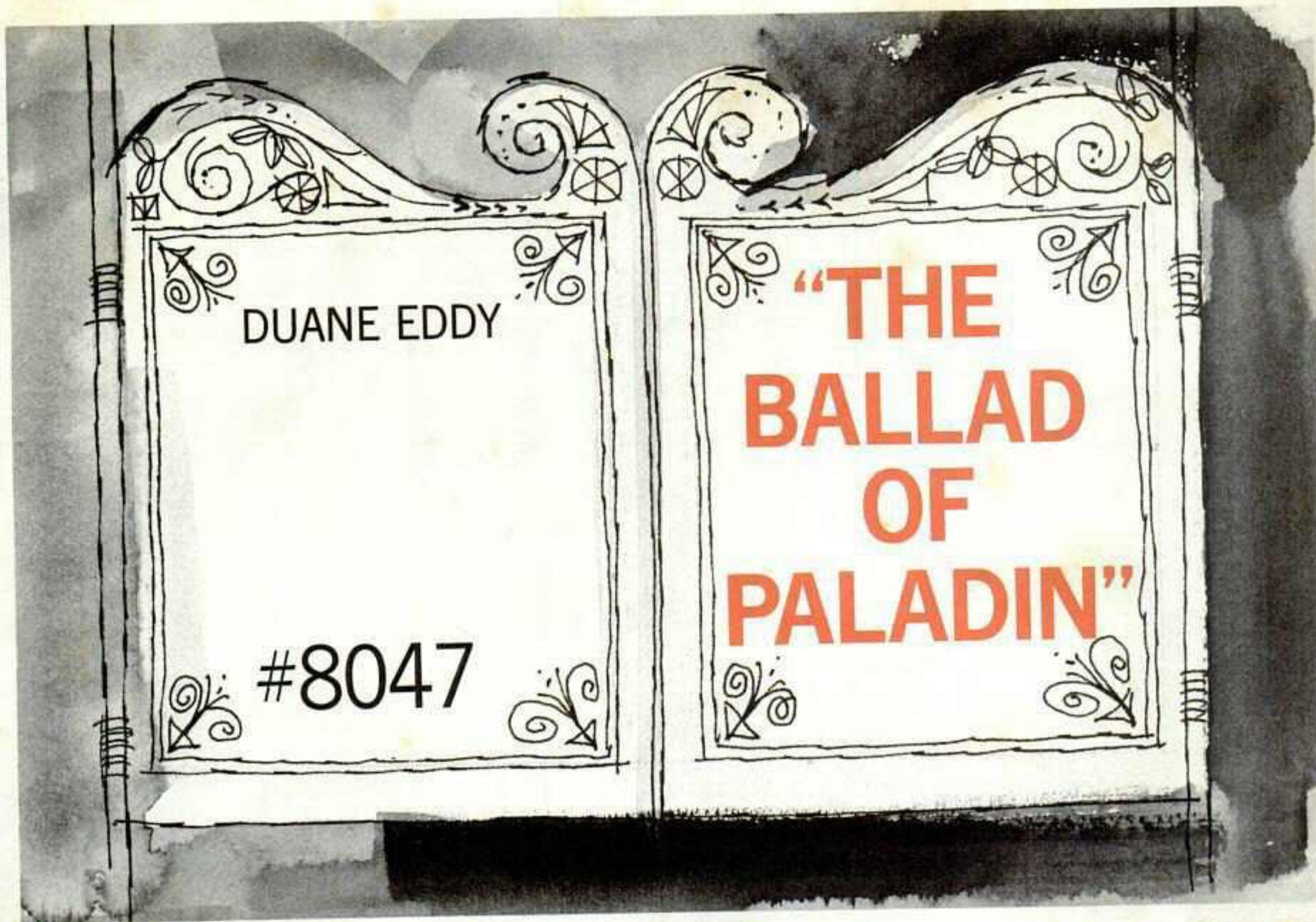
Don't you think you should replace your present instruments with this fantastic Wurlitzer money-maker? Ask your Wurlitzer Distributor for details. Then move fast and start making more money in every location you serve.



Wurlitzer

2600

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