

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD
MUSIC WEEK
PAGE ONE RECORD

SINGLES

★ NATIONAL BREAKOUTS

No Breakouts This Week.

★ REGIONAL BREAKOUTS

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

LIE TO ME . . .
Brook Benton, Mercury 72024 (Ben Day, BMI)
(Los Angeles)

BEACH PARTY . . .
Dave York, PKM 6700 (Garpax-Cinch, BMI)
(Seattle)

WHAT TIME IS IT? . . .
Jive Five, Beltone 2024 (Lescay, BMI)
(Pittsburgh)

COMIN' HOME BABY . . .
Herbie Mann, Atlantic 5020 (Meloton, BMI)
(Detroit)

PATCHES . . .
Dickey Lee, Smash 1758 (Aldon, BMI)
(Cincinnati)

HIDE & GO SEEK . . .
Bunker Hill, Mala 451 (Florentine, BMI)
(Pittsburgh)

THE OLD MASTER PAINTER . . .
The Browns, RCA Victor 8066 (Robbins,
ASCAP) (Seattle)

NEW ON THE HOT 100

- 74. **VENUS IN BLUE JEANS . . .**
Jimmy Clanton, Ace 8001
- 76. **I'M THE GIRL FROM WOLVERTON
MOUNTAIN . . .**
Jo Ann Campbell, Cameo 223
- 78. **LET'S DANCE . . .**
Chris Montez, Monogram 505
- 85. **PAPA-OOM-MOW-MOW . . .**
Rivingtons, Liberty 55427
- 87. **I WANNA BE LOVED . . .**
Dinah Washington, Mercury 72015
- 89. **YOU CAN'T JUDGE A BOOK BY THE
COVER**
Bo Diddley, Checker 1019
- 90. **IF I HAD A HAMMER . . .**
Peter, Paul, & Mary, Warner Bros. 5296
- 97. **SILLY BOY . . .**
Lettermen, Capitol 4810
- 98. **LOOKIN' FOR A LOVE . . .**
Valentinos, Sar 132
- 99. **LIMBO . . .**
Caprices, Mr. Peeke 118
- 100. **SWEET GEORGIA BROWN . . .**
Carroll Bros., Cameo 221

ALBUMS

★ NATIONAL BREAKOUTS

MONO

**RAY CHARLES' GREATEST HITS, ABC-
Paramount ABC 415**

STEREO

ROSES ARE RED, Bobby Vinton, Epic BN 26020
**SINATRA SINGS . . . OF LOVE AND THINGS,
Frank Sinatra, Capitol SW 1729**
**SOMETHING SPECIAL, Kingston Trio, Capitol
ST 1747**
SPAIN, Stanley Black Ork, London SP 44016

★ NEW ACTION LP'S

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

MONO

**THE GOLDEN HITS OF THE EVERLY
BROTHERS . . .**
Warner Bros. W 1471

CONNIE FRANCIS SINGS . . .
MGM E 4049

**CHAD MITCHELL TRIO AT THE BITTER
END . . .**
Kapp KL 1281

MASHED POTATOES AND GRAVY . . .
Ventures, Dolton BLP 2016

JOCKO'S CHOICE R&B OLDIES . . .
Various Artists, Bonded B 777

ALL THE HITS . . .
Bobby Rydell, Cameo C 1019

JULIE AND CAROL AT CARNEGIE HALL . . .
Julie Andrews and Carol Burnett, Columbia
OL 5840

JOHNNY GET ANGRY . . .
Joanie Sommers, Warner Bros. W 1470

I HAVE BUT ONE HEART . . .
Jerry Vale, Columbia CL 1797

HERE'S THE MAN . . .
Bobby Bland, Duke DLP 75

**IF THE BIG BANDS WERE HERE TODAY,
VOL. II . . .**
Bernie Lowe Ork, Cameo C 4007

SOLOMON BURKE'S GREATEST HITS . . .
Atlantic 8067

SO THIS IS LOVE . . .
Castells, Era EL 109

ALONG COMES RUTH . . .
Ruth Brown, Philips PHM 200-028

THE STRIPPER & OTHER BIG BAND HITS . . .
Si Zentner and His Ork, Liberty LRP 3247

STEREO

POPS ROUNDUP . . .
Boston Pops Orch. (Fiedler), RCA Victor LSC
2595

FOR THE NERO MINDED . . .
Peter Nero, RCA Victor LSP 2536

DINAH '62 . . .
Dinah Washington, Roulette SR 25170

I LEFT MY HEART IN SAN FRANCISCO . . .
Tony Bennett, Columbia CS 8669

IT KEEPS RIGHT ON A-HURTIN' . . .
Johnny Tillotson, Cadence CLP 25058

NEW ON THE TOP LP'S

MONO

117. **ALL THE WAY . . .**
Frank Sinatra, Capitol W 1538

119. **RAY CHARLES' GREATEST HITS . . .**
ABC-Paramount ABC 415

126. **SINATRA SINGS . . . OF LOVE AND
THINGS . . .**
Frank Sinatra, Capitol W 1729

129. **SONGS FOR SWINGIN' LOVERS . . .**
Frank Sinatra, Capitol W 653

(Continued on page 8)

Vinton Record Cracks Mill-5, Matching Ray

Another indication of how torrid the singles record market has become this season is that another top-selling summer disk has cracked the 1,500,000 mark. Platter is Bobby Vinton's re-cording of "Roses are Red" on Epic. Other that is now over 1,500,000 is Ray Charles' "I Can't Stop Loving You" on ABC-Paramount.

The singles market this summer has not only been hot, but loaded with excitement. Ray Charles' follow-up to his smash, "You Don't Know Me," had chalked up orders for 300,000 before release, and is also expected to top the million mark. Bobby Vinton's new disk, just issued this week, "Rain, Rain Go Away," has pre-orders in the six-figure bracket. Dealers who have been wise enough to stay with singles, even during the slow singles period, have cashed in on the solid business during the comeback of 1962.

Albums, which had turned slow early this spring, continued to leap back to life. Sales, deals, and new product has helped spark business among dealers, racks, department stores and chains. The Capitol two-for-one deal for its catalog of Sinatra albums, pushed five Frankie sets on the BMW Best Selling Mono charts this week. Two of the five, "Songs for Swingin' Lovers" and "In the Wee Small Hours" have not been on BMW charts since 1957. The other three are "Sinatra Sings . . . Of Love and Things," "All the Way" and "Nice 'n' Easy."

Power-packed product issued by major and indie labels already has started to make a dent. Dealers report action on such items as "Chad Mitchell Trio at the Bitter End" on Kapp, "Caribbean Guitar" by Chet Atkins on Victor, "Spain" by Stanley Black on London, "The Stripper and Other Big Band Hits" with the Si Zentner crew on Liberty and "Something Else," by the Kingston Trio on Capitol.

Balto Goes 'Waddle Waddle'

BALTIMORE—The "Waddle Waddle" is the latest teen dance craze to hit the greater Baltimore area, a sector local tradesters feel is among the most dance conscious of any. A number of disks already have hit the market incorporating some form of the "waddle" or "wobble," but in the case of Baltimore, the newest dance has been triggered by a record by the Bracelets on Congress, "Waddle Waddle."

Disk people here at the radio and the dealer level indicate that dance crazes have contributed to a continuing bubbling state of the singles business, now described by most local sources as very good.

Tradesters here say the city remains one of the important disk breakout centers, thanks to the indefatigable vitality of the Buddy Dean teen-TV show (Dean's ratings are higher now than they were several years ago), and the presence of three other good, pop-oriented radio outlets, which aren't averse to programming new disks.

"If Buddy Dean and just one station lean on a record, that's it. If it has anything at all, it will start moving," said a local one-stop, Milt Berson of Musical Sales.

In addition to the "waddle" disk, Berson concurred with numerous sources in naming such important new disks as Nat Cole's "Ramblin' Rose"; "A Wonderful Dream," by the Majors on Imperial; "Let's Dance," by Chris Montez on Monogram; "Patches," by Dickie Lee on Smash (which has been out for three months), and "Hide and Go Seek, Parts I and II," by Bunker Hill on the Mala label.

Referring to the dance scene, one source brought up a disk called "La Bomba," which has gathered a lot of teen interest lately. The kids dance their own version of the mambo to this one. "The twist has been dead for a year and a half here and the hully gully also has had it," one dance clocker noted.

But youngsters are holding on to the mashed potato and the popeye, despite the fact that the records identified with these dances have long since passed from the scene. The Madison, it may be noted, a dance fad of three years ago, first broke out in the Baltimore area.

Outlets Gone, Moan in Denver

DENVER—Distributors in this town are complaining about the lack of outlets for singles. They say that in the downtown area there are many less singles record shops than there used to be—many of them having been knocked out by discounting in the

(Continued on page 8)

The Hottest Kid's Line In America!

**EXCITING DRAMATIZED MUSICAL
KIDDIE ENTERTAINMENT**

Tale Spinners for Children



UAC 11004 (Mono.) UAC 12004

99¢

EACH

**12-INCH
LONG
PLAYING
RECORD**

An exciting new series of 12-inch Long Playing albums featuring outstanding Kiddie stories in dramatized form with music by The Famous Hollywood Studio Orchestra.

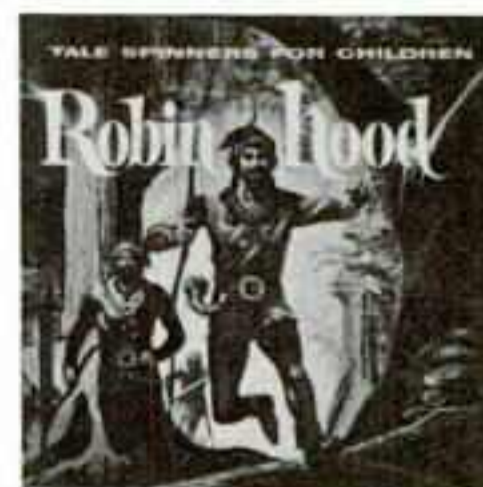
PLUS

**WILLIAM TELL • PUSS IN BOOTS
• THE UGLY DUCKLING • STORY
OF CHOPIN • THE KNIGHTS OF
THE ROUND TABLE**

Another First From



The Proudest Name In Entertainment



ROBIN HOOD
UAC 11001 (Mono.) UAC 12001



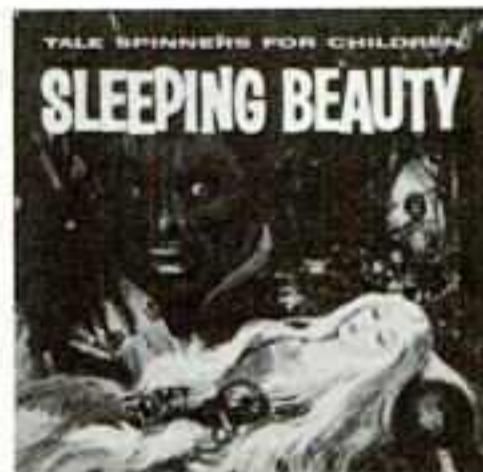
WILLIAM TELL
UAC 11002 (Mono.) UAC 12002



SNOW WHITE
AND THE SEVEN DWARFS
UAC 11003 (Mono.) UAC 12003



THE KNIGHTS OF THE ROUND
TABLE
UAC 11005 (Mono.) UAC 12005



THE SLEEPING BEAUTY
UAC 11006 (Mono.) UAC 12006



THE STORY OF CHOPIN TOLD TO
YOUNG PEOPLE
UAC 11010 (Mono.) UAC 12010



PUSS IN BOOTS
UAC 11009 (Mono.) UAC 12009



THE UGLY DUCKLING
UAC 11008 (Mono.) UAC 12008



THE THREE MUSKETEERS
UAC 11007 (Mono.) UAC 12007

STAR PERFORMERS—Selections registering greatest upward progress this week.

S Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

△ Indicates that 33 1/3 r.p.m. stereo single version is available.

Table of Billboard Hot 100 chart for the week ending August 18. Includes columns for chart position, weeks on chart, and song/artist information.

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HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs and artists from A to Z, including 'Above the Stars (LoVan, ASCAP)', 'Ahab the Arab (Lowery, BMI)', etc.

Table listing songs and artists from A to Z, including 'I'm the Girl From Wolverton Mountain (Painted Desert, BMI)', 'I'll Never Dance Again (Aldon, BMI)', etc.

Table listing songs and artists from A to Z, including 'She's Not You (Presley, BMI)', 'Sheila (Eager-Niterime, BMI)', etc.

BUBBLING UNDER THE HOT 100

Table listing songs and artists that are bubbling under the Hot 100 chart, including '101. BEACH PARTY (Dave York, PKM 6700)', '102. TOO LATE TO WORRY—TOO BLUE TO CRY', etc.

Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

Speedy Gonzales / The Locket Pat Boone
#16368

A Swingin' Safari / Indian Love Call Billy Vaughn
#16374

Baby Elephant Walk / THEME FROM THE BROTHERS GRIMM . . . Lawrence Welk
#16364

No One Will Ever Know / Because . . . Jimmie Rodgers
#16378

(THE ORIGINAL) So Rare / Jay Dee's Boogie Woogie . . Jimmy Dorsey
#16371

A Mile And A Quarter / Just One More Lie Sonny James
#16381

My Blue Heaven / Spinnin' My Wheels . . The String-Alongs
#16379

OTHER HIT SINGLES

I Found The Only Girl For Me / Queen Of The Senior Prom
#16360

THE MILLS BROS.

Exodus / Never On Sunday
#16373

THE FOUR LADS

In Other Words (Fly Me To The Moon) / The Rest Of My Days
#16361

TONY MARTIN

Third Man Theme / Quiet Village
#16376

GEORGE CATES

Say Your Heart Belongs To A Soldier / The Call Of Summer
#16370

THE CROSBY BROTHERS

Where Have You Been / Soldier Of Love
#16357

ARTHUR ALEXANDER

BEST SELLING ALBUMS

STATE FAIR • Sound Track DLP 9011 mono, 29011 stereo
HITS OF THE '60's • The Four Lads

SO RARE • Jimmy Dorsey DLP 3437 mono
YOUNG WORLD • Lawrence Welk

CHAPEL BY THE SEA • Billy Vaughn
DLP 3424 mono, 25424 stereo

MOON RIVER • Lawrence Welk
DLP 3412 mono, 25412 stereo

I'LL SEE YOU IN MY DREAMS • Pat Boone
DLP 3399 mono, 25399 stereo

YELLOW BIRD • Lawrence Welk
DLP 3389 mono, 25389 stereo

WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
DLP 3366 mono, 25366 stereo

CALCUTTA • Lawrence Welk DLP 3359 mono, 25359 stereo

THE WRIGHT TOUCH • George Wright
DLP 3447 mono, 25447 stereo

YELLOW BIRD • The Mills Bros.
DLP 3338 mono, 25338 stereo

LOOK FOR A STAR • Billy Vaughn
DLP 3322 mono, 25322 stereo

THEME FROM A SUMMER PLACE • Billy Vaughn
DLP 3276 mono, 25276 stereo

BE MY LOVE • Keely Smith DLP 3241 mono, 25241 stereo
BLUE HAWAII • Billy Vaughn DLP 3165 mono, 25165 stereo

THE MILLS BROS. GREAT HITS
DLP 3157 mono, 25157 stereo

STAR DUST • Pat Boone DLP 3118 mono, 25118 stereo
SAIL ALONG SILV'RY MOON • Billy Vaughn

DLP 3100 mono, 25100 stereo
MUSIC FOR THE GOLDEN HOURS • Billy Vaughn

DLP 3086 mono, 25086 stereo
PAT'S GREAT HITS • Pat Boone

DLP 3071 mono, 25071 stereo
MELODIES IN GOLD • Billy Vaughn

DLP 3064 mono, 25064 stereo
THE GOLDEN INSTRUMENTALS • Billy Vaughn
DLP 3016 mono, 25016 stereo



"THE NATION'S BEST SELLING RECORDS"

Decca Sales in Singles Riding High As Firm Posts Best Mark Since 1954

**And Albums, Led by Surge of Vince Edwards to No. 5, Moving Too;
Orders Indicate Heavy Interest in Upcoming Autumn Product**

NEW YORK—Decca Records is enjoying its best year in singles since 1954. And on the album scene the orders for the firm's fall product, according to company spokesmen, is even exceeding its own fondest expectations.

Decca on the singles level right now, is tied for second place in the chart sweepstakes with 10 singles hitting the top 50 of BMW's "Hot 100" chart so far this year. This is the best showing for Decca singles in almost a decade.

The firm's sales have been sparked by hits by Brenda Lee, Burl Ives and Patsy Cline, plus hits so far this year by Bert Kaempfert, Earl Grant and Bob Braun.

Braun Bonanza

The Bob Braun master is an indication of how things swing for a label when it's hot. The Braun disk was purchased by Decca on the basis of the air exposure the artist could get in Cincinnati, where he is a disk jockey. The firm would have been happy to get off the nut with the master there and turn a few dollars profit. But after the disk broke in Cincinnati it started to move out in the Midwest and now has developed into a full-fledged hit.

Decca, always powerful in the country field, has drawn a great deal of its renewed singles strength

Victor Gets Rights To Skulnik Show

NEW YORK—RCA Victor has landed the original cast rights to the forthcoming Broadway musical "La Belle." Show will star Menasha Skulnik, John Denier and Howard Da Silva. Show will be recorded on September 23, right after its Broadway opening on September 18. Show opens in Philadelphia for three weeks on August 13.

"La Belle" has a book by Brendan Gill, based on a libretto by the late Bill Hoffman, lyrics by Marshall Barer, and a score adapted by William Roy from Offenbach's "La Belle Helene."

Bob Yorke and Joe Linhart handled the negotiations for the score for Victor with Gerald Oestricher, show's producer.

Liberty Appoints Silvers A.&R. Man

NEW YORK—Liberty has appointed Ed Silvers to the post of East Coast a.&r. director. Silvers will headquarter at the firm's offices here. Appointment was made by Snuff Garrett, head of a.&r. for Liberty.

Silvers comes from Liberty's promotion staff, having been Eastern and Midwestern promotion manager for the firm, which he joined in 1960. For the past few months he has been working under Garrett, himself a former promotion man for Liberty before getting into a.&r. In his new post Silvers will produce both singles and albums, reporting to Garrett on the West Coast.

from the Nashville scene as country disks, over the past few years, have spread pop. But in addition Decca continues to sell its more traditional type of country record, as exemplified by Kitty Wells or Ernest Tubb to a dyed-in-the-wool country audience.

Albums, Too

Decca's album sales have been sparked these last few months by the Vince Edwards (Ben Casey) LP. This album in less than two months, has jumped to the No. 5 slot on BMW's Best Selling Mono album chart. It has turned into

one of the hottest albums of the summer season.

Along with the Vince Edwards LP, sets by Earl Grant, Brenda Lee, Burl Ives, and the sound track of "Flower Drum Song" have kept things humming.

Decca always has been a strong firm on catalog. It has rechanneled many of its great catalog items for stereo, and has brought out packages by Bing Crosby and many other stars in this manner. According to company spokesmen, this has given a strong fillip to its catalog sales this year.

Cameo-20th Execs in Talks

NEW YORK—Cameo-Parkway Records of Philadelphia figured prominently on two news fronts this week, with firm execs celebrating admission of the company for trading on the American Stock Exchange as of Monday (13). Cameo-Parkway became a publicly held firm only last year.

Meanwhile, discussions have taken place between Loew and representatives of 20th Century-

Fox Pictures regarding a tie between the Philadelphia firm and the 20th-Fox Records wing of the motion picture firm. A conference was held here Wednesday (8).

Actual details of the possible deal that might be in the works for the two firms were not available. All parties were standing firm on a "no comment" kick. However, it was anticipated that Loew may eventually simply buy

out the 20th-Fox Records catalog, at the same time dropping the 20th-Fox tag.

Loew Strong

It was also expected, however, that if such a deal were concluded Loew would be in a commanding position, as a result of the transaction, to acquire choice future sound-track properties emanating from 20th motion picture productions. Among these would be the track for the much-heralded and costly "Cleopatra," starring Elizabeth Taylor and Richard Burton.

Another upcoming 20th album release as announced informally by exec Ted Cain, at the recent ARMADA meetings in Florida, will be a live night club album, "Eddie Fisher at the Coconut Grove." Beyond this, the 20th catalog includes valuable items of older items by Shirley Temple, in addition to

(Continued on page 43)

Person-to-Person Parleys Loom As Big Item at NARM Chi Meet

CHICAGO — Person-to-person meetings have been arranged between record manufacturers and every attending rack jobber member of the National Association of Record Merchandisers, at the upcoming midyear NARM meeting and sales conference. The sessions will be held at the Edgewater Beach Hotel August 26-29.

All day on both Monday (27) and Tuesday (28), private conferences will take place in the Edgewater Room between associate (record manufacturer) members and record merchandisers. Each meeting period will last 20 minutes, after which meeting participants will move on to the next scheduled appointments. Breakfast, luncheon and coffee breaks will be a feature of the two days of business sessions.

In addition, general membership meetings of NARM will be held at 2 p.m. Sunday (26) and at 9 a.m. Wednesday (29). These meetings were described as of "urgent importance" by Jules Malamud, NARM executive secretary. Mala-

mud also noted that no planned social functions of the type held at the annual NARM conventions will occur during the midyear meetings.

Meanwhile, a better than 90 per cent attendance of members was indicated in a last-minute tally, according to Kenneth Sachs, Merchants Wholesale Service, Detroit, and James Tiedjens, Musical Isle Record Corporation, Milwaukee, co-chairman of the midyear meetings.

Record companies expected to be represented include RCA Victor, Columbia, Capitol, Decca, Mercury, Dot, London, United Artists, ABC-Paramount, Liberty, Warner Bros., Reprise, Atlantic, Cadence, Roulette, Vee Jay, Cameo-Parkway, Jubilee, Philips, GNP and Jay Jay.

The diskery men are expected to take the opportunity of introducing fall product plans and promotion to the rack jobbers, to discuss rack policy and relationships, and packaging and merchandising techniques as they pertain to record rack merchandisers.

Albert Green Dies in Chi

CHICAGO — Funeral services were held here Wednesday (8) for Albert B. Green, father of Irving B. Green, president of Mercury Record Corporation. Green died Monday after a long illness.

Green had been in the record business for many years, forming National Record Pressing in the early 1940's. He also headed the National Record label.

In addition to Irving, he is survived by his widow, Sylvia, and two other sons, Joseph and Michael.

Disney Label Breaks Marks

**More Than \$1,000,000
Written During Program**

HOLLYWOOD — Disneyland Records has written more than a million dollars in kiddie business during its current program. This tops by 54 per cent its sales for the same period of a year ago, according to Jimmy Johnson, head of the Disney labels. Johnson said that this surpasses the sales the label has enjoyed at any similar period in its history.

Johnson feels that this is due to the two-fold strength of the label's product and its powerhouse promotion. The latter is closely tied to the Disney film and TV production. These include the return to the air of the "Mousketeers," now being syndicated in some seven records for re-run as a daily half-hour show, and the regular weekly Disney program, "The Wonderful World of Color."

Mousketeer product, originally released under the ABC-Paramount banner as 98-cent singles, will be made available on the Disneyland label, with three disks in the 29-cent series, one at 49 cents, two LP's at a \$1.98 each, and a \$3.98 "How to Be a Mousketeer" package. The latter includes a 12-page book.

On the film side, Disney Studios is reissuing "Lady and the Tramp" feature which originally came out seven years ago. In conjunction with the film's reissue, Disneyland is releasing two 29-cent records based on the film, one a 49-cent disk, and a \$1.98 LP plus a \$3.98 storyteller album with a picture book.

The studio also is preparing a new full-length movie feature, to be issued in time for the Christmas box office, called "In Search of Castaways," with Hayley Mills, Maurice Chevalier and George Sanders. Prior to the release of the film, the label will issue a \$3.98 storyteller LP with picture book from the sound track plus several singles. The singles will come out under the Buena Vista banner, the Disneyland sister label.

Firms Sees Big Dion Months

NEW YORK—Laurie Record is completing plans for a fall and Christmas Dion LP program to help push the catalog of the label's best-selling artist. In the program will be the firm's five current Dion LP's and all new LP's issued between now and Christmas. Firm will issue three new Dion LP's between now and the end of the year. Point-of-sale literature and other sales tools will be furnished to dealers and distributors to help make the rest of the year Dion months.

ARMADA POSER: WHAT ABOUT UNDERCUTTERS

By REN GREVATT

NEW YORK — "What can be done about the problem of rack jobbers selling independent dealers at terrific discounts?"

That's one of the key questions expected to come in for full-dress discussion at a meeting of the officers and board of ARMADA later this month. Details and dates for the meeting to be held in Minneapolis are now being worked out

by Amos Heilicher, recently elected president of the organization.

It is no secret that racks for some time have been taking over numbers of smaller dealer accounts. Often they have had the blessing of distributors, who have felt that some accounts are too small to be profitable.

But a blast was issued this week by Heilicher against what he called the "prevalent and dangerous" situation which finds rack jobbers supplying independent dealers with

excess product they can't handle on their racks.

Here's what happens," said Heilicher. "We sell to the racks at a 10 per cent functional discount. There is no way for us to determine exactly what they need for racks. Some of them simply overbuy to qualify for a better discount. Then they sell the excess off to other dealers—dealers, mind you, who are our accounts."

Win Both Ways

"They can extend the dealer a

100 per cent return because that's what the racks get from us, and they can also give them a big discount. In many cases that individual dealer's order would be relatively so small that we as distributors couldn't afford to give any real discount. After all, we have salesmen and promotion men to pay. The racks don't. Their overhead is a lot smaller. If this trend goes on, a distributor will wind up with a few rack jobber and one-stop

(Continued on page 36)

UA Adds Classical, Now Full Circle

NEW YORK — United Artists Records, which has shown determined expansion moves into the country and western, jazz and children's fields this year, took yet another step in diversification with the news that the firm will soon enter the classical field. First disks in the longhair line will be by guitarist Sabicas and opera star Tebaldi, and will be issued before year's end.

In the country field, UA is making impressive gains since the inception of the line only six months ago. Success for the venture is attributed mainly to the strong showing of singer George Jones and (Pappy) Daily, veteran Texas music man, who is producing the country disks.

Jones, who was acquired from the Mercury label, currently has three sides on the BMW "Hot 100." Two on UA and one, with Margie Singleton, on Mercury. "She Still Thinks I Care," Jones' first single for the label, and issued almost six months ago, has hit the 250,000

RCA Victor Signs Sergio Franchi To Red Seal Pact

NEW YORK—RCA Victor has signed young Italian tenor Sergio Franchi to a Red Seal contract. Firm also has signed pianist Lorin Hollander, who has been under a Victor student contract for the last four years, to a Red Seal pact.

Franchi, who scored a big success in British TV a few months ago, has also been signed to a contract by impresario Sol Hurok. He will make his U. S. debut at Carnegie Hall on October 14. Victor's first release with the tenor, an album of Italian songs, will be issued about the same time.

Hollander's first recording for Red Seal spotlights the 18-year-old pianist with the Boston Symphony under Erich Leindorf performing Norman Dello Joio's "Fantasy and Variations for Piano and Orchestra" which Hollander introduced last year. Pianist is the son of violinist Max Hollander, who was concert master of the NBC Symphony.

Epic Inks Famed Juilliard Group

NEW YORK—News on the album front at Epic Records last week included the signing of the Juilliard String Quartet, one of the renowned chamber groups of the nation, and announcement of the rush release of the original-cast package for the current off-Broadway revival production of Cole Porter's "Anything Goes."

Signing of the Juilliard group was accomplished by Schuyler Chapin, director of Masterworks a.&r. for Columbia and Epic Records. Chapin said the first project for the Quartet would be the release in November of a special set of the complete Mozart "Haydn" quartets on three LP's. Beyond this, plans call for recording a broad range of material from baroque to contemporary, including collaborations with other Epic artists, including pianist Leon Fleisher.

The production of "Anything Goes," which has just passed its 100th performance, is being performed at the Orpheum Theater on Second Avenue, and stars Eileen Rodgers, Hal Linden and Mickey Deems. It's the first in Epic's new series of original-casters from selected Broadway and off-Broadway offerings.

mark and is still a chart entry. "Open Pit Mine," the other current item, is the flip of "Geronimo," a former hit.

Unexpected

The label has a new Jones single ready for release Wednesday (15) because it did not expect action on the "Pit" side. This two-sided hit disk, Jones' second on UA, is selling in the 100,000 category.

Jones' first UA album, released three or four months ago, and titled "New Favorites by George Jones" has hit the 50,000 mark and the firm's fall plan carries an unusual three albums from the artist. These have an aggregate initial order of more than 25,000.

Other Comers

The label has other artists in the country field also causing a stir. (Continued on page 14)

Down-to-Business Jocks Convene in St. Louis

By SAM CHASE

ST. LOUIS — More than 300 disk jockeys are expected at this city's Sheraton-Jackson Hotel during next weekend, August 17-19, for what may be a decisive convention of the National Association of Radio Announcers. The jocks mainly are identified as those outstanding in airing rhythm and blues programming.

An air of "let's-get-down-to-business" seemed to predominate as NARA officers made plans to get the organization rolling on a year-round national basis. The convention also was geared to the theme, "A Time to Speak," based on a program of activating DJ's in the

NARA AGENDA

Complete agenda for the St. Louis convention of the National Association of Radio Announcers, to convene Friday (17), will be found on Page 10.

civic affairs of their respective communities.

Acutely aware that any meeting of disk jockeys is suspect as emphasizing the social rather than the business side, NARA President Bill Summers of WLOU, Louisville, Ky., told Billboard Music Week that this year's agenda has been

planned "to show that jocks can be identified with something besides the 'bucks, broads and booze' that many people associate us with."

Summers said that all activities will be kept under one roof—the hotel—to prevent the dispersion of DJ's during business hours, Dave Dixon of KATZ, St. Louis, who will serve as banquet toastmaster and who helped set up arrangements, also noted that there will be no hospitality suites, as such, to divert the jocks this year. He said that the program had been planned to alternate business sessions with luncheons, dinners and shows to allow for the lighter side as well as the business sessions.

Dramatic Change?

However, it is the NARA meetings themselves that are expected to settle the future of the organization, now about seven years old. In the past, NARA members have

(Continued on page 14)

Columbia Plans Its Own German Subsidiary

By OMER ANDERSON

COLOGNE — Columbia Records is planning to erect a German subsidiary to handle the Columbia repertoire in this country.

Negotiations have broken down between Columbia and Ariola, which wanted to take over the Columbia line in Germany from Philips. Columbia sources say that the months-long dickering is hopelessly deadlocked, and that any

chance for a deal between Columbia and Ariola has collapsed.

Meanwhile, Columbia is said to be becoming increasingly concerned by the developments of the European Common Market with its threat of sharpened competition in the music field as well as in other economic sectors.

Cagey Move

Columbia is said to visualize a West Berman subsidiary as a cagey Common Market hedge, an outlet

for the Columbia repertoire in Germany and at the same time a base for Columbia's participation in the trading supermarket.

Columbia's thinking in this direction is said to be influenced by a series of recent European trade moves, primarily the getting together under joint ownership of the disk arms of Siemens & Halske A. G. Philips (BMW, July 21).

Ariola is similarly influenced. Ariola is wasting no time hatching a number of expansion deals, the details of which Ariola executives promise shortly.

To Streamline

Ariola is also pressing internal reorganization and streamlining to provide a base for expansion.

In the latest such move, Ariola has absorbed its sister Bertelsmann firm Sonopress GmbH, a pressing plant. The consolidated company will operate as Ariola-Sonopress GmbH, concentrating all phases of disk production and sales under a single management.

LONG, TIRING FIGHT

Erroll Garner, Columbia Settle Legal Squabble

NEW YORK — Erroll Garner and Columbia Records settled their long-standing dispute when the diskery and the pianist made an out-of-court settlement. Both sides agreed to drop all court proceedings. Terms of the settlement were not disclosed, with everybody concerned being pledged to secrecy, but it was ascertained that the pianist received a financial settlement.

Garner's Columbia hassle goes back to 1958, after he had completed two years of a five-year pact. In August of that year the pianist stopped recording for the label, claiming Columbia had breached the contract.

Background

The dispute heated up when Columbia issued a recording of older Garner tracks, which the pianist claimed were not suitable for release. He obtained a temporary injunction against sale of the album. A short time later Columbia filed a \$1,500,000 suit against the

pianist, claiming he had broken the contract. Garner in turn filed a suit against Columbia. The diskery issued another recording of old Garner tracks in 1961, which Garner again claimed were tracks he had not approved for release. Columbia issued one more set of old Garner tracks in late 1961, but after sending out review copies pulled the set from the market.

The struggle between Garner and Columbia was a long and costly one for both sides. It is one of the rare cases where an artist has stood up against a record firm in a contractual dispute for such a long time period.

The dispute also had interesting implications for artist contracts now and in the future as to the rights of the artist or the diskery concerning tracks that have not been approved for release by the artist. Some contracts now have specific prohibitions against the release of

(Continued on page 14)

MONTH OF BILLIE SAYS RIVERSIDE

NEW YORK — Riverside Records is designating August as Billie Poole Month. The firm has canceled all other releases for the month in order to concentrate its selling momentum on the new femme vocalist who has recorded her first album for the firm. The label's prexy, Bill Grauer, discovered the girl in Europe on a recent sojourn, but she was born in California. Trade and consumer advertising will bolster the disk, while window and in-store advertising will also be utilized.

Fete Nat Cole For 25 Years' Entertaining

HOLLYWOOD—Approximately a thousand entertainment industry luminaries and civic leaders jammed the Embassy Room of the Ambassador Hotel last week at a dinner paying tribute to Nat King Cole on his 25th anniversary in show business.

The entertainment program featured such performers as Patti Page, Dick Gregory, Dick Shawn, Mahalia Jackson and Gary Crosby. Special material honoring Cole was written by Sammy Cahn and Jimmy Van Heusen.

Among those paying tribute to Cole were Capitol Records President Glenn Wallachs, who presented the artist with a gold microphone, and members of the Los Angeles City Council and the County Board of Supervisors. They presented the artist with a civic citation.

The event was sponsored by the Urban League which also presented Cole with a plaque for his contribution to the organization. Among the show business names present in the audience were Sarah Vaughan, Groucho Marx, Coleen Gray, Robert Stack, Ed Wynn, Ricardo Montalban and Paul Henry.

Stark Takes Over Subsidiaries

NEW YORK — Howard Stark, sales director for Westminster Records, a part of the ABC-Paramount disk axis, has taken over the supervision of sales and merchandising for Impulse and Apt, Am-Par subsidiaries.

Stark will work with Bob Thiele, a.&r. director for Impulse, on the reactivated Apt line, known for a million seller, "Little Star," by the Elegants, several years ago. The two will screen masters for Apt. First Apt release under the new program will be by British chanter, Lonnie Donegan, who has cut "Pick a Bale of Cotton" and "Ramblin' Round."

Impulse activity will center, in the weeks to come, on new releases by Count Basie, Max Roach, McCoy Tyner, Shelly Manne, Jackie Paris, Manny Albam, John Coltrane, Curtis Fuller and Roy Haynes.

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Decca Opens Nashville Office

NASHVILLE — Decca Records, long one of the major powers in the country and western fields, opened its new permanent headquarters in this town last week (8) sparked by elaborate opening day ceremonies attended by many of the label's top artists. Top Decca executives, including Leonard Schneider and Marty Salkin, flew down to Nashville to attend the opening day festivities.

In charge of Decca's new offices here is a.&r. chief Owen Bradley, assisted by Harry Silverstein, who oversees Decca promotion for the area. The same building now houses branch offices of Decca's two publishing firms, Northern and Champion Music. Two firms are co-managed by Gerald Nelson and Jerry Crutchfield.

The new building, a two-story edifice of modern design, is located on 16th Avenue South in the heart of Nashville.

Decca's long association with Nashville goes back to the earliest



DECCA RECORDS' sleek and shiny new permanent headquarters in Nashville.

days of the company's history. Many of the firm's earliest country names are still active today and still selling lots of records.

They include Ernest Tubb, Kitty Wells, Red Foley, Webb Pierce, Bill Monroe and Jimmy Davis. Newer artists who have made a name on the Decca label include the Wilburn Brothers, Goldie Hill, Bobby Helms, Roy Drusky, Jimmy Martin, Grady Martin, Bob Beckham, Loretta Lynn and Connie Hill.

A number of Decca's top talents

only record in Nashville. Burl Ives, Brenda Lee and Patsy Cline all cut their recent string of hits in this city.

Schneider said that the new Decca offices are evidence of the firm's continued faith in the city and the people of Nashville.

"It's an expression of our confidence in a venture that is both economically sound and rich in its musical heritage. We're proud to be a part of this heritage that enriches so many throughout the world."

Vee Jay Signs Dick Gregory For 1 Album

CHICAGO — Vee Jay Records has signed comic Dick Gregory for a one-time-only album release. Gregory, who formerly recorded on Colpix, signed the one-time shot in preference to a definite deal with any firm, according to E. G. Abner, head of Vee Jay.

Abner said that Gregory prefers to do an album at a time on a one-shot basis with the privilege of doing what he wants rather than following a regular pattern of releases.

This album, which got Gregory a five-figure advance, is entitled "Dick Gregory Talks Turkey" and is set for release on August 17. It was produced by Gregory and will appear under the Vee Jay banner.

Gospel Songwriter Elected President Of Singspiration

GRAND RAPIDS, Mich.—Gospel songwriter John Peterson has been elected president of Singspiration, Inc., publisher of gospel song book, hymnals and Christmas and Easter cantatas. Alfred B. Smith, founder of Singspiration, has sold his remaining interest in the firm to Peterson, and B. D. and P. J. Zondervan.

The new Singspiration officers are Peterson, president and editor in chief, of Montros, Pa.; P. J. Zondervan, vice-president and public relations head; B. D. Zondervan, secretary and production manager, and Peter Kladder Jr., treasurer.

Firm is planning to move the Singspiration editorial offices to Grand Rapids. The production and distribution of the Singspiration line of songs and chorus books and hymnals will continue through the facilities of the Zondervan Publishing House in Grand Rapids.

Edge, Ltd., Buys Indiana Rack Firm

WASHINGTON — Edge, Ltd., this week bought the Indiana Merchants rack operation in Indianapolis. The Edge outfit has taken over the firm and will service its locations in the Midwest in addition to its own rack operation in the Middle Atlantic and East Coast States.

SELLER, NOT LANDLORD, GUILTY IN INFRINGEMENT

NEW YORK — A long-standing litigation which sought to establish the liability of a record retailer — as well as the manufacturer—in the case of copyright infringement was settled this week in favor of the plaintiffs. Federal Judge Thomas Murphy made the decision.

The action was filed more than three years ago by attorney Julian Abeles acting as counsel for the Harry Fox Office on behalf of a number of publishers. Defendants were the H. L. Green Company, operator of a number of variety stores, and the Jalen Amusement Corporation, which operated record concessions in certain Green stores.

The action specifically involved a number of low-price "cover" records of hit disks, for which, it was established, "no authorization, permission, consent or license," was ever obtained from their publishers.

It was also established that Jalen "caused and procured such records to be pressed for it by a custom presser, Rite Record Productions, at its special instance and request."

Thus it was held, Jalen (1) was guilty of infringement and (2) was adjudged to be a manufacturer of records within the meaning of Section 101 (e) of the Copyright Act. The Green firm, however, was

found to be not liable in any way for the sale of records by the concessionaire Jalen, even though the records were actually dispensed in Green stores.

In the decision, Judge Murphy found Jalen liable for a statutory royalty or 2 cents for each infringing disk, plus triple damages of 6 cents. Jalen is also to pay attorney fees for Green, in defending the action. Finally, the matter is being turned over to a special master for adjudication of actual monies due the plaintiffs under the decision.

Attorney Walter Hofer handled the defense for Jalen and Green.

Monument Makes Personnel Moves As Split Day Nears

HENDERSONVILLE, Tenn. — Monument Records is making a series of personnel moves as part of its expansion program to get ready for its amicable split from the London American group on October 1. President Fred Foster has appointed Jack Kirby, who has been with the firm since it was founded, to the post of national promotion and publications director.

Johnny Sippel, formerly with Mercury Records and Billboard Music Week, will become director of marketing. Joe Cash, with Monument for two years, moves to Hendersonville next month. B. J. (Junior) McEhvee, formerly with Buddy Dean's WJX-TV programming staff, is joining the firm in a regional post.

Monument has moved into its new quarters in the Bryant Building here, named after cleffers Boudleaux and Felice Bryant, who own the building.

Foster said that he will concentrate on a.&r. and that there will be many new artists added over the next few months. First addition is the current Miss America, Maria Beale Fletcher.

INDUSTRY BRIEFS

Amanda Francis in New Post

NEW YORK—Amanda Francis has been named producer for popular artists and repertoire in the East for Columbia Records. Announcement was made by Dave Kapralik, East Coast director of pop a.&r. She will be responsible for special album projects and for providing liaison with Columbia Records International a.&r. and for the use of foreign material on Epic. She will also co-ordinate editing activity of the department's associate producers.

Post for Billy James

Billy James has been appointed manager of information services for Epic Records by John Kurland, public relations director for Columbia and Epic. James will handle national, local and trade publicity for Epic and Okeh, reporting to Kurland. James has been in advertising, promotion and publicity and joined Columbia in May 1961. He is married to TV actress, Sandy Smith.

Joy Records Gets Master

Joy Records has snagged the recording of "Back to an Empty Room," by Lee Caron on Cadillac. The disk has been getting action in the Detroit area, according to Joy's Johnny Farrow. Disk was produced by Graham Prince. Caron, singer-comedian, has signed a wax contract with Joy.

New Post for Catherman

CHICAGO — Gene Catherman, former rep for VeeJay at Big Town distrib in New York City, has been upped to the post of regional field rep on the West Coast for the label. VeeJay chief Ewart G. Abner made the appointment.

Aldon Keeping Up With Torrid Pace

NEW YORK — The Nevins-Kirschner music firm, Aldon Music is again setting a hot pace in 1962, following up its smash-hit season of last year.

This week the firm had a rare distinction. It is publisher of the No. 1 and No. 2 tunes on the "Hot 100" chart, and it produced both records besides.

The top disk "Breaking Up Is Hard to Do," with Neil Sedaka on Victor, features an Aldon tune, and the second platter, "Loco-Motion," with Little Eva, is on its own Dimension label.

Right now Aldon has four other tunes moving, including "Point of No Return," by Gene McDaniels; "Venus in Blue Jeans," by Jimmy Clanton; "Patches," by Dickey Lee, and "It Might as Well Rain Until September," with Carol King. The firm has had six records in the top 10 so far this year.

CBS 6-Month Report: Sales, Earnings Rise

NEW YORK—Columbia Broadcasting System net income was \$14,153,308 and sales of \$246,656,296 were reported for the first half of 1962. Both totals topped figures for the same period of 1961—which showed net income of \$9,409,332 and sales of \$240,767,745. Current earnings were placed at \$1.59 a share compared with \$1.06 a share (adjusted for stock dividend) for last year's first six months. The CBS board of directors declared a cash dividend of 35 cents a share on the firm's common stock, payable September 7.

Bourne Forms Review Board

NEW YORK — Bourne Music has added a new look to its educational library. Firm has appointed an editorial review board, with the addition of consultants Ralph Satz and John Cacavas. Also on the board are Bourne executives Judy Bell and Don Tannen. Firm intends to embark on an expansion program for its standard band music and educational catalog.

Strand Business Zooms

NEW YORK — Strand Records has written more business in the first 10 days of August with its new releases than in any month before in the history of the label, according to general manager Sid Pastner. Firm has issued 50 new albums and has started a percussion line. Firm's product is now priced for the low-price or budget LP market.

Mr. Peake Group to VeeJay

NEW YORK — Distribution of Larry Uttal's Mr. Peake label will be handled from now on by VeeJay Records. The Mr. Peake line includes such artists as Nino and the Ebbtides, Gary Stites, the Viscounts, the Earls, and the Four Voices. At the present time "Limbo" by the Capris, is stirring action for the label. Uttal will continue to produce the disks. VeeJay is also distributing the Ace label.

Beckerman Adds Pair

MILWAUKEE — Bob Krattke and Shan Loucks have been added to the Beckerman Distributing Company sales staff. Krattke, formerly with the Garmisa Distributing Company, will headquarter in Green Bay and will cover the Northern Wisconsin territory. Loucks will call on the trade in the Milwaukee area.

Distributor Harry Beckerman says the staff additions were needed to handle the firm's growing volume of business. Newest labels in the Beckerman roster include Reprise, Colpix and Fury. Beckerman also recently completed a pact with M. S. Distributing Company, Chicago, to represent that firm's labels in Wisconsin.

Sydney Nathan Quits as Director Of Beltone Records

CINCINNATI—Sydney Nathan, head of King Records here, has resigned as a director of Beltone Recording Corporation, New York, effective August 8. Nathan stated that neither King Records nor any of its affiliated or subsidiary companies has ever had any financial interest in the Beltone firm.

King and affiliated companies, under a contract which expired January 31, 1962, pressed and distributed Beltone Records, Nathan said, but at no time did they have any investment in Beltone.

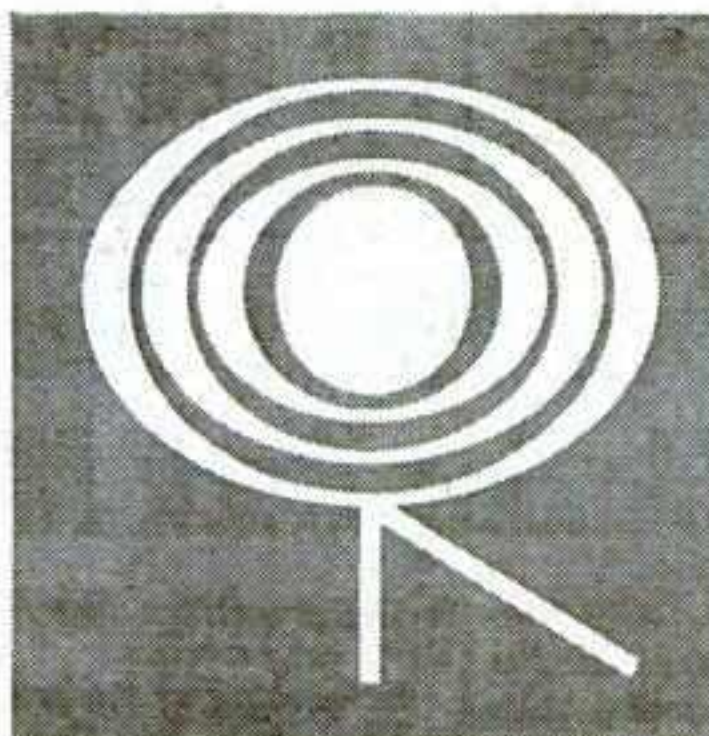
SONG PLUGGERS TO FROLIC AT WARING'S AGAIN

NEW YORK — Fred Waring's annual outing for song pluggers will take place again this year at Waring's Shawnee on the Delaware in the Pennsylvania Pocono Mountains. Date for the outing is September 13, with golfers invited to come up Wednesday, September 12, if they wish. Hy Ross and Jerry Lewin of the Big Three in New York are handling details.

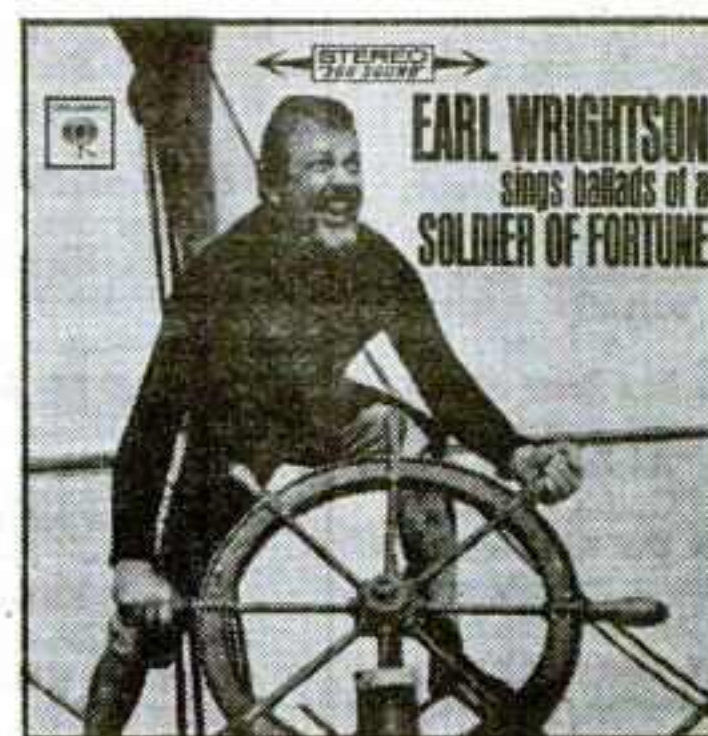
More New Releases



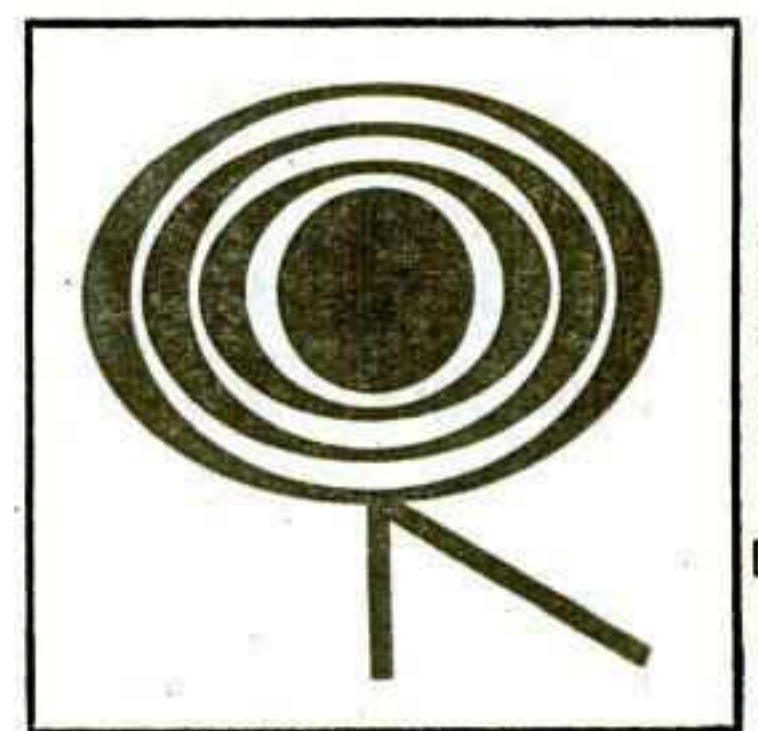
From the World's



Greatest Artists



On Columbia Records



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FEW WEEKS AWAY

Add More Star Names To Chicago Music Fair

CHICAGO — Rick Nelson, the Jonah Jones Quartet and the Sue Charles Dancers have been added to the list of stars who will perform in the Arie Crown Theater at the World's Fair of Music and Sound. The Fair, which runs at Chicago's lakefront exhibition center, McCormick Place, August 31-September 9, previously announced appearances by Eddie Fisher, Rosemary Clooney, Peter Nero, Eleanor Steber, Henry Mancini, Stan Kenton and Julie Styne. More top names will be announced.

Besides the show in the Arie Crown Theater, the Fair will feature a host of other entertainment spectacles, under the heading of demonstrations and exhibitor displays.

NORAD Band

The G. Leblanc Corporation of Kenosha, Wis., has scheduled demonstration performances by the Leblanc Clarinet Choir with Dr. William Gower as soloist; clarinetist Buddy De Franco soloing with the Columbus, Ohio, jazz band; the North American Air Defense Command band in a presentation of its woodwind choir, and Vincent Abato soloing with the NORAD band.

Echolette Corporation of Lansing, Mich., will present demonstrations of its echo chamber effects with a nationally renowned guitarist.

W. W. Kimball Company, Evansville, Ind., will present organist Emyln Owen twice daily in musical demonstrations on the company's entire line of organs.

MGM-Verve Records is bringing recording stars Richard Chamberlain, Connie Francis, Joni James, Conway Twitty, Ella Fitzgerald, Jaye P. Morgan, the Wanderers, Stan Getz and Leroy Holmes.

Acoustic Research, Inc., will present a "live versus recorded sound" demonstration twice daily by the famed Fine Arts Quartet.

Columbia Records will produce a country and western concert featuring Claude King, Billy Walker, Sandy Cole and Marion Worth and her troupe.

Audience Sing

Fred Waring's Shawnee Press, Inc., has set a clinic for choral directors with Charles H. Webb Jr., Waring's long-time associate and Educational Co-ordinator of the Fred Waring Music Workshop. Webb will present an introduction to the choral techniques that have made Waring's professional singing group a model of perfection in expressive styling. He will use the audience as his chorus.

A percussive spectacular has been set up by the Ludwig Drum Corporation, with RCA Victor recording artist, Dick Schory; Joe Morello of Dave Brubeck's jazz group; Frank Arsenault, national rudimental champion; Bob Tilles, staff drummer, CBS, Chicago; Al Payson, percussionist, Chicago Symphony Orchestra; Bob Westberg, mallet percussionist with the Art Van Damme Quintet, and William D. Revelli, conductor of the University of Michigan bands.

Other demonstration groups and artists will be named.

NEW ON THE TOP LP'S

Continued from page 1

- 134. NICE 'N' EASY... Frank Sinatra, Capitol W 1417
137. BABY IT'S YOU... Shirelles, Scepter SLP 504
139. IN THE WEE SMALL HOURS... Frank Sinatra, Capitol W 581

STEREO

- 37. ALL THE WAY... Frank Sinatra, Capitol SW 1538
39. ROSES ARE RED... Bobby Vinton, Epic BN 26020
42. SINATRA SINGS... OF LOVE AND THINGS... Frank Sinatra, Capitol SW 1729
48. SOMETHING SPECIAL... Kingston Trio, Capitol ST 1747
50. SPAIN... Stanley Black Ork, London SP 44016

WRONG FIRM

WASHINGTON — The Securities & Exchange Commission says it gave the wrong firm as underwriter for Music Royalty Corporation in its recently proposed public stock offering. (Billboard Music week, August 11.) Underwriting firm should be Associated Securities of Fifth Avenue, New York, and not the Pittsburgh company erroneously mentioned in the SEC News Digest.

LATE ALBUM SPOTLIGHTS

Pop

EXOTICA SUITE



Si Zentner and His Ork, Martin Denny. Liberty LMM 13020 (M); LSS 14020 (S)—Two of the label's top-selling instrumental artists are teamed on this set, which should mean double the sales impact. The album is a special project where the music has been written by Les Baxter specifically for the date with arrangements by Zentner's "Up a Lazy River" arranger Bob Florence. The set has Denny's unique Island flavor mixed with the swinging Zentner sound. "Tiki," "Calabash Annie" and "Bali Monkey Dance" are three of the outstanding tracks which total 12.

PORTRAIT IN MUSIC



George Maharis. Epic LN 24021 (M); BN 26021 (S)—Here's the TV star with his second smash album for the label. It's packed with the same soft, tender readings of ballads that scored for the lad in his first set. The material is mostly standard with a few lesser-known tunes thrown in for good measure. The tracks are nicely backed by strong ork and chorus arrangements by Glenn Osser and Bob Mersy. "Where Are You," "Fools Rush In," "I Can't Stop Loving You," are top tracks along with the lad's latest single "Talk to Me."

Jazz

THE TEMPERANCE SEVEN



Kapp KL 1287—The top-selling British trad group swings in 1920's style on this set. The band is re-creation of the music of the wild and woolly "Roaring" era and it carries off its job with much authenticity. Instrumentation is novel and unique, featuring tuba, banjo and a wide variety of percussion sounds. There should be a novelty appeal to deejays for this one, as there is nothing quite like it (made in the last 30 years) on the market today. Tunes included cover the music of the era, with "Charleston" and "Black Bottom" typical.

Texas Firm Wears Many Hats in Making Rack Move

HOUSTON—H. W. Daily Company, independent Texas distributors, is going into the rack jobbing business. The distrib firm, which has been involved in a one-stop operation for some time, also will expand these activities. All labels will be handled in both operations. The rack jobbing wing will be called Records of Houston and will begin full scale operation soon.

Heading up the new Daily interest is Roy Buckner who has been a field salesman for the regular distribution outlet. Bud Daily, distrib chief, said that the move was dictated by the complex discount structure in this area. The new rack wing will also have representation

in Dallas and San Antonio, where Daily has branches.

In speaking of the one-stop operation, Daily said that the firm has had a wide representation of inventory in all the major labels for some time and that the new rack operation will draw on that inventory.

Daily said that there would be no alteration or slackening in his efforts for the labels he distributes. He said that all lines will be promoted and sold without interruption.

"As a matter of fact," Daily said, "the inclusion of a rack business will help sales of the lines we represent. Because it will give better and broader exposure to all kinds of catalog product in those lines."

NEWS REVIEW

Low Price LP's Pack Crisp Punch

London Records, author of the highly successful Phase Four audio series, now has undertaken to bring a similar kind of series under the wing of its Richmond, low price LP line. Heretofore, Richmond has consisted chiefly of older London recordings, re-issued in the lower price form, but for its new "percussive Stereo" series (\$3.98 list) the label has brand-new material, largely of British derivation.

The first dozen sets, released last week, contain extremely marked, if not wholly natural, separation effects, with a single instrument or section bouncing sharply from speaker to speaker in as short a space as a few measures. Oftimes, in fact, when one speaker suddenly comes alive with sound, the other may go almost completely silent.

It's dramatic and full of the kind of impact one can't fail to catch, and on the theory that the customer already has graduated from the "true-to-life sound" idea, and is looking for startling new kicks, this may be his dish. Technically, incidentally, the sound is clean and crisp.

Among the better sets, one would have to include Ralph Kennedy's big band scorings of Broadway tunes; Miguelito's standards done in Latin arrangements with plenty of striking percussion effects, and Ian Fraser's delightful mood set of standards for "the young at heart."

All of the sets, however, feature exemplary sound and represent a fine buy at the price, and comparable to many at a higher tag. Included are: "Standards with a Latin Beat," RPS 39001; "Big Band Goes to Broadway," RPS 39002; "Twin Pianos," RPS 39003; "Swing Low, Swing Easy," RPS 39004; "Disney Meets the Wizard," RPS 39005; "Two Pianos Play Strauss," RPS 39006; "Ballin' the Jack," RPS 39007; "Friendly Persuasion," RPS 39008; "For the Young at Heart," RPS 39009; "Softly for Lovers," RPS 39010; "5 Guitars, 50 Fingers," RPS 39011; "Band Concert," RPS 39012. REN GREVATT

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Vol. 74 No. 33

WEEKLY MARKET ANALYSIS

Continued from page 1

past year or two. And many stores that carry singles only stock top titles. Suburban and neighborhood stores outside the main downtown business district handle most of the business for the new releases, claim local jobbers.

According to a number of leading distribs in town, the downtown Woolworth's is a prime selling location for the singles. The record department stocks a wide range of singles product and promotes with blow-ups of the BMW chart. LP's sell well since most of the downtown department stores concentrate on that type of material. "West Side Story" soundtrack was a leading seller among LP's, for the picture recently opened in the area.

Despite all the problems, singles business has been above last summer's showing. Some of the leading new records are giving answer to "Roses Are Red." These are "As Long as the Rose Is Red," by Florraine Darlin on Epic; "Green Onions," by Booker T. and the M.G.'s on Stax; "I'm the Girl From Wolverton Mountain," by Jo Ann Campbell, Cameo, and the new Johnny Tillotson record on Cadence. Another hot one has been "Sweet Georgia Brown," by the Carroll Brothers, also on Cameo.

According to Mountain Distributors, a one-stop, juke box operators in the area break into two distinct groups. The ops in town go for jazz and sweet music primarily (Brubeck, Mulligan, etc.), while the out-of-towners go for pop.

Houston Firm One-Stops & Racks, Too

HOUSTON—The H. W. Daily distribution firm, which has quietly moved into the one-stop business here, is also forming its own rack-jobbing company, Records of Houston. Sales division of the firm is being headed by Roy Buckner. (See separate story.)

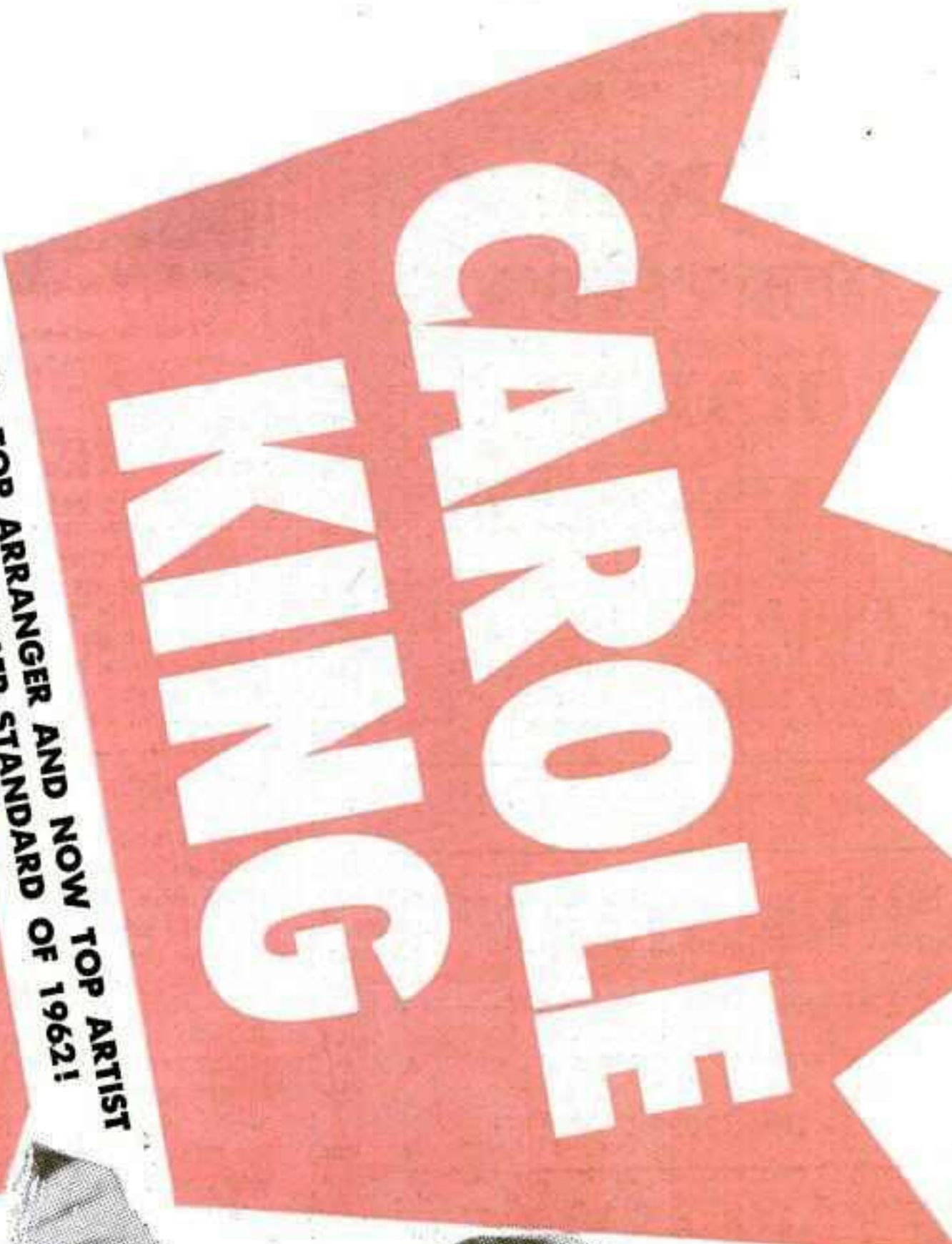
On the discount scene: Three weeks ago a new location was opened by United Discount here. It is selling records of all LP labels for \$1.29, 98 cents, and 88 cents. The majority of the material was reported to consist of cut outs and dumps, but some leading items, such as Elvis Presley's "Pot Luck" LP, were being used as a traffic builder at \$1.98.

Some of the singles titles getting action were the brand-new Don Gardner and Dee Dee Ford side on Fire, "Don't You Worry"; Johnny Crawford's "Your Nose Is Gonna Grow," Del-Fi; "Tijuana Border," El Clod, Challenge; "It Might as Well Rain Until September," Carole King, Dimension; "Do You Love Me," by the Contours on Gordy and the new Lew Rawles-Les McCann single on Capitol.

Jockeys in town continue to lean on older disks. This has stimulated action on the old "Something Precious" side by Skeeter Davis, and Gene Pitney's "Town Without Pity," despite newer releases by both artists.

NEVINS-KIRSHNER DEBUTS A NEW *Jimmy* AND HER NAME IS CAROLE ON...

DIMENSION RECORDS



TOP WRITER, TOP ARRANGER AND NOW TOP ARTIST WITH THE SMASH SUMMER STANDARD OF 1962!



"IT MIGHT AS WELL RAIN UNTIL SEPTEMBER"

DIMENSION #2000

Produced by Jerry Goffin for Nevins-Kirshner

BEST WISHES NARA FOR A SUCCESSFUL CONVENTION

We're happy to have the #1 Single in the Country!

"LOCOMOTION"

DIMENSION #1000

Contact: EMIL LA VIOLA
1650 Broadway
New York, N. Y. JU 6-6590

LOU ADLER
6515 Sunset Blvd.
Hollywood, Calif. HO 6-5188



LITTLE EVA

Watch for Little Eva's upcoming Album: "LOCO-MOTION"

DIMENSION RECORDS
A Division of Nevins-Kirshner Assoc.

Distributed by
AMY-MALA

Jack Fine: National Promotion
& Sales
Arthur Yale: V.-P.

1650 Broadway, New York, N. Y.
PL 7-6081

Congratulations to
**NATIONAL
 ASSOCIATION
 OF RADIO
 ANNOUNCERS**

from Harold B. Robinson
 Larry Kerrin
 Bobby Martin &

WE'LL SEE YOU AT THE CONVENTION!

MAXINE STARR

"APPLE BLOSSOM TIME"

b/w "LOVE IS"

New Hit #3039

PATTY LA BELLE

& THE BLUE BELLES

"TEAR AFTER TEAR"

Newtown #5007

JOHNNY FOX

"YOU LAUGH LAFF TOO MUCH"

Newtime #507

THE IMPERIALS

"THE LETTER"

Newtime #505

JOHNNY & WILLIS

"RUN, JOE"

Newtime #509

BETTY RENNE

"DARLING, BLESS YOU"

New-Art #1001

JESSIE FOUNTAIN

"IF I HAD THE POWER"

New-Art #1002

THE CAPRI SISTERS

"IS IT TRUE"

Newtown #5008

NEWTOWN RECORDS

6600 N. Broad St.
 Philadelphia 26, Pa.
 Livingston 8-5010

**R.&B. Jockeys Pack Lots of Weight
 In Getting New Entries Off and Running**

**Wield Substantial Influence on Kinds of Singles Companies Make;
 Group Often Used for Testing Purposes of New Product's Value**

NEW YORK—The power of the r.&b. jockey as a record starter hardly ever has been stronger than it is today. Though the r.&b. jocks have had considerable influence over the past years in exposing new disks, and helping them go pop, their influence on the singles business has grown to the point that it is estimated that as many as 20 to 30 per cent of current hits were kicked off by r.&b. jocks.

Their influence not only extends to starting records and exposing them, but also tends to influence the singles manufacturer to make more of this type of record. It is noticeable that today many record companies have hired promotion men to stay in touch with r.&b. jocks, and to test records with r.&b. jocks before sending new product to pop jockeys. Many r.&b. jocks are sought out as discoverers of talent and even songs.

Will Go All-Out

The reason that r.&b. jocks have been able to wield such power is partly because they, in the main, are willing to go all-out on a new record—even by an unknown artist—if they dig the disk.

R.&b. jockeys, speaking generally, represent a solid area of sta-

tion programming where there is much excitement about records. They will rush to put on a new release, without the complicated systems that stymie many pop jocks before then can get a new record on the air.

Another reason is that many of the r.&b. jocks are better-than-average jockeys, with exciting deliveries, a knowledge of the record field, and a desire to put on a swinging record show.

Importance Grows

Their importance to the pragmatic singles record manufacturer has grown in direct proportion to the takeover of so many formerly swinging pop stations by formula radio, Top 40 programming, sweet music and LP programs.

"The r.&b. jockey is an important man today," one currently successful a.&r. man observed last week. "He fulfills a real need. I can count on the fingers of one hand the number of pop stations where I can get a new artist exposed. But I can get that same new artist's record played with a great many of the r.&b. jocks."

"My job is to keep trying to make hits with new artists, so I aim a great deal of the product I make at the r.&b. jockey."

I try to make the kind of record he will want to play, knowing that if he can start it really moving, the pop jockey in his city will jump on it and expose it to a wider audience."

Annual Convention

**NATIONAL
 ASSOCIATION
 OF RADIO ANNOUNCERS**

SHERATON-JEFFERSON HOTEL, ST. LOUIS, AUGUST 17-19

Official Schedule

FRIDAY, AUGUST 17

Noon-8 p.m.—Registration.

5-7 p.m.—Executive Committee meeting, including elected officers and chairmen of committees—Room 7.

7:30 p.m.—Cocktail party and dinner, sponsored by Vee Jay Records.

11 p.m.—Show, Boulevard Room, refreshments, sponsored by Scepter and Wand Records. Entertainers from the rosters of following record labels: Capitol, Mercury, Philips, Sue, Duke, Jamie, Far, AFO, Scepter, Chess, Atlantic, Liberty, Big Top.

SATURDAY, AUGUST 18

Registration continues outside Room 7.

9-11 a.m.—Breakfast and broadcast by Miss W. M. Gracie of KATZ, St. Louis, and Tom Eggleston, Attorney General of the State of Missouri.

11 a.m.-1:30 p.m.—Convention Workshop: Radio Owners' Forum on "Responsibilities of Management." Open speakers' time.

2:30-4 p.m.—Luncheon, sponsored by Columbia and Epic Records. Speaker, Warren Hearnese, Secretary of State, State of Missouri.

4-6 p.m.—Closed general business session, election of officers.

7-8:30 p.m.—Dinner, sponsored by Big Top Records. Guest speaker, Moss Kendrick, marketing consultant, Washington, D. C.

9 p.m.-midnight—Cocktail party and show featuring Sam Cooke, sponsored by RCA Victor Records—Boulevard Room.

SUNDAY, AUGUST 19

9-11 a.m.—Buffet breakfast, sponsored by Atlantic and Chess Records.

11 a.m.-noon—Closed morning business session.

12:30-2 p.m.—Afternoon business session, open to members and associate members.

2-4 p.m.—NARA Banquet, sponsored by Berry Gordie of Tamla-Motown-Gordie Records. Guest speaker, Andy Hatcher, White House press aid and assistant to Pierre Salinger. Toastmaster, Dave Dixon, KATZ, St. Louis. Installation of new officers by J. W. Hankins, president of Mammoth Insurance Co., Louisville, Ky.

**FM Station
 Accused of
 Air Misuse**

WASHINGTON—The FCC has threatened to revoke the license of WCLM (FM), Chicago, for alleged misuse of its subsidiary channels for storecasting and background music. Another station, KERP (AM), El Paso, Tex., faces a \$5,000 fine for allegedly plugging teen-age "Fun Dances" as a station presentation, although receiving \$1,000 and other considerations from a commercial sponsor.

A bill of particulars against the Chicago station, owned by Carol Music, Inc., alleges that the station used its storecasting facilities to include commercials and horse-racing results, leased service on the sub-channel to another user without reporting it to FCC, renewed license on the basis of "balanced programming" but actually devotes major time to music and commercials primarily directed to chain grocery stores. Station has 30 days to answer the charges.

**MYSTERY ENDS;
 JAMIES FOUND**

BOSTON — The Jamies' Epic dinking of "Summertime Summertime" hit the No. 38 spot in BMW's Hot 100 last week, but until now the whereabouts of the owners of the hit have been unknown, since the disk was made four years ago.

Arthur Blui, an original member of the group, told BMW that Tom Jameson, writer of the tune, is working in a hospital in suburban Boston. His sister, Serena, the wife of a Marine Corps lieutenant, lives in California. Jeannie Roy, also married to a serviceman, lives in Maine. Blui himself works for the Greater Boston Distributing Company.

"WE CAN'T STOP LOVING YOU"!

ABC-PARAMOUNT RECORDS, INC.

ABC-PARAMOUNT
RECORDS

1501 BROADWAY
NEW YORK 36, N.Y.
LONGACRE 3-4220

OFFICE OF THE PRESIDENT

National Association of Radio Announcers
Sheraton-Jefferson Hotel
St. Louis, Missouri

Gentlemen:

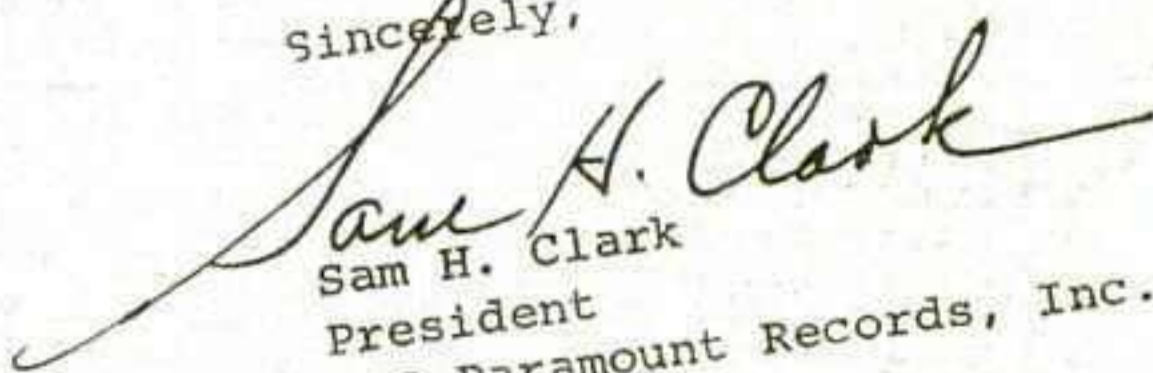
On the occasion of your fourth annual convention, I am delighted to pay tribute to each individual member and your organization as a whole for the outstanding services you are performing in the field of radio broadcasting.

Speaking for ABC-Paramount and its wholly-owned subsidiaries -- Command, Grand Award, Impulse! and Apt -- my staff, our recording artists, distributors and everyone connected with ABC-Paramount, let me say that the gratifying success we have enjoyed has been due in large part to the wonderful cooperation of the members of the National Association of Radio Announcers. To say "thank you" seems inadequate, but it also seems the most sincere form of gratitude.

We hope that our product will continue to meet with your approval, and along this line, we would be happy to hear your suggestions at any time. We will continue to strive for the type of recorded music that you want associated with your programming.

Again, thanks from all of us, and, paraphrasing the title of one of our hits that you helped make, "We Can't Stop Loving You".

Sincerely,


Sam H. Clark
President
ABC-Paramount Records, Inc.



This One



AGTF-S7K-33CG

*Best
Wishes
to the*

NATIONAL ASSOCIATION OF RADIO ANNOUNCERS

*for a Successful
Convention from*

★ **BARBARA LYNN**

"YOU'LL LOSE
A GOOD THING"

Jamie #1220

★ **MAUREEN GRAY**

"OH MY"

Landa #692

★ **LITTLE BILLY &
THE ESSENTIALS**

"THE DANCE IS OVER"

Landa #691

★ **BILLY JEAN HORTON**

"COME BACK
TO WICHITA"

Jamie #1231

★ **AL JONES**

"LONELY THIS
SUMMER"

Jamie #1232

★ **MAC DAVIS**

"I'M A
POOR LOSER"

Jamie #1227

JAMIE GUYDEN

RECORDS
Philadelphia, Pa.

TALENT REVIEWS

NIGHT CLUB

Hawkins & Monk—Cool, Cool, Cool

Two jazz greats are teaming up to play to sizable throngs at the Village Gate, in New York's Greenwich Village, despite the summer heat and lethargy that normally pares down attendance. Coleman Hawkins and Thelonious Monk each is fronting a four-man combo and the results bear out the validity of their exalted reputations.

The Hawkins group seems somewhat the better co-ordinated of the two. It consists of Tommy Flanagan at the piano, Eddie Locke on drums and Major Mule Holley on bass. The last-named has a humming attack reminiscent of that used by Slam Stewart, and he broke up the crowd. Locke took over for one long solo spell that bordered on the fantastic, first beating his drums with his bare hands in rhythms going from the East to the West Indies and back before picking up his sticks and winding up in a big blaze that rocked the joint.

As for Hawkins, he plays like what he is, the original tenor sax virtuoso. His work on "All the Things You Are" and "Joshua Fit the Battle of Jericho" wound through variations that touched every mood and type of attack, all of them extraordinary. The old master remains in fine fettle.

Monk's keyboard work is backed by Charlie Rouse on tenor, John Ore on bass, and Frankie Dunlap on drums. Monk continues to emphasize simple melodies which are given a most complex harmonic treatment. Long variations on "Getting Sentimental Over You" drew the biggest response from the crowd, though his playing of some of his own compositions also were well received.

Between the two groups was comic Hugh Romney, whose efforts have been released on World Pacific Records. Romney worked too hard at being deliberately Villagey and far-out. His material was less of the buffalo variety than it was long and complex, tinged heavily with pseudo-hip phraseology and continued allusions to dope and weed. Romney has the basis of a yarn-teller's delivery, but he is woefully in need of material.

SAM CHASE

Hope Droops for House Bills Rescuing Hi-Fi Indies From Slaughter by Taxes

WASHINGTON—Bills to prevent the tax slaughter of independent hi-fi component manufacturers under an IRS reversal of excise exemption for this industry still languish in the House Ways and Means Committee. Although the bills have strong bipartisan backing, committee spokesmen say the hi-fi matter has not yet squeezed onto the crowded agenda in this rapidly dwindling session—but it still has a chance, however slight.

Even if the bill should be reintroduced and successfully passed next session, it may be too late to save many firms, High Fidelity In-

stitute president, Ray Pepe, points out. Pepe and a flying wedge of hi-fi manufacturer spokesmen spent over a week in the Capital recently, trying to get last-minute action on legislation to save the industry from Treasury's pennywise, pound-foolish policy.

Treasury's tax take on this small segment of manufacture would be minute, says Representative Philbin (D., Mass.), one of several sponsors of the legislation. Any small revenue would be more than offset by loss of tax-produced income when hi-fi manufacturers continue to fold, closing facilities, ending experiment and research so urgently needed in the Space Age.

Since declaring a new way of life for the FM and FM-stereo broadcasting services, FCC spokesmen have repeatedly pointed out that only the highest quality sound in both transmission and receivers can win the public and supporting advertisers to broad FM use. Quality sound research, of the type pioneered and continued by hi-fi component manufacturers, was never more important than in the new era of FM-stereo, of Telstar, of prospective 82-channel television coming in on government-ruled all-channel sets, all using the FM band for sound.

Representative Philbin said Congressional intent to exempt the specialized hi-fi component manufacturers from the ordinary component tax bracket for "repair and replacement" was made clear in the committee report of 1955. Congress has also safeguarded the magnetic tape industry with legislated exemption from manufacturers' excise, because it was under competitive pressure. Philbin notes that hi-fi component manufacturers are squeezed between big domestic corporations at home and a mass of electronic imports from abroad.

Bills now in the House Ways and Means Committee to keep the tax off the hi-fi components include: H.R. 11138, by Representative Keogh (D., N. Y.); H.R. 11901 by Burke (D., Mass.); H.R. 9857 by O'Neill (D., Mass.), and H.R. 9548 by Philbin (D., Mass.).

Station Helps Bad Memories Find Records

WASHINGTON—A new where-to-find-it record service for WWDC listeners here is being provided by the D.C. station as a result of confusion over song titles. Understandably, a particular listener had trouble finding a record he'd heard was titled "Bent Fabric" by the Alley Cats, and again as "Alley Cat" by Bent Fabric. Also understandably, the listener had trouble buying the record when a local store clerk failed to recognize the name of the chart climber.

"This is not an isolated incident—it happens too often for comfort," says WWDC's programming director, Irv Lichtenstein. "Music is our business, too."

Therefore WWDC will now tell listeners that if they can't get any record heard over WWDC to call the station. In addition to this on-the-air announcement, the station will tell listeners, off the air, which record stores have disks featured on WWDC in stock and available.

WWDC, which programs both FM and AM, makes up its Top Tune list every Wednesday and invites all distributors and retailers in the area to get it.

Classics for Kids Outstanding

United Artists has put together an outstanding children's series, the first of which were released last week. The initial 10—all of them list at a remarkable low 99 cents—include nine classic stories and a dramatization for children of the

story of composer Frederic Chopin. Each one of the group is given a full production with orchestra, sound effects and faithful adaptations of the stories. The performers go under the name of the "Famous Theater Company," with the "Hollywood Studio Orchestra," and despite the lack of important name value, all concerned, including those receiving feature billing, do a standout job.

In this case, conception, repertoire and talent are much more important than names. The 99-cent line can be regarded as a most worthwhile addition to the children's record field, especially since some of the stories are famous, yet have received little disk treatment in the past. All sets, by the way, are designed for strong visual appeal.

Initial release includes: "Robin Hood," UAC 11001; "William Tell," UAC 11002; "Snow White and the Seven Dwarfs," UAC 11003; "Cinderella," UAC 11004; "Knights of the Round Table," UAC 11005; "Sleeping Beauty," UAC 11006; "The Three Musketeers," UAC 11007; "The Ugly Duckling," UAC 11008; "Puss in Boots," UAC 11009; "The Story of Chopin Told to Young People," UAC 11010.

REN GREVATT

WIS. MUSIC MEN SET TO TEE OFF

MILWAUKEE—The fourth Annual Wisconsin Music Industry golf jamboree is set for September 12 at the Port Washington Country Club. The event pulls a strong attendance from the Chicago area as well as the State of Wisconsin. Record dealers and distributors, juke box operators and distributors and radio station personnel participate.

John Plimpton, Bay Music Center, is outing chairman. His committee aids include Bob (Coffeehead) Larsen, WEMP; Bob Blie, Decca Distributors; Harry Jacobs Jr., United, Inc.; Les Lerche, Morley-Murphy Company; Bob Rippey, Triangle Music, Waukesha, Wis., and Benn Ollman, BMW correspondent.

*Our Best Wishes to All
the Members of NARA—
Here's Wishing You Much Success
At Your Annual Convention.
We Are Most Sincere When We Say—
"YOU ARE THE GREATEST."*

**THESE ARE OUR CURRENT HITS BECAUSE
YOU HELP MAKE THEM SO
THANKS**

These Are Selling Now!!!

**"YIELD NOT TO TEMPTATION"
BOBBY BLAND**

DUKE 352

**"SWEETER AS THE DAYS GO BY"
JUNIOR PARKER**

DUKE 351

**"YOU'RE SOMETHING ELSE"
AL BRAGGS**

PEACOCK 1918

**"THE KING BEE"
JOE SCOTT**

PEACOCK 1913

**"HERE'S THE MAN"
DYNAMIC
BOBBY
BLAND**

DUKE
LP
75

**"DRIVING WHEEL"
JUNIOR
PARKER**

DUKE
LP
75

**—GOOD LUCK GANG—
DUKE-PEACOCK RECORDS, INC.**

2809 ERASTUS STREET, HOUSTON 26, TEXAS. ORCHARD 32611. DON D. ROBEY, PRESIDENT

7 ★ Count 'em ★ 7 on the charts!



**Nat King Cole
Ramblin' Rose
#4804**

**The Beach Boys
Surfin' Safari
#4777**

**Glen Campbell
Too Late To Worry—Too Blue To Cry
#4783**

**Nelson Riddle
Route 66 Theme
#4741**

**The Lettermen
Silly Boy
#4810**

**King Curtis
Beach Party
#4788**

**Ray Anthony
Worried Mind
#4742**

FOR INVENTORY AND PROGRAMMING

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

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists male vocalists like Rick, Paul Anka, Ray Charles, and female vocalists like Joan Baez, Dinah Shore, and Shelly Long.

CLASSICAL & SEMI-CLASSICAL LP's

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists classical works like My Favorite Chopin and Summer Festival.

INSTRUMENTAL LP's

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists instrumental albums like Mood and Dance, American Waltzes, and Beyond the Reef.

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists jazz albums like BASHIN'-THE UNPREDICTABLE JIMMY SMITH and COUNTDOWN TIME IN OUTER SPACE.

SHOW MUSIC

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists show music albums like Camelot and A FUNNY THING HAPPENED ON THE WAY TO THE FORUM.

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists sound track albums like Blue Hawaii and EL CID.

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists music from musicals, films, and TV like Breakfast at Tiffany's and Experiment in Terror.

COMEDY LP's

Table with 2 columns: Title (Label) and Top LP Rank (Stereo Mono). Lists comedy albums like Button-Down Mind of Bob Newhart and I'M THE GREATEST COMEDIAN IN THE WORLD.

Down-to-Business Jocks Convene

Continued from page 5

gathered only for the annual conventions. This year, President Bill Summers is known to have prepared a plan for presentation to the closed board meeting which could drastically change the nature of the organization.

The blueprint calls for setting regional or State branches which would hold regular local meetings all through the year. There also would be quarterly get-togethers of the officers of these regional groups, and, of course, the national convention once a year.

Even more significant, in the long run, is the apparent desire of NARA officers to move the organi-

zational solidly into year-long campaigns to improve the skill of its members, their standing in their communities, and their relationships with their employers.

Idea Exchange

The Marketing Department of NARA, set up one year ago on an experimental basis, will now be given the function of serving as a forum for exchange of ideas on how DJ's can better sell the products of sponsors who bankroll commercials on their shows.

Long Tiring, Fight

Continued from page 5

any material not artist-approved, and there are other contracts in which the artist owns all tapes himself.

It is understood that Columbia will not continue its release of the two albums issued of non-approved Garner material.

Dry Period

In the period from August 1958 to June 1961 Garner made no recordings and had no new recordings released. In spite of no new wax, his concert tours and night club and foreign appearances continued to build.

Garner was represented in the settlement by Jack Imberman of the law firm of Proskauer, Rose, Goetz & Mendelsohn.

United Artists

Continued from page 5

One is Judy Lynn whose single, "Footsteps of a Fool," hit BMW's c.&w. chart this week. An LP, recorded in Las Vegas' Golden Nugget, is due for release soon.

The label also is expanding its motion picture sound-track representation with two new LP's in that category. "Taras Bulba" with a score written by Franz Wasman is due for Christmas and "Two for the Seesaw" with a score by Andre Previn are forthcoming.

in the jazz area, a number of new sets are due which will feature jazz interpretations of film scores. "Taste of Honey," featuring Lloyd G. Mayers and the Oliver Nelson band, is one. In addition, an LP of motion picture themes as interpreted by an all-star line up of jazz musicians is slated for release in a few weeks.

L. A. NARAS Elects; 20 Named to Board

HOLLYWOOD — The local chapter of the National Academy of Recording, Arts and Sciences last week elected new officers, naming Van Alexander as chapter president. Others brought into office included Voyle Gilmore as first vice-president, Jesse Kaye as second vice-president, Benny Carter as secretary. John Kraus was re-elected treasurer.

Gilmore retires as president. Alexander has served as a board member and NARAS secretary the past two years. Kaye was one of NARAS' founding fathers. All officers are elected for a one-year term.

Board of Governors

Twenty were elected as new members of NARAS board of governors, in the following classifications: Vocalists and singers, Jimmy Joyce and Jo Stafford; leaders and conductors, Les Brown and Axel Stordahl; a.&r. men and producers, Jesse Kaye and Alan Livingston; songwriters and composers, Lou Alder and Don Robertson; studio engineers, Al Schmitt and Ralph Valentin; instrumentalists and musicians, Arthur Herfurt and George Roberts; arrangers, Lou Busch and Pete King; art directors and literary editors, Murray Garrett and George S. Whiteman; spoken word, children's, comedy, etc., Mickey Katz and Soupy Sales; classical, Richard Jones and John Scott Trotter.

() Positions in Parenthesis indicate relative strength of stereo LP's

ON THE OCCASION OF ITS FIRST ANNIVERSARY— REPRISE PRESENTS AN EXTRAORDINARY BREAKTHRU IN THE TECHNOLOGY OF SOUND..



DUAL 35 MM 120 CMPS REPRESENTS THE ULTIMATE IN RECORDING AND MASTERING TECHNIQUE

THE ORIGINAL STUDIO RECORDING IS MADE ON 35mm MAG. FILM. THE ADVANTAGES OF THIS SYSTEM ARE, BRIEFLY:

1. **LOWER NOISE LEVEL** than can be accomplished by normal 1/4" or 1/2" conventional recording on tape at 15" per second.
2. Transport speed of magnetic film is 96 frames per minute much faster than conventional tape thus resulting in an increase in high frequency response.
3. Cross talk between channels is extremely low due to the increased physical size of the film.

IN PREPARING THE 35mm TAPE FOR MASTERING AND REACHING THE ULTIMATE PRODUCT THE FOLLOWING ADVANTAGES ARE AFFORDED:

1. The power required of the recording system and cutter-head is only 25% of normal. This results in a reverse overload capacity which means that **MORE LEVEL CAN BE RECORDED ON THE MASTER RECORD AND AT FAR LOWER DISTORTION THAN POSSIBLE BY CONVENTIONAL MEANS.**
2. An obvious decrease in apparent noise level.
3. This unique system of mastering results in an increase in the frequency response beyond that heretofore possible.
4. A much improved transient response resulting in far less distortion at the high frequencies.



SINATRA CONDUCTS MUSIC FROM PICTURES AND PLAYS • Exodus, Laura, Moon River, Tammy, An Affair To Remember, All The Way, If Ever I Would Leave You, The Girl That I Marry, Maria, Something Wonderful, Little Girl Blue, I've Grown Accustomed To Her Face **R9-6045**



MORE OF OTHER WORLDS, OTHER SOUNDS • **ESQUIVEL** • Canadian Sunset, Andalusia, Street Scene, Snowfall, Primavera, Street Of Dreams, One For My Baby, Travelin', Chant Of The Night, La Mantilla, I Get A Kick Out Of You, Dancing In The Dark **R9-6046**



SPLENDOR IN THE BRASS • **CHUCK SAGLE** • Easy Living, Playboy's Theme, When Sunny Gets Blue, Night In Tunisia, A Taste Of Honey, The Man With The Horn, Brassanctified, Bernie's Tune, The Moon Is Yellow, Love For Sale, Green Dolphin Street **R9-6047**



THE PRIMITIVE AND THE PASSIONATE • **LES BAXTER** • Little Girl Blue, Fiesta Brava, A Night With Cleopatra, Congale Slave Ship, Peking Sampa, Tenderly, Manchurian Melody, Laura, Via Veneto, A Taste Of Honey, Bird of Paradise **R9-6048**

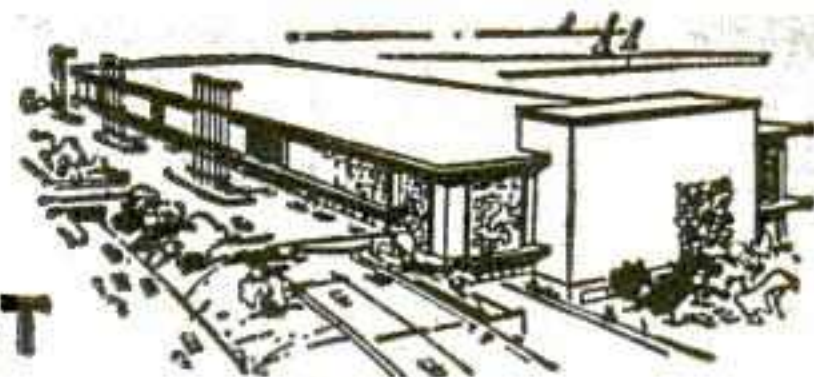
reprise records

...TO PLAY AND PLAY AGAIN

**NOW AVAILABLE FROM YOUR
LOCAL REPRISE DISTRIBUTOR**



THE MUSIC INDUSTRY
and
AN IMPORTANT EVENT...
TIED TOGETHER WITH EXCITING IMPACT



AUG. 31-SEPT. 9
MCCORMICK PLACE
CHICAGO

by the
BILLBOARD
MUSIC WEEK
SEPT. 8

World's Fair of Music & Sound Issue

Featuring
A SPECIAL ANNUAL DEALER SERVICE IN THIS ISSUE.

BILLBOARD
MUSIC WEEK

Annual Phonograph Directory

A complete listing of new phonograph product, by price categories, including detailed descriptions for each unit, for all major manufacturers. A 15-page, informative profit-packed buying guide for dealers everywhere.

Plus
A WEALTH OF OTHER SPECIAL FEATURES COVERING

Record Profit and Programming Opportunities

built around the convention and the special industry meetings and business sessions planned to coincide with the World's Fair of Music & Sound.

B-I-G E-X-T-R-A DISTRIBUTION

At the Show: Extra, Bonus distribution of this issue at all trade sessions, right from Billboard Music Week's own prominent exhibit (540A), beginning Sunday, September 2. Complete distribution to all members attending industry association meetings: ARMADA, Country Music Association (CMA), National Association of Record Merchandisers (NARM) and Society of Record Dealers (SORD).

THE TIMING IS RIGHT

Yes, THE TIMING IS RIGHT FOR YOUR ADVERTISING MESSAGE!

This issue comes at a time when dealers are buying and preparing for the Holidays. The biggest buying season is just ahead. Whether you are a Manufacturer of Phonographs, Records, Tapes, Components or Accessories, this is the time to tell and sell your story.

IMPORTANT DATES TO REMEMBER
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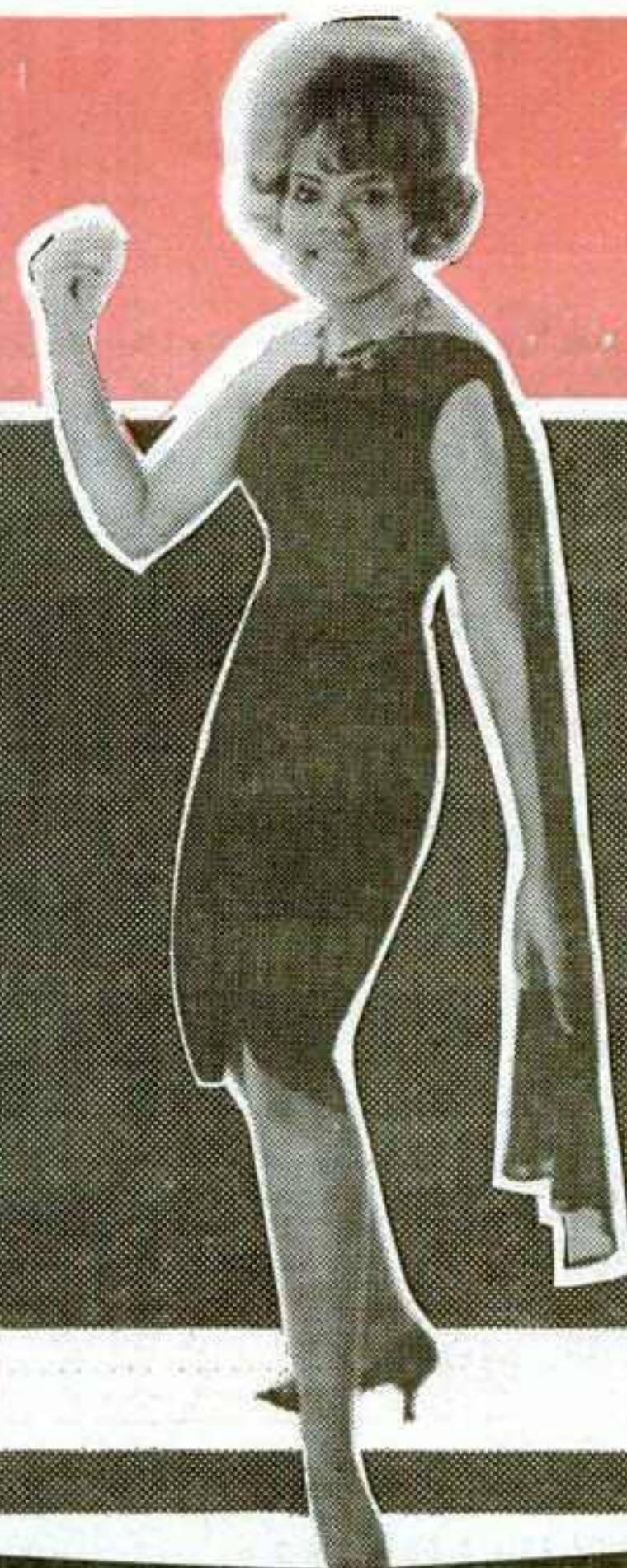
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THE NATION'S TOP TUNES

HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 18

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon, BMI	7
2	2	ROSES ARE RED	By P. Evans A. Byron—Published by Lylo (ASCAP)	9
3	4	LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	5
4	3	THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe, ASCAP	8
5	13	YOU DON'T KNOW ME	By C. Walker-E. Arnold—Published by Hill & Range, BMI	3
6	12	THINGS	By Darin—Published by Adaris, BMI	4
7	6	AHAB THE ARAB	By R. Stevens—Published by Lowery (BMI)	6
8	7	SPEEDY GONZALES	By Kaye-Hill-Lee—Published by Budd, ASCAP	7
9	5	SEALED WITH A KISS	By Udell-Geld—Published by Pogo, ASCAP	8
10	18	LITTLE DIANE	By Di Mucci—Published by Disal, ASCAP	3
11	8	YOU'LL LOSE A GOOD THING	By Barbara Lynn Ozen—Published by David-Crazy Cajun-Jamie (BMI)	5
12	19	PARTY LIGHTS	By C. Clark—Published by Ramed, BMI	4
13	25	SHEILA	By Tommy Roe—Published by Eager-Nitetime, BMI	2
14	11	WOLVERTON MOUNTAIN	By M. Kilgore-C. King—Published by Painted Desert (BMI)	9
15	9	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	12
16	26	SHE'S NOT YOU	By Pomus-Stoller-Leiber—Published by Presley, BMI	2
17	—	VACATION	By Hunter-Francis-Weston—Published by Merna, BMI	1
18	17	TWIST AND SHOUT	By P. Medley-R. Russell—Published by Mellin (BMI)	6
19	16	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	By Everly—Published by Acuff-Rose (BMI)	6
20	22	HEART IN HAND	By Jackie DeShannon-Shari Sheeley—Published by Metric, BMI	4
21	14	JOHNNY GET ANGRY	By Edwards-David—Published by Tod (ASCAP)	9
22	27	BRING IT ON HOME TO ME	By Sam Cooke—Published by Kags, BMI	2
23	29	CALL ME MR. IN-BETWEEN	By Harlan Howard—Published by Pamper, BMI	2
24	15	THEME FROM DOCTOR KILDARE	By Goldsmith-Winn-Rugolo—Published by Hastings, BMI	8
25	—	WHAT'S A MATTER BABY	By Otis-Byers—Published by Eden, BMI	1
26	10	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	14
27	30	A SWINGIN' SAFARI	By Bert Kaempfert—Published by Roosevelt, BMI	2
28	—	RINKY DINK	By Clowney-Winley—Published by Arc-Cortez, BMI	1
29	21	I NEED YOUR LOVING	By Gardner—Published by Fast-Pete (BMI)	6
30	20	DANCING PARTY	By Mann-Appell—Published by Kalmann (ASCAP)	6

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- BREAKING UP IS HARD TO DO**—Neil Sedaka, RCA Victor 8046.
- ROSES ARE RED**—Bobby Vinton, Epic 9509; Ella and Fella, Zenith 62235.
- LOCO-MOTION**—Little Eva, Dimension 1000.
- THE WAH-WATUSI**—Orions, Cameo 218; Ricki Auders, Twin Hits 2018.
- YOU DON'T KNOW ME**—Ray Charles, ABC-Paramount 10345.
- THINGS**—Bobby Darin, Atco 6229.
- AHAB THE ARAB**—Ray Stevens, Mercury 71966.
- SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502; Chet Avery, Twin Hits 2018.
- SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336; Timmy Reynolds, Twin Hits 2017.
- LITTLE DIANE**—Dion, Laurie 3134; Timmy Reynolds, Twin Hits 2020.
- YOU'LL LOSE A GOOD THING**—Barbara Lynn, Jamie 1220.
- PARTY LIGHTS**—Claudine Clark, Chancellor 1113.
- SHEILA**—Tommy Roe, ABC-Paramount 10329.
- WOLVERTON MOUNTAIN**—Claude King, Columbia 42352; Pete Reeves, Twin Hits 2016.
- THE STRIPPER**—David Rose and His Ork, MGM 13064; Contrasts, Twin Hits 2013; Ernie Freeman, Imperial 5841.
- SHE'S NOT YOU**—Elvis Presley, RCA Victor 8041.
- VACATION**—Connie Francis, MGM 13087.
- TWIST AND SHOUT**—Isley Brothers, Wand 124.
- (GIRLS, GIRLS, GIRLS) MADE TO LOVE**—Eddie Hodges, Cadence 1421.
- HEART IN HAND**—Brenda Lee, Decca 31407.
- JOHNNY GET ANGRY**—Joanie Sommers, Warner Bros. 5275; Sammy Collins, Twin Hits 2017.
- BRING IT ON HOME TO ME**—Sam Cooke, RCA Victor 8036.
- CALL ME MR. IN-BETWEEN**—Burl Ives, Decca 31405.
- THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622; Stan Getz, Verve 10260.
- WHAT'S A MATTER BABY**—Timi Yuro, Liberty 55469.
- I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garnett, Twin Hits 2012; Don Gibson, RCA Victor 0590; Gene Ammons, Argo 5417; Roy Orbison, Monument 433; Kitty Wells, Decca 30551; Tommy Zang, Hickory 1122.
- A SWINGIN' SAFARI**—Billy Vaughn, Dot 16374.
- RINKY DINK**—Dave (Baby) Cortez, Chess 1829.
- I NEED YOUR LOVING**—Don Gardner & Dee Dee Ford, Fle 508.
- DANCING PARTY**—Chubby Checker, Parkway 842; Clark Dale, Twin Hits 2019.

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MUSIC AS WRITTEN

LEE PINCUS DUE IN NEW YORK . . .

NEW YORK—Lee Pincus, son of veteran publisher George Pincus, and head of Ambassador Music, the Pincus operation in London, arrives here Monday (13) in connection with exploitation of "Niagara Theme," by British cleffer George Martin. Pincus will also discuss foreign promotion on the copyrights, "A Taste of Honey" and "Mr. Songwriter."

MAXINE STARR TO PHILLY LABEL . . .

PHILADELPHIA—New Hit Records, a subsidiary of Newtown Records, has signed Maxine Starr to a long-term pact and will issue her first disk this week. Lass has been appearing in the touring company of "The Sound of Music." She is repped by GAC.

New York

The "Tin Pan Alley Revue" will be presented at Wentworth Hall, Jackson, N. H., September 25. Show stars songwriters Henry and Charlie Tobias, Irving Fields and Moe Jaffe. . . . Buddy Bash named assistant to the publishers of the new Brooklyn Eagle. . . . Transglobal Music is distributor of Century Records in Belgium and Holland. The firm also is looking for a number of Stateside distributors. . . . Saul Lambert now handling Duke-Peacock in Philly, also the Goldie label. . . . Tommy Falcone a.&r. for Julia-Flamingo. . . . 3 Sons Records lining up distributors. . . . All royalties drawn from sale of the new "Jingle Mint Twist" on the Brandes label will be donated to the James Dean Memory Club. Circa is distributing.

Atlantic Records received an unusual call the other day when a movie producer in New Orleans asked for info on a lovely lady that appears on the cover of the Modern Jazz Quartet LP "Lonely Woman." Seems the pic people thought the chick just right for the film. Only hitch in the whole story is the girl's not in the States. The picture on the album was taken in France. . . . Carlton Records has signed Bill Frazier. . . . Rumors are that a new jazz magazine is in the making with Bob Thiele as progenitor. Dan Morgenstern and Stanley Dance figure prominently in editorial plans. . . . Hans Lengsfelder of Request Records visited Europe in behalf of his publishing interest. . . . Jimmy Myers has recorded Tony Lawrence for the Jude label doing "De Limbo Dance."

Ex-BMW'er John Sippel getting settled in his new job at Monument Records. . . . A former MCA man in Dallas, John Hitt, has formed his own talent agency in the State, Hitt Attractions. . . . Chad Mitchell Trio set for appearances at the Jackson (Mich.) Fair August 20-25; Gate of Horn, Chicago, for three weeks from September 4, a six-week Midwestern college tour and a concert at Orchestra Hall, Chi, December 28.

Carl Helm followed Judy Miller onto the deejay front promoting his Canadian-American single "I'm Not That Way." Judy just returned from pushing her newie "That's What I Call Heartaches." . . . Latest Buddy Scott single on Conquest is "I Ain't Gonna Be Your Fool." . . . Buster Bailey recently celebrated his 60th birthday. The top Dixie-swing clarinetist is playing with (Wild) Bill Davison's swingers. . . . Marna Musicant has taken over new release chores at Chancellor. . . . Del Richardson, Dean Randolph and Robby Lawrence have been signed to MGM pacts.

The Delta Rhythm Boys have changed their name to the Deltas to tie-in with the contemporary teen group sound. . . . Lawyer Jack Pearl's son Marty to Europe on business. . . . Maxine Starr, formerly with the "Sound of Music" cast, signed with New Hit Records of Philly. . . . Christy Cummins has signed with Plaza Records. . . . In Chicago, Apco Records and Jones Music have been formed by Robert L. Jones. Under contract are his five-year-old son (billed as the world's youngest deejay) and Carol Noel. . . . Larry Jones, of Bourne Music, visited in Europe with reps. . . . Philips disk due on "Shoot the Piano Player," a pic produced by Aston Pictures. . . . Brook Benton at the Howard Theater August 31-September 6. . . . David Ross new sales manager for Spoken Arts Records. . . . Detours score with long stand at the Copa.

Hollywood

A son was born last week to Harriet and Jay Lasker (Reprise Records). The 5½-pound boy was named Scott M. The Laskers have an 11-year-old daughter. . . . Nick Venet, Capitol's youthful hit-making a.&r. man, was hospitalized last week with a bleeding ulcer.

England's 16-year-old songstress-actress, Hayley Mills, flew in from London to report at Disney Studios, where she starts her sixth film for the firm Monday (6), "Summer Magic." Cast also includes Burl Ives. She is expected to record for the Disney labels while here. . . . Gregmark will issue the Paris Sisters' recording of Phil Spector's "Love You." . . . Bobby Rydell flew to San Francisco to tape a show with Tennessee Ernie Ford.

Dootsie Williams' Doot Records will release three comedy LP additions to his laugh line-up, featuring two packages of Redd Foxx fare, and one by comedienne Hatti Noel. . . . Jimmie Haskell will score the "Mr. Smith Goes to Washington" TV film series for Producer Hal Stanley. Series stars Fess Parker. . . . Gordon MacRae and Dorothy Kirsten will team their talents to record "The Student Prince" and "Desert Song" under the Capitol banner. . . . Original Sound appointed Gene Simmons to handle national promotion and customer relations.

Chicago

Ella Fitzgerald drew 15,500 for two appearances at Ravinia (18-20), while the Limelites brought out 12,700 for two per-

(Continued on page 20)

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WAY YOU ARE
Diamond 121**

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**47-I LOVE YOU THE
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Diamond 121**

**MUSIC
VENDOR**

**72-I LOVE YOU THE
WAY YOU ARE
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MUSIC AS WRITTEN

Continued from page 18

performances earlier in the month. . . . Tab Vic Taos, star of the New Blue Angel revue, for future recordings. The 24-year-old baritone, who has an M.A. in psychology, was discovered by the club's owner, Jean Fardulli.

Erroll Garner stayed over for an unprecedented one-week holdover run at the London House. According to the customers his stay could have even been longer. Bobby Gordon and his quintet in a debut engagement followed on July 31 for two weeks.

Phyllis Diller opened last week for a two-week run in "Wonderful Town" at the Melody Top Theater. This is the comedienne's first musical comedy role. . . . Bob Newhart's return to Chicago and to Mr. Kelly's drew a big showbiz crowd on opening night. Critics called him funnier than ever. His new Warner Bros. album, "The Button-Down Mind on TV," has just been released.

Vince (Dr. Ben Casey) Edwards was in town and while attending Newhart's opening, said he would return this fall to appear at the fund-raising dinner for Loyola University's School of Medicine.

The Leon Sash Quintet is currently appearing at the Velvet Heart Room of the Guest House in suburban Franklin Park. His group features three accordions. Sash on lead accordion with a bass accordion and a cello accordion backing and bass fiddle rhythm. STEVE SCHICKEL.

Pittsburgh

The Lettermen have been booked into the Vogue Terrace for the week of October 21. . . . Ketty Lester finished a four-day booking at Holiday House, with Pearl Bailey and her brother Bill headlining. Set later for Holiday House are Toni and Jan Arden, September 2; Al Martino, September 16, and Bobby Rydell, September 28. . . . The Contours spent a day here plugging their latest platter, "Do You Really Love Me?"

Recent visitors were Bobby Bare plugging his RCA-Victor platter, "Shame on Me," and the Dupres who spent four days here promoting their Co-Ed waxing of "You Belong To Me." . . . The Harry Belafonte week for the Civic Light Opera has been definitely set for August 27, according to the Opera's publicity director Bill Mazefsky and RCA Victor's Mort Locker.

Going strong locally are "Waddle" by the Bracelets, "Sherry" by the Four Seasons and Joe Dee's "Do You Really Love Me?" . . . Johnny Crawford of "Rifleman" TV fame, is due soon to plug his Delphi recording of "Your Nose Is Going to Grow."

Kennywood Park has set Les Paul and Mary Ford August 12. . . . Songstress Kathy Keegan, now at the Horizon Room, is plugging her Dayhill waxing of "No Strings."

Harry Belafonte is being paged by the Civic Light Opera as its final attraction the week of September 4. . . . Local songstress Betty Barnes made here wax debut with "Dancing Place" on the Broadway label, owned by Frank Billotta. "Have You Loved Someone?" is on the flip side.

Sonny James spent July 28 and 29 here promoting his Dot recording of "A Mile and a Quarter." . . . Porky Chedwick's "Dusty Discs" on Tim Tormey's Ruby label is the best selling LP in this area. . . . George Claire has booked the Isley Brothers into the Peppermint Lounge West on September 10. LEONARD MENDLOWITZ

Boston

Johnny Mathis, breaking records at the Salisbury Beach Frolics, revealed he will go to Peru in September, if he gets okayed, to make a movie about St. Martin de Porres. Johnny will play the Saint, who was the illegitimate son of a freed Negro slave and a Spanish grandee. . . . SRO signs are out at the Colonial Theater where the Irving Berlin musical, "Mrs. President," opens August 25. Several preview benefit performances have been set.

Jerry Scher, of Mutual Distributors, reports a smash breakout in "Theme from a Summer Place," with Dick Roman on Harmon label. He says the firm has distributed 6,000 in a short time, 2,000 going out in two days. . . . Gale Storm in for a stand at the Carousel Theater in "Wildcat." She is making hay locally with her new record, "Cottage for Sale."

Columbia's Jimmy Dean really pulling fans in at the 7,500-seater Show Bowl at Pleasure Island. . . . Bob Crewe here from New York and getting a good reception for the Veejay label recording of "Sherry" by the Four Seasons. . . . Bob Taylor, of Capitol Records, trying to get off for a bit to Cape Cod for vacation, but things keep piling up, such as trying to keep Len Weinrib's "Prez Conference" in stock, getting a push on "Rambling Rose" before Nat Cole gets in for a local show, and doing a bit of work on the Kingston's Trio's records while they're playing "Mr. Kelley's" here. CAMERON DEWAR

Cincinnati

Bob Braun, WLW deejay and radio and TV personality, whose Decca waxing of "Till Death Do Us Part" hit No. 39 on BMW's Hot 100 this week, has cut an album for Decca bearing the same title as his single click. Release is slated for early fall. . . . Dale Petite, of Is Nathan's Hit Record Distributing Company here, credits Bob Holliday, of WING, Dayton, Ohio, with breaking Gloria Dennis' Rust Records recording of "Richie" wide open in the Ohio sector. . . . George Cooper, recently appointed regional sales manager for Dot Records, covering Cincinnati, Cleveland, Indianapolis, Atlanta and Nashville areas, will continue to headquarter in Nashville, where he had served as Dot branch manager. BILL SACHS

FOLK TALENT & TUNES

By BILL SACHS

Lou Epstein, manager of Jimmie Skinner's Music Center, a headquarters for country music in Cincinnati, is in Room 364, Christ Hospital, that city, for treatment of paralysis of the arm and leg, an aftermath of a brain-tumor operation which he underwent nearly a year ago. Friends are urged to drop him a cheery note. . . . Country Johnny Mathis (United Artists) is now engaged in deejay work at KPCN, Grand Prairie, Tex. . . . Tommy Tomlinson is reported to be recuperating from a recent leg amputation. Mail addressed to him in care of the Tillman Franks Enterprises, 604 Commercial Building, Shreveport, La., will be forwarded. . . . Billie Jean Hortons new one on the Jamie label is titled "Come Back to Wichita."

With sales on his "Wolverton Mountain" (Columbia) reaching gigantic proportions, Claude King is loaded with personala that will keep him busy until the end of September. Most of the dates for King and the Wolverton Mountain Boys are being handled by W. E. (Lucky) Moeller, of the Jim Denny office. King and his unit play El Dorado, Ark., August 17; Morrilton, Ark., 18, and Fredricksburg, Tex., 25. Then follows a Canadian tour for Marlin Payne, which will also include as features Ferlin Husky and Homer and Jethro. Canadian dates are Regina, Sask., September 8; Winnipeg, Man., 10; Brandon, Man., 11; Medicine Hat, Alta., 12; Calgary, Alta., 13; Edmonton, Alta., 14; Lethbridge, Alta., 14, and Vancouver, B. C., 17. Following the Canadian trek, Claude joins Porter Wagoner for stops at Lansing, Mich., September 21; Grand Rapids, Mich., 22, and Muskegon, Mich., 23.

Jim McConnell, managing vice-president of Acuff-Rose Corporation, Nashville, announces the following talent bookings: Tex Ritter, Hank Morton, the Wilburn Brothers, Loretta Lynn, Billy Thompson and the Melody Ramblers and Kathy Perry, Yuma, Colo., August 14; Sterling, Colo., 15; Tex Ritter and Hank Morton, Wisner, Neb., August 18; Newark, Ohio, 19; Watertown, N. Y., 21 (with the Lonnie Wilson band and George Hamilton IV); Greenup, Ill., 24; Crown Point, Ind., 25; Postville, Ia., 26; Macon, Ill., 30, and Mineral Point, Wis., 31; Roy Acuff and His Smoky Mountain Gang, Benkelman, Neb., August 14; Lincoln, Ill., 29; Pana, Ill., 31; Jerry Lee Lewis, Kansas City, Mo., August 15-18; Roy Orbison, Marietta, Ga., August 18; Detroit, Mich., 24-26; Houston, 29; New Orleans, 30; Montgomery, Ala., 31; Bill Monroe and the Blue Grass Boys, Rockingham, N. C., August 18; George Hamilton IV, Meridian, Miss., August 18; Fort Dodge, Ia., 31; the Wilburn Brothers, Loretta Lynn, Kathy Perry and Billy Thompson and the Melody Ramblers, Burlington, Colo., August 18; Don Gibson (with Porter Wagoner), Peoria, Ill., August 19; West Grove, Pa., 26; the Louvin Brothers, Rossville, Ga., August 19; Richmond, Va., 25; Luray, Va., 26; Newfoundland, Pa., 30; Stoney and Wilma Lee Cooper, Aurora, Colo., August 23-25; Windsor, Ill., 30; Bill Carlisle Trio, Wilsonville, Ill., August 26; Aurora, Colo., 30-31.

Curtis Artists Productions, Goodlettsville, Tenn., last week announced the following bookings: Ernest Tubb and His Texas Troubadours, Bladensburg, Md., August 14-16; Hagerstown, Md., 17; Fairfax, Va., 18; Manassas, Va., 19; Aberdeen, S. D., 22; Lewellen,

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	16
2	2	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	13
3	5	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	8
4	6	THE COMEBACK, Faron Young, Capitol 4754	10
5	12	DEVIL WOMAN, Marty Robbins, Columbia 42486	3
6	3	SHE THINKS I STILL CARE, George Jones, United Artists 424	19
7	10	SUCCESS, Loretta Lynn, Decca 31384	7
8	11	MAMA SANG A SONG, Bill Anderson, Decca 31404	4
9	16	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	8
10	7	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	15
11	8	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	9
12	13	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	6
13	14	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	4
14	4	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	9
15	23	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	3
16	28	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	2
17	25	SLOW POISON, Johnny and Jack, Decca 31397	2
18	9	LEONA, Stonewall Jackson, Columbia 42426	5
19	18	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	9
20	24	OPEN PIT MINE, George Jones, United Artists 462	5
21	9	TAKE TIME, Webb Pierce, Decca 31380	12
22	22	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	9
23	17	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	14
24	20	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377	12
25	21	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	8
26	15	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955	10
27	-	I'M LOOKING HIGH AND LOW FOR MY BABY, Ernest Tubb, Decca 31399	1
28	27	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	3
29	-	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	1
30	26	TOUCH ME, Willie Nelson, Liberty 55439	13

Neb., 25; Lakeview, Ia., 29; and Leitchfield, Ky., 31; Ray Price and His Cherokee Cowboys, Kirby, Ga., August 16-17; Jacksonville, Fla., 18; Orlando, Fla., 20; Anderson, Ind., 26; Beeville, Tex., 29-30, and San Antonio, 31; Charlie Walker, Houston, August 29; Marian Worth, Minneapolis, August 25-26, and Carl Butler, Anderson, Ind., August 26.

Earl Scruggs, of Flatt and Scruggs, is in St. Thomas Hospital, Nashville, for surgery to quell an old hip injury sustained in an auto accident several years ago. He will be off the road at least a month. The Flatt and Scruggs group begins a campus concert tour in October and is set for concert dates at Jordan Hall, Boston, December 7; Carnegie Hall, New York, December 8, and Town Hall, Philadelphia, December 9. . . . Charles Wright, Dallas agent, now in new quarters at 706 North Bishop, that city, reports that he is presently scouting material for three new c.&w. artists scheduled for waxing sessions in the fall.

Joy Mills, of Canton, Ohio, has launched his own label MAARC Records, with the initial release spotting Norman

Cox and the Joy Sisters on "This Band of Gold" and "On a Corner in That City." Deejay copies are available by writing to B-W Music, Inc., Box 337, Wooster, Ohio. . . . The CJLX "Red Barn Country Hayride," usually heard on CJLX, Fort William, Ont., on Saturday nights, is now being billed as "The Great Northwestern Opry," with the station slated for a power increase to 10,000 watts in the near future.

Ramblin' Lou celebrates his 15th year of broadcasting on WJL-Radio, Niagara Falls, N. Y., September 22, when the station will air c.&w. music exclusively from sign-on till sign-off. That night, Ramblin' Lou will emcee two shows at the State Theater, Niagara Falls, featuring "Grand Ole Opry's" Wilburn Brothers, Hank Locklin, Stringbean and Loretta Lynn. Lou invites artists and deejays to send him tapes of congratulations to be played on the air that day. . . . Charlie Williams, of Cliffie Stone Associates, Hollywood, has set Roger Miller for dates in Tucson, Ariz.; Los Angeles, San Francisco and Redding, Calif., following his second appearance on NBC's "Tonight" TV-er.

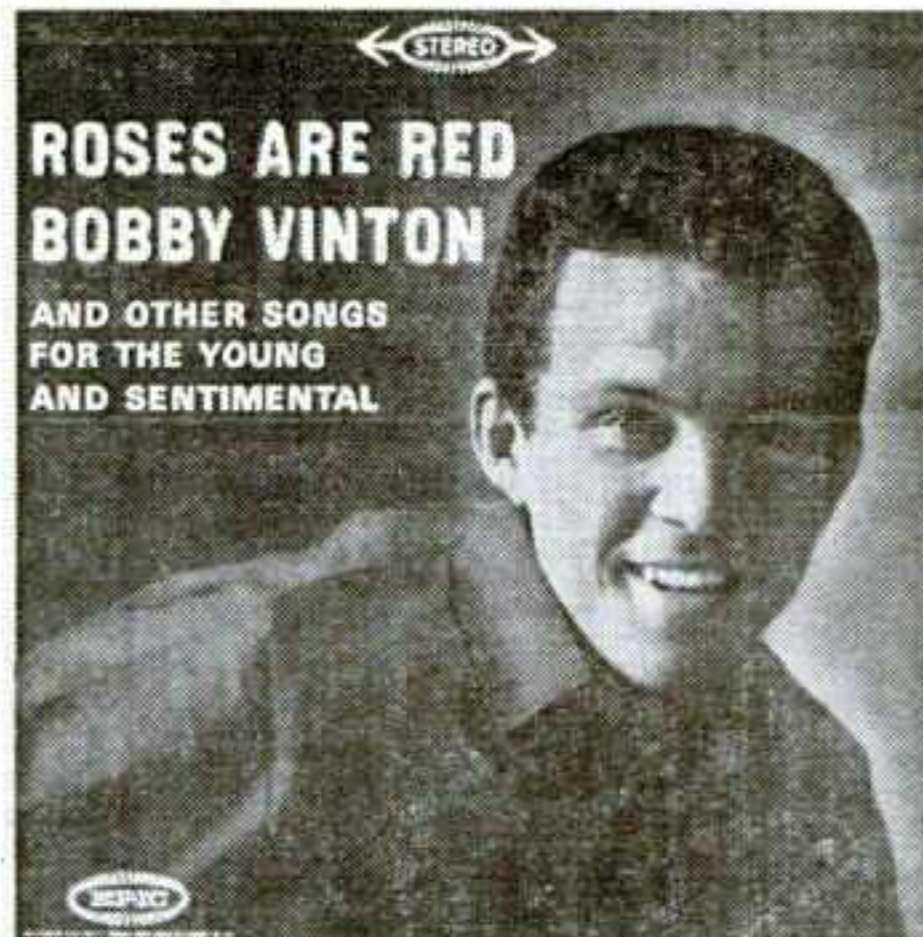
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RAIN, RAIN, GO AWAY
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BOBBY VINTON
AND HIS KING-SIZE HIT ALBUM



EPIC RECORDS

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la fama) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Argentina. Songs include 'MIDNIGHT IN MOSCOW', 'PALOMA', 'MULTIPLICATION', 'THE NIGHT I CRIED', 'EL POETA LLORO', 'NATA PER ME', 'RITMO AFRICANO', 'HIT THE ROAD JACK', 'USTED Y YO', 'CUANDO CALIENTA EL SOL'.

AUSTRALIA

(Courtesy Music Maker, Sydney) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Australia. Songs include 'WOLVERTON MOUNTAIN', 'DO YOU WANT TO DANCE?', 'SOUTHERN RORA', 'THE YOUNG ONES', 'SPEEDY GONZALES', 'DARDANELLA', 'I CAN'T STOP LOVING YOU', 'COME OUTSIDE', 'WEST OF THE WALL', 'I'LL NEVER DANCE AGAIN', 'THE MAN WHO SHOT LIBERTY VALANCE', 'I'VE BEEN EVERYWHERE', 'HAVE YOU EVER BEEN TO SEE KINGS CROSS?', 'THAT HAPPY FEELING', 'MOON RIVER'.

BRITAIN

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

Table with columns 'This Week' and 'Last Week' for Britain. Songs include 'I REMEMBER YOU', 'SPEEDY GONZALES', 'I CAN'T STOP LOVING YOU', 'GUITAR TANGO', 'PICTURE OF YOU', 'DON'T EVER CHANGE', 'THINGS', 'LITTLE MISS LONELY', 'ROSES ARE RED', 'LET THERE BE LOVE', 'RIGHT SAID FRED', 'ONCE UPON A DREAM', 'HERE COMES THAT FEELING', 'COME OUTSIDE', 'ENGLISH COUNTRY GARDEN', 'YA YA TWIST'.

Table with columns 'This Week' and 'Last Week' for Denmark. Songs include 'BREAKING UP IS HARD TO DO', 'ROSES ARE RED', 'GOOD LUCK CHARM', 'OUR FAVOURITE MELODIES', 'VACATION', 'I'M JUST A BABY', 'STRANGER ON THE SHORE', 'SHARING YOU', 'AIN'T THAT FUNNY', 'ADIOS AMIGO', 'SEALED WITH A KISS', 'GOTTA SEE BABY TONIGHT', 'FOLLOW THAT DREAM', 'DANCIN' PARTY'.

DENMARK

(Courtesy Quan Musikbureau, Copenhagen) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Denmark. Songs include 'LA NOVIA', 'HAWAII TATTOO', 'THE YOUNG ONES', 'GOOD LUCK CHARM', 'I CAN'T STOP LOVING YOU', 'I'M LOOKING OUT THE WINDOW', 'TOY BALLOONS', 'LESSON IN LOVE', 'A LITTLE BITTY TEAR', 'TANZE MIT MIR IN DEN MORGEN'.

EIRE

(Courtesy Teenage Express, Dublin)

Table with columns 'This Week' and 'Last Week' for Eire. Songs include 'I CAN'T STOP LOVING YOU', 'SPEEDY GONZALES', 'FOLLOW THAT DREAM', 'PICTURE OF YOU', 'I REMEMBER YOU', 'HERE COME THAT FEELING', 'YES, MY DARLING DAUGHTER', 'ADIOS AMIGO', 'YA YA TWIST', 'LITTLE MISS LONELY'.

FRENCH (WALLOON)

(Courtesy Juke Box Magazine) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for French (Walloon). Songs include 'UN CLAIR DE LUNE A MAUBEUGE', 'HEY MAE/WHEN THE COUSINS COME TWISTIN' IN', 'PETIT GONZALES', 'SHOUT', 'DO YOU WANT TO DANCE', 'A STEEL GUITAR AND A GLASS OF WINE'.

BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Belgium. Songs include 'UN CLAIR DE LUNE A MAUBEUGE', 'HEY MAE/WHEN THE COUSINS COME TWISTIN' IN', 'PETIT GONZALES', 'SHOUT', 'DO YOU WANT TO DANCE', 'A STEEL GUITAR AND A GLASS OF WINE'.

Table with columns 'This Week' and 'Last Week' for Holland. Songs include 'UN MEXICAIN', 'ESPERANZA', 'RETIENS LA NUIT', 'LE CHARIOT'.

HOLLAND

(Courtesy Platennieuws, Amersfoort)

Table with columns 'This Week' and 'Last Week' for Holland. Songs include 'DO YOU WANT TO DANCE', 'GOOD LUCK CHARM', 'ZWEI KLEINE ITALIENER', 'I CAN'T STOP LOVING YOU', 'HEISSER SAND/BRANDEND ZAND', 'GINNY COME LATELY', 'WONDERFUL LAND', 'LIKE I DO', 'TANZE MIT MIR IN DEN MORGEN', 'THE YOUNG ONES'.

HONG KONG

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

Table with columns 'This Week' and 'Last Week' for Hong Kong. Songs include 'SPEEDY GONZALES', 'I CAN'T STOP LOVING YOU', 'STRANGER ON THE SHORE', 'THEME FROM DR. KILDARE', 'IT KEEPS RIGHT ON A-HURTIN'', 'BREAKING UP IS HARD TO DO', 'I'LL NEVER DANCE AGAIN', 'DANCIN' PARTY', '(GIRLS, GIRLS, GIRLS) MADE TO LOVE', 'LOVER COME BACK'.

ITALY

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

Table with columns 'This Week' and 'Last Week' for Italy. Songs include 'STAI LONTANA DA ME', 'CUANDO CALIENTA EL SOL', 'DANIELA/ST. TROPEZ TWIST', 'EVELYNE', 'LA RAGAZZA COL MAGLIONE', 'LA PALOMA', 'ABAT-JOUR', 'LASCAMI IL TUO SORRISO', 'RENATO', 'TORNA PICCINA MIA', 'PINNE, FUCILE ED OCCHIALI', 'MOLIENDO CAFE', 'SELENE', 'TWISTIN' THE TWIST', 'LA VALLE SENZA ECO'.

JAPAN

(Courtesy Utamatic, Tokyo) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Japan. Songs include 'OUSHO', 'WAKAI FUTARI', 'LIMBO ROCK', 'WASURENAISA', 'MIDNIGHT IN MOSCOW'.

Table with columns 'This Week' and 'Last Week' for Mexico. Songs include 'TOO MANY RULES', 'NANGOKU NO YORU', 'AKASHIYA NO AMEGA YAMUTOKI', 'PRETTY LITTLE BABY', 'GARASU NO JOHNNY'.

MEXICO

(Courtesy Audiomusica) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Mexico. Songs include 'EL GRAN TOMAS', 'OYE (Hey There)', 'TRIANGULO', 'EL LOCO', 'CUANDO VOLVERAS', 'VAGAR ENTRE SOMBRAS', 'EDI, EDI (Steady Eddy)', 'NENA BAILAMOS TWIST', 'ULTIMOS DIAS', 'ADIOS MUNDO CRUEL'.

NEW ZEALAND

(Courtesy Verdens Gang) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for New Zealand. Songs include 'YOUNG ONES', 'THE STRIPPER', 'PICTURE OF YOU', 'I CAN'T STOP LOVING YOU', 'COME OUTSIDE', 'THE WAH-WATUSI', 'LOVERS WHO WANDER', 'ROSES ARE RED', 'WOLVERTON MOUNTAIN', 'GINNY COME LATELY'.

NORWAY

(Courtesy Verdens Gang) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Norway. Songs include 'GOOD LUCK CHARM', 'AILLE SA NER SOM A INGEBJORG', 'ZWEI KLEINE ITALIENER', 'I CAN'T STOP LOVING YOU', 'ADIOS AMIGO', 'CATERINA', 'SPEEDY GONZALES', 'I'M LOOKING OUT THE WINDOW', 'GINNY COME LATELY', 'COME OUTSIDE'.

PERU

(Courtesy La Prensa, Lima) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Peru. Songs include 'UNICA', 'UH-HUH', 'BALADA DE LA TROMPETA', 'MERCUMBRE NO. 8', 'NORMA', 'PUEBLO SIN COMPASION', 'THE MAJESTIC', 'MENTIROSA CONMIGO', 'RUNAROUND SUE'.

PHILIPPINES

(Courtesy Escalera a la fama) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Philippines. Songs include 'TONIGHT', 'BREAKING UP IS HARD TO DO', 'GOODNIGHT IRENE', 'MOON RIVER', 'WAH-WATUSI', 'PLAYBOY', 'I'LL NEVER FIND ANOTHER YOU', 'ROME ADVENTURE', 'TEENAGE SENORITA', 'SONG FROM MOULIN ROUGE'.

SPAIN

(Courtesy Escalera a la fama) *Denotes local origin

Table with columns 'This Week' and 'Last Week' for Spain. Songs include 'PERDONAME', 'LOVE ME WARM AND TENDER', 'A STEEL GUITAR AND A GLASS OF WINE', 'LINDA MUCHACHITA', 'LA BALADA DE LA TROMPETA', 'HIS LATEST FLAME', 'DANCE ON LITTLE GIRL', 'I CAN'T STOP LOVING YOU', 'TWIST EN ESPANA', 'GOOD LUCK CHARM'.

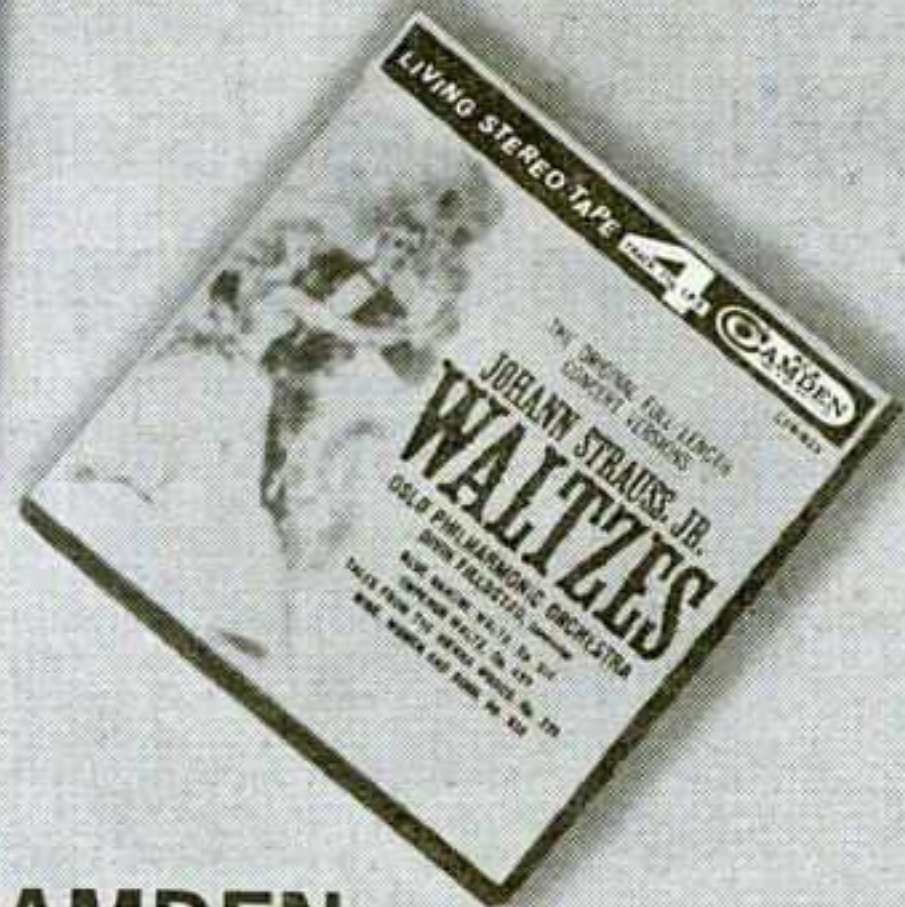
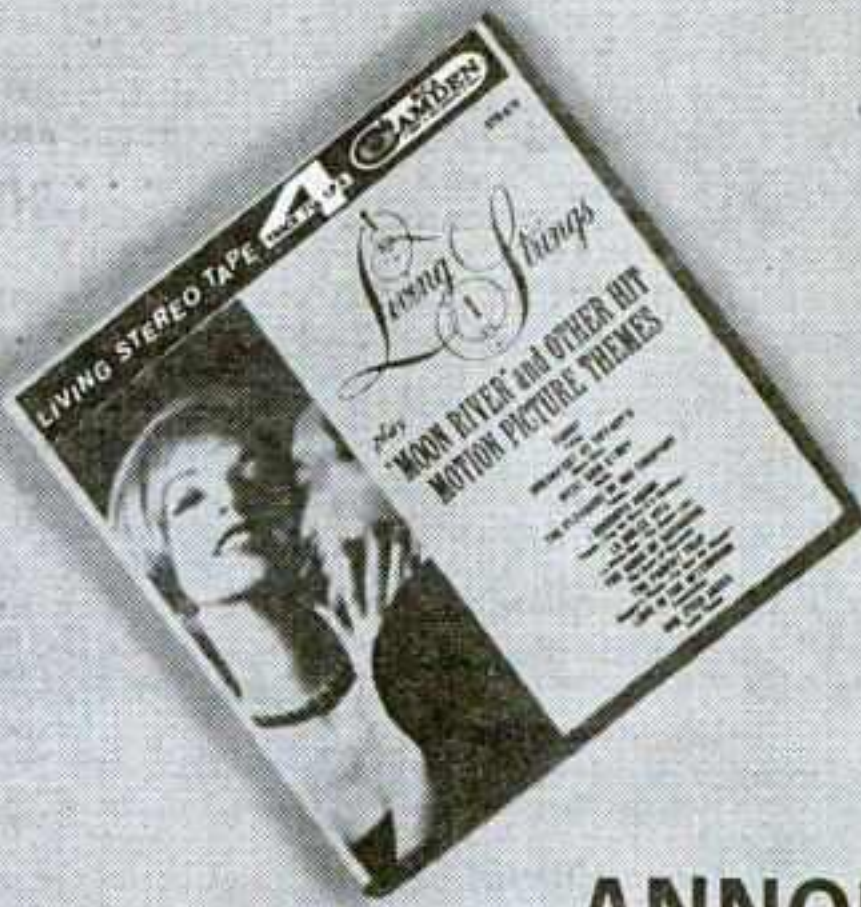
Institute Gets Crown Grant

LONDON—Government recognition of records as valuable documents has been given in the shape of a promised \$28,000 grant to the British Institute of Recorded Sound. It will not become payable until next year but it is then likely to become an annual matter. It will more than double the present income of the Institute.

Secretary Patrick Saul now plans to move the Institute to larger premises and improve facilities for hearing records from the library. It is at present located in a converted house adjoining the British Museum in the Bloomsbury area of this city. The Institute accumulates records at the rate of a thousand a month.



ROME—During a recent tour of Italy, Perez Prado was presented with a gold record award for achievements in this country's pop music field and specially for his "Patricia," which a long-standing favorite of Italian record buyers. While in the country, Prado appeared on a special TV show entitled "Incontro con Perez Prado." He also cut a new LP in which he plays a number of hits (his own and other Italian pop favorites) in Twist style.

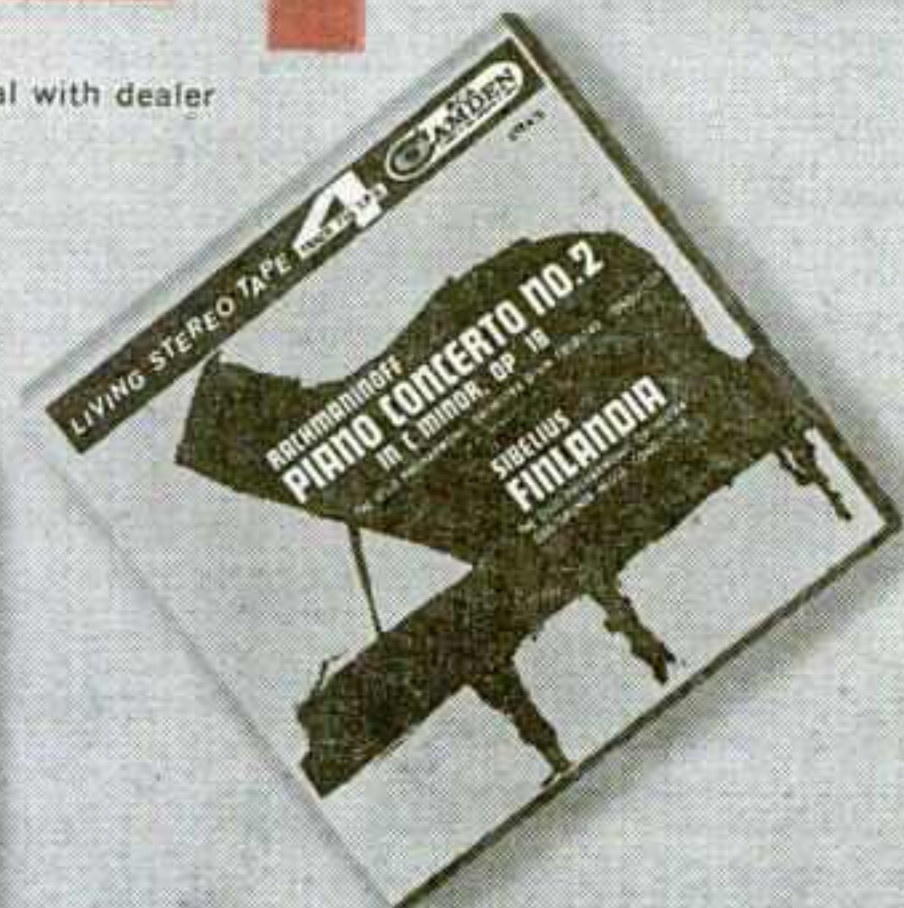


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Now...pre-recorded reel tape from RCA Camden...a high-quality, low-price tape line that uses the finest raw tape available. Same low price for both pop and classical! Initial release of eight tapes contains the cream of the "NEW SOUND" RCA Camden best-sellers.



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AMERICA'S BIGGEST ENTERTAINMENT VALUE!



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PLAN FOR IT...**

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**BILLBOARD MUSIC WEEK'S
FAMOUS . . .**

**PUT IT TO WORK
FOR YOU!**

**BILLBOARD
MUSIC WEEK**

Spotlight on
record programming
featuring
today's top record talent

*This is the valuable 8½ x 11,
slick-stock reference work
used months on end by all
record buying and exploitation
elements of the music-record
industry and featuring the
popular . . .*

ARTIST BIOGRAPHY SECTION

*offering biographical, record
and talent-buying facts on
each of the 200 best selling
record personalities.*

PLUS ADDITIONAL FEATURES OF INTEREST

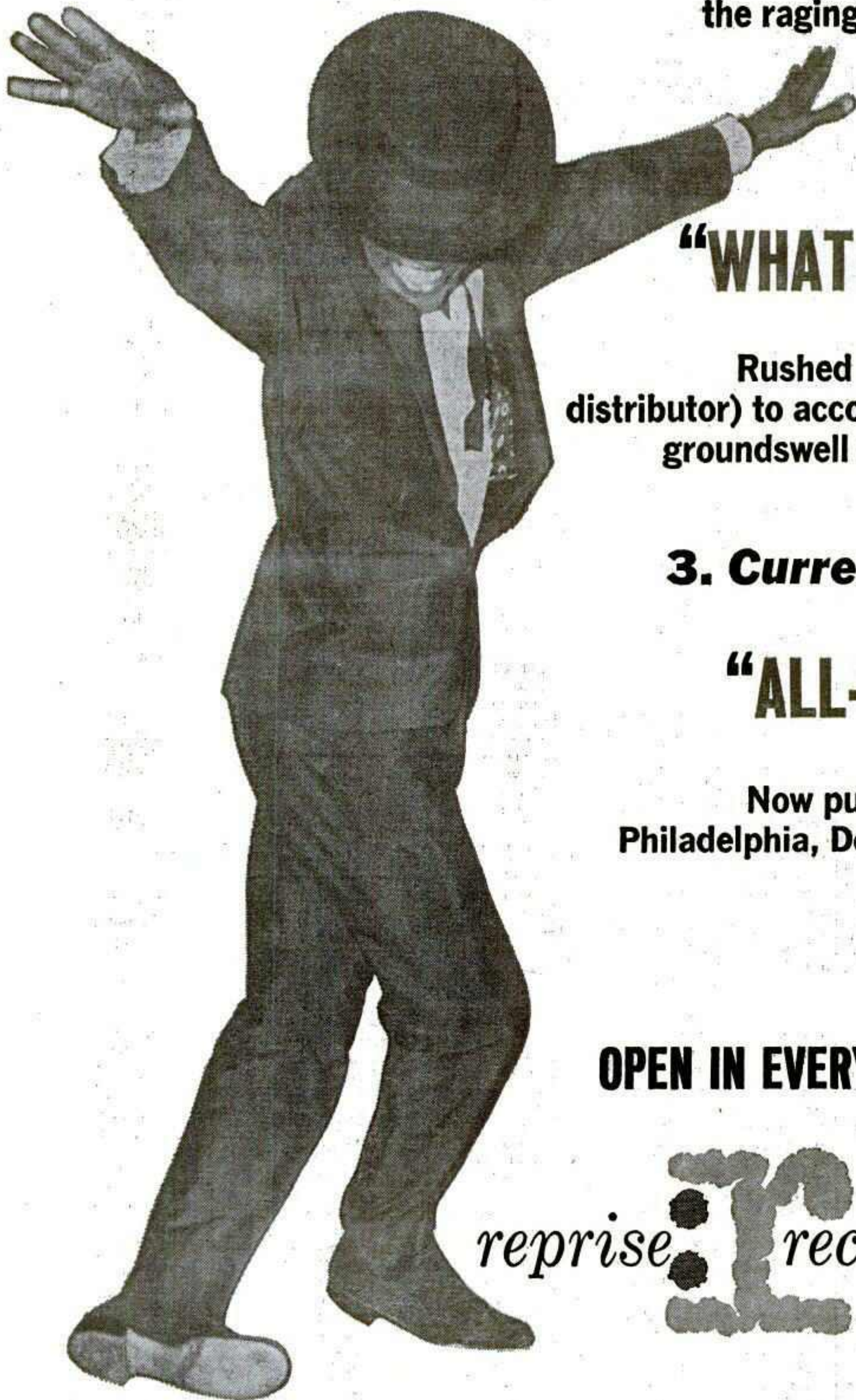
- to help disk jockeys program
- to help dealers buy and sell
- to help operators buy
and program
- to help talent buyers select the
best artists for their locations,
movies, TV shows, etc.
- to help newspaper columnists
with an unending source of
interesting, useful material

BIG BONUS FEATURE BILLBOARD MUSIC WEEK'S 15th ANNUAL DISK JOCKEY POLL

*The Top Artists . . . The Favorite
Records as selected by the
nation's Disk Jockeys including:
Favorite Singles and LP's, Favor-
ite, Most Played & Most Promis-
ing • Vocalists, Male & Female •
Vocal Groups • Instrumental
Groups • Bands • Instrumentalists*

**DATED:
SEPTEMBER 22
ADVERTISING
DEADLINE:
SEPTEMBER 6**

**Pow of the Week!
Picks of the Week!
PARLAY OF THE YEAR!**



1. Smash Single

SAMMY DAVIS, JR.'S

“WHAT KIND OF FOOL AM I”

R-20048

The only version to break it up world-wide
— 12 weeks on the charts in Europe;
the raging, runaway current hit in England.

2. Follow-Up Album

SAMMY DAVIS, JR.'S

“WHAT KIND OF FOOL AM I”

R-6051 R-96051

Rushed into release (Aug. 13 — call your distributor) to accommodate the sudden, sweeping, groundswell demand for a great new Sammy.

3. Current Album Excitement

SAMMY DAVIS, JR.'S

“ALL-STAR SPECTACULAR”

R-6033 R9-6033

Now pulverizing the charts in New York, Philadelphia, Detroit, Chicago and Los Angeles!

**ODDS-ON CINCHEs TO
CRACK CRACK CRACK WIDE
OPEN IN EVERY REGION OF THE COUNTRY!**

reprise  records

...TO PLAY AND PLAY AGAIN

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

ALBUM REVIEWS

Pop

THE BROTHERS FOUR IN PERSON



Columbia CL 1828 (M); CS 8628 (S)—The boys have become solid sellers both in person and on disks and here is their first "live" performance on record, providing the successful, concert-in-the-living room touch. Package was recorded partly at the Naval Academy and partly at Vanderbilt University in Tennessee. But the response is equally enthused from both audiences. "Rovin' Gambler," "Rock Island Line," "Midnight Special" and "Across the Sea," plus some tunes heard earlier on singles, are here.

THE WONDERFUL SOUND OF BROADWAY'S GREATEST HITS



Andre Kostelanetz and his Ork. Columbia CL 1827 (M); CS 8627 (S)—Loads of sales appeal here. A dozen outstanding tunes from Broadway hits are invested with sparkling arrangements and given typical Kostelanetz performances. The result is a natural which should enjoy potent sales. Shows represented are "How to Succeed," "West Side Story," "Camelot," "Irma La Douce," "Music Man," "Carnival," "Milk and Honey," "My Fair Lady," "Kismet," "Sound of Music" and "South Pacific." Powerful is the word for this one.

REVOLUTION IN SOUND



Les Brown and His Band of Renown. Columbia CL 1818 (M); CS 8618 (S)—Another in the now bulging catalog of "salute" albums to the big bands, except this has several unique touches. True, there are items from the Dorsey, Miller, James, Basie milieu here, but there are also items closely identified with Henry Mancini, Percy Faith, Les Baxter, Elmer Bernstein, Nelson Riddle and Lawrence Welk. The tunes are all most familiar and the big Les Brown band plays with great drive and excitement. Stereo gimmick emulates a slowly rotating bandstand, with the sound moving in from one side and gradually fading at the end of each number from the other.

TWO OF US



Robert Goulet. Columbia CL 1826 (M); CS 8626 (S)—Robert Goulet has another album here that should become a sock seller. The singer turns in heartfelt performance of a flock of cozy, intimate songs over pretty support from the Glenn Osser ork. The songs include "But Beautiful," "Where Do I Go From Here," "All of You" and "Take Me in Your Arms." Certain to appeal to Goulet's many fans.

GEORGE CHAKIRIS



Capitol T 1750 (M); ST 1750 (S) — George Maharis, Richard Chamberlain and Vince Edwards have all become important disk artists via dramatic careers and Chakiris, star of "West Side Story" on stage and film, is likely to repeat the story. The artist has a smooth, slick style that is bound to attract listeners and buyers. Beyond this, the choice of material is tops for showcasing the new, young singing talent. Tunes are mostly from the real of theater and films, past and present, including "Mr. Lucky," "I Believe in You," "Once Upon a Time," etc.

THE FARAWAY PART OF TOWN



Andre Previn, His Piano and Ork. Columbia CL 1786 (M); CS 8586 (S)—Moody, wistful and introspective piano solos by Andre Previn, backed by a lush string ork, makes this a solid item for the market. The pianist turns in expressive and winning performances on a flock of standards, including "Where Are You," "Gone With the Wind," "Over the Rainbow" and "When Your Lover Has Gone." A tasteful and nostalgic set that should score throughout the fall.

THE MUSIC OF BRAZIL!



Percy Faith and His Ork. Columbia CL 1822 (M); CS 8622 (S)—Percy Faith has always had a way with a Latin beat and on this album of music from Brazil he shows that he has not lost his rhythmic touch. The ork performs the exciting arrangements with sparkle and the sound, especially in stereo, is ear-catching. Best tracks are "Brazil," "Delicado" and "Ba-Tu-Ca-Da."

MR. PIANO



Roger Williams. Kapp KL 1290—Williams play a flock of current hits on this LP and his own singles entry "Niagara Theme" as well. The music is in the impeccable Williams groove with the pianist featured in front of an impressive bank of strings. The tunes included cover many of today's hits. "Stranger on the Shore," "Hatari" and "Al Di La"; "Misty," the "No Strings" tune and "The Sweetest Sound" are also included.

COME WALTZ WITH ME



Steve Lawrence. Columbia CL 270 (M); CS 8670 (S)—The lad has an unusual collection here that should score with his many fans. The album is composed entirely of music in three-quarter time, most of them familiar melodies. The backgrounds are lush with strings and were arranged by Sid Feller. "Remember," "Girl of My Dreams," "Fascination," a new version of "Greensleeves" and "The Endless Night" are all fine tracks.

PAT BOONE'S GOLDEN HITS



Dot DPL 3455 (M); DLP 25455 (S)—Here's Pat Boone, both old and new. That is, these are hits from all periods of his career of stardom. For instance, the current "Speedy Gonzales" leads things off. Then, too, there are "Walkin' the Floor Over You," "Johnny Will," "Big Cold Wind," "Wang Dang Taffy Apple Tango," etc. On the cover is Senor Boone in Mexicano headdress. Agreeable stuff that's sure to sell.

TONY BENNETT AT CARNEGIE HALL (2-12")



Columbia C2L 23 (M); C2S 823 (S)—This is one of Tony's best albums, recorded before an enthusiastic audience at his first one man show at famed Carnegie Hall. On two LP's the excitement of that night is recaptured with Tony singing the many songs that have become associated with him including "Just In Time," "Stranger In Paradise," "One For My Baby," and his latest "I Left My Heart in San Francisco." Double package LP makes a good sale for a dealer and dealers should sell a lot of them.

ENCORE



The Highwaymen. United Artists UAL 3225 (M); UAS 6225 (S)—The Highwaymen come through with a flock of fine readings here of a wide-ranging selection of folk songs including material from Ireland, Israel, Spain, Argentina, and the U.S.A. The songs include "Whiskey in the Jar," "Bim Bam," "I'm On My Way," and "Mighty Day." Sure to please the group's many fans, especially the college folknik set.

Jazz

MILES DAVIS AT CARNEGIE HALL



Columbia CL 1812 (M); CS 862 (S)—This is the Carnegie Hall album by the trumpeter which has been a top seller for some time. The set, reprocessed for stereo, still has some of the best Miles Davis around, with Hank Mobley, Wynton Kelly and the 21-man strong Gil Evans ork in support. "Spring Is Here," "No Blues" and "Lament" are top-flight tracks.

(Continued on page 34)

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.

POPULAR

THE BROTHERS FOUR IN PERSON—(Columbia CL 1828, CS 8628) "The Thinking Man, John Henry" (Melody Trails, BMI) (4:50)

REVOLUTION IN SOUND—Les Brown & His Band of Renown (Columbia CL 1818, CS 8618) "This Could Be the Start of Something" (Rosemeadow, ASCAP) (1:27)

GEORGE CHAKIRIS—(Capitol T 1750, ST 1750) "One Girl" (ASCAP) (2:30); "Once Upon a Time" (ASCAP) (3:00)

THE MUSIC OF BRAZIL—Percy Faith & His Ork (Columbia CL 1822, CS 8622) "Brazil" (Peer, BMI) (2:20)

TWO OF US—Robert Goulet (Columbia CL 1826, CS 8626) "Here's That Rainy Day" (Burke & Van Heusen, ASCAP) (3:10)

THE FARAWAY PART OF TOWN—Andre Previn (Columbia CL 1786, CS 8596) "Where Are You" (Feist, ASCAP) (3:09)

THE WONDERFUL SOUND OF BROADWAY'S GREATEST HITS—Andre Kostelanetz (Columbia CL 1827, CS 8627) "Tonight" (G. Schirmer, ASCAP) (2:28)

MR. PIANO—Roger Williams (Kapp KL 1290) "Al Di La" (Witmark, ASCAP) (2:48)

COME WALTZ WITH ME—Steve Lawrence (Columbia CL 270, CS 8670) "The Endless Nights" (Westside, BMI) (2:46)

PORTRAIT IN MUSIC—George Maharis (Epic LN 24021, BN 26021) "Fools Rush In" (Bregmann, Vocco & Conn, ASCAP) (3:17)

EXOTICA SUITE—Si Zentner & Ork-Martin Denny (Liberty LMM 13020, LSS 14020) "Tiki" (Asa, BMI) (2:25)

JAZZ

COLTRANE—John Coltrane Quartet (Impulse A 21, AS 21) "Out of This World" (E. H. Morris, ASCAP) (14:02)

MILES DAVIS AT CARNEGIE HALL—(Columbia CL 1812, CS 8612) "Lament" (Crossroads, BMI)

SOUTHERN COMFORT—Frank West (Prestige PR 7231) "Southern Comfort"

COUNTRY & WESTERN

FOLK SONGS OF OUR LAND—Lester Flatt & Earl Scruggs (Columbia CL 1830, CS 8630) "George Alley's F.F.V." (Peer, BMI) (3:45)

LATIN AMERICAN

TRIO LOS PANCHOS—(Columbia EX 5080) "Enamorados" (CAMPEI) (3:04)



The newest members of the Epic family...The Ames Brothers

The pick of the new releases

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

SINGLES REVIEWS

FREDDY CANNON



WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE (Roosevelt, BMI) (2:05)—**BROADWAY** (Roosevelt, BMI) (1:58)—Two rhythm sides here and either or both could be big in the wake of "Palisades Park." The first is a swinger which has a seasonal lyric. The second side sings the praises of the Gay White Way and Freddy's voice is multi-tracked against bumping, grinding beat.
Swan 4117

GARY (U. S.) BONDS



COPY CAT (Rock Masters, BMI) (2:11)—Another winner from Bonds who gives his typical exciting performance on this driving rocker that builds from the opening chord. Femme group adds the swing of the side. Flip is "I'll Change That Too" (Joy, ASCAP) (2:32). Le Grande 1020

DON GARDNER AND DEE DEE FORD



DON'T YOU WORRY (Fast-Pete, BMI) (2:57)—Strong rhythm effort here from the twosome, who sell the side with style. Gardner's rasping creates much excitement while Dee Dee joins in for the last chorus. Flip is "I'm Coming Home to Stay" (Fast-Pete, BMI) (2:57).
Fire 513

DEL SHANNON



THE SWISS MAID (Tree, BMI) (2:09)—Highly unusual tune by Shannon tells the story of a lass who dies pining for a lost love. It's smartly made record with telling orchestral touches and fine singing by the lad. Flip is "You Never Talked About Me" (Home Folks, BMI) (2:10).
Big Top 3117

DAVID BOX



IF YOU CAN'T SAY SOMETHING NICE (Acuff-Rose, BMI) (2:21)—**I'VE HAD MY MOMENTS** (Acuff-Rose, BMI) (2:13)—An exciting new voice is brought to wax by David Box who shows he can handle ballads and rhythm tunes with style on this debut disk. Top side is a sweeping pleader ballad, while second side is a real rocker. Sock ork support adds to the dinking.
Candix 339

YVONNE FAIR



YOU CAN MAKE IT IF YOU TRY (Back Beat-Conrad, BMI) (2:40)—Here's a record that could quickly turn into an r.&b. smash and should happen big in pop as well. It features the thrush in a straight talking and powerful singing performance about life and hard times. Backing here is by James Brown and the combo with words and music. Flip is "It Hurts To Be In Love." (RT, BMI) (2:30).
King 5687

VIC DAMONE



WHAT KIND OF FOOL AM I (Ladlow, BMI) (2:06)—Vic Damone sings the big ballad from the forthcoming British show "Stop the World," with warmth and emotion. Could turn into a real seller for the chanter. Flip, from his new album, is "Charmaine" (Miller, ASCAP) (2:04).
Capitol 4827

THE CREATORS



YEAH HE'S GOT IT (Tee-Kay, BMI) (2:10) — **BOY HE'S GOT IT** (Tee-Kay, BMI) (2:10)—The Creators bow on the label with a dance disk that should appeal strongly to the teen set. On the top side, the gal lead comes through with a swinging vocal, while the flip is an instrumental version of the same tune with chorus breaks and organ lead. Solid Mashed Potato rhythm wax.
Philips 40085

BOBBY VINTON



RAIN, RAIN GO AWAY (Regent, BMI) (2:55)—Bobby has a natural smash as a followup to his "Roses Are Red." The tune is sung with much warmth and tells a touching story about a childhood sweetheart who asks to be set free. The flip is "Over and Over" (Pageant, BMI) (2:15).
Epic 9532

THE CHORDETTES



IN THE DEEP BLUE SEA (Cedarwood, BMI) (2:22)—**ALL MY SORROWS** (Highridge, BMI) (2:24)—Both sides of this new Chordettes' dinking have a chance. The topper is a folk-flavored ditty penned by Marijohn Wilkin and sung appealingly by the gals; flip is the familiar folk effort that could happen again via this fine reading.
Cadence 1425

RAMONA KING



ORIENTAL GARDEN (Briarcliff, BMI) (2:09)—An unusual and left waxing may have enough going for it to happen. It spotlights a bewitching vocal by the lass over an intriguing backing by the combo and chorus. Teen-slanted wax. Flip is "Soul Mate" (Briarcliff, BMI) (2:08).
Eden 3

Country & Western

WEBB PIERCE



SOONER OR LATER (Cedarwood, BMI) (2:25)—**COW TOWN** (Ritter, BMI) (2:26) — Two fine sides by the chanter. First up is a neatly done weeper, penned by Pierce himself and Mel Tillis. Sincere delivery sells this. Flip is a bright ditty about the lad's home town back in Texas. Both can click.
Decca 31421

HANK SNOW



ANCIENT HISTORY (Cedarwood, BMI) (2:24)—**I'VE BEEN EVERYWHERE** (Hill & Range, BMI) (2:32)—Snow applies his warm pipes to a particularly good piece of weeper material here which should certainly move. Flip, with almost equal power, is a Westernish tune, with contrasting tempi. Watch both.
RCA Victor 8072

SPECIAL MERIT SINGLES

BUDDY HOLLY

★★★★ **WAIT TILL THE SUN SHINES NELLIE**
★★★★ **REMINISCING** (Nor-Va-Jak, BMI) Coral 62329

THE AMES BROTHERS

★★★★ **LOVE IS AN OCEAN OF EMOTION** (Benjamin, ASCAP) (2:30)
★★★ **LOVE ME WITH ALL YOUR HEART** (Peer, BMI) (2:07)

EDDIE FISHER

★★★★ **ANOTHER AUTUMN** (Chappell, ASCAP) (2:38) Trans Atlas 698

Pop Talent

TONY MITCHELL

★★★★ **WRITE ME A LETTER** (Edgar, BMI) (1:55)
★★★★ **CANDLE IN THE WIND** (Trinity, BMI) (2:13) Canadian-American 143

LORI AND LEE

★★★★ **LITTLE THINGS** (Beverly, BMI) (2:36)
★★★★ **(ALL OF A SUDDEN) MY HEART SINGS** (Leeds, ASCAP) (2:12) Columbia 42517

★★★★ STRONG SALES POTENTIAL

BUDDY HOLLY

★★★★ **Wait Till the Sun Shines Nelle**—CORAL 62329—Here's the oldie, done in a highly distinctive rockabilly style by Holly. He gets a smart backup from his combo and a vocal group. Holly fans should dig this side, not previously released. (P. D.)

★★★★ **Reminiscing**—Here's one of two previously unreleased sides which find the late Buddy Holly working with the swinging tenor man, King Curtis. The chanter still has a wonderful touch on this medium beater. He displays an interesting fillip of a semi-yodel here. Should get a lot of play. (Nor Va Jak, BMI)

AMES BROTHERS

★★★★ **Love is an Ocean of Emotion**—EPIC 9530—Here's a Latin-type tune that's sung with style by the Brothers. It has a bit of a Calypso flavor and features impressive guitar work. (Benjamin, ASCAP) (2:30)

★★★★ **Love Me With All Your Heart**—This is an English language version of an overseas hit. The boys sing the ballad in grand style while vocal chorus and fine piano fills embellish the background. It's their first for the label. (Peer Int'l, BMI) (2:07)

(Continued on page 40)

SINGLES REVIEW POLICY

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

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

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

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

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

bringing home a winner
with their
first single release:
Love Me With All Your Heart
(Cuando Caliente El Sol)
c/w Love Is an Ocean of Emotion—E-9530



Plough's Music-by-IBM Plan Bows in With Admen Contest

NEW YORK — The Plough Broadcasting Company kicked off its new electronically controlled musical programming format last week with a "Name the sound" contest for advertising agency time buyers.

The new format (result of a year-long study) will be introduced first on Plough's Chicago (WJJD) and Boston (WCOP) outlets this month. Ultimately it is expected that the format will be adopted by all five Plough stations.

Harold Krelstein, president of the Plough chain, had a special 12-inch LP made up—featuring an air check of the new sound which has been "sneak previewed" by Plough during the past few months. This LP was sent to 1,600 time buyers last week so that they could hear how the new sound projects in actual broadcasting.

Judging Group

The winning name will be selected by a panel of judges from Capitol, Columbia, Decca, RCA Victor and the Radio Advertising Bureau. The contest, which ends August 31, offers more than 1,000 prizes (totaling \$9,000) including an \$895 Magnavox radio-phonograph stereo set, an Ampex stereo tape recorder, and a flock of other radio-TV and phono awards.

Commenting on the development of the new sound, Krelstein said the form "began with a concept and a statistic."

The concept: most of America's most popular musical (disk) performances have a substantially uniform rhythmic pattern. The statistic: the U. S. record industry sold \$513,000,000 worth of musical records last year. More than 80 per cent was in records with much the same rhythmic pattern featured in a new format.

First Plough assembled the entire record catalogs of every important manufacturer in the U. S. and Europe. Then a team of 30 music professionals—band leaders, sidemen, music teachers—analyzed each album and selected those sides featuring the tempo and melodic elements demanded by the rhythmic pattern of the new format.

"Many albums yielded only a single acceptable performance," said Krelstein. "Hundreds produced none."

Performances by such divergent artists as Carlos Montoya, Paul Anka, Si Zentner and Arthur Fielder were among those okayed by the committee. Then each accepted track was punched into the Plough Radio IBM system, and a mathematician developed the formula that IBM used "to provide the proper balance between instrumentals and vocals, between the music that runs and the music that saunters."

More than 60,000 separate sides are cataloged on IBM cards to produce this "master formula" — a formula described by Krelstein as "music that creates alertness, a do-something, up-beat attitude."

In addition to catalog items, new releases will be added to the system regularly provided they meet the rhythm requirements of format.

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:

Which foreign recording artist has the best potential for the U. S. disk market?

THE ANSWERS:

F. BRUCE PARSONS JR.
WTID, Newport News, Va.

I believe that England's Frankie Vaughn has a good chance and best potential for the U. S. disk market. There are several reasons. Vaughn sings more like an American than he does like one of the Queen's subjects. He sounds a bit like Jolson and has the drive of Steve Lawrence. Vaughn is now recording with Philips and this company has top-notch distribution. Watch for Frankie Vaughn to rise in popularity in the U. S. A. within the next 365 days.



J. A. DAVENPORT, III
WFOM, Marietta, Ga.

Who else but Caterina Valente! She is an international star whose talent and charm knows little, if any, language barrier. Her extraordinary voice range, vocal range, personality and versatility certainly should rate her potentially a great recording star in the U. S. disk market. Caterina, who is already an established star in Europe, has recently made several impressive appearances on the Perry Como Show. I deeply feel the combination of Caterina Valente's amazing voice, plus some good material, would make her the top foreign recording artist in the U. S. disk market.



AM AIR CROWDING BACK TO \$\$ & CENTS—COLLINS

WASHINGTON—The hard dollar problems of AM radio stations must be considered when the overcrowding of the service is studied in a joint industry-FCC conference. The point was strongly made by President LeRoy Collins of the National Association of Broadcasters, who said no study of overpopulation of AM could be "honest and complete" without a look at the economics involved.

Collins emphasized that any cure for both the overcrowding and the economic squeeze in the AM service must be "wholly compatible with our system of free broadcasting." He said the NAB codes of good practice need enforcement as never before to avoid government dictation on one hand and "jungle law" for broadcasters on the other. The industry "desperately needs to do better," Collins told a joint meeting of Georgia and South Carolina broadcaster associations.

Blame for poor AM programming was laid at the door of Federal Communications Commission's past policy of almost "limitless" granting of radio licenses. The crowding made the AM band susceptible to dog-eat-dog tactics, and

some stations were forced to cheapen program standards in order to stay in business, said Collins.

Collins lit into the argument that any study of the AM band by industry in concert with government would reduce radio to a "regulated public utility, with rates being set by the government." Collins said this argument was a "straw man" set up and then knocked down by those who use the maneuver to get applause.

NAB Wants Time to Study FCC Reforms

WASHINGTON—More time to comment on the proposed broadcast-scale changes in the FM radio service was requested by the National Association of Broadcasters last week. NAB, requesting extension of FM comment deadline at least to October 1, reminded the Federal Communications Commission that the fate of existing FM stations operating with more than the maximum power specified for their class under the new rules is one of the big questions to be studied.

NAB is reactivating its Ad Hoc Committee on FM Allocations to study the situation. The group will frame comments on the new FM broadcast rules proposed by FCC and the suggested table of assignments for commercial FM channels, based on new mileage separations and paralleling TV's 89-channel allocations table. Under the new plan, up to 15 FM stations would be licensed to major metropolitan areas, the number diminishing according to population, to one or two stations for smaller cities. (Billboard Music Week, August 4.)

BALLOTS IN MAIL FOR BMW POLL

NEW YORK—Official ballots are in the mail this week to thousands of disk jockeys and program managers for BMW's 15th Annual Record Artists Popularity Poll. Those who do not receive ballots are invited to send their names on station letterheads to: DJ Poll, Billboard Music Week, 1564 Broadway, New York 36, N. Y. Results of the poll will be published in the fall issue of BMW's semi-annual Programming and Talent Supplement, Saturday, September 22.

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.

BOB BRAUN (Decca)



PERSONAL MANAGER: Ricar Productions, New York. **REAL NAME:** Robert Earl Brown. **BIRTHDAY:** April 20, 1929. **HOME TOWN:** Ludlow, Ky. **EDUCATION:** Studied voice and drama at Conservatory of Music, Cincinnati. **BACKGROUND:** Though not widely known nationally, Bob Braun's career has blossomed in the Midwest area. For the past five and a half years Braun has won a wide following as emcee, singer and a Hugh Downs-type on the Ruth Lyons "50-50" Club" show, which is simulcast over WLW, Cincinnati, and Crosley Broadcasting's four-city network. He also has appeared at night clubs in the Cincinnati area. Braun has had several records released locally, including a waxing of "Till Tomorrow" about two years ago, which was a solid regional hit and reportedly sold over 10,000 copies. His current disk, spinning on the Decca label, called "Till Death Do Us Part," is his first national hit. Recently in New York to record an album for Decca, Braun also met with various show business representatives to negotiate for top TV guest shots and a picture deal. The new LP will contain a tune clefted by Ruth Lyons called "Wasn't the Summer Short?" previously recorded by Johnny Mathis.

LATEST SINGLE: After only five weeks on the Hot 100, Braun's hit single, "Till Death Do Us Part," streaks into the No. 39 spot as a Star Performer.

BOBBY BARE (RCA Victor)



PERSONAL MANAGER AND BOOKING OFFICE: Cliffie Stone Associates. **BIRTHDAY:** April 7, 1935. **HOME-TOWN:** Ironton, Ohio. **BACKGROUND:** Bobby Bare started singing professionally on a television show in Charleston, W. Va., when he was 17. His recording success began with a contract to record for Fraternity Records. For Fraternity, Bare came up with a smash single, "All American Boy," in the late 1950's. Since then he has appeared on many TV shows, including "The Ed Sullivan Show," "American Bandstand," and on Cliffie Stone's local TV programs, "Hometown Jamboree" and "Town Hall Party." The versatile young man is also a songwriter and has penned tunes that have been recorded by such noted country artists as Ferlin Husky, Rose Maddox, June Carter, Billy Walker and others. He also wrote three of the rock 'n' roll songs featured in the recent motion picture, "Teenage Millionaire," starring Chubby Checker. Bare was signed to an RCA Victor recording contract a short time ago and his initial Victor release is currently a hot chart item.

LATEST SINGLE: "Shame On Me" is bringing Bobby Bare back into the recording limelight.

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 August 19, 1957

1. Teddy Bear, Elvis Presley, RCA Victor
2. Love Letters in the Sand, Pat Boone, Dot
3. Tammy, Debbie Reynolds, Coral
4. Bye Bye Love, Everly Brothers, Cadence
5. Searchin', Coasters, Atco
6. Diana, Paul Anka, ABC-Paramount
7. Rainbow, Russ Hamilton, Kapp
8. I'm Gonna Sit Right Down, Billy Williams, Coral
9. White Silver Sands, Don Rondo, Jubilee
10. So Rare, Jimmy Dorsey, Fraternity

POP—10 Years Ago August 16, 1952

1. Auf Wiederseh'n Sweetheart, V. Lynn, London
2. Half as Much, R. Clooney, Columbia
3. Botch-A-Me, R. Clooney, Columbia
4. Wish You Were Here, E. Fisher, RCA Victor
5. Here in My Heart, A. Martino, BBS
6. Delicado, P. Faith, Columbia
7. Walkin' My Baby Back Home, J. Ray, Columbia
8. High Noon, F. Laine, Columbia
9. Maybe, P. Como-E. Fisher, RCA Victor
10. Sugarbush, Doris Day-F. Laine, Columbia

RHYTHM & BLUES—5 Years Ago—August 19, 1957

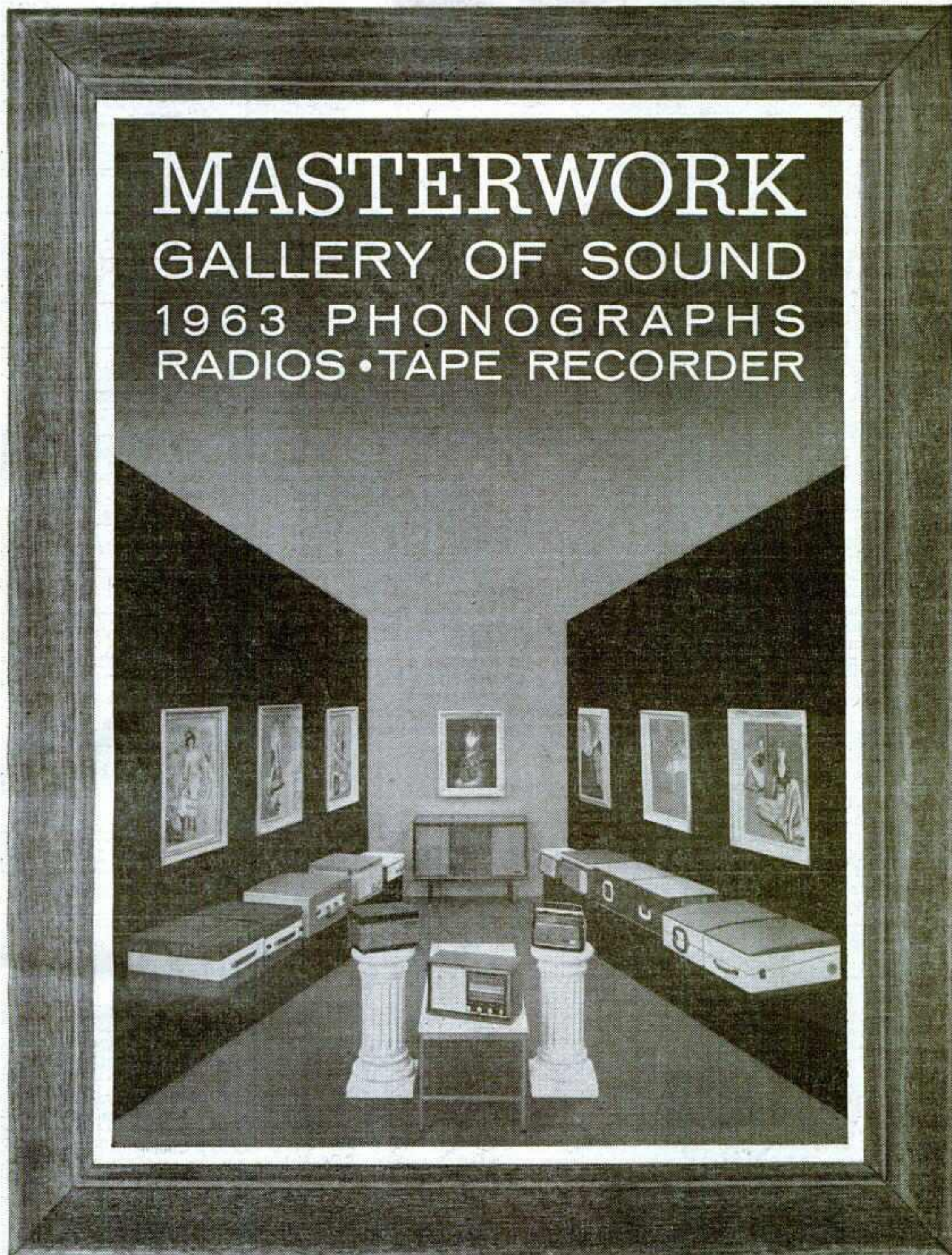
Searchin', Coasters, Atco
Teddy Bear, Elvis Presley, RCA Victor
Short Fat Fannie, Larry Williams, Specialty
Send for Me, Nat King Cole, Capitol
Bye Bye Love, Everly Brothers, Cadence

Whispering Bells, Del Vikings, Dot
Stardust, Billy Ward, Liberty
Jenny Jenny, Little Richard, Specialty
Long Lonely Nights, Clyde McPhatter, Atlantic
To the Aisle, Five Satins, Ember

when answering ads . . .

Say You Saw It in Billboard Music Week

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Here's the profit line you've been waiting for! It's a short line — it's a compact line! Every model has features galore and is built to fill the price brackets where, statistics show, you do the most volume. Beautifully designed and brilliantly engineered, Masterwork products are supported by service, promotion and advertising. For complete sales and merchandising information on the money making line of the year contact your local COLUMBIA RECORD DISTRIBUTOR.

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FROM THE
MASTERWORK LINE
WHERE PRICES
AND FEATURES
ARE UNBEATABLE



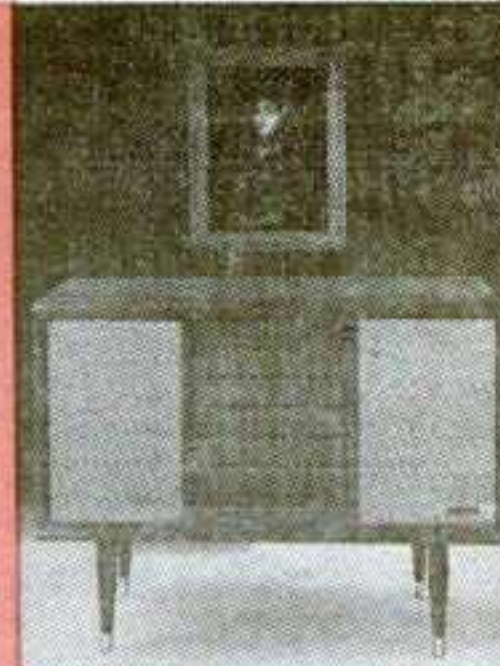
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RADIO-PHONOGRAPH
COMBINATION**

- CAN BE SOLD FOR
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- Full AM Broadcast Band
 - 5 Tube U.S. Built Radio Chassis
 - 8" Speaker
 - 4 Speed Phonograph
 - Turnover Cartridge — Two Sapphire Needles
 - Photo and Radio Play with Lid Down



**STEREO
TWIN UNIT
PORTABLE**

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LESS THAN \$100.00
- 2-8" — 2-4" Speakers
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 - 4 Controls



**STEREO CONSOLE
FM/FM-STEREO-AM**

- CAN BE SOLD FOR
LESS THAN \$250.00
- 42" Oiled Walnut Hardwood Cabinet
 - 8 Speakers — 6 Controls
 - Deluxe Automatic Changer with 11" Turntable
 - Automatic Frequency Control
 - Ceramic Cartridge with Diamond and Sapphire Needles

MASTERWORK PRODUCTS—Created by COLUMBIA RECORD DISTRIBUTORS, 111 Fifth Avenue, New York 3, N.Y.

VOX JOX

By JUNE BUNDY

After a year of free-lance production and program consultation work in Southern California, Tony Brooks has returned to the Southern broadcasting scene. He joins WMYB, Myrtle Beach, S. C., next month as program director. . . . Guy Travers, co-host of the afternoon show, "Musictown," at WAYE, Baltimore, has added a 7-9 a.m. seg to his schedule. . . . Michael Ruppe Jr., advertising-sales promotion manager for KYW, Cleveland, for the past year, has changed posts and is again heading up public relations for the outlet.

Lou Johnson has joined WLIS, Saybrook, Conn., and long-time afternoon jock Paul Sidney of the same outlet has moved into a morning time slot. . . . Bob Howard, WNEW, New York, and his frau, Amanda, are parents of a seven-pound four-ounce boy, Rodger, who was born Friday, the 13th. . . . Glenn C. Lewis has returned to WLSL, Roanoke, Va., after a two-year tour with the U. S. Army and the Armed Forces Radio Network in Europe. Lewis, known on WLSL as "The Voice of the Turtle," has taken over the 7-10 a.m. time period. Also new at WLSL, according to program director John Willett, is "Surrounding Sound," a new technique to improve sound quality which is being syndicated around the country to one station in each area.

George (Hound Dog) Lorenz, syndicated deejay and another veteran jockey, has kind words for others in the music industry. He writes, "We never get over the ingenuity of promotion men in our business. For example, about a week back Bob Skaff sent out fortune cookies to the trade to promote his Liberty album 'The Road to Hong Kong.' When you broke open the cookie there was a message asking that you promote it (the LP.) Next Herb Linsky comes up with plastic birds. He is shipping 25,000 to various parts of the country to promote, naturally, 'The Bird Man' by Burt Lancaster (star of 'Bird Man of Alcatraz,') and the Highwaymen. It just goes to prove that old, old adage that the national promotion man is sure worth his salt—spelled M-O-N-E-Y."

PRAISE FROM CAESAR: Veteran spinner Paul Drew, WAKE, Atlanta, writes: "While on vacation I listened to a lot of radio. We drove 2,000 miles in all. The best I heard was Lee Allen, 'The Horn,' at WXYZ, Detroit. The best idea was the WCHB 'Teen Board,' because they borrowed the idea from our WAKE Teen Panel, created by Tuddie Herbert (formerly Bernice Judis, long-time manager of WNEW, New York). It's certain to win an award for being one of this or any year's outstanding programs. The best over-all sound I heard was WBAC, New York, followed by WLW, Cincinnati."

Storer Earnings Hit \$1.48 a Share For Half of '62

MIAMI BEACH, Fla. — Storer Broadcasting Company earnings hit \$1.48 a share for the first six months of 1962, compared to 82 cents a share for the same period last year.

Net income after taxes for the first six months was \$3,618,366, compared to \$2,032,501 last year. This year's profits included a capital gain (net after taxes) of \$912,863 resulting from the sale of station WWVA, Wheeling, W. Va.

Storer also reported that its earnings (after taxes) for the second quarter of 1962 were \$1,466,770 or 60 cents a share, compared to \$977,083, or 39 cents a share in 1961.

A company spokesman said that this year's second-quarter earnings from radio and television operations were a record for the company in the April-June period. Storer owns and operates five television and seven radio stations in Detroit, Cleveland, Toledo, Milwaukee, Atlanta, Philadelphia, Miami, New York and Los Angeles. It also owns the Miami Beach Sun Publishing Company.

CLEVELAND DJ'S MOVE TO TOLEDO

TOLEDO — Radio Station WTOD has added two noted deejays both formerly with KYW in Cleveland. They are Joe Mulvihill, who will have the 9 a.m. to 12 morning show on the station, and Swing Sweeney, who will follow Mulvihill in the 12 to 3 p.m. slot.

BILLBOARD MUSIC WEEK		EASY LISTENING	
This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	ROSES ARE RED, Bobby Vinton, Epic 9509	11
2	3	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	4
3	8	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	3
4	2	THE STRIPPER, David Rose and His Ork, MGM 13064	15
5	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	13
6	7	HEART IN HAND, Brenda Lee, Decca 31407	7
7	9	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	5
8	10	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	5
9	5	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	12
10	6	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	16
11	11	ROUTE 66 THEME, Nelson Riddle, Capitol 4741	12
12	—	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	3
13	12	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	10
14	15	TILL DEATH DO US PART, Bob Braun, Decca 31355	5
15	13	AL DI LA', Emilio Pericoli, Warner Bros. 5259	14
16	—	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	2
17	—	TEEN AGE IDOL, Rick Nelson, Imperial 5864	2
18	17	A TASTE OF HONEY, Martin Denny, Liberty 55470	6
19	20	ABOVE THE STARS, Mr. Acker Bilk, Atco 6230	6
20	—	LOVE ME AS I LOVE YOU, George Maharis, Epic 9522	3



DON'T CRY, MR. BEETHOVEN...

We know how upset you and the other great masters become when your names, and those of your great compositions, are mispronounced. We have the answer to the pronunciation problem.

Radio Stations, Record Dealers, Libraries and Educators are enthusiastic about the new long-playing record, "Pronouncing The Classics." It takes the guesswork out of mispronouncing the names of classical composers, compositions and recording artists.

It's New! It's Available Now!

Produced by Record Source International, a division of Billboard Music Week, as a service to the record industry to promote additional interest in the classics.



12" LP with recorded pronunciations of the names of 1000 composers and their most well-known compositions, and the names of 200 prominent classical performing artists. Narration by T. A. McEwen, Classical Division of London Records. Preparation of material by John Coveney, Angel Records.

With each LP, this 28-page booklet cross indexing all printed names with the band and number of the spoken pronunciation on the LP.

For details, prices contact:
Miss Caroline Collett, General Manager

RSI
RECORD SOURCE INTERNATIONAL
1564 Broadway, New York 36, N. Y.



SET YOUR SIGHTS ON



LN 24021/BN 26021* A deluxe portrait package of wonderful love songs with brilliant performances by George Maharis—guaranteed blockbuster!



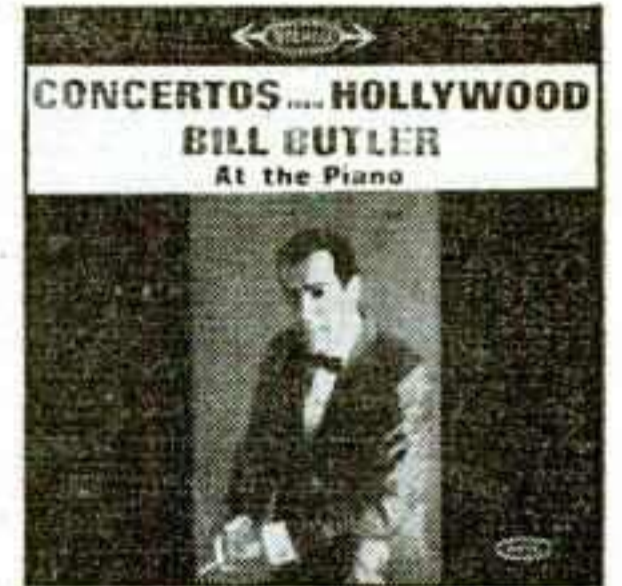
LN 24010/BN 26010* Two sides of the great Buddy Greco—warm, sentimental and intimate—intense, exciting and swinging.



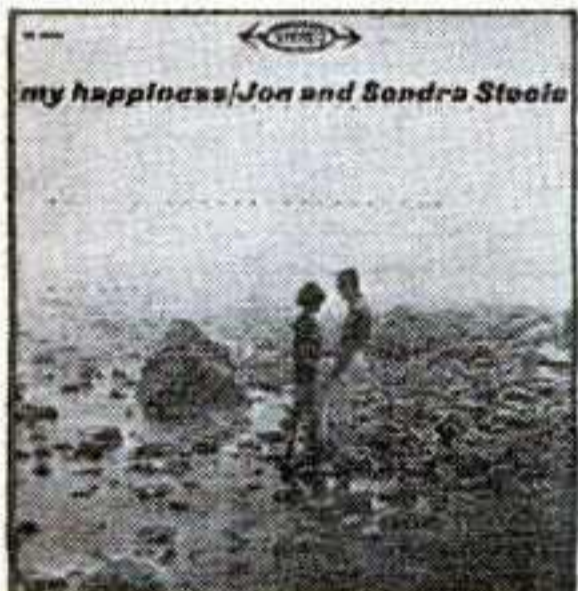
LN 24009/BN 26009* A must for the millions who bought Roy's great hits as singles.



LN 24016/BN 26016* The "Dancing Pianos" of Lester Lanin with fourteen songs from the biggest and most recent Broadway hits.



LN 24014/BN 26014* Sophisticated, romantic and lush orchestra arrangements and the thrilling piano artistry of Bill Butler.



LN 24003/BN 26003* Elegant and robust treatments of twelve great songs by the duo who made "My Happiness" a million seller.



LN 24005/BN 26005* The debut album of Nikki Price, the most promising young singer to come along in years.



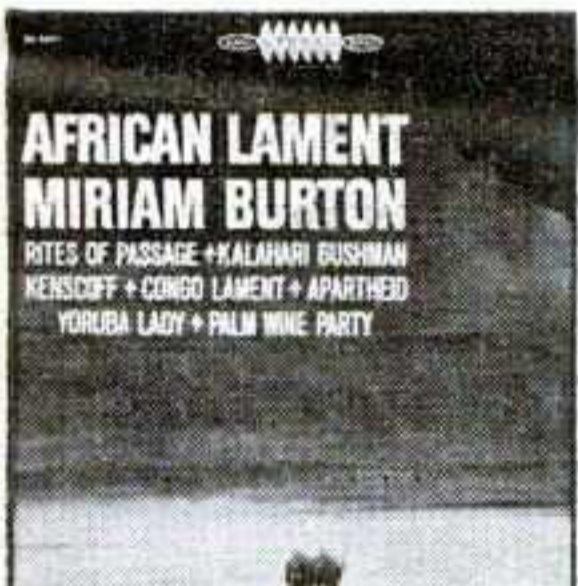
LN 24013/BN 26013* Songs from all over the world by Canada's leading folksingers.



LN 24015/BN 26015* Ralph Burns, one of the most tasteful and imaginative arrangers around, with an album great for dancing or just listening.



LN 24017/BN 26017* Eighteen famous recitations by the "Toastmaster General" of the United States—George Jessel.



LN 24011/BN 26011* The fantastic voice of Miriam Burton heard in musical sketches of Africa; a striking album cover.



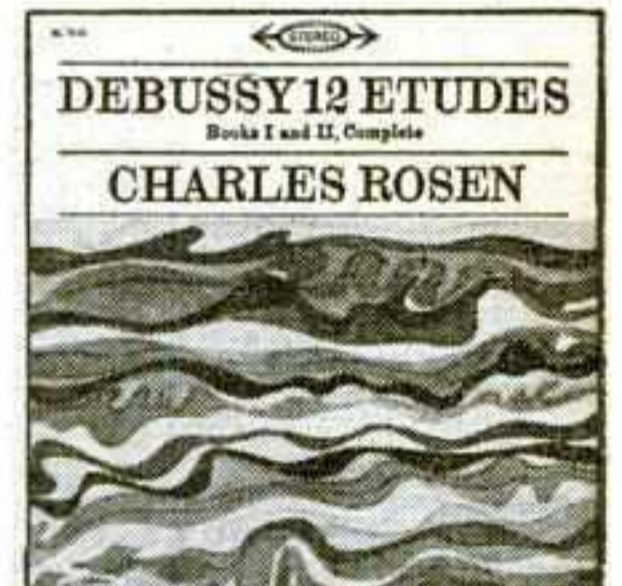
LA 16026/BA 17026* A tribute by the great Billy Butterfield to the greatest of them all—Bix Beiderbecke.



LC 3818/BC 1153* The world's greatest exponent of the classical marimba in a program of works by Telemann, Bach and modern composers.



LC 3841/BC 1241* Top soloists in works of classic beauty; the only stereo recording of the Strauss concerto.



LC 3842/BC 1242* A salute to the hundredth anniversary of Debussy's birth by one of the leading interpreters of French repertory.



LC 3843/BC 1243* Fourth volume of the only complete stereo set of Handel's Concerti Grossi.



LC 3844/BC 1244* The first stereo recording of Bach's sacred work.



LC 3845/BC 1245* Conductor George Szell in ideal form with exciting performances of Wagner's three most popular orchestral excerpts.



BN 627* The album that made Ahmad Jamal famous, available for the first time in an electronically re-channelled for stereo version.



BN 628* The first and best-selling album by Lester Lanin, the king of the society dance beat, available for the first time electronically re-channelled for stereo.

SALES WITH THE EXCITING ENTERTAINMENT ON RECORDS



*Stereo

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Reviews of New Albums

★★★★ STRONG SALES POTENTIAL

★★★★ RED HOT AND PEPPY FIELDS
 Jubilee JGM 5006—Shades of the Roaring Twenties come swinging back with this nostalgic LP. The lass is a veteran performer who sells a song in the strong, rough-and-ready style of that era. She's backed here by a seven piece Dixie outfit fronted by Marty Holmes. "Bye, Bye Blackbird," "I Ain't Got Nobody" and "Alexander's Ragtime Band," are typical tracks.

★★★★ MORE MUSIC TO BREAK A LEASE
 Sid Feller. ABC-Paramount ABC 416 (M); ABCS 416 (S)—Here's a record for adults with a built-in party. The Feller band plays a flock of old melodies while a group of friends and relatives (few if any of them professionals) sing and shout their lungs out along with the old melodies. The set is the second in the series and should find favor with habitual party goers or those in a hassle with their landlords. But it is fun.

★★★★ EARL WRIGHTSON SINGS BALLADS OF A SOLDIER OF FORTUNE
 Columbia CL 1825 (M); CS 8625 (S)—Swashbuckling baritone solos constitute the major fare for Earl Wrightson in his latest release. Songs like "I'm On My Way," "Song of the Open Road," "Rio Grande," "Vive L'Amour" and "A Rovin'" are tempered by more reflective renditions of "Shenandoah" and "My Ship," giving this collection family appeal. This type of program can draw substantial interest.

★★★★ LUSH AND LOVELY
 Skitch Henderson and Ork. Columbia CL 1823 (M); CS 8623 (S)—Twelve tunes derived from or used frequently in motion pictures constitute the fare used by Skitch Henderson for tasteful piano stylings, supported by strings. Every song is an old favorite. They number such as "Angelia Mia," "Diane," "Ramona," "Paradise," "Charmaine" and "Merry Widow Waltz." An attractive mood collection.

★★★★ THE OLD SWEET WALTZES
 Frank DeVol, Rainbow Strings and the Golden Voices. Columbia CL 1856 (M); CS 8656 (S)—String and voices are joined gently for romantic versions of great standard pop waltzes, and enable Frank DeVol to produce a mood album with great potential to please. With such songs as "Fascination," "Charmaine," "Wonderful Ohio," "Diane," "Beautiful Ohio," he has produced an LP that is eminently satisfying and should ring the cash register.

★★★★ STRINGING ALONG
 Roy Smeck and his All-Star Sereaders. ABC-Paramount ABC 412 (M); ABCS 412 (S)—String fans will get a kick out of this one. Smeck plays all sorts of electrified stringed instruments with a deft touch and a sense of humor. He has picked the steel guitar, electric banjo, and a flock of oldies and standards as his repertoire. "Bye Bye Blackbird," "Tea for Two," "Carrioca" and "M'amselle" are only a few of the delightful bands.

★★★★ POSTCARDS FROM PARIS
 Ferrante and Teicher. ABC-Paramount ABC 430 (M); ABCS 430 (S)—With Ferrante and Teicher currently the hottest two-piano team around, ABC-Paramount has re-released this LP which formerly was in the catalog of Westminster, now is a subsidiary of Am-Par. Their imaginative arrangements of standards from or about Paris are highly pleasing to the ear and show their imaginativeness as well as their skill. Disk is available both in mono and in "technically augmented" stereo.

★★★★ ADVENTURES IN PARADISE VOL. III
 Various Artists. ABC-Paramount ABC 414 (M); ABCS 414 (S)—The combination that worked so well on two previous packages is again blended in a mixture that has the aroma of sales about it. The late tenor Alfred Apakda, guitarist Roy Smeck, the instrumental group called the Islanders, and the colorful Tahitian combo headed by Terrorotua all get solo turns in the spotlight, and each fares very well in turn. It all totals up to one of the more attractive packages of island music.

★★★★ MORE DANCE ALONG WITH LOPEZ, VOL. II
 Vincent Lopez and his Hotel Taft Ork. MGM E 4655 (M); SE 4655 (S)—This is the second volume of "Dance Along With Lopez" and it should do as well if not better than the first. It spotlights Vincent Lopez and the Hotel Taft ork in a parade of all time favorites—35 in fact—in various dance rhythms. They include mambos, Dixieland, rumbas, society tempo and the twist. It's a fun album for parties, etc., and worth recommending to anyone who likes to dance.

★★★★ BO DIDDLEY
 Checker LP 2984—A solid excursion into the medium of the twisting blues. Bo's twanging, echoey guitar is heard on a flock of good instrumentals as well as in support of some exciting vocals by the artist, firmly
 (Continued on page 38)

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 28

COLTRANE



John Coltrane Quartet. Impulse A 21 (M); AS 21 (S)—Here's another powerful LP from the Coltrane group. The set is composed of Coltrane playing tenor sax on all but one track. On the band, he plays soprano, and it's titled "The Inch Worm." On both this track and on "Out of This World," the sound is very reminiscent of the artist's "My Favorite Things," which was an imposing seller. "Tunji" and "Miles Mode" are two other fine tracks. Set is one of the best recently recorded by Trane.

CHARLIE (BIRD) PARKER PERFORMING HISTORICAL MASTERPIECES (3-12)



Charlie Parker PLP 701—Here is a three-LP set that belongs in the collectors' library. The LP's are takes from radio broadcasts that have been made available singly on other than the present label. Historically they are invaluable for they contain exceptional examples of the jazz master's unique improvisational skill. And this packaging puts all the hard to get tracks in one easily reached place. A wide variety of jazz greats accompany the alto saxist including Max Roach, Bud Powell, Miles Davis, Fats Navarro and Kenny Dorham. The tracks were recorded between 1948 and 1950.

SOUTHERN COMFORT



Frank Wess. Prestige PR 7231—Here's a very swinging package that shows off the Basie reed man's singular abilities and the high-powered commercial arranging talents of Oliver Nelson. Two of the tracks here have much pop potential; the title tune "Southern Comfort" and "Blues for Butterball." They have the funky, Latin ring that has scored with Ray Charles and Jimmy Smith. In addition, "Summer Frost" is a good one, as is "Blue Skies." This album could grab a good bit of pop coin if it were given the exposure.

Classical

FIVE PIECES FROM PLATERO AND I



Andres Segovia. Decca DL 10054 (M); DL 710054 (S)—Beautiful music again from the master of the Spanish guitar. Side 1 is composed of a Tedesco work for narrator and guitar, inspired by the poetry of Ramon Jimenez. Segovia's reading of five of the original 28 pieces is classic. On the second side from the "Platero and I" are seven short pieces by Frescobaldi, Weiss, Sor, Donostia and Debussy. Each crackles with life and artful form. Another outstanding example of Segovia magic, and one that his many collectors will insist upon having in their collections.

COPLAND: APPALACHIAN SPRING; EL SALON MEXICO



New York Philharmonic (Bernstein). Columbia ML 5755 (M); MS 6355 (S)—An effective companion release to Bernstein's earlier waxing of Copland's "Billy the Kid" and "Rodeo," which ranks high among the versions of these works. This new release, containing two more of Copland's most popular works, again shows Bernstein's sure touch with American music and should be a strong package. A fine fillup is the brief and jazz-oriented dance from Copland's "Music for the Theater."

VERDI: CON CARLOS



Various Artists. Deutsche Grammophon SLPM 138760-63 (4-12)—This sumptuous package should have potent appeal to opera lovers during the fall and Christmas season. It spotlights an exceptional cast: Boris Christoff, Antonietta Stella, Flaviano Labo, Ettore Bastianini, Fiorenza Cossotto, and Juvo Vinco, in an exciting performance of Verdi's "Don Carlos" with the Orchestra and Chorus of the Teatro alla Scala under the baton of Gabriele Santini. The libretto, in English, Italian, German and French contains notes about the opera and is copiously illustrated. A fine package.

BRAHMS: DOUBLE CONCERTO



Wolfgang Schneiderham, violin; Janos Starker, cello (Fricsay). Deutsche Grammophon LPM 18 753 (M); SLPM 138 753 (S)—Masterful is the word for the playing of this popular concerto by violinist Schneiderham and cellist Starker. Fortified by typically smooth DGG recording, the two artists work together beautifully and produce one of the finest interpretations available. With Fricsay one of the top conducting names today, this version can be expected to become a strong commercial item in the classical category.

STRAUSS: TIL EULENSPIEGEL; DANCE OF THE SEVEN VEILS; DON JUAN



Philharmonia Orchestra (Klemperer). Angel S 35737 (S)—This is a powerful item for classical dealers. It packs three of Richard Strauss' familiar works on one LP; "Til Eulenspiegel," "Don Juan" and the "Dance of the Seven Veils" from "Salome." All three of the compositions are played expertly here by the Philharmonia Orchestra under the baton of Otto Klemperer. Album cover, an attractive one, should help sales. Special sales on Klemperer albums this month and next should help, too.

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week Last Week By special survey for week ending 8/18 TITLE, ARTIST, LABEL & NUMBER Weeks on Chart

1	1	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	9
2	2	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	9
3	4	PARTY LIGHTS, Claudine Clark, Chancellor 1113	6
4	3	TWIST AND SHOUT, Isley Brothers, Wand 124	10
5	11	LOCO-MOTION, Little Eva, Dimension 1000	3
6	5	THE WAH-WATUSI, Orions, Cameo 218	9
7	6	I NEED YOUR LOVING, Don Gardner and Dee Dee Ford, Fire 508	11
8	8	ROSES ARE RED, Bobby Vinton, Epic 9509	8
9	9	AHAB THE ARAB, Ray Stevens, Mercury 71966	6
10	17	STOP THE WEDDING, Etta James, Argo 5418	3
11	10	LOOKIN' FOR A LOVE, The Valentinos, Sar 132	4
12	7	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	14
13	12	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	14
14	15	RINKY DINK, Dave (Baby) Cortez, Chess 1829	3
15	14	HAVING A PARTY, Sam Cooke, RCA Victor 8036	9
16	16	SHOUT AND SHIMMY, James Brown and the Famous Flames, King 5657	4
17	23	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229	3
18	19	GRAVY, Dee Dee Sharp, Cameo 219	9
19	—	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	1
20	28	REAP WHAT YOU SOW, Billy Stewart, Chess 1820	2
21	13	ANY DAY NOW, Chuck Jackson, Wand 122	15
22	24	MONEY, Jennell Hawkins, Amazon 708	3
23	30	WELCOME HOME BABY, Shirelles, Scepter 1234	5
24	—	BEECHWOOD 4-5789, Marvelettes, Tamla 54065	1
25	18	PLAYBOY, Marvelettes, Tamla 54060	13
26	21	I DON'T LOVE YOU NO MORE, Jimmy Norman, Little Star 113	6
27	22	THE STRIPPER, David Rose and Ork, MGM 13064	6
28	20	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	11
29	—	SHEILA, Tommy Roe, ABC-Paramount 10329	1
30	25	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	12

BEETHOVEN: FIDELIO (3-12")



Philharmonia Ork. and Chorus Cond. by Klemperer. Angel Stereo 3625—There are few enough really new editions of the prolific composer's sole operatic effort, and fewer still in stereo form. Hence, this new, smartly packaged version on three disks, should arouse immediate interest among collectors. The cast includes Christa Ludwig, Jon Vickers, Gottlob Frick and Walter Berry. Handsome booklet which accompanies the set, contains English and German libretto.

Latin American

TRIO LOS PANCHOS



Columbia EX 5080 — One of the most popular Latin groups has another winner in this collection of Mexican love songs. Accompanied by their own guitar playing, the Trio turns in its usual class effort, equally enjoyable for fans and for those without previous affinity for Latin American music. As with previous LP's by the Trio, this has built-in sales appeal.

Country & Western

FOLK SONGS OF OUR LAND



Lester Flatt and Earl Scruggs. Columbia CL 1830 (M); CS 8630 (S)—Another great performance that can sell strongly in folk, pop and country markets. The exciting and authentic harmony vocalizing is here, along with the intricate and exciting banjo and guitar lines of Earl Scruggs and Lester Flatt. The material is almost entirely from the folk repertoire, and includes such gems as "Philadelphia Lawyer," "The Legend of the Johnson Boys," "Ellen Smith," "McKinley's Gone" and "Nine Pound Hammer." A classy production all the way.

(Continued on page 38)

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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-selling outlets (only) that also sell phonographs, radios and/or tape recorders.

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 outlet.

PHONOS LISTING BETWEEN \$101 AND \$150

Table with 5 columns: Pos. This Issue, Pos. 5/19/62 Issue, Pos. 2/17/62 Issue, Brand, % of Total Points. Lists brands like Magnavox, Decca, Voice of Music (V-M), RCA Victor, Motorola, Webcor, Zenith, Symphonic, General Electric, and Others.

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors.

5/19/62 Issue: Phonola (9); Capitol (9).

2/17/62 Issue: All brands represented in current chart.

Accessories Score High As Gift for Music Lover

CLAYTON, Mo.—Retailers of phonographs, records and tape recorders are passing up an excellent volume opportunity by not vigorously promoting accessories as gifts, according to John Marshall, of the High Fidelity Showroom, sound equipment dealership here.

Specializing in high-end equipment—and with many "built-in" systems sold during the past five years—Marshall discovered from the beginning that accessories are an essential for the music lover to get full value from his equipment.

equipment, including static cloths, aerosol sprays, anti-static brushes, as well as low-pressure arms, appropriate diamond needles and similar aids.

"Most of our regular customers who buy expensive albums and pre-recorded tapes know each other," Marshall said. "Often it has been the recommendation of one customer which brought us another.

Poser: What to Do With Racks And Discounts

Continued from page 4

accounts, and they'll be taking over all our regular customers. We intend to give this plenty of thought at our meeting."

Meanwhile in New Jersey, where there have been reports of rack jobbers selling goods to individual dealers, some distributors are said to have discontinued the 100 per cent return arrangement with rack jobbers.

On the other hand, one Jersey dealer openly admitted that he and many of his friends in the business will buy from rack jobbers "if the price is right."

Aaron Applebaum of Bergenfield Music declared, "There is no longer any loyalty to any normal buying source. We'll buy from any source, one-stop, rack jobber distributor, or what have you, if he has the best price, as long as he is legitimate and will give us a written invoice."

A Case of Greed

"Too many times it has been simply a case of greed with distributors. When there's a deal, they sell us at the regular price and pocket the difference."

"What loyalty do we owe them, I ask you?"

"As a matter of fact, another source that some of us have for records is the DISC co-op. It's mighty successful now because we are able to buy right and some of our distributor friends are having to take a second look at some of their practices."

gifts from one stereo owner to another."

The possibilities are widespread. The man who owns a fine stereo tape recorder is a logical candidate for a new microphone, mixer, reels of raw tape, as well as all kinds of cleaning accessories.

Wives, husbands, or close relatives, likewise are excellent accessory prospects. It's easy to convince the children of a stereo phono owner that a new diamond needle will be an acceptable gift.

The word "gift" is brought up continuously whenever accessories are being discussed. Demonstrations hinge on a six-foot display case, three levels high, which shows a \$2,000 stock of accessory items, all the way from simple record racks, to albums, carrying cases, needles, cleaning materials, to elaborate mixers, expensive dynamic and crystal microphones, foot switches, replacement heads and demagnetizing equipment for tape and recorder heads.

From this elaborate display, seen by every customer, the Missouri dealer has built an accessories volume which pays the rent and a lot of other overhead.

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.

BLUESVILLE—Expires August 15, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.

SUN—Expires August 16, 1962. Started July 16, 1962. Buy 10 LP's of any selection and get two of the same selection free. Affects entire Sun catalog.

STARDAY—Expires August 30, 1962. Started July 16, 1962. Three free albums for each 10 purchased. Applies to entire catalog and includes dated billing and 100 per cent exchange privilege.

ARTIA-PARLIAMENT—Summer Dividend Days deal for distributors and dealers is extended through August 31, 1962.

ATLANTIC-ATCO—Expires August 31, 1962. Started July 1, 1962. Fifteen per cent discount on new album releases plus entire catalogs of both labels.

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.

DOT—Expires August 31, 1962. Started August 1, 1962. Optional Discount Plan. Label is offering either 2-for-10 or a straight 15 per cent cash discount on albums.

CONTEMPORARY—Expires August 31, 1962. Started July 21, 1962. Two LP's free for every 10 purchased on entire catalog plus new releases.

KING—Expires August 31, 1962. Started July 23, 1962. Dealers receive five bonus singles for every 25 purchased on the King, Bethlehem, Federal, Deluxe and Queen lines.

PHILIPS—Expires August 31, 1962. Started July 31, 1962. Label is offering a 10 per cent discount on five LP's.

UNITED ARTISTS—Expires August 31, 1962. Started June 27, 1962. Label is offering 10 per cent discount on all new releases.

LIBERTY-DOLTON—Expires September 1, 1962. Started August 1, 1962. Both complete catalogs, including new releases and the Premier Line, are being offered at a 15 per cent discount on purchase of more than 15 packages.

COLUMBIA—Expires September 29, 1962. Started July 23, 1962. Label is offering its distributors a 10 per cent discount on all new releases and on most catalog items.

EPIC-OKEH—Expires September 29, 1962. Started July 23, 1962. Label is offering a 15 per cent discount to distributors on both complete catalogs.

ANGEL—Expires September 30, 1962. Started August 1, 1962. Label is offering dealers a one-for-two discount program on the complete Otto Klemperer catalog of 35 albums.

ABC-PARAMOUNT—Expires September 30, 1962. Started July 2, 1962. For distributors, 12 per cent off on all catalog items plus new releases on ABC-Paramount and Impulse.

EVEREST—Expires September 30, 1962. Started August 15, 1962. The program, on the label's complete classical line, offers distributors three free LP's for each five purchased.

PRESTIGE—Extended through September 30, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.

RCA VICTOR—Expires September 30, 1962. Started July 23, 1962. Label is offering its distributors a 10 per cent discount. This includes both the new releases and the complete catalog.

REPRISE—Expires September 30, 1962. Started July 30, 1962. On the label's 20 new releases, it is offering a basic 10 per cent discount to its distributors, providing at least one of each of 10 selected, 10 releases are purchased, plus a graduated scale of extra discounts.

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.

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.

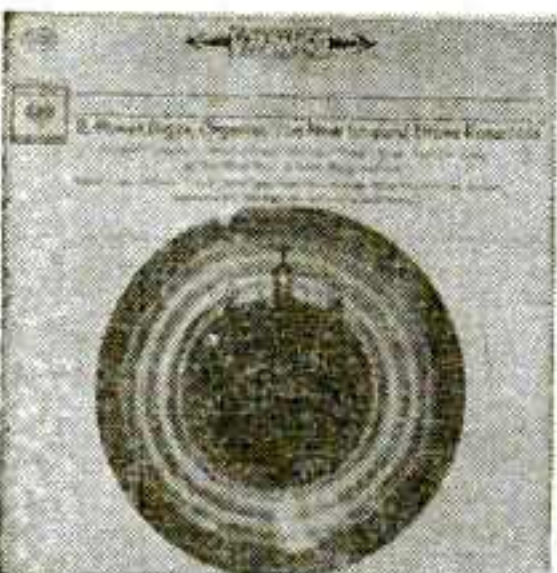
AD LIB—No expiration date. Started February 18, 1962. One free LP for every five purchased.

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.

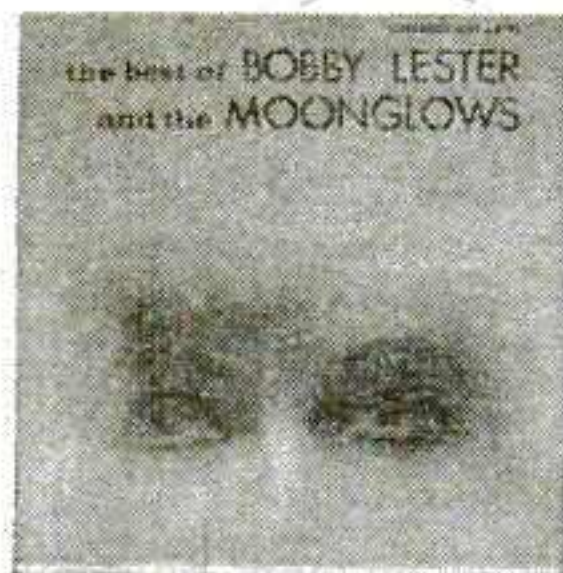
PRESTIGE INTERNATIONAL-NEW JAZZ—No expiration date. Started August 15, 1962. Buy seven, get one free on entire catalogs of both labels.

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."

ALBUM COVER OF THE WEEK



HEROIC MUSIC FOR ORGAN, BRASS AND PERCUSSION—E. Power Biggs/The New England Brass Ensemble, Columbia MS 6354. Henry Parker, of Columbia's photo studio, presents a striking cover design to depict this particular type of music.



THE BEST OF BOBBY LESTER AND THE MOONGLOWS, Chess LP 1471. Here's a package with truly potent "eye-appeal." On this pleasing cover, designed by Dan Bronstein, the lady's lovely and inviting blue eyes peer out from a soft gray background.

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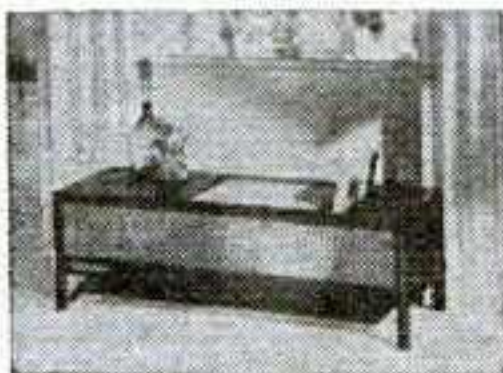
when answering ads . . .

Say You Saw It in
Billboard Music Week

NEW DEALER PRODUCTS

New Console Debuts

Motorola has introduced this new console phono Model SK100, which is billed as one of the most versatile pieces on the market in terms of cabinetry. The long, low, flat-top unit may be placed under a window or it may be used equally well as a coffee table or room divider. The unit is finished on the back as well as the front and also features a built-in



record or magazine rack. Suggested retail price is \$129.95.

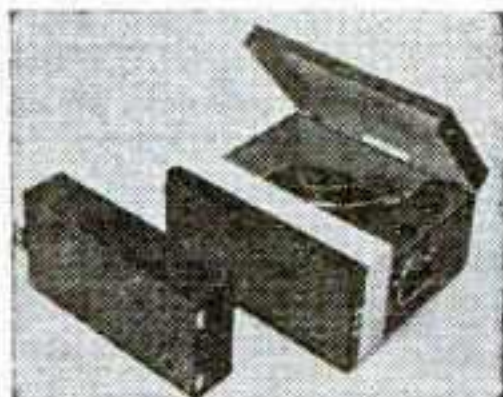
Eight Accessories on Display



For display-conscious dealers, Recoton has produced this compact display rack. The unit is equipped to carry a substantial quantity of eight of the most popular accessories, yet it requires but a small amount of counter space. Optional list price of the merchandise contained on the unit is \$58.52.

All-Transistor Stereo Phono

Tele-tone Company of America has brought out portable phono Model ST-1030, an all-transistor stereo hi-fi unit, with 30 watts peak output. The unit does not require warm-up time before playing and is claimed to have no hum, howl nor microphonics. The set contains eight transistors and retails at \$139.95.



Hi-Fi Robot Control Featured in Show

NEW YORK—A "robot" unit to control a home hi-fi system from any location in the house, a 27-pound full stereo music system and an all-transistor FM stereo tuner will be among the new products to be shown by 130 manufacturers planning exhibits for the seventh annual New York Hi Fi Music Show. The show will be held October 2-6 at the Trade Show Building.

Royce Electronics will exhibit its "audio robot," which will regulate and turn any hi-fi system on or off from any room in a dwelling. As many as five remote assemblies can be used with any system. Tandberg of America will show its new 27-pound Model 7 stereo tape recorder from Scandinavia, and Omega Electronics will show its all-transistor multiplex tuner, employing solid state circuitry.

The Institute of High Fidelity

BUT NO C.O.D.'S TO L.A., PLEASE

SAN FRANCISCO—Pic-A-Tune, local rack jobber in Oakland, hit upon a unique promotional stunt tying in with the Tony Bennett hit LP on Columbia, "I Left My Heart in San Francisco." The film placed displays in prominent locations frequented by tourists which read: "Send an Album to an underprivileged friend who lives elsewhere." The albums were sold in retail outlets at top tourist spots like San Francisco International Airport, Fisherman's Wharf, and Cliff House.

Manufacturers, sponsor of the show, predicts a total consumer attendance of 30,000 during the five-day affair.

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ETTA JAMES
ARGO - 5418

"PARTY ACROSS THE HALL"
Yvonne Baker
and the SENSATIONS
Argo # 5420

"YOU CAN'T JUDGE A BOOK BY THE COVER"
BO DIDDLEY
CHECKER #1019

"RINKY DINK"
DAVE (BABY) CORTEZ
CHESS #1829

CHESS

2120 S. Michigan

PRODUCING CORP.

Chicago 16, Ill.

SPECIAL MERIT ALBUMS

Pop

IN A MOST UNUSUAL WAY



Bobby Doyle Three. Columbia CL 1858 (M); CS 8658 (S)
—The Bobby Doyle Three is a young vocal and instrumental group discovered in Texas, and brought to the label by Kirby Stone. The three young men sing in the manner of the Hi-Lo's but they still manage to infuse in their modern sounds a lot of exciting down-home feeling. They show off their versatility on this, their first album, with individually styled renderings of standards like "Fly Me to the Moon," "My Mammy" and "It's a Most Unusual Day." Good debut by the group and a lot more will be heard from them.

GREAT SONGS OF LOVE AND FAITH



Mahalia Jackson. Columbia CL 1824 (M); CS 8264 (S)
The great Miss Jackson, who is without peer in her special spiritual field, turns here to more secular material, which still retains much of the inspirational flavor. With tasteful ork backings arranged by Johnny Williams, her newest concert includes the stirring "Because," the patriotic song "The House I Live In" and "Danny Boy," "The

Green Leaves of Summer," "My Friend," and the unexpected yet highly effective "Crying in the Chapel." A warm and compelling program.

Jazz

UNDERCURRENT



Bill Evans and Jim Hall. United Artists Jazz UAJ 14003 (M); UAJ 15003 (S)—This first-rate jazz set shows off some fine piano work by Bill Evans and some solid guitar work by Jim Hall in the first pairing of these two proficient artists. The music is often mood-filled but it's mighty satisfactory nonetheless. The tunes include "My Funny Valentine" and "I Hear a Rhapsody," as well as "Romain," by Jim Hall, and John Lewis' "Skating in Central Park." Most attractive wax that could interest both the hippies and the younger jazz fans. Interesting covers, back and front, add punch.

YAMEKRAW



Moses Asch, James P. Johnson. Folkways FJ 2842—Folkways has released an historic recording of the late composer-pianist James P. Johnson playing one of his most ambitious works. "Yamekraw" is named after a Negro settlement near Savannah, Ga. Johnson's great striding keyboard work is a joy to hear, and his blues touch is outstanding. The disk's reverse side contains old recordings of tunes which Johnson blended together into the piano suite and these alone are worth the price of the disk. Now, someone should turn out a recording of Johnson's forgotten piano concerto.

Classical

BRUCKNER: SYMPHONY NO. 7; WAGNER: SIEGFRIED IDYLL (2-12")



Philharmonia Orchestra (Klemperer). Angel 3626 B—Klemperer is at the top of his form in his interpretation of this great sprawling work. The marvelous Bruckner sonorities, which seem almost to have anticipated today's stereo recording techniques, never sounded so full and massive. This is probably the composer's most popular work and in this release it has a recording which should bring it to a wider audience than it has enjoyed. The fourth side of the two-disk set is devoted to a fine performance of Wagner's "Siegfried Idyll."

SPANISH MEDIEVAL MUSIC



New York Pro Musica. Decca DL 9416 (M); DL 79416 (S)—This album should sell to serious collectors. It features the New York Pro Musica under Noah Greenberg in a program of Spanish Medieval Music, performed with perfection by the choir. Program includes "Twelve Cantigas De Santa Maria" and a "Mass in Honor of the Virgin Mary." Set contains complete libretto and notes by the conductor, and is attractively packaged.

Reviews of New Albums

Continued from page 34

rooted in the down-home tradition. Two of the best vocal jobs are "I Can Tell," a funky four minutes worth of good blues; and "Who May Your Lover Be," a tune with an interesting lyric. Dancers should dig this set and it should move well in both pop and r.&b. circles.

★★★★ IN A VELVET MOOD

Anita Bryant. Columbia CL 1885 (M); CS 8685 (S)—This newest album, like earlier ones on Columbia by Miss Bryant, was recorded by Columbia's country a.&r. team of Don Law and Frank Jones, and the Nashville touches again seem to fit her style very well. Many of the tunes are movie-derived — "Moon River," "Tammy," "Never On Sunday," etc., and others are in the standard category — "Misty," "Cry Me a River," "Love Letters in the Sand," etc. Gal is warmly effective here and her efforts rate plenty of spins.

★★★★ BOUQUET OF ROSES

Les Paul and Mary Ford. Columbia CL 1821 (M); CS 8621 (S)—The creamy vocal style of Mary Ford seems unusually well suited to the country genre and Les Paul's deft, multi-track guitar adds more lustre. The repertoire mixes older country material like "I Love You So Much It Hurts" and "I'm Thinking Tonight of My Blue Eyes," with newer hit items like "Four Walls" and "She'll Have to Go," along with a flock of welcome pop country standards. This album can get a lot of play and the good cover shot of the pair, should help generate sales action.

★★★★ THE BEST OF BOBBY LESTER AND THE MOONGLOWS

Chess LP 1471—Here's another oldies but goodies kind of album, turned out by the producers of the highly successful "Golden Gassers" entries and fans of an earlier era of wailing, emotional rock and roll, will surely dig the collection. Among the more memorable titles from the catalog of the old Moonglows group, are "Sincerely," "We Go Together," "Most of All" and "Ten Commandments of Love." Stores catering to teens particularly, should stock this one.

★★★ MODERATE SALES POTENTIAL

★★★ THE TWIST
Cecil Jones Ork. Acme ALP 1010

(Continued on page 41)

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BRAND NEW BABY"**

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"SOMEDAY, SOMEWAY"

Tamla 54065

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NEW TWO
SIDED HIT!

TAMLA/MOTOWN RECORDS

Reviews of New Singles

Continued from page 29

LORI AND LEE
(All of a Sudden) My Heart
Sings—COLUMBIA 42517—The new girl
duo turns in a mighty attractive and
strongly teen-slanted rendition of the familiar
ballad. They've got a good sound, get

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solid backing and the side builds. Watch
it. (Leeds, ASCAP) (2:12)

Little Things—A powerful piece of
ballad material here, and the gals do the
tune with feeling, much in the teen groove.
Smart backing here and the side could
go. (Beverly, BMI) (2:36)

TONY MITCHELL

Write Me a Letter—CANADIAN
AMERICAN 143—Here's a swinging side
by this new lad. The side pleads for a
word from the lass and the lad's punching
vocal stint is backed nicely by fine femme
group vocal work. (Edgar, BMI) (1:55)

Candle in the Wind—This side is
another swinger. It's got an infectious beat
and the boy sings it with wide, handsome
style, and femme chorus fills in the back-
ground. (Trinity, BMI) (2:13)

RICHARD HAYMAN

Charmaine—MERCURY 71989—
An interesting piano instrumental reading of
the standard, backed by a full ork with
strings and percussion. Hayman moves in
with his harmonica about midway, for a
happy windup. Pleasant programming with
a mild rock beat. (Miller, ASCAP) (1:46)

(Her Name Is) Suzanne—More
satisfying spin material, this time of a
breezy, Parisian-styled instrumental, written
by Hayman. Lots of pizzicato effects here.
(Miller, ASCAP) (1:40)

RUSTY DRAPER

Beggar To a King—MERCURY
71976—Here's another of the many fine
tunes by the late Big Bopper, taken from
Draper's "Country and Western Golden"
album. A warm and meaningful reading
of an effective piece of material. (Starrite,
BMI) (3:02)

Deep Roots—A ballad with a
message of abiding love. It starts with a
short recitation by Draper and it's followed
by a feelingful vocal solo and with chorus.
Song has a catchy quality and it could
move. Two good sides. (Aldon, BMI) (2:38)

LEROY VAN DYKE

I Sat and Let It Happen—
MERCURY 72018—The chanter sells this
bright effort with a sad lyric with much
feeling aided by driving backing by the
band. Could grab both pop and country
coins. (Shapiro-Bernstein, ASCAP) (2:15)

How Long Must You Keep Me
Secret—He loves a girl who loves him
but she won't tell anyone about it, com-
plains the chanter on this first rate side.
It could turn into a big one in both the
country and pop markets. (Aldon, BMI)
(2:11)

JACKIE WALKER

I'm Always Chasing Rainbows—
EVEREST 20010—Here's a highly unusual
reading of the old standard. The lad,
backed by the Baysiders, has a floating
sound and it is beautifully augmented by
strings. (Robbins, BMI) (2:20)

Dearly Beloved—The lovely old
ballad is handed a beautiful reading. The
boys sing the lyric in soft, subtle fashion
while strings embellish the background.
(Harms, BMI) (2:08)

LITTLE WILLIE JOHN

Big Blue Diamonds—KING 5681
—The chanter turns to an interesting,
country-oriented ballad and he's aided by a
fem chorus. Floyd Cramer type piano is
heard here along with a horn and guitar.
Side builds, and the tune is catchy. (Lois,
BMI) (2:48)

Doll Face—A shout job by Willie
here, in a medium tempo ditty. Backing
here is on the dated side. (Pandora, BMI)
(2:05)

WILLIAM BELL

Please Help Me, I'm Falling—
STAX 128—This is the lad who had some
action with "You Don't Miss the Water,"
and he handles this old country hit in a
gospel groove. (Ross, Jungnickel, ASCAP)
(2:20)

Any Other Way—The lad's talking
to a friend who is asking how he is
while he and his chick have been apart.
The lyric resolves into a weeper that moves
along nicely. (East-Bais, BMI) (2:25)

THE FOUR WINDS

Woe Is Me—DIAL 3006—Here's a
new male group with much of the sound
of the Four Preps. They sing a bright,
medium-paced ditty here to a simple but
effective backing. Side has a chance. (Tree,
BMI) (2:06)

Promised Land—Here's an interest-
ing, offbeat, folkish kind of ballad with
inspirational overtones. Tune has a soft,
minor-keyed flavor about it and it has a
sound. Two good sides. (Tree, BMI) (2:22)

OTIS WILLIAMS

Only Young Once—King 5682—
A strong performance by the chanter. It's a
neat effort, done to a sneaky, underplayed
backing. Good horn work and smart piano
dress it up. (Hill & Range, BMI) (2:25)

When We Get Together—Williams,
fresh out of a two-year stint in the service,
turns out a good, dramatic ballad job to a
smart, steady beat. Femme chorus helps.
Good side that could move. (Lois, BMI)
(2:59)

VINCENT EDWARDS

As You Desire Me—CAPITOL
4819—TV's Ben Casey has a spinnable
item here on Capitol. It's the old ballad
sung with fervor by Edwards against
triple background. (Words & Music,
ASCAP) (2:35)

Lollipop—(Holford, ASCAP) (1:57)

TOMMY BOYCE

I'll Remember Carol—RCA VIC-
TOR 8074—The lad swings into a
"Runaround Sue" type of side on which
he explains how much he cares for Carol,
over driving backing by the ork. Good
side here. (Calboy, BMI) (2:15)

Too Late for Tears—(Calboy,
BMI) (3:00)

NICK ADAMS

Tired and Lonely Rebel—RCA
VICTOR 8073—Nick Adams of the TV
show "Johnny Reb" bows on wax with a
good performance of an exciting ditty that
features a catchy march beat. Could grab
a lot of exposure. (Doral, BMI) (1:54)

It Could Have Been Different—
(Doral, BMI) (2:30)

THE NUTMEGS

Rip Van Winkle—HERALD 574—
A novelty rocker by the boys, somewhat
along the lines of some of the Coasters'
earlier hits. Snappy backing adds interest
to the side. Has a chance for spins.
(Angel, BMI) (2:15)

Crazy 'Bout You—(Angel-Raemac,
BMI) (2:06)

CANDY COLE

What's For Dessert—MUSICOR
1023—Candy Cole bows on the label with
an exciting performance of a Mashed

Potato side on which she asks "What's
for Dessert?" Good teen wax. (2:03)

Who Do You Take After?—(2:35)

REX ALLEN

Don't Go Near the Indians—
MERCURY 71997—A catchy folkish tune
employing a repeating verse construction;
All about a courtship with an Indian
maiden and full of the roots feeling. Allen
hands it a fine reading and there's a
tricky windup. Has a chance. (Buttercup,
BMI) (2:59)

Touched So Deeply—(Painted Desert,
BMI) (2:10)

LEE ESTES

You and Johnny Smith—HOPE
1005—The lament of a poor lad whose
gal is running around with another guy.
Good performance and a strings and
rhythm backing to match. The lad has a
sound. (Grille, BMI) (2:15)

Now I'm Crying—(Burna, BMI)
(2:18)

BOBBY (BORIS) PICKETT

Monster Mash—GARPAX 1—
Here's a cute novelty side that's slanted
to pick up pre-teen action. The voice is
an approximation of Boris Karloff's against
the Mashed Potato beat. It's a funny side
that might score with the younger element.
(Garpax-Capizzi, BMI) (2:57)

Monsers' Mash Party—(Garpax-
Underwood, BMI) (2:45)

EDDIE FISHER

Another Autumn—TRANS ATLAS
698—The lovely tune from the show
"Paint Your Wagon" is sung with feeling
by Fisher over lush ork support. Could
grab spins and spins on all good music
stations. (Chappell, ASCAP) (2:38)

Till There Was You—(Frank,
ASCAP) (2:33)

JAMIE HORTON

Only Forever—JOY 266—A
Brenda Lee-ish approach to the standard
makes this a most impressive-sounding
disk for the lass. She sells it with heart,
true emotion and warmth. And the backing is
lovely. Watch it. (Joy, ASCAP) (3:05)

Dear Jane—(Joy, ASCAP) (2:37)

JERRY BYRD

Valley of Roses—MONUMENT
465—Byrd did well with his last release,
"Memories of Maria" and he might get
strong play with this one too. The tune
is handled in a stately ballad fashion with
superb guitar work spotlighted in front of
strings. (Acuff-Rose, BMI) (2:21)

Bells of St. Mary—(Chappell,
ASCAP) (2:00)

HANK BALLARD

Dream World—KING 5677—
Hank Ballard tells a fickle lass that she'll
have to pay for the hearts she breaks,
on this bright disking. Good teen wax,
that could get coins. (Briarcliff, BMI)
(2:22)

When I Need You—(Lois, BMI)
(2:55)

TEDDY AND THE TWILIGHTS

You Gotta Be Alone To Cry—
SWAN 4115—His girl's got a new flame.
The lead sings the tune with an easy style,
but it's the beat that makes this. The
rest of the boys supply the accompaniment
for the singer while thumping drums,
harmonica and honking tenor add to the
scene. (Conley, ASCAP) (1:59)

Runnin' Around Town—(Claridge,
ASCAP) (2:25)

BOB LUMAN

Hey Joe—WARNER BROS. 5299
—Here's a swinger that has style and a
smart arrangement. It's got something of
the Cajun sound, strong rhythm and mixed
choral work. Side was penned by Boud-
leaux Bryant and features guitars. (Acuff-
Rose, BMI) (2:08)

The Fool—(Debra, BMI) (2:37)

MARCI AND THE MATES

Shall I Tell Him You're Not
Here—BIG TOP 3116—This is a strong
teen side. The chick who has a deep voice,
is in love with one guy while the other
is a friend on the phone. Could go with
the teeners. (Rumbalero, BMI) (2:20)

Let Us Part For a Year—(Rum-
balero, BMI) (2:23)

JOHNNY BURNETTE

Damn the Defiant—LIBERTY
55489—Bright march novelty about the
British ship the H.M.S. Defiant and its
World War II exploits. It has a rather
confusing lyric though, which hurts its
chances. Burnette sings it with spirit. (Seven-
Eleven, BMI) (2:25)

Lonesome Waters—(Chadick, ASCAP)
(1:55)

MARCELS

Friendly Loans—COLPIX 651—
Cute waxing about a "friendly" loan
company that the boys used to finance the
purchase of a wedding ring. It gets a
bright performance from the group. They
are backed solidly by the ork. Could
happen. (Arch, ASCAP) (2:21)

Loved Her the Whole Week Through
—(Wonder-Marlow, BMI) (1:59)

BILLIE JEAN HORTON

Come Back to Witchita—JAMIE
1231—Billie Jean Horton sells this pleader
ballad with warmth over attractive ork
support with a Latin-ish flavor. Side could
get some action. (Sure-Fire, BMI) (2:04)

I Should Have Been the Bride—
(Sure-Fire, BMI) (1:52)

THE BEN BRUNO ORK

Plonki—AMY 850—The side has
a soft swinging, somewhat martial beat,
with a catchy melody that is patterned
after the kiddie "Muffin Man" tune. Side
is catchy and could go. (Wemar, BMI)
(2:26)

Lullaby for Lorelei—(Wemar, BMI)
(2:00)

JOHNNY NASH

Ol' Man River—WARNER BROS.
5301—The old standard gets a highly un-
usual contemporary handling here. The lad
sings the lyric with soft but feelingful
impact. He's backed by an ork and group
and the side builds in excitement. (Harms,
ASCAP) (2:46)

My Dear Little Sweetheart—(Sandra,
ASCAP) (2:24)

MAX GREGOR ORK

Costa Rica—MR. PEEKE 120—
Here's a persuasive Latin side that has a
similar sound to "Mexico." Features the
mariachi type trumpets and an infectious
beat. Jocks across the board might go for
this one. (Wemar, BMI) (2:29)

Plonki—(Wemar, BMI) (2:33)

JUNIOR WATERS

Turn Away—MGM 3085—An
emotional reading of a tune outlining a
heartbreak situation. Waters, a new chanter,
has a dramatic style here as he sings with
chorus and strings to a mild rock beat.
(Joy, ASCAP) (2:44)

Look for Me (I'll Be Around)—
(Leeds, ASCAP) (2:35)

Peggy King
'BON
VOYAGE'
Title Song From the Walt
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ONLY
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'PAPA-OOM-
MOW-MOW'
The Rivingtons
#55427
LIBERTY

★★★★
STRONG SALES POTENTIAL

JAZZ LP'S

Continued from page 38

★★★★ THE CONNECTION
Original Score Conducted by Cecil Payne, Charlie Parker PLP 806—This is the new music from "The Connection." These tunes were used for the improvisational interludes on off-Broadway over the past year and during its European tour last year. Cecil Payne and Kenny Drew are the composers and Payne is featured as soloist along with Duke Jordan, Clark Terry, trumpet, and Bennie Green, trombone. Most of the set is in up and middle tempos, but there is an abrupt snap with the blues-touched "Born Again." Other good tracks are "Mighty Fine Wine" and "Stop and Listen."

★★★★ THREE BLIND MICE
Art Blakey and the Jazz Messengers. United Artists Jazz UAJ 14002 (M); UAJS 15002 (S)—Art and the Messengers are playing with accustomed fire and precision on this set, which carries applause and crowd noises, but the location is not revealed. The album packs much punch and is well paced. The mad, easy and soulful tempi are matched nicely. Standout soloist is Cedar Walton who contributes a number of fine piano solos. Wayne Shorter buzzes and throbs on tenor and Freddie Hubbard is lyrically lovely on his wide solo effort, "Blue Moon."

★★★★ DIG IT!
Red Garland Quintet With John Coltrane. Prestige PR 7229—Here's another first-rate album out of the Prestige backlog of material from the time when both these artists were under contract to the firm. It showcases some bubbling Garland piano work and rapid fire and adroitly formed Coltrane tenor sax solos. Also in strong evidence is Don Byrd's trumpet. One track, "Crazy Rhythm," features Garland with just bass and drums. The entire second side is composed of one tune "Lazy Mae" a slow blues that's played with utmost style.

★★★★ OUT OF THE AFTERNOON
Roy Haynes Quartet. Impulse A 23 (M); AS 23 (S)—Here's a bright swinging set from a group led by drummer Haynes. The accent is on melody with the drummer limiting himself to short solo excursions on

a few of the tracks and drumming that's woven into the fabric of the musical context as in "Snap Crackle." Roland Kirk's inclusion as the instrumental soloist should pull a few extra sales for the set and pianist Tommy Flanagan again contributes many tasteful solos. "Moon Ray," "Fly Me to the Moon" and "Some Other Spring" are stand-out tracks.

★★★★ MY HOUR OF NEED
Dodo Green. Blue Note 9001—The new singer here, although a jazz artist has a very commercially slanted LP. The lass has a strong, vibrant style that preaches lyrics with ear-catching power. She has a style of her own, but weaves touches of Dinah Washington, Carmen MacRae and Della Reese with authority. She sings standards for the most part, pacing herself nicely between ballads and rhythm tunes. "Lonesome Road," "Let There Be Love," the title tune and "Little Things Mean a Lot" are some of the better tracks. Ike Quebec's quintet does a superb backing job.

★★★★ JAZZ GOES TO THE MOVIES
Manny Albam and his Ork. Impulse A 19 (M); AS 19 (S)—This is a first-rate album that could go in the pop as well as the jazz field. Smartly styled Manny Albam jazz arrangements of familiar movie songs and themes are performed with sparkle by the large ork. The songs include "Exodus," "High Noon," "Paris Blues" and "Green Leaves of Summer" among others. This fresh-sounding LP should appeal to many, and it makes for solid radio programming.

★★★★ WOMAN, SHE WAS BORN FOR SORROW
Denny Small. United Artists Jazz UAJ 14004 (M); UAJS 9004 (S)—Denny Small is making his disk debut for UA here. The lad has a very intimate sound that's referred to in the New York area as being "East Side." The tunes are mostly ballads and are sung in a highly original and urban style. He accompanies himself on piano, while Zane Paul performs on reeds, John Lathan plays bass, and Tim Kennedy is at the drums.

★★★★ INCEPTION
McCoy Tyner Trio. Impulse A 18 (M); AS 18 (S)—This young jazz pianist plays with elan and good style. He's been associated with John Coltrane, but shows a much more middle-of-the-road form than Trane on this set. It swings and should appeal to many listeners in search of that solid piano. Some of the better tracks are "Blues for Gwen," "There Is No Greater Love" and "Speak Low."

★★★★ THE COMPOSITIONS OF DIZZY GILLESPIE
Various Artists. Riverside RLP 3508 (M); RLP 93508 (S)—Eight compositions ordinarily identified with Dizzy Gillespie are collected on this LP as performed by artists on the Riverside roster. Among the tracks are "Groovin' High" (Cannonball Adderley), "Woody'n You" (Johnny Grivvin), and "A Night in Tunisia" (Eddie Jefferson). The playing is top form and the set makes an admirable sample not only of Riverside artists but of Dix' cleffing talents.

★★★★ THE COMPOSITIONS OF HORACE SILVER
Various Artists. Riverside RLP 3509 (M); RLP 93509 (S)—One of jazzdom's most proficient pianists and composers is saluted on this LP of sampler tracks from other sets. The Silver Tunes represented are some of his most admired. Among them are "Sister Sadie" (Nat Adderley), "Strollin'" (Blue Mitchell) and "Doodlin'" (sung by Mark Murphy). There are other top Silver works as well, played in high style by Bobby Timmons, Junior Mance and West Montgomery.

★★★★ EAST AND WEST OF JAZZ
Duke Jordan and Sadik Hakim. Charlie Parker PLP 805—Novel idea here. Two groups play their respective styles. The Sadik group is from the East and his piano music, and ensemble sound has the tight, sophisticated sound with a faint touch, now and then, of the Near East. Jordan has the West and this pianist leads his group through a number of romping tunes that have gummy swing and high solo work.

★★★★ COLTRANE TIME
John Coltrane and Various Artists. Jazz UAJ 6001 (M); UAJS 15001 (S)—Solid lineup of strong jazz talents and strong performances could help turn this set into a good seller. In addition to "Trane," who is playing with much fervor and invention here, are Cecil Taylor, Kenny Dorham, Chuck Israels and Louis Hayes. The combination of Coltrane and Dorham is exciting and Taylor lands solid support. Best tracks are "Shifting Down" and "Just Friends." Good wax here.

★★★★ IT'S TIME
Max Roach, His Chorus and Ork. Impulse A 16 (M); AS 16 (S)—Angry jazz with a civil rights message is carved out here by Max Roach with chorus and ork, with all of the music composed by Roach. It is a sort of up-to-date "Freedom Suite," and in addition to the drummer and the Greek-type chorus, the set also spotlights guests Abbey Lincoln, Richard Williams, Clifford Jordan, Julian Preister, Art Davis and Mel Waldron. Certain to interest many who dig Roach's approach to jazz today. Best tracks are "It's Time," "Living Room" and "Lonesome Lover."

★★★★ CABIN IN THE SKY
Curtis Fuller, Impulse A 22 (M); AS 22 (S)—Here is a mighty interesting jazz version of the 1940 Broadway musical "Cabin in the Sky," featuring Curtis Fuller and a large ork of top-flight musicians. The score by Vernon Duke, has been arranged and conducted by Manny Albam. Fuller performs with warmth and lyricism on such songs as "Cabin in the Sky," "Honey in the Honeycomb," and "Happiness Is a Thing Called Joe," and the ork arrangements are exciting. It's one of Fuller's most satisfactory waxings to date. A strong LP for the market.

★★★★ THE SONG IS PARIS
Jackie Paris, Impulse A 17 (M); AS 17 (S)—Paris has been absent from the recording scene for quite a spell, hence, his fans should greet this new production with interest. The chanter is his usual, relaxed self, singing with both a big ensemble ("Nobody Loses"); a group of reeds and horns ("My Very Good Friend in the Looking Glass"); with strings, reeds and rhythm ("If Love Is Good to Me") and with himself on a tylish guitar kick with help from the trio ("Cinderella" and "Everybody Needs Love"). Instrumentation throughout is imaginative and effective and provides a mighty stylish backdrop for Paris' vocalizing. Album is packaged in book-fold form.

★★★★ CHARLES MINGUS: WONDERLAND
United Artist Jazz UAJ 14005 (M); UAJS 14005 (S)—This is Mingus' best album in the past year. It features the bassist composer in live performances at the Nonagon Art Gallery in New York, where he gave his concert last year. It is an interpretive jazz set, featuring some introspective jazz work by Mingus, instead of his usual forthright expressiveness. One track, and possibly the best, from the flick, "Shadows," for which Mingus composed the score, is called "Nostalgia in Times Square." Other strong tracks are "I Can't Get Started" and "Alice's Wonderland." John Handy and Booker Ervin are featured with Mingus.

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ MOZART: REQUIEM K. 626
Various Artists. Deutsche Grammophon LPM 18 767 (M) SLP 138 767 (S)—A strong new entry among the available versions of Mozart's ultimate work. This interpretation emphasizes the spiritual aspects more than the dramatic, for the many buyers who prefer such an approach. The mike effect is of more distance than on other recent DGG releases, giving a cathedral-like feeling. Performances are of top calibre in all respects.

★★★★ BEETHOVEN: SYMPHONY NO. 5 IN C MINOR
Berlin Philharmonic Orchestra (Fricasay). Deutsche Grammophon LPM 18813 (M); SLP 138813 (S)—Although there is a plethora of recordings of the Fifth Symphony on the market, this particular one should stimulate much interest among Beethoven fanciers. The work is sensitively and beautifully conducted by Fricasay. Of special note is the delicate way in which he emphasizes the softer shadings of the work, especially notable when contrasted to the more robust themes.

★★★★ BEETHOVEN: PIANO SONATAS
Andor Foldes, Piano Deutsche Grammophon LPM 18 784 (M); SLP 138 784 (S)—Despite a number of fine recordings of these three Beethoven sonatas, "The Pastoral," "The Adieux" and the "Tempest," this LP should appeal to connoisseurs of top-flight Beethoven interpretation. The innermost drama of the music comes vividly to life under Foldes' sensitive hands. This is a distinctive recording, that many will want.

★★★★ SHOSTAKOVITCH: SYMPHONY NO. 5
Vienna Philharmonic Orchestra (Silvestri). Angel S 35760—There are many recordings of the Shostakovitch Fifth but this fine new version by the Vienna Philharmonic should interest many new collectors. The orchestra performs the work with vigor and the recording is excellent. Attractive cover should aid sales.

(Continued on page 45)

MAKE ROOM AT THE TOP FOR

FREDDY CANNON

WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE

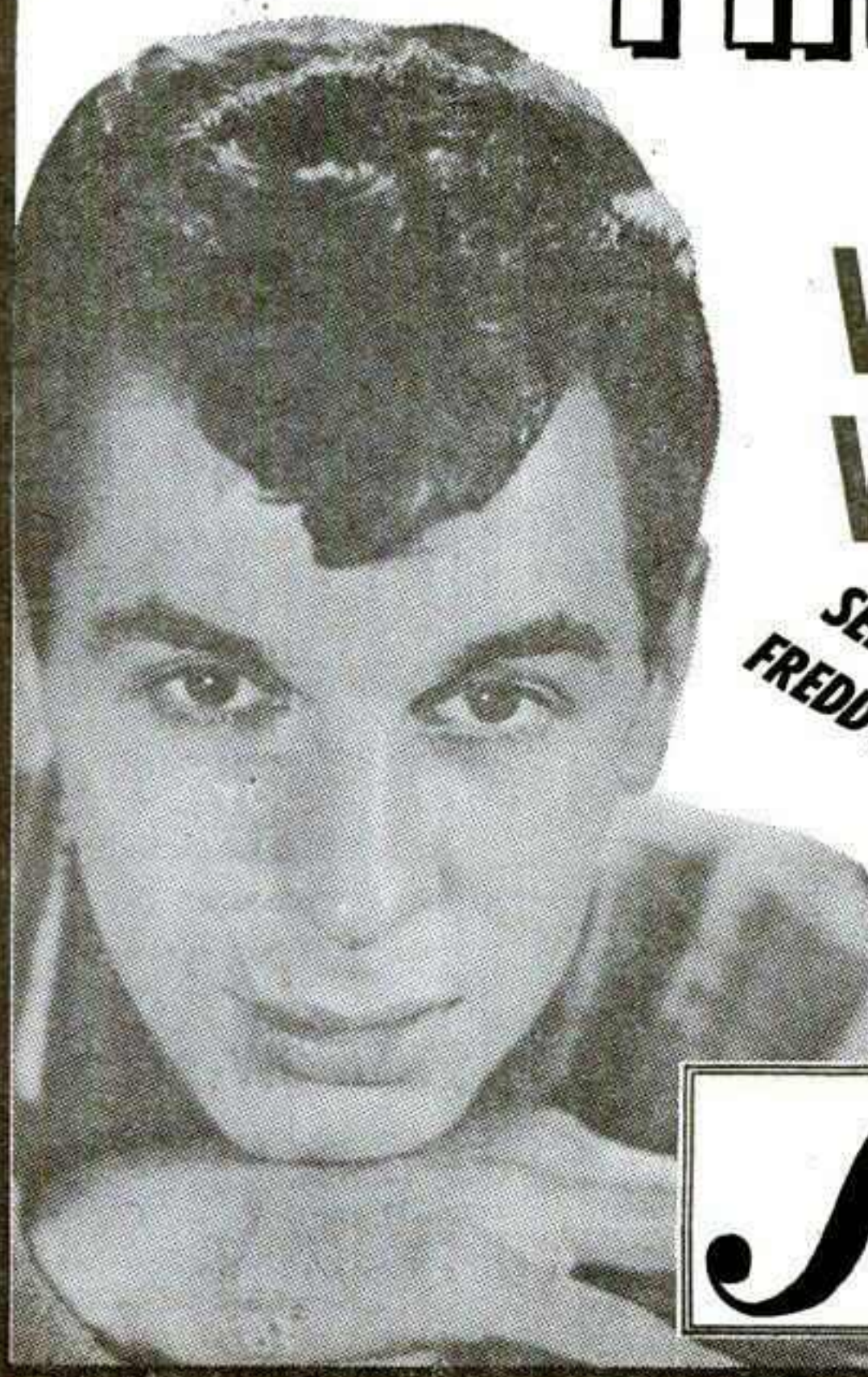
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SELLING LIKE A SINGLE
FREDDY'S SMASH ALBUM

FREDDY CANNON'S
"PALISADES PARK"

SLP #507



● **Reviews of New Singles**

● *Continued from page 40*

tune to the attention of teenagers. (Hollis, BMI) (a0)

★★★ *Once in a Lifetime*—(Hollis, BMI) (1:58)

LITTLE BILLY AND THE ESSENTIALS
★★★★ *The Dance Is Over*—LANDA 691 —A heartfelt rockabilly here that's sung with style by the lad. Side should draw most of its appeal from teens. The boy sings the tune against strings and vocal chorus. (Ludix, BMI) (2:12)

★★★ *Steady Girl* — (Ponderosa, BMI) (2:05)

JACK COOK
★★★★ *The Love You Save (May Be Your Own)* — RAMCO 1771—Good beat, smart combo backing and vocal chorus work make this an entertaining side. The lad sings in good style. This rhythm side also features hard-hitting tenor sax work.

Side is being distributed by Smash, wing of Mercury. (Renda, BMI) (2:28)

★★★ *I Stepped In*—(Renda, BMI) (2:02)

BOBBY WOOD
★★★★ *The Day After Forever*—CHALLENGE 9160—A sad tale of a broken love. Tune has a strong country flavor. It's sung with a nice touch, including choral spots, by Wood. Floyd Cramer piano sound is also a feature. Satisfying wax. (Deckle, BMI) (2:35)

★★★ *Everybody's Searchin'* — (Beckie, BMI) (2:15)

PHIL BO
★★★★ *Oh! What a Mistake* — SMASH 1740—Phil Bo sells this Fats Domino-styled effort with style over good ork support. Good material and performance could help this one get some coins. (Crazy Cajun, BMI) (1:58)

★★★ *Morning Star*—(Ace, BMI) (1:39)

BOB AND EARL
★★★ *Don't Ever Leave Me (Fore-Site, BMI)* (2:30)—★★★ *Fancy Free (Fore-Site, BMI)* (1:55). TEMPE 102

WINIFRED ATWELL
★★★ *Game of Chance (Peter Maurice, ASCAP)* (2:24) — ★★★ *C'est L'Amour (Mills, ASCAP)* (2:25). SPRUCE 101

FLAS JOHNSON
★★★ *Thar He Blows (Music Product, ASCAP)* (2:10)—★★★ *The Music From the House Next Door (Music Product, ASCAP)* (2:15). YANKEE DOODLE 111

MARK MEDFIELD
★★★ *Maybe This Year (Sam Fox, ASCAP)* (2:19) — ★★★ *Heather on the Hill (Sam Fox, ASCAP)* (2:47). GAL-LANT 3001

JERRY DAVIS
★★★ *The Big Toe (Parts I & II) (Post, ASCAP)* (2:12, 2:12). IMPERIAL 5869

RAY RUFF
★★★ *Let Me Tell You About Linda (Missouri, BMI)* (2:20)—★★★ *My Gift to You (Missouri, BMI)* (2:13). NORMAN 524

ROGER DOUGLASS
★★★ *Church Bells Played Me the Blues (January, BMI)* (2:17)—★★★ *Never Ending (Roscoe Jungnickel, ASCAP)* (2:02). MERCURY 72017

THE ARPEGGIOS
★★★ *Like Old Times (Aldon)* (2:00)—★★★ *The Hot Canary (Leads)* (1:58). ERA 3085

JIMMY SMART
★★★ *Tell Me What to Do About Today (Yonah-Pinetop, BMI)* (2:12)—★★★ *Two Sides of Love (Yonah-Pinetop, BMI)* (1:45). CANCELLOR 104

JUBILEE FOUR
★★★ *Pauline (Montclair, BMI)* (2:39)—★★★ *Riders in the Sky (Edwin H. Morris, ASCAP)* (2:21). ERA 3086

BILLY CHAMBERS
★★★ *Fallout Shelter (New Key, BMI)* (2:55)—★★★ *That When I Stopped Living (New Key, BMI)* (2:26). D. J. 80

RUDY DOZIER
★★★ *Let's Carve Our Initials (Jo-Jon, ASCAP)* (2:00) — ★★ *Wicked (Jo-Jon, ASCAP)* (1:40). TEEN-TIME

TERRY CLARK
★★★ *You Better Change Your Ways (Wheel, BMI)* (2:30) — ★★ *I'm Gonna Travel (Wheel, BMI)* (2:45). AMCO 003

ARV JENKINS
★★★ *Runnin' Wild (Renda, BMI)* (1:50) —★★★ *Jenny Gaylor (Renda, BMI)* (2:00). RAMCO 3713

DE JAN AND THE ELGINS
★★★ *That's My Girl (FaDuCo, BMI)* (2:30) — ★★ *Reality (FaDuCo, BMI)* (1:52). LESSIE 0099

VINCE CANTU ROCKIN' DOMINOES
★★★ *Slow Glow (Peer, BMI)* (2:50)—★★★ *Hold My Hand (Peer, BMI)* (2:24). FOX 103

THE PARISIANS
★★★ *Why (I Want to Know) (Fonb, BMI)* (1:57)—★★★ *On the Sunny Side of the Street (Shapiro-Bernstein, ASCAP)* (2:03). FOVA 1004

BILLY FRAZIER
★★★ *Just Once More (Jones, BMI)* (2:27)—★★★ *Land Hol (Wajoma-R. T., BMI)* (2:02). CARLTON 577

GEE SISTERS
★★★ *Telstar (Sarah, ASCAP)* (2:24)—★★★ *Andy (Zodiac, BMI)* (2:35). FALETTE 5101

GINO PARKS
★★★ *Fire (Jobete, BMI)* (2:39) — ★★★ *For This I Thank You (Jobete, BMI)* (2:32). TAMLA 54066

CHUCK WRIGHT
★★★ *Love I Won't Be a Fool Any-more (Angel, BMI)* (2:45)—★★★ *Dear Beloved (Angel, BMI)* (2:45). EMBER 100

JOYA SHERRILL
★★★ *Katusha (English) (Leeds, ASCAP)* (2:00)—★★★ *Katusha (Russian) (Leeds, ASCAP)* (1:58). REPRISE 20102

EDDIE HOLLAND
★★★ *If's Not Too Late (Jobete, BMI)* (2:27)—★★★ *If It's Love (It's Alright) (Jobete, BMI)* (2:21). MOTOWN 1031

THE MATADORS
★★★ *When I Get Lonely (Bel Canto, BMI)* (3:13)—★★★ *That's the Way (Bel Canto, BMI)* (2:20). SAXONY 1001

THE MAJESTICS
★★★ *Blue Feeling (Leivas, BMI)* (2:00) — ★★ *Jaguar (Leivas, BMI)* (2:20). SAM 112 A-B

DAVE HERNANDEZ
★★★ *La Bamba (Z)* (2:26)—★★ *Darling (Neil Ray, BMI)* (2:28). Z 8355

TOMMY LOVE
★★★ *Half Past Midnight (Jupiter, ASCAP)* (2:29)—★★ *Wow! Wow! (Jupiter, ASCAP)* (1:45). ORBIT 4889

BETTY LUTHER
★★★ *I'm Going Down Wolverton Mountain (Mixer, BMI)* (2:40)—★★ *Hearts Don't Break (Mixer, BMI)* (2:00). TOPPA 1066

★★★★ **STRONG SALES POTENTIAL**

JAZZ
MILT JACKSON AND WES MONTGOMERY
★★★★ *S.K.J.—RIVERSIDE 45472*—Solid, medium tempo blowing here by the vibes player and guitarist. The side swings easily and should be a favorite on jazz juke boxes and with the jocks. (M.J.Q., BMI) (4:25)
★★★★ *Stairway to the Stars*—Lovely ballad reading of the standard by MJQ vibist Jackson and guitarist Montgomery. It's a mighty relaxin' side that should score with jazz jocks and juke box programmers. Both sides are from the twosome's current LP. (Robbins, ASCAP) (3:34)

IKE QUEBEC
★★★★ *Brother Can You Spare a Dime—BLUE NOTE 1838* — Here's some fine, liquid tenor sax blowing by Ike Quebec. The oldie is taken at a ballad tempo with organ and rhythm backing the saxist. (Shubert)
★★★★ *Nature Boy*—Some mighty appealing ballad blowing by Quebec here. The side has a strong quality of nostalgia that might make a good one for jazz juke box play. It's a highly lyric reading of the oldie. (Crestview)

ZOOT SIMS
★★★★ *Doggin' Around* — BETHLEHEM 3012—The old Basie favorite comes across

In the Style That Made Him Great
Buddy Holly
Wait Till the Sun Shines, Nellie
Coral #62329

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b/w *Why Don't You Do Right?*
A Soaring New Single
by **Mark Murphy**
(Riverside 4526)

★ *Three Cheers for Mark Murphy* **RAH!** (the title of his latest album) **RAH!** (a best seller) **RAH!** (On Riverside Records—RLP 995 [M] and 9995 [S]) ★

in strong instrumental style as played by tenor saxist Zoot Sims. Side should get a good bit of jazz juke box play. It's from the "Down Home" LP. (Popular, ASCAP) (2:43)

★★★★ There'll Be Some Changes Made—From the tenor saxist's LP "Down Home," comes this swinging interpretation of the old standard. Zoot's in strong form against pushing rhythm section. Perfect for jazz juke boxes. (E. B. Marks, BMI) (3:09)

ODETTA

★★★★ Oh, My Babe—RIVERSIDE 24524—Here's a touching reading of the old blues that has ballad characteristics. It's a fine side that also features some top Dixie-swing jazz backing up the folk singer. Both sides are from "Odetta and the Blues" LP. (Jazz Standard, BMI) (2:43)

★★★★ Make Me a Pallet on Your Floor—There's some mighty strong blues singing on this side. Odetta's in powerful voice, singing in straightforward style. Side also features some excellent solo and ensemble work from a Dixie combo which features Vic Dickerson. (Jazz Standard, BMI) (2:36)

RHYTHM & BLUES

EDDIE (CLEANHEAD) VINSON
★★★★ Hold It Right There—BETHLEHEM 3016—Eddie Vinson swings this one in old style. He was one of the big r.&b. favorites some years ago and this disk should be a bit of nostalgia for those who dig strong pulsing blues singing. (Cherio, BMI) (2:25)

★★★ Sweet Lovin' Baby — (Lively Arts, BMI) (2:54)

COUNTRY & WESTERN

RENO AND SMILEY
★★★★ Ten Paces—KING 5673—Mighty clever material here about a man who stole his best friend's wife and hence must meet the man in mortal pistol play. Solid wax with a good story and sound. (Briarcliff, BMI) (2:36)

★★★★ The Everglades—The old-time duo still have their fine sound on this Harlan Howard saga tune, of a chase in the Everglades. Other versions have been cut but the duo's many fans will like this. (Briarcliff, BMI) (2:)

LOUVIN BROTHERS

★★★★ Must You Throw Dirt in My Face—CAPITOL 4822—The boys sell this weeper in straight hill style. The close harmony and the touching sentiment against the three-quarter country accompaniment should score in the rural areas. (Moss Rose, BMI) (2:37)

★★★★ The First Time in Life—A chorus of girls join Ira and Charlie for this three-quarter time country tune. The boys sing with feeling against country combo sound. (Acuff-Rose, BMI) (2:34)

HOMER AND JETHRO

★★★★ Are You Kissing More Now (But Enjoying It Less)—RCA VICTOR 8075—The duo comes through with a bright performance of a bouncy novelty that also spotlights a femme chorus in the backing. Good wax. (Lyle-Hollyjo, ASCAP) (2:26)

★★★★ She Thinks I Don't Care—All the boys did was to try to leave the country, and they also sent the gal poison ivy. But that doesn't mean they don't care. Clever wax for their many fans. (Glad-Jack, BMI) (2:25)

MARVIN McCULLOUGH

★★★★ Just Inside Your Arms—CAPITOL 4820—The story of a tortured heart on this weeper. McCullough sings the tune in impassioned style while a male chorus backs him in tight unison. The side also features some fine playing by the combo. Bright drum breaks on stop time add to the side. (Tree, BMI) (2:30)

★★★★ Where Else Could I Go (But to Her Arms)—The boy sings this tune with wide style against a chorus of male voices. Side is a bright-stepping weeper that features some classy piano work in addition to the singing. (Vidor, BMI) (2:27)

POLKA

ART WALUNAS AND HIS ORK
★★★★ Seven Beers With the Wrong Woman—HEARTBEAT 16—Bright, happy waltz fare with a group vocal by Walunas and his lads. Accordion predominates in the lead. Good juke sound. (Miller, ASCAP) (2:20)

★★★★ Dutch Boy Polka — Another fast-moving side with the accordion getting some nice background play from the banjo. Melody has that old-time roller rink quality. (Heartbeat, ASCAP) (2:37)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

TOMMY ROOTS
★★★★ Country Caravan (Green Pine, BMI) (2:16) —★★★★ Shenandoah Ride

(Green Pine, BMI) (2:05). SEHANDOAH 1

NORM OWENS

★★★★ I Won't Say I Told You So (NeVega, BMI) (2:07) —★★★★ City Livin' (NeVega, BMI) (2:10). CROSBY 20

BOBBY BUTLER

★★★★ A Short Romance (Pratt, BMI) (2:20) —★★★★ The Harm They're Doing (Pratt, BMI) (2:28). SHENANDOAH 2

RILEY CRABTREE

★★★★ Someone Reminds Me of You (Security, BMI) (2:18) —★★★★ Watching the Clock (Vandenburg, BMI) (2:31). VANDAN 2904

HANK ROBEY

★★★★ Not Just a Dream (Neches, BMI) (2:33) —★★★★ I Told You So (Peer Int'l, BMI) (2:10). SPINDLETOP 45002

POLKA

EDDIE ZIMA AND HIS ORK
★★★★ Picnic Days Polka (Jay Jay) (2:40) —★★★★ Be Mine Angeline (Jay Jay) (2:50). JAY JAY 272

JOHNNY HYZNY

★★★★ Darlene Waltz (Jay Jay) (2:45) —★★★★ Joe and Jean's Polka (Jay Jay) (1:55). JAY JAY 274

JAZZ

DODO GREENE
★★★★ Little Things Mean a Lot (Leo Felst, ASCAP) —★★★★ You Are My Sunshine (Peer Int'l, BMI) BLUE NOTE 1859 A-B

BENNIE GREEN

★★★★ Catwalk (Roymas, BMI) (2:50) —★★★★ Dobbiln' and Babbiln' (Groove, BMI) (2:50). BETHLEHEM 3014

INTERNATIONAL

JOHNNY HERRA
★★★★ De Rodillas Vendras (Peer, BMI) (2:48) —★★★★ Tres Gritos (Peer, BMI) (2:17). GAVIOTA 2006

LIMITED SALES POTENTIAL

POPULAR

HAROLD TURNER
Sunrise Serenade (Jewel) (2:03) —Twilight Time (Porgie) (2:25). HEARTBEAT 17

SAM PORFIRIO QUARTET

I Love Paris (Buxton Hill) (2:43) —My Funny Valentine (Chappell) (1:38). HEARTBEAT 12

Decca Net Earnings Up Sharply Over '61

NEW YORK—Consolidated net earnings for Decca Records, Inc. (including the Universal Pictures subsid), for the first six months of 1962 have been placed at \$3,313,972, which is equal to \$2.17 per share. These figures are well above the \$1,315,063 earnings and \$1.02 per share for the same period in 1961.

BENNY STRONG AND ORK
You're Gonna Be Sorry (Cole, BMI) (2:10) —That Certain Party (Bourne, ASCAP) (2:10). HEARTBEAT 15

GEORGIE COLE
Never Part (Bayer, ASCAP) —Make That Dream Come True (Fayth, BMI). BRUNSWICK 55232

PEPPY FIELDS
Bill Bailey (BAEELL, BMI) (2:04) —Somebody Stole My Gal (Robbins, ASCAP) (2:20). JUBILEE 5006

DONNA LOREN
Sailor, Sailor (American, BMI) (1:43) —Tony (American, BMI) (2:03). CREST 1106

THE CARARETS: THE MATADORS
Times Is Tough (Bel Canto, BMI) (2:14) —There Must Be a Way (Bel Canto, BMI) (2:50). SAXONY 1002

JACKIE BURNS
Queen of Fools (Central Songs, BMI) (2:15) —Please Don't Fool Around (NeVega, BMI) (2:06). CROSBY 21

RIC BRUNO
Honeymoon in Eternity (Duane, BMI) (2:44) —Don't Take Her Away (Duane, BMI) (2:32). TWILIGHT 402

ADAH LOUISE WILSON
I Love Just You (Germersheim-Garrawak, BMI) (2:15) —Too Much (Germersheim-Garrawak, BMI) (2:15). ARRAWK 1002 A-B

COUNTRY & WESTERN

JAMES MASSEY
Stranger (Briarcliff, BMI) (2:00) —Since You've Been Gone (Briarcliff, BMI) (2:07). BILLUPS 101

JAMBOREE SWEETHEARTS
Caroline (Neale, ASCAP) (2:20) —Spinning in My Heart (Process, BMI) (2:43). NEALE 101-2

IRVIN RUSS
Baby Said (Briarcliff, BMI) (2:02) —Don't Make Me Lonely (Briarcliff, BMI) (1:55). BILLUPS 102

Cameo-20th Execs

• Continued from page 4
packages of Glenn Miller and Tommy Dorsey material.

Never Made It
Unlike its rivals among picture company-owned disking affiliates, 20th-Fox Records never has blossomed into the going kind of concern originally hoped for by 20th Board Chairman (then President) Spyros P. Skouras.

Henry Onorati and Lou Del-Guercio, who were hired by Skouras several years ago to set up the label, exited the firm earlier this year. Since then, activities have been at a virtual standstill, pending a long promised "reorganization."

At the time of the Onorati-Del-Guercio fadeout, Cain told a reporter: "We plan to rebuild and we'll have a record company whether it's here, in Hollywood or Anchorage."

Perhaps, tradesters said, "Bernie Lowe is the answer."

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

"Country music is growing in leaps and bounds here in the Deep South," writes Tom Reeder, deejay and general manager at WARI Radio, Abbeville, Ala. "I'm still programming eight hours daily," continues Tom, "and reaction is great." New jocks at WARI are Ron Jay, who handles the morning show from 4 to 9 o'clock, and Dan the Music Man, who holds down the air from 1 p.m. to sign-off each day. "I'm in need of country and western albums," pleads Reeder. "I feature an album each day on my 'Tom Cat Show,' playing all the songs in the deck and urging the listeners to go out and buy it on the album-a-week plan." Reeder reports that he is presently netting the biggest singles reaction with Patsy Cline's "You're Stronger Than Me," Jim and Jesse's "Pickin'" and A-Grinnin'," Johnny Tillotson's "Send Me the Pillow You Dream On," and Warren Smith's "Book of Broken Hearts."

Hubert Long, of Moss Rose Publications, Inc., 616 Exchange Building, Nashville, has available deejay samples on Roy Drusky's "After You Turn Out Your Light" on Decca, "The Final Step" by Skeeter Davis on RCA Victor and "I Can Take His Baby Away" by Darrell McCall on Philips. Drop him a line on your station's letterhead. . . . Slated to make its debut soon as an all-country station is WNOH, Raleigh, N. C. . . . "Take Me Back Again" is Rose Maddox's latest on the Capitol label. Jocks who may have been missed or needing an extra copy are invited to write to Jimmy Brogdon, P. O. Box 294, Oceanside, Calif. . . . Red Gordon is now in his third year with his "Western Cavalcade" platter show on KGAF, Gainesville, Tex.

Bob Conners, now heard each Sunday, 10:30 a.m. to 12:30 p.m., on WYRE, Pittsburgh, the only country station in that city, says he has a daily morning and afternoon seg coming up soon. WYRE is clear channel with 1,000 watts. Bob invites country artists coming through on Sundays to pay him a visit on the show. He also puts in a plea for new releases. . . . Jimmy Haney, formerly of WKCW, Warrenton, Va., has shifted to WEEL Radio, Fairfax, Va., where he's working with Jim Clark on a joint platter show and singing on Clark's "Hymn Time" seg from 6:30-10:30 a.m. on Sundays. . . . "Thanks to your column, I'm now getting lots of good releases from the artists and record companies," writes Taylor Porter, who whirls three hours of country and gospel material daily over WSLM, Salem, Ind.

"We need help," writes Johnny Murphy, of WHEW, West Palm Beach, Fla., "in the way of old and new singles and albums. "We have only 90 albums and some 400 singles and we program country and western music 17 hours a day, seven days a week, with Sunday morning devoted to c.&w.-styled spirituals. We are the only station programming c.&w. all day on the Gold Coast between Daytona Beach and Miami, but with our limited supply of music we are forced to make like Ferlin Husky by saying 'Somebody Save Us.' Would appreciate duplicate copies for our sister station, WOWY, Clewiston, Fla., which programs 12 hours of c.&w. music a day."

Reviews of New Albums

Continued from page 41

★★★★ BACH: GOLDBERG VARIATIONS
Sylvia Marlowe. Decca DL 056 (M); DL 710056 (S)—All 30 of these fascinatingly inventive Bach pieces are presented here in a continuous program, not broken up by separate tracks. The work, though written for the harpsichord, is more often heard in piano form, thus this intriguing performance is all the more welcome. It is also one of the very few stereo versions available and should therefore enjoy a good reception from full catalog dealers.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

INTERNATIONAL

★★★★ ES RAUSCHT DER WALD
Erich Storz, Marianne Vassel and Marianne Opitz. Fiesta FLP 1354 — Smooth pretty readings of familiar German tunes sung by Marianne Vassel, Erich Storz and Marianne Opitz. The tunes include such items as "The Happy Wanderer," and others of the same era. All of the songs are sung in German and the set is a good one for German neighborhoods.

★★★★ PROST! GERMAN BEER DRINKING SONGS
Willie Rose. Fiesta FLP 1357 — Singer Willie Rose stars on this collection of German beer drinking songs in his own imitable, and flavorful style. He is occasionally aided by gang vocals from the band on this agreeable recordings. The brass band of Otto Kermbach supports Rose here. Tunes include polkas, marches and few tunes from German revues. Good wax.

★★★★ DAS WAREN NOCH ZEITEN
Various Artists. Fiesta FLP 1355—This happy and catchy waxing features some of the top hits from the period 1910 to 1925. The singers include Willie Rose, Brigitte Mira, Erika Mechera, Rudolf Christ, Rudolf Scheffling and Ma Brosow. They sing the bright tunes with warmth and fun over good ork support. Good wax for German music fans, especially the older set.

★★★★ I REMEMBER BRAZIL
Various Artists. Fiesta FLP 1287—An interesting album for those looking for some authentic Brazilian atmosphere music. The color cover (from Pan American Airways' files) of the Rio waterfront with a magnificent new hotel in the foreground, sets the tone for the carnival spirit here. The music is not at all like that of the typical Latin genre, but it does have bright rhythm and an infectious quality about it. Performances here are in the native tongue, Portuguese, and are by various artists like Marlene, the Trio Montanhas, Antonio Alfredo, Mario Gil, etc.

LATIN AMERICAN

★★★★ JAVIER SOLIS GREATEST HITS
Columbia EX 5079—One of Latin America's best known artists, Javier Solis is represented on this LP with a group of songs associated with him. Accompanied as usual by a mariachi group, the Mexican star offers emotional renditions of "Escandalo," "Adelante," "La Hiedra," and nine others. Stores which have knowledgeable Latin American clientele will do business with this release.

SPIRITUAL

★★★★ THE EXCITING GOSPEL SOUND OF THE STEVENS SINGERS
ABC-Paramount ABC 419 (M); ABCS 419 (S)—The Stevens group, a mixed quartet, have been heard in clubs (The Blue Angel in New York among others); on TV and at the Newport Jazz Festival. Here they make their bow on the ABC-Paramount label with a program of exciting performances, which retain much of the primitive, earthy bite of Southern gospellers, despite a certain stylistic polish which enables them to come off well in the most pop kind of circles. "Just a Closer Walk," "It's Me Oh Lord" and "Down by the Riverside" are nicely blended with lesser known items. Strong wax for the market.

POLKA

★★★★ LOU PROHUT PLAYS POLISH POLKAS
ABC-Paramount ABC 427 (M); ABCS 427 (S)—Polish-styled selections are featured in this latest release by Lou Prohut and his Polka-Rounders. Vocals and instrumentals all feature the group's steady beat and the good humor which characterized Prohut's earlier release, as well as the ABC-TV network show which helped give the group national exposure and helps the salability of this series.

★★★ MODERATE SALES POTENTIAL

CLASSICAL

★★★ THE TEMPERANCE SEVEN
Kapp KL 1287

★★★ MOZART: CONCERTO IN A MAJOR (K. 219); BACH: CONCERTO IN E MAJOR (BWV 1042)
Erica Morini; Aeterna Chamber Orchestra (Waldman). Decca DL 10053 (M); DL 710053 (S)

★★★ HARK, THE GLAD SOUND!
Carl Dolmetsch and the Dolmetsch Consort. Angel S 35747

★★★ 20TH CENTURY SPANISH SONGS
Victoria de Los Angeles, Angel S 35775 (S)

★★★ ORATORIO ARIAS
Maria Stader. Deutsche Grammophon LPEM 19 261 (M); SLPEM 136 261 (S)


★★★ SCHUBERT: ROSAMUNDE; GLUCK-MOTTL: BALLET SUITE
Vienna Philharmonic Orchestra (Kempe). Angel S 35746

INTERNATIONAL

★★★ I REMEMBER SWEDEN, VOL. 5
Carl Jularbo. Fiesta FLP 1353

★★★ INSTRUMENTS AND MUSIC OF BOLIVIA
Ethnic Folkways Library FM 4012

★★★ POLSKIE TANGA I WALCE
Boleslaw Novak. Fiesta FLP 1356



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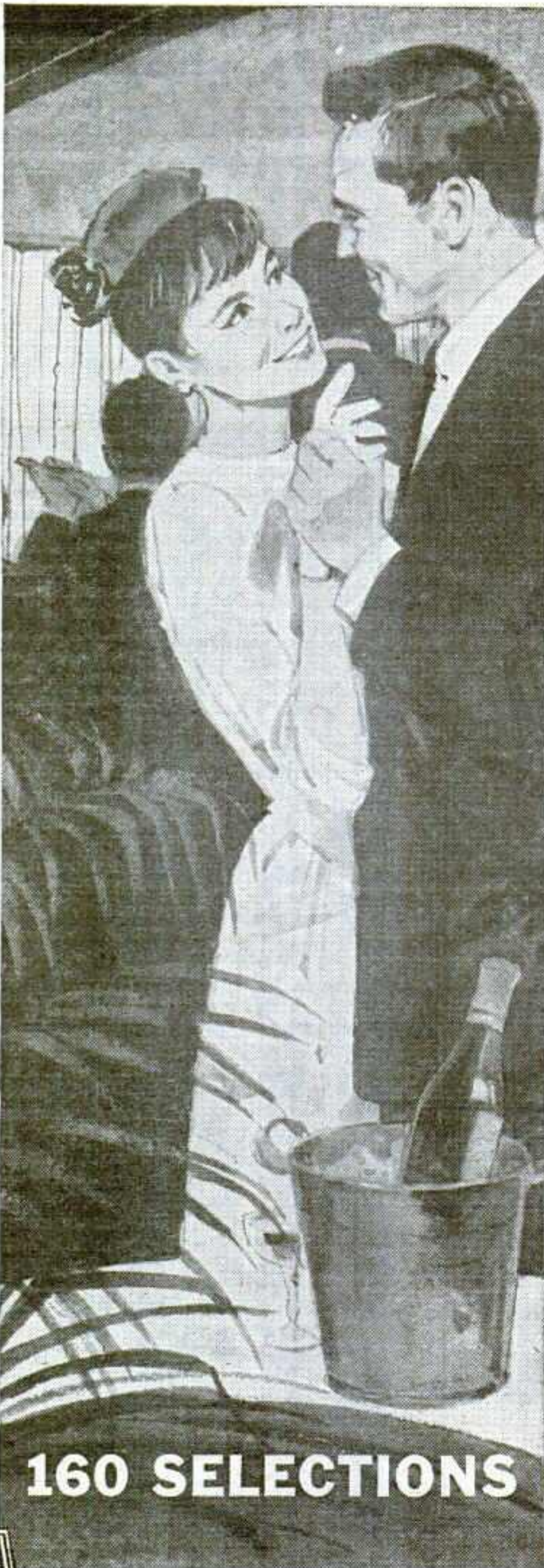
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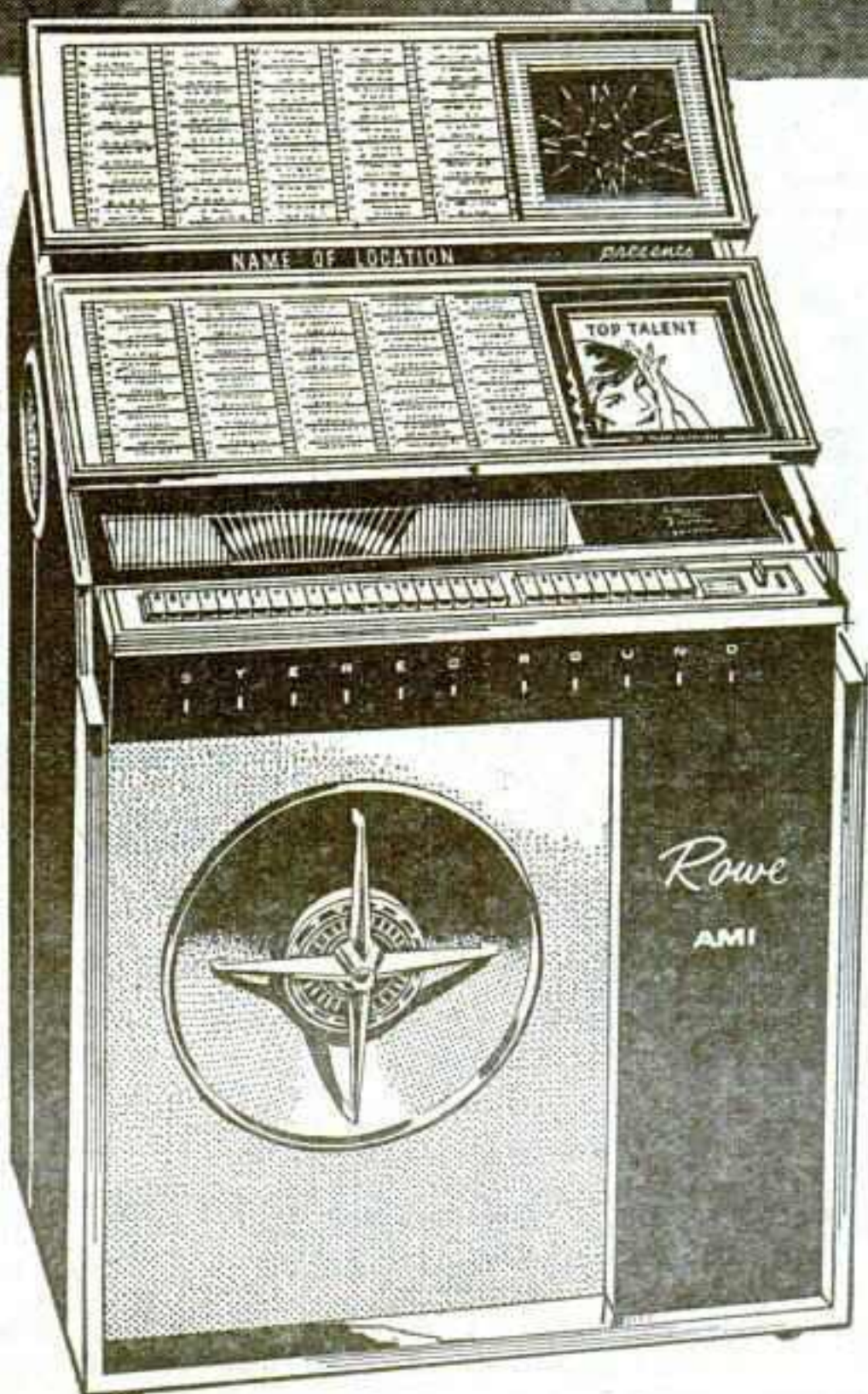
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PHONOGRAPHS

**EUROPEAN
NEWS BRIEFS**

Japan Phono Potential: 50,000 Units

BONN—A trade brochure issued by the Japanese Embassy here forecasts an eventual large Japanese home market for juke boxes. The brochure—"Trade Trends"—predicts that phonographs placed in Nippon will multiply from the present 4,000 to "at least 25,000 within the next five years." Japan, with a population of more than 90 million, has a potential market for "at least 50,000 machines," according to the trade brochure. Japan, which started late in phonograph production, is attempting to overtake foreign competitors with the development of sophisticated transistor equipment comparable to Japan's famous transistor television sets, first such items on the U. S. market.

Swede Air Pirates Copy U. S. Format

STOCKHOLM—Sweden's so-called "pirate" radio station, Radio Nord, has introduced a new program, "Juke Box Jam-boree," featuring what it calls top tunes of the times. The program aims at stimulating phonograph play while simultaneously building listenership among phonograph fans. Radio Nord is housed in a small freighter converted into a floating transmitter. The ship operates outside Sweden's three-mile territorial waters, thus circumventing Swedish law restricting broadcasting to the State radio. Radio Nord is a commercial station operating with the U. S. format of music, news, and advertising. The Swedish Parliament has enacted a law aimed at closing down by January 1, 1963, all radio transmission beamed to Sweden from offshore waters. Officials of Radio Nord have said, however, that the ship station would ignore the law.

Hamburg Fans Favor 10-Time Button

HAMBURG—German night clubs are enthusiastic over the master-selector mechanism of the Wurlitzer 2600 and 2610 models, according to Erich Schneider, Wurlitzer general importer for West Germany. Schneider reports that German hot spots unanimously choose the master-selector mechanism enabling the patron to play the 10 top tunes by pressing the single selector button. Surveys show that night club patrons, at least in Germany, don't like to be bothered with the necessity of making a choice of records. "They like to eliminate the work involved in picking and choosing by just pressing the 'Top-Tune' button and letting it do the work for them," reports Schneider.

Open New Volbracht Show Rooms

BIELEFELD, W. Germany — The distributor firm of Hermann R. Volbracht Nachf. has opened a branch in Bielefeld, consisting of show rooms for U. S. and German phonographs, for German payout machines and for phonograph records. The new Volbracht branch also has a large service center. The firm will also distribute games and vending equipment from the Bielefeld branch. Heretofore, Volbracht has served the Bielefeld-Osnabrueck area from its main office in Hanover. However, the growth of the firm in the Bielefeld area made it more efficient

(Continued on page 57)

Europe Pants for U. S. Machs.

By OMER ANDERSON

BRUSSELS — European importers are rapidly shifting emphasis from U. S. juke boxes to games, and trade sources here state that this trend will become permanent. A survey of export-import concerns in Brussels and Antwerp, coin machine crossroads of the Eastern Hemisphere, establishes that every firm polled intends increasing U. S. game imports — and decreasing phonograph imports.

A veteran in the export-import trade summarized, "We're no longer back in 1953 or even 1959. Europe has come a long way since then, faster than even we here on the spot have realized. But the proof is in the figures."

Cheaper, Less Chrome

"Europe can produce all the juke boxes it requires just as easily as it can produce the automobiles it needs. There is no longer any question of American 'know-how'; the Europeans now know how to build juke boxes just as well as the Americans, although we build them with less chrome and neon lighting—but cheaper.

"The market now is for games, and this is the field in which the U. S. clearly predominates, and in which it will continue to rule for as long as we can visualize."

Some Belgian export-import firms have slashed imports of U. S. juke boxes by nearly 80 per cent and a few firms have cut as deeply as 90 per cent. All major Belgium-based firms have cut phonograph imports by at least 40 per cent.

U. S. game imports are rising proportionately. Trade sources attribute the escalation to U. S. supremacy together with a continually expanding game market.

Football Stage

This dimension was applied by Jacques Roelandt, an amusement hall operator. "Europeans have only begun to discover games—I mean the sophisticated American electronic type. We are still basically in the football (soccer) stage."

"My experience is typical of that of other operators. Whereas only a few years ago, people complained American games were too complicated, today I can't get enough new U. S. games. Football is passe;

the demand now is for 'the latest thing from Chicago.'

Games dominate the offerings of the big export-import firms based here, such as Holland, Belgie Europe. U. S. games shipments are increasing month by month to every major market in Europe.

Italian Market

Belgium has boomed to the top of the list for pinball and bingo imports. West Germany and France are becoming big markets for pinballs and bowlers. Italy is expanding rapidly as a general games market, potentially the biggest single market in Europe.

Trade experts here report that game shipments to Italy have increased phenomenally in the last year. "Italy is the hottest games market on the Continent," a Brussels export-import firm proprietor reported. "We have increased our sales to Italy 300 per cent in the last 18 months."

France is developing as a phenomenal market for bowlers with pinballs close behind. Some 250 new bowlers have been sited in

(Continued on page 57)

Ops Selling Both Background & Coin Music Have Head Start—Seeburg

CHICAGO—Both background music and juke boxes can be made to serve the economic interests of the operator, according to Stewart F. Auer, vice-president of the background music division of the Seeburg Sales Corporation.

"A good 30 per cent of our business is through people who have expanded to include both background music and coin machines in their operations," he said.

"We are ready and willing to help the operator who wants to grow by combining his phonograph operations with background music. We are prepared to help with financing through the distributor. We will even get the stops and then turn them over to the operator. We do the recording and programming for him. Literally all that the operator has to do is to plug it in."

Both Types

In the competition for locations, the advantage may well be with the operator who can offer both types of music, Auer said.

"Until the operator comes up with methods for getting locations, the operator who has something to offer besides juke boxes will enjoy a head start

over his competitor," he said. "As for our part, the operator will have our assurance that we are manufacturers and that we shall not compete with him."

The effectiveness of the joint exploitation of phonographs and background music was strongly affirmed by an official of the Chicago and Illinois Restaurant Association.

Working Profitably

"It is working profitably in many of our places," said Herbert C. Siekman, the Association's assistant secretary and editor of the *Midwestern Restaurant News*.

"Background music provides the proper atmosphere for relaxation during the dinner hour," Siekman said. "The juke box generates the conviviality for the later hours. Let it be observed that almost all of our new restaurants make provisions for the use of background music."

"I am not among those, however, who feels that a coin-operated phonograph is out of place in a nice place. The truth is that it is highly proper in certain places—be it high class or not—as it may not be in others. Both types of music serve an immensely important purpose in our business."

Will Seize Games Ducking Tax

CHICAGO — Hundreds of coin-operated games will be confiscated before the end of August unless operators pay the State license tax required for such equipment, the Investigation Section of the Illinois Department of Revenue warned last week.

The tax was due on August 1. A 20 per cent penalty will have been added if it remained unpaid by August 10, a spokesman for the Section said.

"And if it isn't paid by the end of this month, we're going to seize the machines," he said. "The State was cheated out of \$50,000 last year through nonpayment of these taxes. And Cook County probably lost as much as \$30,000. What defies understanding is that the little fellow—the operator with 10 or 15 machines—pays. It is the man with 100 machines and more who gives us the most trouble."

Petition Possible

If the machines are seized, the operator will be able to retrieve them only by petitioning a court—and only after paying for the trucking, storage and court costs.

"Moreover, the location will never take the machines back after they're picked up," the official said. He doesn't enjoy such harassment and he doesn't have to take it for property which isn't even his."

Illinois statute imposes a privilege tax on every coin-operated amusement device of the following descriptions:

Class (a) Device refers to a coin-in-the-slot-operated mechanical pinball device played for amusement

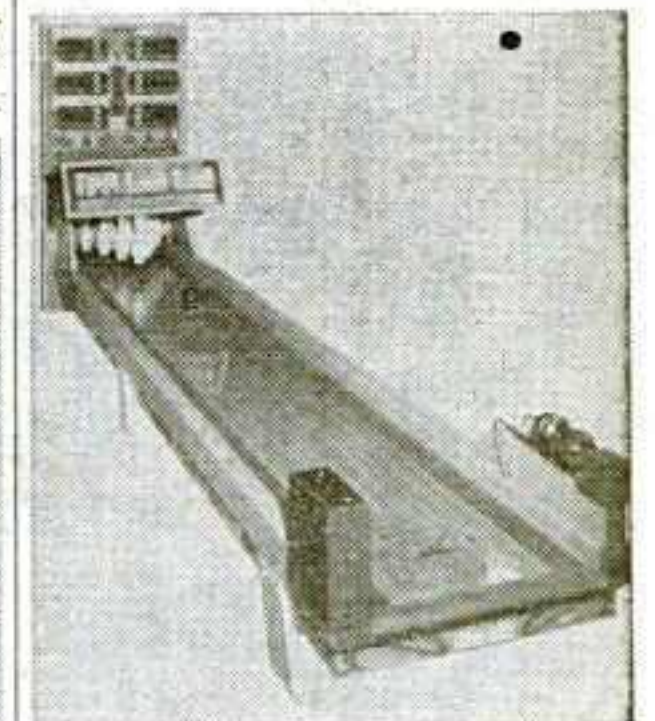
which rewards the player with the right to replay, which is so constructed or devised as to make such result of the operation depend in part upon the skill of the player and which returns no tokens, coins or merchandise.

Class (b) Device refers to a coin-operated mechanical device which is designed to be played for amusement and which in its operation shoots or propels an electric ray or impulse from a gun held and operated by the player of the device, to a target which contains receiving photoelectric cell.

Class (c) Device refers to a coin-operated mechanical bowling alley or shuffleboard device which is designed to be played for amusement and which in its operation

(Continued on page 57)

**Dynamic's New
Bowling Game
Now on Market**



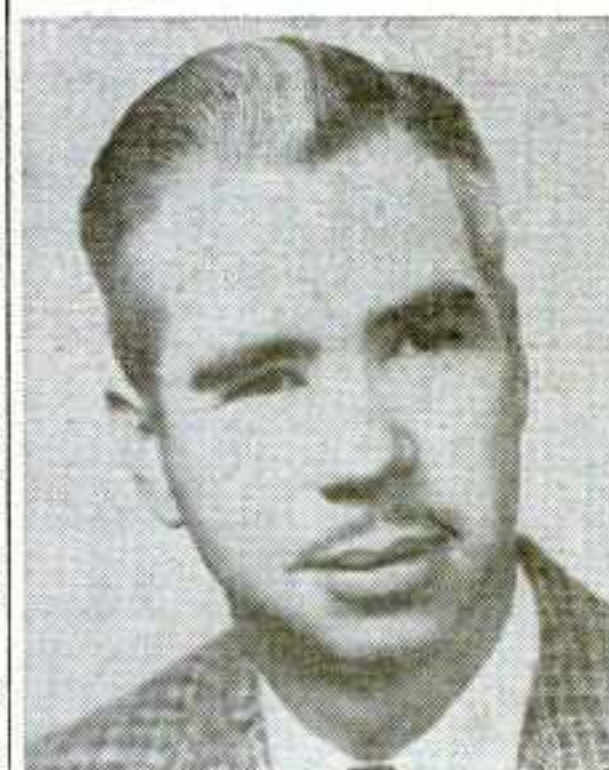
ROYAL CROWN

CHICAGO — Royal Crown, a new bowler produced by Chicago Dynamic Industries, was placed on the market this week.

Features of the new equipment include larger scoring drums which light up and provide for much faster scoring. The machine has four different cash box set-ups.

The bowler is available in the following plays: Straight 10 cents; two games for 25 cents; two

(Continued on page 57)



ROBERT S. EDINGER has been named Ohio and Kentucky district manager for Rowe AC Services. He will supervise the sale of Rowe vending equipment. Edinger had held executive positions with Vendo and had been president of the Automatic Beverage Company, Omaha.

Buffalo Judge Rules Trinket Vending Gives Children 'Instinct for Gambling'

BUFFALO—City Judge Casimer T. Partyka ruled that vending machines which dispense trinkets, gum balls or candies are slot machines and "would instill in children an instinct for further gambling."

The judge fined Nicasio Gonzales, of 27 Busti Avenue, \$25 after finding him guilty of possessing or permitting gambling devices in his delicatessen at 108 Seventh Street.

Appeal Filed

William B. Mahoney, attorney for Gonzales, said he already has filed an appeal of the decision to be argued in Supreme Court.

The judge ordered a 30-day stay in execution of his order for destruction of the machines so the district attorney's office can decide whether all or only a part of the machines should be destroyed.

The machines are glass containers mounted one atop another on metal stands. Those at the top dispense the trinkets or candy for a nickel or dime. Those at the bottom offer candy or gum for a penny apiece and hence are not illegal, the judge said.

In ruling that the vending ma-

chines are "indeed slot machines" as set forth in Section 982, Sub-division 2, of the Penal Law, Judge Partyka noted:

Unpredictable

"Upon insertion of a coin, the machine would dispense a variety of trinkets but which of the trinkets would be released from the machines would depend on chance, unpredictable by the user.

"The trinkets have no real value except to children. To them the trinkets are an attraction and a treasure. To obtain a particular trinket they would play again and again.

"It is a type of gambling in trivial things that would instill in the children an instinct for future gambling.

"A distinguished jurist, referring to this type of gambling, once said, that 'from the little rivulets comes the stream.'"

Form of Gambling

"Although not as serious as other forms of gambling, this form of gambling by children is serious in its consequences."

Mahoney had prepared a long memorandum contending that the

machines must offer something further than just a trinket, such as another play, to be illegal. But the judge struck down this argument in his decision.

The case grew out of complaints of parents that their children were losing lunch money trying for particular items from the machines.

NOT ADVISED IN TRINKET CASE, DEFENDANT SAYS

BUFFALO—Attorney William B. Mahoney will argue in Supreme Court an appeal of the conviction of a delicatessen operator in the trinket vending machine case on the grounds the defendant was not properly advised of his rights on arraignment and that the machines are not gambling devices.

Mahoney contends that Nicasio Gonzales was not advised that he was entitled to an adjournment so that he might apply to the Supreme Court for permission to have the case presented to the grand jury. The Court of Appeals of New York has ruled that failure of a court to inform a defendant of this right is reversible error, said Mahoney. Mahoney is appealing the conviction on grounds also that the vending machines are not gambling devices as defined by law.

Chi Bulk Ops Win Health Board Kudos

CHICAGO—Local bulk vending operators were praised last week for their faithful compliance with the municipal health code and Board of Health regulations covering their equipment.

The compliment, which stressed the co-operation he has received from both the operators and manufacturers of bulk vending machines, was voiced by D. Samuel L. Andelman, the city's health commissioner.

Edward F. King, the Board's chief sanitary officer, joined Dr. Andelman in lauding the industry.

Clean Business

"Bulk vending is clean business in Chicago," King said.

The Board, King explained, has two full-time inspectors checking machines on locations.

"And there are many other con-

trols," he said. "The operator must obtain a license from the City Collector, but its only issued to him upon the approval of the Health Board. He must have a commissary for cleaning machines, servicing and handling. We will not permit him to operate out of basements, flats or garages. The manufacturer is required to submit equipment for a determination by the Board before it is released.

Basic Requirements

King listed three basic requirements for approved operations of machines:

1. The delivery orifice of all bulk vending machines must be covered by a self-closing door at all times when the machine is in the process of delivering.

2. Chutes must be so designed as to deliver without requiring the purchaser to touch the inside surface of the delivery chute.

3. All surfaces of the equipment

(Continued on page 50)

New Vend-Craft Canada Plant In Production

SCARBOROUGH, Ont. — The \$250,000 ball gum plant of Vend-Craft Gum, Ltd., went into production Monday (13), less than 100 days after ground was first broken.

Kenneth J. McPhail and Sterling B. Douglas, principals in the venture, held open house Friday (10), as hundreds of traders attended and M.P.T. Ray Connell, provincial minister of public works, gave the dedication speech. Also on hand was Albert Campbell, reeve (mayor) of Scarborough.

The 15,000-square-foot building will be augmented by another plant of equal size, with the completed manufacturing facilities to total about 30,000 square feet.

All walls and ceilings of the plant are white, and all machinery is blue, combining for a harmonious color scheme. The plant output will be primarily for the bulk vending trade.

MULTIPLE IDEA REACHES ROME

ROME—First multiple installation of vending machines in the Eternal City has been made in the underpass at Largo Tritone in the very heart of the city. A battery of machines mix soft drinks and dispense them in paper cups, sell candies, chewing gum balls and peanuts. It is the first location where more than one vending machine has been seen since their introduction in this city.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
1700 W. Lake St. Chicago 3, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes, 1/2 Tab Gum, 5/8 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 370 count and 600 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.

**VENDING HEADQUARTERS FOR
BEAVER**

Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Delaware and Maryland.

THE PRESTIGE LINE OF BULK VENDORS

Write for prices or brochure:

BUYMORE SALES CORP.
16 W. Atlantic Ave. BALDWIN 3-4320 Baldwin, N. Y.

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HEADQUARTERS**

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Ave. CLEVELAND 13, Ohio
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NEW SIXTEEN HORRIBLES

\$38 Per 1,000 — F. O. B. Jamaica, N. Y.

EXCLUSIVE . . . Our HORRIBLES are made of a special soft material that will not destroy any styrene capsules. They can be packed safely for perfect vending.

Available at our factory and all our warehouses

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We handle complete line of machines, parts & supplies.

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SERIES GUARANTEES TO EMPTY MACHINES!
Series consists of 14 assorted SCARE 'EMS', all molded of soft, life-like plastic that scares everyone.

ONLY \$42.00 per M Capsuled

New JR. SCARE 'EMS, Large Variety, only \$27 per M Capsuled.

NEW SHRUNKEN HEAD

Has suction effect—Loads of play appeal

ONLY \$42.00 PER M CAPSULED

All SCARE 'EMS' packed in PAPCO'S famous trouble-free capsules.

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58 Leonard Street New York 19, N. Y.
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The PROFIT is in 10¢ CAPSULE VENDING!

FIRST THE WEIRDIES... NOW SHRUNKEN HEADS!

...and more to follow!

MADE OF SOFT, BLACK, RUBBER-LIKE PLASTIC WITH TIE-ON LOOP.

PRICES { \$38.00/M CAPSULED
\$30.00/M BULK



Shrunken HEADS eerie/lifelike/a conversation piece

PLASTIC PROCESSES INC.
83 HANSE AVE., FREEPORT, N.Y.

This Vendor Flies His Wares To Isolated Spots in Rockies

DENVER—Though Jay Shannon of Jay's Shamrock Vending Company here is an old-timer in the bulk vending profession, his outlook is completely modern.

In expanding his routes tremendously during the past year, from 800 to more than 1,000 machines, Shannon naturally has had to get outside the confines of the Denver area—which means long hours on the road between isolated towns in Colorado and adjoining States.

Shannon, who admits to hating long drives, has the ideal solution. He flies a Taylorcraft two-place airplane on servicing trips in the hinterlands, carefully choosing new

locations in areas which have landing strips. Often the runway in a small town will be within walking distance of highway roadside service stations or cafes in which Shannon has set 1-cent, 5-cent, 10-cent and often 25-cent vending machines.

The airplane is a 1946 model, completely rebuilt, and in perfect condition. By adjusting his cargo weight judiciously, Shannon can carry enough variegated fill, particularly charms, to service 25 or more machines in a single day's flying, keeping a few tools on location where he has a dozen or more machines to maintain.

Charms and novelties, most popular on the highway locations, are of course not as heavy as ball gum and confections, which influences Shannon's thinking in making up his air-freight load.

It isn't surprising that Shannon has landed some top-notch loca-

Open House Set At Guggenheim

JAMAICA, L. I., N. Y.—Karl Guggenheim, Inc., will hold open house at its new headquarters at 159-07 Archer Avenue here, Saturday (18). The 7,500-foot, two-story, brick building, built to the company's specifications, has been open for a week.

Bob Guggenheim, president of the company, said that all operators, distributors and their families are invited to attend.

The new location may be reached by subway or the Long Island Railroad, and is convenient to Long Island parkways and expressways. The 100-foot driveway will be used as a parking area for customers.

tions at small-town airports, where long hours between flights means that amateur pilots enjoy the opportunity to enjoy peanuts, candy corn, jelly beans and other vended products while waiting.

Belgian Ops Flying Right With Telstar

SPA, Belgium — Bulk vending operators in Belgium are experimenting with Telestar bulk vending machines—conventional equipment remodeled as a gimmick to resemble the American communication satellite.

The idea is believed to have originated with Pierre Chabaliere, an enterprising operator in this Belgian watering place. It has since been copied by other Belgian operators.

Globe-shaped vending equipment is altered and painted to resemble Telestar, and miniature Telestar charms are inserted with the ball gum and nuts.

Transistor Gimmick

Chabaliere is experimenting with a transistor gimmick causing his Telestar machine to emit outer

space sounds resembling the transmitter signals of space satellites.

Combination of Telstar satellite-shaped machine and outer space sound effects has produced sensational results. Chabaliere has quintupled normal collections, and he expects collections to hold up substantially above average even after the novelty effect is dissipated.

The outer space signals, eerily resembling the genuine sounds, at the outset threatened a stampede at the first machine to be tested. City authorities, however, object to unrestricted "space transmissions," and sound effects have had to be curtailed to a few midday hours.

Eurovision

Belgian operators generally find that the Telstar gimmick is sure-

(Continued on page 57)

Great Time Saver
COIN WEIGHING SCALE
1c or 1c & 5c Combination



Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

\$22.00

Complete With Sturdy Carrying Case
ORDER TODAY
1/3 Dep., Bal. C.O.D., F.O.B. N.Y.
Distributors, Write for Prices.

J. SCHOENBACH
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
President 2-2900

Check of Business Trend Shows Vending Field Due for Growth

MEMPHIS—George W. Sammons, president of Sammons-Pennington Company, distributor, said last week the coin machine business is due for tremendous growth.

Sammons based his view on interviews with three top men in the business who constantly travel across the U. S. to check the business barometer first hand.

All three, management members of the Seeburg Corporation, by coincidence, were in Memphis the same week, though they travel separately in their calls on distributors about the U. S.

Vending Growth

"The biggest growth will be in the vending field," said Sammons. "This business already has grown more than any other coin-operated machine business in the last several years.

Sammons, who for years was distributor for only phonographs and games, in recent years has been successful with distributing vending machines for cigarettes, cold

drinks and coffee. He will soon add a milk vending machine to his line.

Sammons based his views on interviews with the following officials of the Seeburg Corporation:

Stuart Auer, vice-president in charge of the background music division.

Gill Semonin, sales engineer in the vending division.

Lloyd Howell, Southern vending division manager.

QUALITY—VALUE
BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	.30	.65
Mixed Nuts	.30	.55
Spanish Peanuts	.30	.31
Virginia Splice Peanuts	.30	.35
Rainbow Peanuts (Candy)	.30	.28
Boston Baked Beans	.30	.28
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.69
Medium Pistachios, Red	.30	.60
Small Pistachios, Red	.30	.55
Leaflets (M&M Style Candy)	.25	.37
Teeny Jelly Beans	.33	.27
Candy Corn	.30	.25
Hersheyettes	.25	.47
Chicle Base Cub Chicks 520	.30	.42
Chicle Base Cub Chicks 320	.30	.42
Rainbow Tabby-Lets 520	.30	.32
Sugar Peps (Bulk Candy)	.24	.40
Meltettes (Ball Style, 100 Ct.)	.15	.35

BALL GUM VARIETIES

	Pack Lbs.	Per Lb.
140-170-210 Rainbto Gum	.25	.32
Rainbto 100's Centuries, Ass'd.		
Colors—Grape, Cherry	.18	.34
Rainbto Screwballs, 100's	.18	.35
Rainbto 1/2 Chicle 140	.25	.41
Cherry 210 Count	.25	.32

(ORDER: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

Adams, Wrigleys, Beech-Nut Brands, 1 1/2, 100's. Per Box..... 47

ACCESSORIES

Single Floor Stand	\$ 5.50
Dbl. Cross Bars for Above	2.00
Triple Cross Bars for Above	2.25
4 Place Racks With Wheels	10.50
6 Place Racks With Wheels	12.50
3 Place Racks With Wheels	8.95
1c Coin Counting Scale	23.50
1c-5c Coin Counting Scale	23.50
Stamp Folders, Per 10,000	6.00
Ass'd. Trading Cards	3.25
Ball Point Pens, Gr.	5.50

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver King, 1c or 5c Bulk	8.50
Acorn 1 1/2 Ball Gum, Special	10.00
Victor Toppers, 1c Bulk	11.00
Acorns, 1c or 5c Bulk	11.00
Silver King 5c Hot Nut	13.50
Ajax 5c-10c 3-Col. Bulk	39.50
Premier 1c Card Vendors	14.50
2-Col. 5c-10c Stamp (Folder)	15.60
Master 1c-5c Bulk Vendor	10.00
Master 1c Bulk Vendor	7.50
Model V 1c Ball Gum	8.50
N.W. 10-Col. Tab w/removable drums	21.50

SEND FOR NEW CATALOG.
1/3 DEPOSIT ON ALL ORDERS,
BALANCE C.O.D.
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

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BULK VENDING SPECIALS

- 5c Capsules... \$8.50 bag of 500
- Deluxe Charm Mix... \$1.95, 1 lb. bag
- Combs for Vendors... \$2.25 gross
- Acorns, 5c Bulk, Like Now... \$10.50
- Acorns, Penny, Recond. ... 9.95
- Toppers, 1c Recond. 9.25
- Challenger 1c Target Games 21.50
- Gofflieb 1c Grip Games... 10.50

Write for Price List.
1/2 down—bal. C.O.D.
Cash in full—orders under \$20.00.

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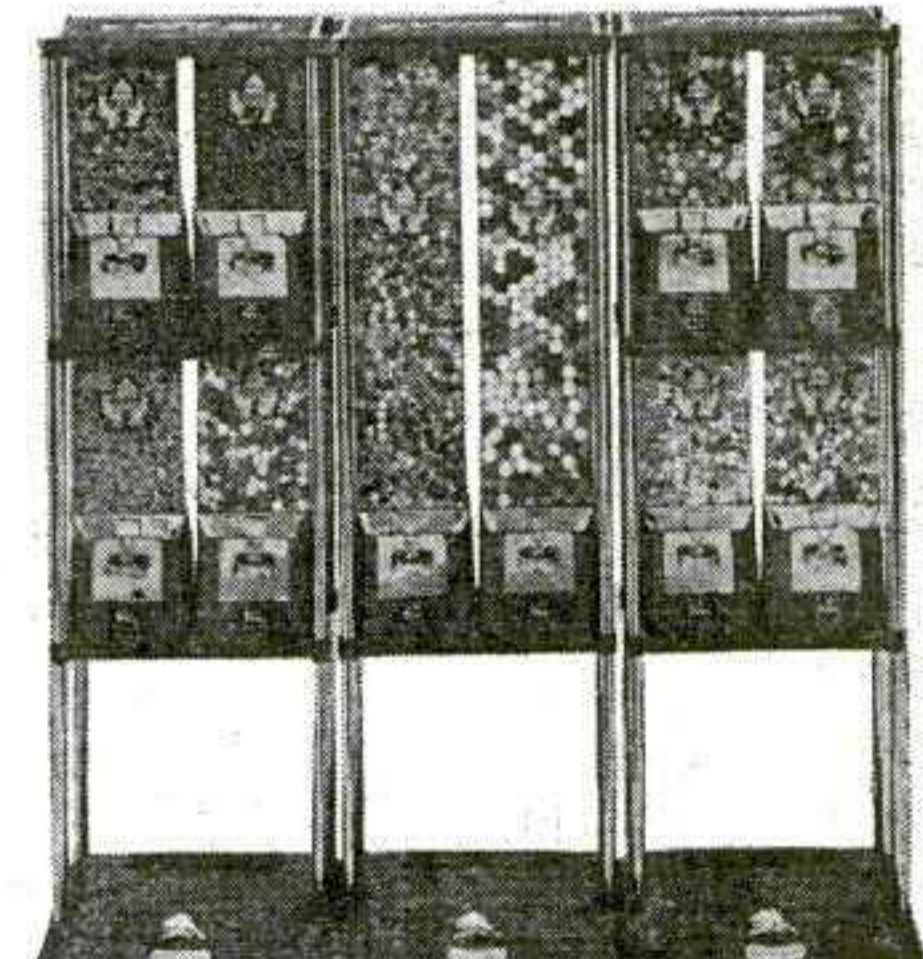
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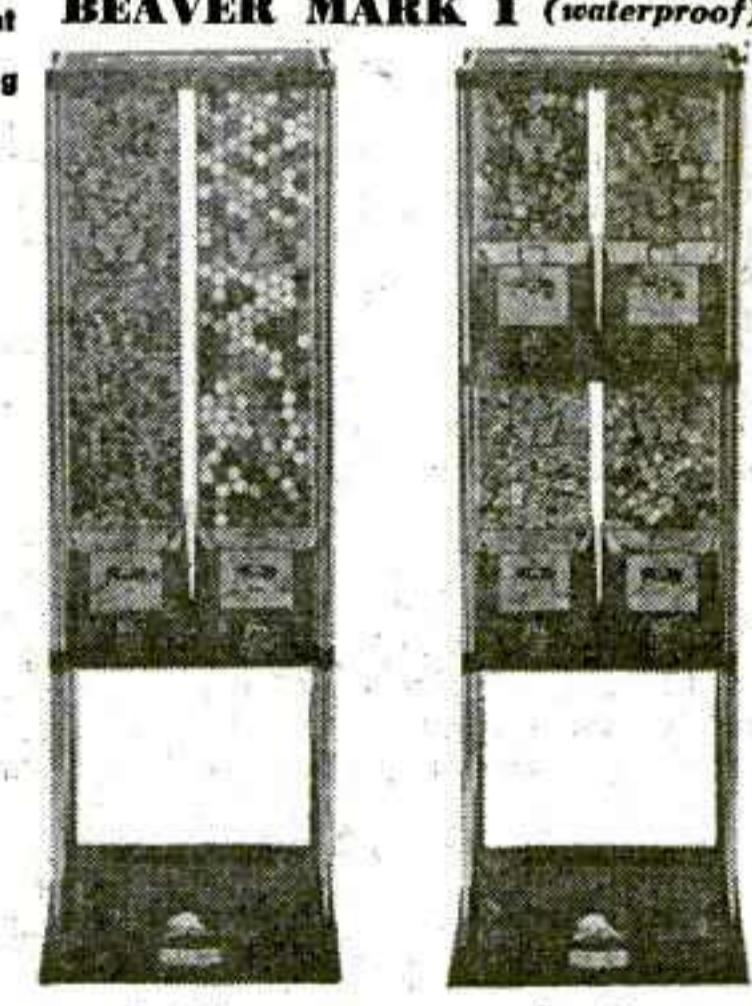
BEAVER VENDORS Patent Pending **BEAVER MARK I (waterproof)**

ANSWERS TO THE OPERATOR'S DREAM

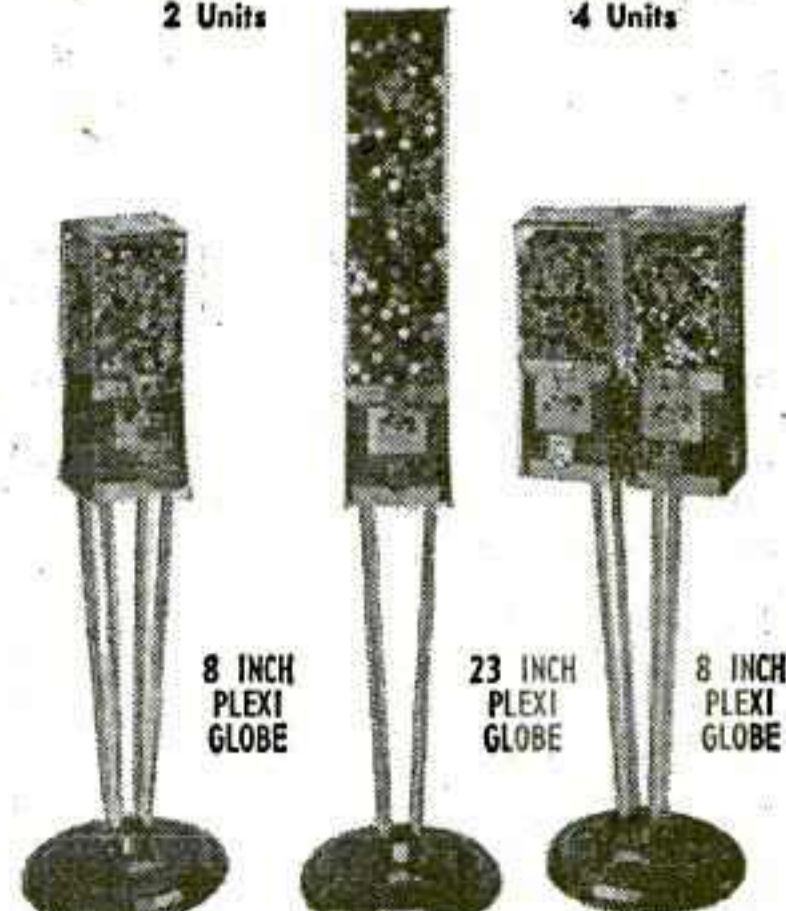
- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE



MARK I DELUXE CONSOLE
Contains 3 Complete Sections, 10 Units



Contains 2 Units Contains 4 Units



8 INCH PLEXI GLOBE 23 INCH PLEXI GLOBE 8 INCH PLEXI GLOBE

Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

CAMPBELL VENDING, INC.
541 SENECA ST. BUFFALO 4, N. Y.
PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS.

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COMPANY _____
ADDRESS _____
CITY & STATE _____

Penny D.A. Not Sure Whether Seized Machines Are Illegal; Will Investigate State Evidence

POTTSVILLE, Pa. — The Schuylkill County district attorney is undecided whether or not the penny ball gum machines seized in gambling raids recently are legal.

Internal Revenue Service agents seized the machines when they found signs over them offering free rock and roll records for a certain color ball.

"The machines may or may not be legal," said District Attorney Harry W. Lightstone. "At this time I have no information as to the type of machine involved. I don't even know the places where they are."

Lightstone said he would ask

the IRS for a "complete report."

The district attorney went on to say the State makes a distinction between gaming devices and gambling devices. He did not spell out just what the difference is, however.

"I will have to determine whether we have enough evidence to prove there is a violation of State laws," he said. "Some of these machines they found may or may not be gambling devices under the State provisions. The mere fact there is a \$250 tax due does not in itself prove it's a gambling device."

Seek Information

Lightstone said he would seek

more information from Joseph M. Palmer, IRS chief of administration in the Philadelphia office.

The IRS agents found penny ball gum machines offering free records to "winners" in 17 locations while raiding 65 taverns in search of gambling machines. It was the culmination of week-long raids that uncovered 75 violators, according to the IRS.

Pinkerton Has Know-How on Protection

CHICAGO — Pinkerton's famed national detective agency would be willing to assume responsibility for the protection of coin-operated equipment on locations.

That is the position of D. R. Johnson, head of Pinkerton's Chicago office, in the wake of last week's statement by the Insurance Information Institute that few, if any, American insurance companies would provide coverage for coin-operated phonographs or games. The Institute concludes that the machines are conspicuous and uncontrollable targets of vandalism, theft and tampering—and that they are, therefore, uninsurable.

Johnson, too, knows the risks. But he is convinced that the job could be done.

"If a reputable company owning juke boxes wanted to contract with us, we would entertain the idea of dealing with it," he said.

No Experience

Pinkerton's is without experience in guarding coin-operated machines on locations. Nor would the agency undertake to do it on a national or industry-wide basis.

"We would suggest the selection of an area or community where the thefts and vandalism are at their worst," he said. "We would then concentrate on the effort to track down and prosecute those responsible for the misdeeds. I am certain that all of that would have a salutary effect in other areas."

He said that it is not inconceivable that in the work of such surveillance he might find it necessary to tag each juke box or game equipment with his firm's historic warning: "Protected by Pinkerton's National Detective Agency."

Cleveland Case

"We have not had any coin equipment contracts, but there was one assignment which suggested the problem of the coin machine business. This happened in Cleveland where public telephones were subjected to merciless vandalism and theft.

"Instead of trying to solve the problem on a city-wide basis, we picked a certain area for the suppression of these practices. And the effort was successful.

V. I. Whitaker Dies of Heart Attack

LAKE VILLAGE, Ark.—V. I. Whitaker, owner of Whitaker Cigarette Service, died recently of a heart attack. He was 59.

He operated a route of some 250 machines in Lake Village and in Chico and Deshea counties. His widow and son, who survive, are expected to continue the route.

Whitaker was a former juke box and game operator. He got into the business in 1945 with Billy Bledsoe. They operated Chicot Amusement Company. In 1953 he sold out to Bledsoe and began his cigarette route.



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

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 15-Col. 1¢ Tab Gum Machine	15.00
N.W. Model #33, 1¢ Perc. Con.	
verted for 100 ct. B. G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red 5	.44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.62
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.45
Cashew, Butts	.40
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Blo Gum, 72 ct.	.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
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 Paris, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-Third Deposit, Balance C.O.D.

There Are Big Profits In **NUTS** GET YOUR SHARE WITH *Northwestern*

49 NUT VENDOR
Interchangeable SANI-CARRY globe for faster servicing.
Displays merchandise to best advantage.
Also available in Hot Nut.

STAMP FOLDERS, Lowest Prices, Write
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.
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Longacre 4-6467

EDITORIAL

The Trinket Scandal

According to a recent ruling by a Buffalo city judge, bulk vending machines which dispense assorted charms are gambling devices because the persons patronizing these machines are not sure which of the charms will be dispensed.

The judge noted that these machines are patronized largely by children. He warned that "it is a type of gambling in trivial things that would instill in the children the instinct for future gambling."

We suggest that the judge knows little about children. The machines to which the judge refers dispense assorted trinkets of equal value. The value of the individual trinkets is roughly the same as the value obtained were these trinkets to be sold over the counter.

Those of us who can remember our childhood will recall baseball player and Indian chief cards which were inserted in gum packages. The youngster never knew which card he would get for his penny, but if he was heavy on Carl Hubbells, he could always trade one off for a Joe Cronin. Of if a Pie Traynor was rare, you could always get one for two Lou Gehrigs, which were plentiful. Children are shrewd traders—and that's part of the fun of being children.

If any of the youngsters who engaged in this trading activity became adult gamblers, the development had nothing to do with the trading cards.

Cracker Jacks did, and still does, give a prize in each and every pack. Yet few children gambled away their lunch money for these prizes.

In the past, we have taken a strong stand against winner balls and other devices which constitute gambling. In this case, we feel the child gets full value received. Gambling is not the issue.

The New York Supreme Court will hear an appeal from the Buffalo decision. We feel confident that the decision will be reversed.

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.
*With QUICK-TACH at slight extra cost.

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540 Second Avenue, North Birmingham 4, Alabama
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JUMBO 5¢ ALL CHARM VENDING
Do you like being first in your territory with a new-type vending? Do you like to double your profits? Send for full information on Jumbo Charm Vending.

THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.
Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company
2534 Mission Street, Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

Penny-Nickel ATLAS MASTER Vendors

Chi Bulk Ops
Continued from page 48
which come in contact with content must be kept clean at all times and so constructed so as to be readily cleanable.
He said further that the construction and installation of machines must permit proper cleaning under all parts of the machine.
When machines are too heavy to be movable, they must be equipped with casters or glider-type devices to make cleaning possible. The equipment must be also mounted on legs of sufficient height to permit cleaning under the machine.

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 26½" 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.

oak MANUFACTURING COMPANY, INC.
13411 Knightsbridge Ave., Culver City, California

Northwestern MODEL 60
Try one! You'll quickly agree. It's the outstanding Bulk Vender.
Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

WIRE, WRITE OR PHONE FOR COMPLETE DETAILS
Northwestern CORPORATION
2832 Armstrong St. Morris, Ill.
Phone: WHITney 2-1300

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

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

YOU DON'T KNOW ME AND CARELESS LOVE	RAY CHARLES ABC-Paramount 10345
SHE'S NOT YOU AND JUST TELL HER JIM SAID HELLO	ELVIS PRESLEY RCA Victor 8041
HEART IN HAND AND IT STARTED ALL OVER AGAIN	BRENDA LEE Decca 31407
BRING IT ON HOME TO ME AND HAVING A PARTY	SAM COOKE RCA Victor 8036

6 Live Ones Get Most Memphis Action

MEMPHIS — The half dozen singles getting top play on Memphis juke boxes these days are either already hits or are on their way.

A survey of operators by Billboard Music Week last week showed the fast-breaking sides were:

"She's Not You," Elvis Presley's new one on RCA Victor.

"Twist and Shout" with the Isley Brothers on Wand, a fast-beat teen favorite featuring twist music and shouting.

"Lie to Me," by Brook Benton on Mercury, a sentimental ballad. "Green Onions," by Booker T and the MGs on Stax, a new local record company; an instrumental featuring mostly organ.

"So What," by Bill Black's Combo on HI, another Memphis label, in the big beat Black manner, who has had many other hits in the past.

"Stormy Monday Blues," by Don Hines, another on the HI label.

This is a new one, just out, which is getting good action locally.

Charles V. McDowell, general manager of Southern Amusement Distributing Company, said "Lie to Me" and "Green Onions" are the top plays on his company's route.

Edward H. Newell, Or-Matt Amusement Company, reports "So What" and "She's Not You" are his best plays, with "Stormy Monday Blues" coming along.

Eddie Bodenheimer, Shelby Amusement Company, said "Twist and Shout," "Lie to Me," "She's

Not You" and "Green Onions" are all doing well.

A check with other operators disclosed that these six are getting more play than any other singles on their boxes.

Frank Berretta, partner in Poplar Tunes Record Shop, one-stop, said these six were leading the way with operators.

Two of the six, after a local start, spread nationally and last week hit the "New on the Hot 100" chart in BMW. They were "Green Onions" at the No. 90 spot and "So What," 98th.

TOURIST SURGE SNAPS TREND TO 5c JUKE PLAY

DENVER—What appeared to be a definite trend toward resumption of 5-cent play in fringe locations here has apparently ended with the beginning of the annual tourist season.

At least half a dozen operators, thoroughly disgusted with the effect which opening of the Colorado Greyhound racing tracks and the 1962 daytime horse racing season had on collections, have experimented with cutting phonograph play costs, either by going back to a straight nickel or such offers as six plays for a quarter.

This was particularly notable in the Denver suburbs, where budget-priced, lower-income groups are the rule.

Though it was true that play increased slightly in some locations, the cut was more than enough to offset any possible profit increase. When it became obvious that Colorado by and large was going to enjoy a much better tourist season than the 1961 one, operators began revisiting their marginal spots, to once again reset the coin chute for 10-cent play.

At this writing there were only around one dozen phonographs, most of them old 50-record types, still operating on a nickel in the Denver area. There were, however, a much larger percentage of amusement machines set for 5-cent play than during this same period in 1961.

No Stick-Out Disk, But Minneapolis Hums

By DON LYONS

MINNEAPOLIS—With a wealth of good product available, operators appear to be cashing in on the new tunes and report a definite upturn in business throughout the State. No single record was leading the operators' "hit parade," though the new Elvis Presley disk, "She's Not You," on RCA Victor, seemed to be heading for the top.

Norm Pink of Advance Music Company here said that business was up and he was "very pleased with collections."

Operators in from resort area of Northern Minnesota said that though the weather had been against them, collections were up and looked forward to good business for the rest of the season.

No Complaints

There were no complaints about business at the Twin Cities one-

stops. Jim Christensen of Jim's Record Shop, St. Paul, who recently returned from a vacation in New York, listed the following as his best selling disks: "The Biggest Sin of All," with Connie Francis on MGM; "She's Not You"; "A Swingin' Safari," with Billy Vaughn on Dot; "Devil Woman," with Marty Robbins on Columbia, and "Things," with Bobby Darin on Atco.

At Brown Bros. Inc., here, Ray Brown, partner, listed the following as his best numbers: "She's Not You"; "Rambling Rose," with Nat King Cole on Capitol; "Devil Woman"; "You Don't Know Me," with Ray Charles on ABC-Paramount; "Vacation," with Connie Francis on MGM, and "Heart and Hand," with Brenda Lee on Decca.

Dick Morbitz of Acme Music company here reported good results

with "Sealed With a Kiss," with Brian Hyland on ABC-Paramount; "Alley Cat," with Bent Fabric on Atco; "Breaking Up Is Hard to Do," with Neil Sedaka on RCA Victor; "A Swingin' Safari"; "Things" and "Little Red Rented Row Boat," with Joe Dowell on Smash.

Sandy Sanderson, manager of All-Record Sales here, mentioned the following disks as his best sellers: "Mr. In-Between," with Burl Ives on Decca; "Loco-Motion," with Little Eva on Dimension; "Sealed With a Kiss"; "Alley Cat"; "Speedy Gonzales," with Pat Boone on Dot, and "Ahab the Arab," with Ray Stevens on Mercury.

Denver Takes Run Well Ahead Of Last Year

DENVER — Long - continued hot weather didn't seem to affect collections in either phonograph or amusement machine brackets here, probably because of the large numbers of tourists pouring into Colorado from the hotter flatlands throughout the entire summer. Collections for July of 1962 were well above those for the same period in 1961, most operators report.

There was, however, a disturbing increase in vandalism, probably part of a wave of teen-age terrorism which saw 1,500 teen-agers dispersed from a "block party" by 34 firehose-wielding police, in suburban Aurora. Most operators are asking location owners to please aid in curbing such malicious damage as breaking glass, pouring soft drinks down coin chutes and tearing off power cords.

The five current best records in Denver are "Seal It With a Kiss," with Bryan Highlander; "Fortune Teller," with Bobby Curtola; "You'll Lose a Good Thing," with Barbara Lynn; "Dancing Party," with Chubby Checker, and a repeater, "Wolverton Mountain," with Claude King.

AMI's Italian Offer

PADULA, Italy — AMI Continental 2 juke boxes are now being offered by DI. CO. MA. here, through its main office and four additional agencies in Ancona, Bari, Cagliari and Pescara on a 24-month installment basis, without down payment, plus free service for one year.

Fewer Steps by Steppers Is Step to Big Collections

COLORADO SPRINGS, Colo. — Making it as easy as possible for patrons to play the juke box without taking an extra step is a policy which has resulted in an unusual installation by Modern Music Company here at the Navajo Hogan Restaurant and Cocktail Lounge.

The Hogan, so named because of its resemblance to the log structures built by Navajo Indians, features a 40-stool circular bar, table seating for approximately 200, and an 80 by 40-foot dance floor, elevated at the rear, with a stage for live music.

Live music is provided only on specific days of the week, however, so that in between it is the familiar juke box that provides the music.

Wall Boxes

When Modern Music Company, then headed by Pete Vandenberg, made the original installation, 10 wall boxes were provided around the bar and the juke box was set on the wall in a convenient spot, halfway between the

seating area and dancing area, so that the juke box dancing customers could walk easily to it to make their selections.

This got only moderately successful results, however, until Vandenberg decided on a simple solution, which was to install eight more wall boxes all the way around the dance floor itself on a low 2½-foot-high railing which separates the dancing and seating areas.

Facing the wall boxes inward, Vandenberg used a stronger output lamp in each so that the wall boxes are at all times plainly visible. "In fact, they even serve as an added safety feature in lighting the dark areas along the floor," it was pointed out.

No Strain

Now dancers who have found a particular set of records to their liking can play the whole set again without leaving the dance floor, or by slipping through the wings of the nearest wall box, they can change rhythm from rock and

(Continued on page 53)

Bob Blundred, Wallace Top Speakers at W. Va. Parley

HUNTINGTON, W. Va. — Robert Blundred, executive director of the Music Operators of America, and John A. Wallace, MOA vice-president and president of the West Virginia Music & Vending Association, will discuss the current copyright bill (HR 70) and the MOA insurance program at the Eighth Annual Convention of the WVMVA.

The convention will be held at the Holiday Inn Motel, Route 60 here, September 27-29.

C. Howard Hardesty Jr., West Virginia tax commissioner, will talk

on tax problems, and Walter W. Reed, director of public relations for the National Automatic Merchandising Association, will explain NAMA's safety program for hot beverage machines.

Manufacturers and distributors of juke boxes, games and vending machines will exhibit their equipment. The association will furnish door prizes for the ladies.

The board of directors meets the opening day of the convention, with the two following days devoted to business meetings and social functions. A banquet, dance and floorshow will close the conclave September 29.



JOHN A. WALLACE



ROBERT BLUNDRED

Public Opinion on Side of Legalizing Pinball Play, Says North Dakota Op

PIERRE, S. D.—The gambling laws of South Dakota should be modified to conform to general public practice and opinion, Gordon Stout, owner of the Gordon Stout Company, phonograph and coin-operated machine distributing firm here, said.

The present system, in which free-play pinball machines are illegal but tolerated, Stout said, is not a good policy.

He pointed out that people can bet on the outcome of a golf match, ball game, dog or horse race, but are prohibited by law from amusing themselves by playing a pinball machine.

Stout said that the general public is not antagonized by the sight of a pinball machine and that many persons play them as a pastime. The "something for nothing" idea—refund on unused games—also is a factor in pinball machine play, Stout added.

Stout suggests the laws be modified to permit municipalities to license the pinball machines and to allow them to get sales tax revenue from the machines.

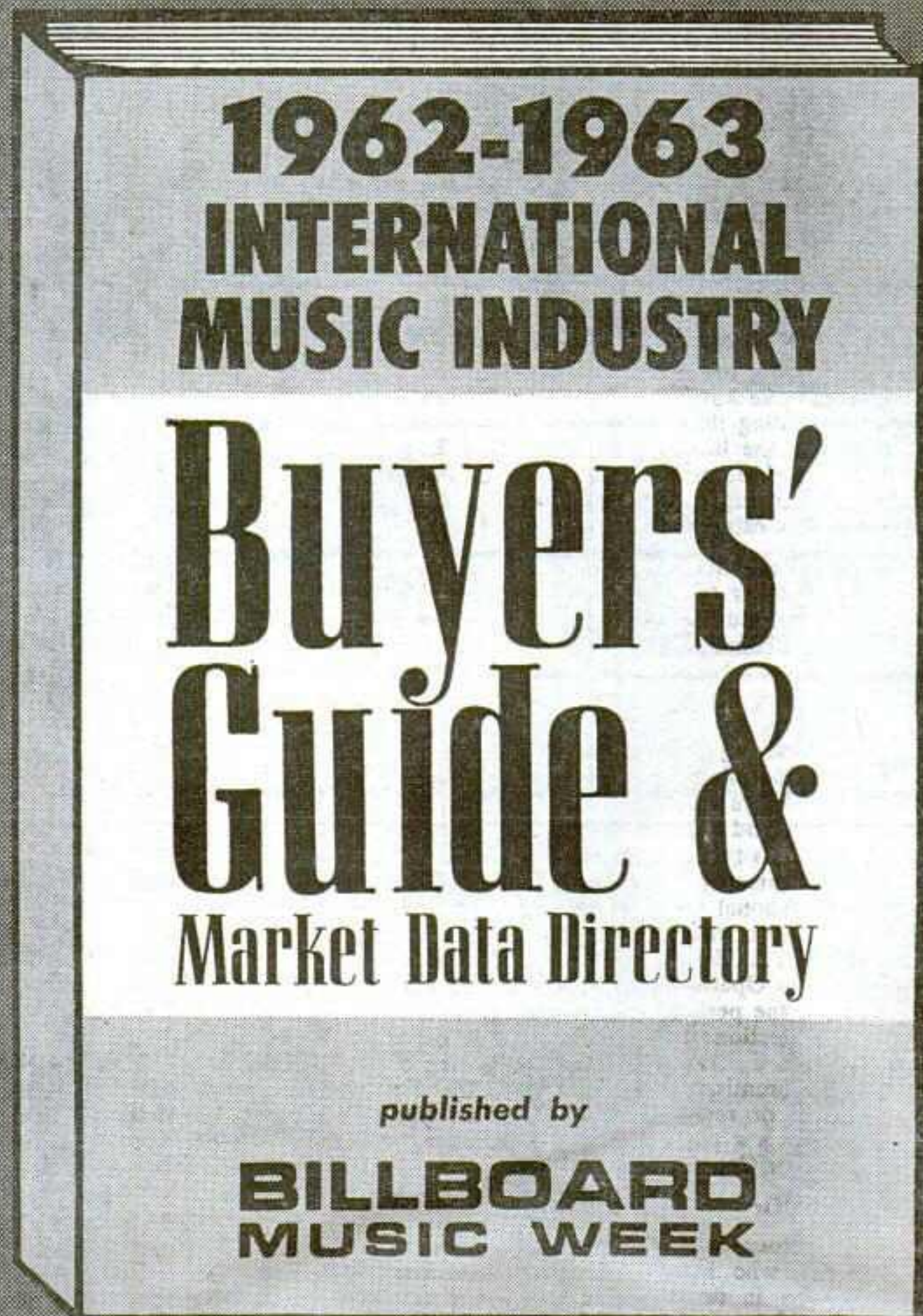
The municipalities also would have the right to revoke the license and confiscate the machines under Stout's proposal, if misuse or abuse of privileges were noted.

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Midwest

DETROIT DOINGS

Two veteran Detroit business men, Fred A. Simonsen and P. E. Westberg, are heading the newly formed S. & W. Vending Company to establish a new juke box route. Despite the name, they do not plan to expand into vending itself at present. Simonsen is well known to many Detroiters as the head of the Greenfield Restaurants for years, while Westberg is experienced in the drive-in business. Their headquarters are on the Eight Mile Road, where they also operate the Top Hat Drive-In Restaurant.

Sol Boesky, of the Boesky brothers, one of Detroit's most famous restaurateur families for two generations, has established headquarters for the Banner Distributing Company in the Lee Plaza Hotel. Sol Boesky's firm is specializing in the operation of all types of legal amusement coin-operated machines.

CHICAGO CHATTER

Bally Manufacturing Company, closed for its annual vacation since July 23, resumed operation Monday (6). . . . Sidney Bloom, a director of the National Vendors Association, is a new father. . . . Victor Ostergron, MOA director and head of the Indiana Coin-Operated Equipment Owners Association, is recuperating in fine fashion after hospitalization in his home town of nearby Gary, Ind. . . . O. L. (Bob) Slifer, executive secretary of the National Coin Machine Distributors Association, announced the marriage of his daughter, Sheila, to Alfred McClain Moore of Naperville, Ill. . . . Emilie Jancovic, bookkeeper-secretary in the offices of the Music Operators of America, who did so much to keep things humming in the period between the resignation of the managing director and the election of a new one, will get a richly deserved vacation this month. . . . A. Joe Harris, chairman of the Indiana Alcoholic Beverage Commission, has announced that liquor licensees will not risk suspension or revocation of license for also holding a \$250 federal stamp. That is a position precisely opposite from that assumed by the Illinois Liquor Control Commission.

MICHIGAN MEMO:

Stanley R. Warner, Saginaw, reports that juke box collections here are poor. Warner, who heads American Amusements, explains that the recent increases in drink prices and newly imposed State taxes have combined to hurt the tavern business on which the juke box operator depends for his livelihood.

Vinc Crinzi, who has been 30 years in the business, operating as the Melody Music, may now be the dean of Saginaw operators. He reports business-building today as just "plain tough" compared to conditions 20 years ago. He notes that up-State operators have a lot of opportunities for personal contacts with their locations that the large metropolitan operator does not have—which may be an advantage when it comes to seeking to build business.

Frank Sural, who had a music route as the Sural Amusement Company, has sold out his business to Trogen and McNally, and has switched to the real estate business instead. HAL REVES

West

LOS ANGELES

The many friends of veteran operator Frank Lamb, of Judd Novelty Company, Montebello, Calif., will regret to learn of his death. His funeral Monday (6) was attended by a host of friends in the industry.

Jack Dunwoody, vice-president and general manager of vending sales for Rowe-AC, was a recent visitor to the local distributor, R. F. Jones Company. . . . Other news about the Jones boys is that local Manager Chuck Klein is off on a two-week vacation in the High Sierras. . . . Jack LaRue, service engineer, and Don Edwards conducted service schools in San Diego and Bakersfield, the latter being attended by more than 15 operators and servicemen. . . . Gus Hartgrove is back from a business trip to Las Vegas with stops in Blythe, 29 Palms and Palm Springs. Bill Gray of vending sales is in Phoenix for two weeks on business.

Jimmy Wilkins, of the Paul A. Laymon sales force, is back at his desk following a vacation, of which he spent 16 days hiking 120 miles along the southern half of the John Muir Trail in the High Sierras with his son, David, 14, and 20 other Boy Scouts. . . . Morris Blum, of Peterson Music in San Diego, was in town to shop along Coin Row.

Jack Neel, formerly with G. F. Cooper Music, Riverside, and now with Comstock Novelty, is visiting his brother, Ed, a former operator, in Oregon. . . . Jerry Cooper is reported doing well with his new venture of raising thoroughbreds.

Bob Bear, Wurlitzer national sales manager, is due on the West Coast soon to visit branches and operators. He will be joined by Gary Sinclair, regional representative, who just returned from a vacation in Mexico. . . . Clayton Ballard, of the local Wurlitzer sales force, returned from a business trip into the Imperial Valley and San Diego. LEE ZHITO

East

BOSTON BRIEFS

International Vending Corporation plans to move to larger and better quarters in September, according to Richard Mandell, general manager. The new building will be on Boston's circumferential highway, Route 128, in Needham. The firm is busily engaged in tending its newest diversification—coffee, cigars and candy at State institutions. Mandell has just returned from a Southern trip to Miami, Atlanta and Birmingham. He will now take his wife, who is convalescing from an auto accident, and the children for a vacation on Cape Code. (Continued on page 54)

3 Tenn. Ops Face Federal Stamp Rap

NASHVILLE—Formal charges against three Millington, Tenn., location owners, accusing them of violating the federal gaming law by not having the \$250 federal stamp, were filed here last week.

The three charged are: H. E. Polley, owner of E. M. Locker Club; Eugene Sanders, owner of Anchor Cafe, and Emmett L. Kirk, former owner of Millington Billiard Hall.

The charges filed by U. S. Attorney Kenneth Harwell of Nashville, stemmed from a raid last December 15 by U. S. Revenue Department agents, who charged that gambling was being conducted on pin games at the spots and the machines did not have the federal stamp.

Millington, 20 miles from Memphis, is the site of a large Navy base where some 16,000 men are stationed.

Claim Payoffs

Agents last December raided six locations and confiscated eight machines, some pin games and some of the type in which coins are in-

serted but which have no plunger to shoot balls. The agents said that before the raid they had played the machines, won free games and were paid off in cash.

Owner of the machines, William V. Forsythe, owner of Forsythe Amusement Company and also a Millington city alderman, said he did not know that locations owners had allowed sailors to gamble on the machines.

He said he had cautioned them not to. During the raid, Forsythe heard about it, met the agents and offered his co-operation.

Adopt Ordinance

Later, as a result of the raid, the city alderman adopted an ordinance making it a violation for any premise to have a coin-operated machine on which there is a federal gaming stamp. Forsythe voted for the city law, which passed unanimously.

Millington Police Chief Don Moncier said Kirk had sold his pool room and moved from the city. He

said he did not know his whereabouts.

Polley, reached by Billboard Music Week, declined comment. Sanders could not be reached.

Close Watch

Millington Mayor Thomas Hall said since the pin games were removed from the locations by federal agents, police and "undercover agents" had kept a close watch on the spots "to make sure other such machines are not put back in."

Hall added: "We have been keeping close tabs on any kind of gambling in the city. The club owners know that we will burn any of the devices we find and they have been keeping in line."

U. S. Attorney Harwell said the charge against the location owners carries, on conviction, a fine up to \$10,000 or a prison sentence up to one year or both.

No charge was placed against Forsythe. The other three location owners have not been charged. Authorities do not think their case against these three strong enough.

Pact Kills Seasonal Rise in Royalties

ROME—Increased use of juke boxes in resorts is certain this year as a result of an agreement between the Italian Society of Publishers and Authors and S.A.P.A.R. and A.N.E.S.V., groups representing the amusement machine industry and juke box distributors.

The agreement eliminates the special seasonal high royalty rates which have prevailed in the past. The go-ahead for the present season was given with an accord effective June 15, with actual details still to be developed.

The increased rates have long been a sore point with resort operators.

Big Collections

Continued from page 51

roll to twist, to sweet music or vocals as they choose.

The management of the Navajo Hogan has been more than glad to go along with the extra wall box installation, including much wiring, of course, inasmuch as experience has shown that the boxes flanking the busy dance floor produce almost twice as high collections as those at the bar, and dancing, of course, has increased in kind.

This, in turn, translates to bigger crowds, more drink orders and a generally more profitable situation all around.

Sid Bloom a Father

LOS ANGELES—Sid H. Bloom, an executive of Oak Manufacturing Company, Culver City, Calif., and his wife Velma announce the arrival of a daughter, Leslie Sandra.

DISPLAY AT FAIR, URGES SLIFER

CHICAGO—O. L. (Bob) Slifer, executive secretary of NCMMA, disclosed last week that he is asking manufacturers of phonograph and background music to display their products at the World's Fair of Music and Sound. Seeburg, Wurlitzer and Rock-Ola will be among the firms urged to participate, Slifer said.

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Continued from page 53

A new member of the IVC staff is Ben Palestrant, who will cover the New England territory for the firm's Rock-Ola phonographs as well as the other vending lines. The new man formerly was New England representative for Cole soft drink machines and has many years experience in the vending business.

Lee Jenkins of IVC's Portland, Me., branch, has been hospitalized with fatigue and overwork. A good rest, doctors says, will put Jenkins back in business before too long. . . . Sidney Wolbarst of New England Exhibit Company, Newton, and his wife went to New York to see their daughter off to study in Europe. Another daughter, Joyce, had a harrowing time when her pet dog was stolen and a "dognapper" demanded a \$100 ransom for the puppy. Sid offered to pay the man, who called on the telephone. But the dog was found by a lady who raises Siamese cats. She refused the reward.

Al Ambrose of Ambrose and York, Randolph, finds the fish biting beautifully on Cape Code, and says this is an exceptionally fine year for fishing. . . . Marshall Caras of Trimount Automatic Sales Corporation reports great results with the debut of ABT dollar bill changers in beach arcades. Operators like the speedy fashion of supplying change. . . . Cy Jacobs of Interstate Music Company off to Maine with his family on a camping trip. They'll sleep and cook out and go as far as Canada. Jacobs appeared on television at the Republican convention in Springfield, where he also had his sound equipment working. He's looking forward to big business for the November campaigns.

South

TENNESSEE TOPICS

Vacation round-up: A number of Memphis operators, distributors and their employes vacationed in places ranging from New York in the north (or east) and British Honduras in the south. . . . Parker C. Henderson, owner of Rainbow Amusement Company, his wife and three children drove to British Honduras. Drew Canale, Canale Enterprises, Inc., and Louis Barsotti, O. J. Barsotti & Company, spent two weeks in New York.

In between; Earl Montgomery, secretary and treasurer of S & M Distributing Company, and his wife visited their actor son, Earl Montgomery Jr., in New York, then visited Washington and points in Virginia. . . . Mr. and Mrs. Stanley Werner, operators of Dixie Novelty Company, spent their vacation in Florida, much of it fishing and at the beach.

Allen C. Smith, director of vending division of Sammons-Pennington Company, distributor, took his vacation to make the trip to Canada with other Memphis Shriners for the Shrine convention. . . . George Sammons, president, gave half of his staff of 12 a vacation one week and the other half the next. Sammons said everybody gets a vacation but him and his partner, D. V. (Cotto) Pennington. "You get to be boss and you can't get away for a vacation," Sammons quipped.

Edward H. Newell, owner of Or-Matt Amusement Company, and his wife spent several weeks in Europe. He was sent by a local Lions Club as a delegate to the Lions Club International convention at Nice, France. From there the Newells visited other European countries. . . . Mrs. Ceelia G. Hodge, president of Southern Amusement Distributing Company, made a European tour in the spring and didn't take another vacation during the summer. ELTON WHISENHUNT

AROUND ARKANSAS

J. Earl Gill, Gill Amusement Company, Hot Springs, took his family way out to the Pacific Northwest for their vacation. They visited the World's Fair at Seattle, and other spots. . . . Phil Marks, Phil Marks Amusement Company, and his wife went to Miami and did some deep-sea fishing, caught some kingfish, king mackerel and tarpon. E. W.



PLANS FOR EXPANSION of the Los Angeles Wurlitzer Company are studied outside the new location by John Scavarda, center, office manager; Clayton Ballard, right, sales, and Leonard Hicks, left, parts department.

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 PHONE: CENTER 2-2903

N. ILLINOIS, N. INDIANA and IOWA OPERATORS—WE HAVE IT!

GOTTLIEB'S NEW COVER GIRL

with the new Split Target Skill Feature . . . a real honey!

For Details See Page 55
 For Profits—ORDER TODAY!

WANTED GOTTLIEB

LITE-A-CARD • ATLAS • CONTEST
 MADEMOISELLE • WAGON TRAIN
 CAPT. KIDD • MERRY-GO-ROUND
 KEWPIE DOLL • FOTO FINISH
 OKLAHOMA • FLYING CIRCUS
 SHOW BOAT • LANCERS
 CORRAL • BIG CASINO
 LIGHTNING BALL • LIBERTY BELLE

TOP PRICES PAID!

SPECIALS!

Completely Reconditioned

BLACK DRAGON \$645
 SWEET SHAWNEE 495
 TWIN RED ARROW 395

NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey • Chicago 14, Ill.
 BUckingham 1-8211

ZIG-ZAG Counter Game

5-ball play. 1c-5c-10c play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.

\$49.50



SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horseshollar). Overhead double-faced model on chrome stands, complete with coin box.

\$159.50

Wall Model \$105.00

SPECIALS! POOL SUPPLIES

5-Oz. Bumper Pool Balls (10) . . . \$ 9.00
 4-Oz. Bumper Pool Balls (10) . . . 7.50
 2 1/4" Pool Balls 1-15 w/Cue Ball. . . 12.50
 2 1/4" Pool Balls 1-15 w/Cue Ball. . . Set 16.95
 Plastic Triangles, 2 1/4" 1.50
 48" Cues \$1.50 ea.; 25, \$1.15 ea.
 52" Cues \$1.95 ea.; 25, \$1.50 ea.
 57" Plastic Cues . . . \$3.95 ea.; \$39.00 dz.

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

1/3 Deposit, Balance C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave., Chicago 47, Ill.
 Phone: Dickens 2-2424

Juke Box Aim Not to Lure People In—Just to Keep 'Em Happy & Spendfree

By BENN OLLMAN

MERRILL, Wis.—Educate your locations. Teach them these basic facts: Juke boxes and games are designed primarily to keep the crowds in your place. Location owners can't expect to depend on profits from coin-operated equipment for their success.

So says Johnny Barros, an enthusiastic veteran of more than 30 years in the coin machine industry. His Johnny's Music Mart is generally rated among fellow coinmen as one of the most successful operations in Northern Wisconsin.

"I never 'sell' locations on how much money they can earn in commissions by using my machines," says Barros. "Instead, I convince them that the latest model phonographs and attractive games will earn more money for them indirectly—by keeping the spenders in the bar and the dining room.

"Most coinmen go about this entirely wrong. They think that the only way to land a good location is to promise the lion's share of the money the machines take in. Of course commissions are important. But they should never be promoted as the most important thing.

Please Customers

"Juke boxes never bring people into a place. But they help keep customers contented longer. That's what the location owners must be shown. And they must be shown that the reason commissions must be kept sensible is because we have huge overheads to cover.

"Very few locations will refuse to understand this if you take the time to show them in black and white what modern equipment costs and the salaries you have to pay nowadays for route workers."

As proof of his contention, Barros lists at least a dozen or more recent instances where locations have asked him to install equipment.

Each stop had previously been lured away by competitors dangling higher commission offers. Several had bought their own juke boxes and quickly tired of the costly chore of servicing them and buying records.

"They usually come back," says Barros, "once they learn for themselves that better equipment and proper service costs the operator money, too. The operator who sells only commissions can't last in these days of high overhead."

Dime Play

Barros was one of the first Northern Wisconsin resort area operators to see the need for dime play. He switched over to a straight dime on music and games as well several years ago. Acceptance of the dime price tag was spotty at the onset, he admits. But now it is unquestioned. Each of the 125 locations the firm serves in the 50-75 mile radius of its Merrill headquarters is strictly dime play—music and games.

Barros values his equipment inventory "in excess of \$150,000." And he is particularly proud of his newest showplace installation—the popular new Alamo Plaza motel, cocktail lounge and dining room on the outskirts of Tomahawk, Wis.

This place is one of Northern Wisconsin's newest tourist attractions. The installation includes \$5,000 worth of stereo juke box equipment, features six coin boxes and 12 speakers plus separate volume controls for the dining room area.

Ardent Sportsman

Besides the obvious prosperity that his music and games enterprise affords him, Barros claims he most enjoys outdoor year-round sports in Northern Wisconsin. An ardent sportsman, he spends all of his spare time hunting and fishing.

"Just as I believe in topnotch equipment for my business, so do I insist on buying only the best guns, fishing rods, reels and boats for my hobbies," says Barros.



DON'T DELAY—Send Coupon Below . . . Today!

It's your passport to a fun-filled 2-day vacation combining business and pleasure with fellow coinmen of the

Music Operators of New York, Inc. 25th CONVENTION OUTING

To Be Held At The
LAURELS COUNTRY CLUB

SACKETT LAKE, MONTICELLO, N. Y.

FRIDAY, Sept. 14, thru SUNDAY, Sept. 16, 1962

2 FUN PACKED DAYS WITH FELLOW COINMEN

Lets You Combine Business and Pleasure

RESERVATIONS ARE ON A FIRST COME, FIRST SERVED BASIS; SO PLEASE RETURN THE COUPON BELOW IF YOU HAVEN'T ALREADY CONFIRMED YOUR RESERVATION.

RESERVATION REQUEST

Mail This Coupon to: NASH GORDON
MUSIC OPERATORS OF NEW YORK, INC.
250 W. 57th STREET, NEW YORK 19, N. Y.

Please reserve accommodations for _____ persons for MONY, Inc., 25th Convention Outing to be held Sept. 14 thru Sept. 16 at the Laurels Country Club, Sackett Lake, Monticello, N. Y.

Make check payable to the **LAURELS COUNTRY CLUB, MONTICELLO, N. Y.**

RATE: \$39.00 per person, or \$78.00 per couple, for the weekend, Friday Dinner thru Sunday Lunch.

A DEPOSIT OF \$20.00 IS REQUIRED FOR EVERY ROOM RESERVED.

NOTE: If reservations are made for guests, please list names on separate piece of paper. This will insure proper seating.

HURRY! MAIL COUPON TODAY!!

Say You Saw It in Billboard Music Week



GOTTLIEB'S

COVER GIRL

NEW! SPLIT TARGET SKILL FEATURE!

- 6 WHITE ROLLOVERS LIGHT TOP ROW OF "COVER GIRLS" IN LIGHT BOX
- 6 RED ROLLOVERS LIGHT LOWER ROW OF "COVER GIRLS" IN LIGHT BOX
- TOP CENTER ROLLOVER LIGHTS NEW "SPLIT TARGET"

See these features demonstrated at your distributor:

- Lighting upper or lower row of "Cover Girls" scores special.
- Lighting all "Cover Girls" lights side holes for 1, 2 or 3 specials.
- When split target is lit, red half spots red rollovers and lights corresponding "Cover Girls"; white half spots white rollovers and "Cover Girls."
- Rotating light pop bumpers score 10 points when lit.
- Match feature.
- Sparkling stainless cabinet trim.

New "Hard-Cote" Finish
Extends Playboard Life to
an All-Time High!

A Gottlieb
FLIPPER
SKILL GAME

D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

MAKE THIS YOUR ONE SOURCE FOR PURCHASING EVERYTHING COIN-OPERATED BINGOS

UPRITES	FLIPPER PIN GAMES	BIKINI
1 Hialeah	Club House \$140.00	Can Can \$475.00
17 Double Shots	Fun House 150.00	Circus Queen 795.00
2 Gun Smoke	Falstaff 195.00	County Fair 495.00
2 Hunters	Naples 125.00	Lido 795.00
10 Skeet Shots	Super Circus 160.00	Roller Derby 595.00
2 Wagon Wheels	Silver 150.00	Golden Gate Write
7 Wild Cats	Universe 205.00	Big Show 110.00
1 Circus	Satellite 185.00	Cypress Garden 250.00
2 Big Tents	Hi-Diver 200.00	Double Header 110.00
2 Round Ups	Brite Star 160.00	Parade 110.00
2 Buckaroo	Dancing Doll 225.00	Key West 110.00
2 Touch Down	Jolly Joker 245.00	Manhattan 75.00
	Kewpie Doll 250.00	Nite Club 110.00
	Miss Annabelle 210.00	Show Time 125.00
	Pin Wheel 185.00	South Sea 85.00
	Skill Roll 250.00	Sun Valley 225.00
	Spot Pool 150.00	Touch Down 295.00
	Egghead 295.00	
	Sea Belles 125.00	
	Smoke Signal 100.00	
	Wms. Super Skill 150.00	
	Twin Bill 125.00	
	Southern Belle 125.00	

In the issue of August 4 in our ad, under Kiddie Rides brand new, two items were inadvertently featured at \$495.00—Hi-Way Patrol and Indian Scout. These were intended to be advertised at \$995.00. We regret this typographical error.

Distributors for WURLITZER, UNITED, GOTTlieb & MIDWAY.

CLEVELAND COIN MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

M. S. GISSER
Sales Manager

Florida Ocean Bathers Get Wide Coin Machine Choice

PANAMA CITY, Fla. — If variety is the spice of life, as they say, and if it has anything to do with success in resort amusement machine merchandising, then Guy Churchwell, operating in the Long Beach Casino here, has every right to succeed.

In the big wooden casino, a pavilion-type building, which has stood at the same location for nearly 30 years, Churchwell gives bathers, coming in from the parking area through the boardwalk down to the beach, a line-up of amusement machines which would be difficult to match anywhere else.

Included in an 80 by 60-foot space are a Photo Reflex unit, a Jet Pilot, a Safe Driver, a Sidewalk Engineer, a Pneumatic Basket Ball unit, a Lord's Prayer vender, 15 varieties of Pin Games, an Atomic Bumper, a Space Ship, a coin-operated Teeter-Totter, five types of small target rifle games, three Midget Movies, a Fortune Teller

the NEW feature for 1962

SEEBURG

Directional Stereo

the true magnificence of 3 1/2" stereo right at the phonograph!

PRECISION NOVELTY CO.

Model O-100 Illustrated

Manufacturers of Precision Pucks since 1947

Models for all bowling and shuffle board games. Regular and kingsize. Hardened, ground, polished and chrome plated.

Write or call for illustrated brochure.

PRECISION NOVELTY CO.
6432 West 111th St., Oak Lawn, Illinois
(Chicago Phone: 581-2131)
(Oak Lawn Phone: NEptune 6-3525)

ATLAS . . . Reconditioned—Guaranteed MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A. M. I. K-200 . . . \$525
ROWE 20-700 (20-Col. Man.) Cig. . . 195	A. M. I. J-200 . . . 495
ROWE AMBASSADOR, 14-Col. Cig. . . 175	A. M. I. J-120 . . . 395
ROWE COMMANDER, 11-Col. Cig. . . 85	A. M. I. K-200 . . . 375
ROWE CANDY, 11-Col. . . 265	A. M. I. G-120 . . . 245
ROWE CANDY, 8-Col. . . 145	A. M. I. E-120 . . . 145
ROWE SANDWICH VENDOR (Latest Model) . . . 325	ROCK-OLA 1455 . . . 275
DUGRENIER K-12 Cig. . . 165	SEEBURG 100R . . . 375
CORSAIR, 20-Col. Cig. . . 175	SEEBURG KD-200 . . . 325
	WURLITZER 2400 . . . 645
	WURLITZER 2300 . . . 475
	WURLITZER 2200 . . . 325
	WURLITZER 2100 . . . 295
	WURLITZER 1800 . . . 245

AC DOLLAR BILL CHANGER
Location proved. Eliminates need for attendant! Immediate delivery.
\$995 plus F. E. T.

STANDARD COIN CHANGERS
50c Model Duo 50c-25c
\$125.50 plus F. E. T. \$210.00

A. M. I. WALL BOX, \$85
200 Sel., WQ-200

1/2 Deposit, Balance Sight Draft
Cable: "ATHUSIC"—Chicago

Distributors for **AMI—ROWE—BALLY**

ATLAS MUSIC COMPANY

A Quarter Century of Service

BRANCH OF ROWE-AC SERVICES DIVISION
DES MOINES, IOWA
1120 Walnut St.
Ph: 283-2393

CHICAGO 47, ILL.
2122 N. Western Ave.
ARmitage 6-5003

2 Memphis Ops Combine Route Calls—Costs Slashed, Service Improved

MEMPHIS — Two operations each gave up a routeman, combined their service departments and now report that the first three months of the arrangement has saved more than \$2,000 and provided better and faster service to customers.

The savings came in the salaries of the routemen, who resigned and were not replaced.

The two companies are Southern Amusement Distributing Company, a large operation, and Rainbow Amusement Company, owned by Parker C. Henderson, a medium-sized company.

Southern had six service vehicles, radio equipped. Henderson had two without radio equipment.

Two-way radio units were bought for Henderson's vehicles at a total cost of \$1,400.

Many operators who use such equipment say it results in better and faster service to locations with out-of-order machines. Advocates of radios also say it saves them money in man hours, wear and tear on vehicles, cost of operating vehicles and telephone calls.

Charles V. McDowell, general manager and vice-president of Southern, said the combined service operation of eight men, getting calls from the same dispatcher, now handles all the calls on both routes which 10 men previously made.

Rome Coin Machine Ops Launch Drive To Legalize Pinballs After 3-Year Ban

ROME—After a three-year ban on pinball machines, the first steps toward their legalization have been taken by S.A.P.A.R., Italian amusement machine association which is closely affiliated with A.G.I.S., top organization of film and theatrical exhibitors.

Though no commitments have been made, the arguments of the association have been heard by the Ministry of the Interior. It is significant that when the machines were barred, considerable opposition to them came from theater owners who felt they took money which would be spent for theatrical spectacles. In the present drive, this formidable group is aligned with S.A.P.A.R.

Initial steps in the legalization campaign include an educational drive to give the story of these machines in other lands, as well as in Italy, where they were first introduced in 1953. At present, they are to be found only in private clubs with police sufferance.

Latest proposals to the Ministry include discipline by manufacturers, distributors and renters for all amusement games, a license tax in keeping with that paid by competing media, and a control commission including government, industry and public representatives.



THE GALS ARE MAKING THEIR OWN ARRANGEMENTS. Ladies' day festivities at the Virginia convention will be handled by (front row) Mrs. Jack Bess, Mrs. John Chandler, Mrs. George Rollo, Mrs. Vernon Martin and Mrs. Hy Lesnick; (back row) Mrs. Gilbert Bailey, Mrs. William Colgate and Mrs. M. L. Holland.

DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DA

A WANT AD

USED PHONOGRAPHS NEEDED NOW!

WANTED: The following used phonographs are needed for immediate European export:

Seeburg HF100G, Seeburg HF100R, Seeburg V200L, Seeburg VL200, Seeburg KD200; Wurlitzer 1700, Wurlitzer 1800, Wurlitzer 1900, Wurlitzer 2000, Wurlitzer 2100, Wurlitzer 2150, Wurlitzer 2104, Wurlitzer 2200, Wurlitzer 2250 and various AMI and Rock-Ola models.

IN RETURN DAVIS OFFERS:

- Greater used machine price allowance
- operators a chance to sell their used equipment at a good price before the "after Labor Day used equipment price drop"

CALL OR WRITE DAVIS TODAY!

Terms: 1/2 deposit required.

WORLD EXPORT Corp
WESTERN EXPORT DISTRIBUTING
Exclusive Seeburg Distributors
738 East Erie Blvd.
Syracuse 3, N. Y., U. S. A.
Phone: GRANite 5-1631
Area Code 315

DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DA

America's Largest and Oldest

ONE-STOP RECORD SERVICE!

45 RPM 60c

All LP's—Regular Distributor. Wholesale—Nothing Over.

SAME DAY SERVICE

THE MUSICAL SALES CO.
The Musical Sales Bldg.
Baltimore 1, Maryland

BARGAINS FOR THE WEEK

GAMES GAMES GAMES

350 OF THEM BIG WAREHOUSE CLEARANCE SALE

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED? SPECIALS FOR THE WEEK

12 Col. Du Grenier Cigarette Vender \$165.00
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Venders.

Write or Call Us Collect. MAIN 1-3511
Write for Our Price List on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, Inc.
2315 Olive Street, St. Louis 3, Mo.
Phone: MAIN 1-3511; Cable: Cendist

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

Aussie Ops Say Bowling Alleys Fine Locations

SYDNEY — Bowling alleys, introduced here recently, are going over strong, and they are developing as first-class locations for juke box operators.

The alleys, averaging about \$500,000 each in investment, are fast becoming the sporting, social and recreational hubs of Australian towns.

EMI here has been working with Seeburg in promoting juke box play in the bowling alleys. EMI albums are presented as prizes to top scorers in league games each week, with the album getting "Artist of the Week" billing on the phonograph.

The 33 1/3 single provides the nucleus of the programming, with 45's making up the remainder of the selections.

Belgian Ops

Continued from page 49

fire success. Interest in Telstar is particularly high in Belgium because this country is the headquarters for the Eurovision television network linking 17 European countries.

Original Telstar live TV programs were fed via the Brussels headquarters of Eurovision. This fact suggested the Telstar bulk vending gimmick to Chaballier.

Will Seize Games

Continued from page 47

delivers to the player thereof one or more balls or other projectiles which must be rolled from or impelled by the hand of the player or by a mechanical device, into a cup or receptacle or over scoring devices.

The license tax for Class (a) device is \$50 a year for each coin-receiving slot. For a Class (b) device, the annual license tax is \$10. For a Class (c) device, the annual license tax is \$25.

The law does not apply to bulk vending equipment. Nor does it apply to juke boxes, coin-operated hockey games, baseball games, horse racing games, pool tables, mechanical horses or to a gun device which does not propel a light ray or impulse to a receiving photoelectric cell in the target, but which trips a switch that causes an electric current to pass through a wire underneath the table to the target.

Swinging Goals

Continued from page 47

the value of top and bottom eject holes increase progressively from 30-60-120-150.

Ball in any eject hole collects value of eject hole.

Rollover button increases jet bumper values.

Four flippers for more ball control.

Four eject holes.

Number match feature convertible and adjustable to 2, 5 or 10 optional bonus scores.

The playfield is of Plasticote finish.

Europe Pants

Continued from page 47

Paris alone in the last three months.

The hottest market in France is not Paris and, technically, not in France; it is Monaco, where Prince Rainier is transforming his Principality from a rich man's playground to a "Coney Island" for the masses.

Trade surveys here indicate that Monaco, if Rainier realizes his plans, might provide a market for as many as 3,500 games almost at once. This large demand stems from the fact that Monaco has only a handful of games now, under 250 spotted through the entire Principality.

Until Prince Rainier collided with General Charles De Gaulle, coin machines were considered uncouth by Rainier's blue-blooded courtiers. Now, with General De Gaulle squeezing Rainier financially, the carriage trade no longer will support the gold-plated playground, and coin machines suddenly have acquired dignity in Rainier's cash-hungry realm.

Dynamic Bowling

Continued from page 47

nickels or dimes for one game; three games for 25 cents; six or seven games for 50 cents; two plays for 25 cents, and five plays for 50 cents.

The playfield is rubber mounted and cork laminated. Soft rubber shin guards protects the player against bruises. To provide for easier playing, the coin box is at the left side. A built-in ash tray is at the right.

EUROPEAN NEWS BRIEFS

Continued from page 47

to open a new office. Guests of honor at the Bielefeld opening were G. W. Schulze and Herbert Nack, proprietors of the N.S.M. firm at Bingen, producer of phonographs and payouts.

AMI Model Just Right for Tiny Bistro

HAMBURG—Helmut Rehbock GmbH, the AMI distributor for Germany, is introducing the new AMI "L" 200 model, which Rehbock is promoting as the three-in-one box. The most flexible machine ever displayed in Germany, the "L" 200 model can be converted from 200-selection play to 160 or 100. It has the AMI "stereo-round" and the automix mechanism permitting the play of 45 and 33 singles. The box is compact and tailored to bandbox locations, which predominate in Germany.

Juke Box Action at the Wall

WEST BERLIN — Friedrichstrasse, the U. S. Army's "Checkpoint Charley" crossing point into Communist East Berlin, has become West Berlin's major juke box center. There are more phonographs concentrated in and near Checkpoint Charley than at any other single area in the city. Friedrichstrasse, one of four passageways through the Communist Berlin wall, has become a major tourist attraction. West Berlin entrepreneurs have been quick to sense the commercial possibilities of the situation. Refreshment parlors have mushroomed around Checkpoint Charley. There they sell curios (including vacuum-packed Berlin air called Berlinerluft, and phonographs and games for play to kill the tedium while waiting for excitement at the border point.

Coin Machine Drive on in Saar

SAARBRUECKEN—Loewen-Automaten, the sales arm of N.S.M. coin machine manufacturing company of Bingen, West Germany, has taken over the Saar distributor firm of Karl Feis at Neunkirchen, Saar. Feis is one of the pioneers of the Saar, which rates as one of Germany's coin machine "underdeveloped" areas. G. W. Schulze and Herbert Nack, the Loewen-NSM proprietors, are meeting personally with Saar operators to boost sales in this area of their Fanfare juke box and Mint series

PROGRESSIVE SCORING AT ITS BEST! MOST EXCITING WAYS TO BOOST HOLE AND ROLLOVER VALUES! PROVED FOR PROFITS!

Williams VALIANT 2-PLAYER

ADJUSTABLE 3 OR 5 BALL

HITTING TOP OR BOTTOM TARGET increases values of top and bottom eject holes progressively from 30-60-90-120-150.

BALL IN ANY EJECT HOLE collects value of eject hole.

- ROLLOVER BUTTON increases Jet Bumper values
- 4 FLIPPERS for more ball control
- 4 EJECT HOLES
- 2 SWINGING TARGETS

- NUMBER MATCH FEATURE convertible and adjustable to 2, 5 or 10 (Optional) bonus scores.
- 3 or 5 ball play. Available with single or twin coin chutes.

GET IT NOW FROM YOUR Williams DISTRIBUTOR



Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

buy the best—buy Williams

PLASTICOTE finish long life playfield resists wear.

Order WITH CONFIDENCE! VALIANT IS THOROUGHLY PROFIT TESTED!

SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES

New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.



Bally Golden Gate

WITH SENSATIONAL NEW
GOLDEN GAME FEATURE

GOLDEN GAME

600

450

300

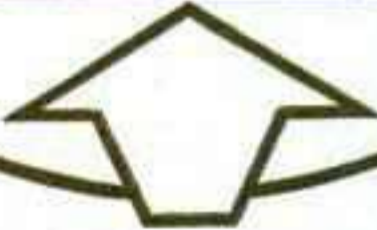
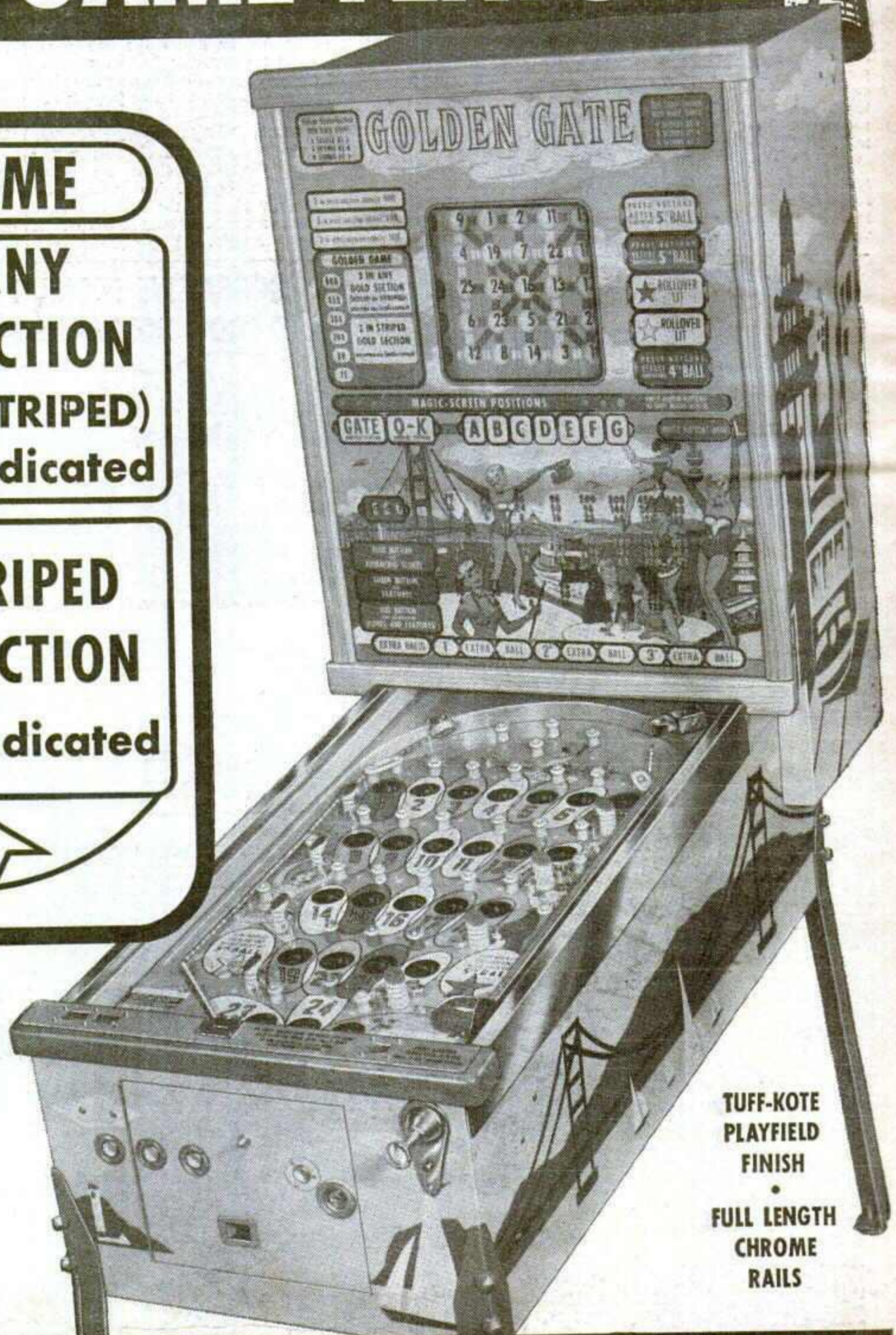
200

96

75

3 IN ANY GOLD SECTION (SOLID or STRIPED) scores as indicated

2 IN STRIPED GOLD SECTION scores as indicated

New fast money-making Golden Game feature . . . plus popular Red Letter Game feature . . . plus all the time-tested, profit-proved features of the greatest Ballygames . . . all add up to the greatest gold mine of earning power in pinball history. Join the gold rush . . . get GOLDEN GATE now.

**TUFF-KOTE
 PLAYFIELD
 FINISH
 •
 FULL LENGTH
 CHROME
 RAILS**

See your distributor...or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS**



ACA Headquarters, Oakland, California



ACA President Henry Leyser and Wurlitzer Distributor M. H. Rosenberg



Interior of ACA Oakland Office



R. F. Ray, Manager Los Angeles Greyhound Bus Terminal, Herman Bied, ACA Vice President, hear Paul Clermont, Post House Restaurant Manager, state that the Wurlitzer Ten Top Tunes feature is "nothing short of fabulous!"



N. A. Montie, ACA Fresno Division Manager, is told by Tommy Saghtellan, owner of the Old Fresno Bar, that the Wurlitzer Ten Top Tunes have produced a tremendous increase in coins, particularly half-dollars.



Robert R. Baysinger, co-owner of the Caravan Cocktail Lounge, in the Salinas Greyhound Bus Terminal, tells Monterey ACA Division Manager Cliff Johnson that the Ten Top Tunes feature sent their collections soaring.

**WHY ASSOCIATED
COIN AMUSEMENT
WENT WURLITZER**

**BIG WEST COAST
OPERATOR PROVES
WURLITZER TEN
TOP TUNES FEATURE
IS TOP MONEY-MAKER**

One of the real giants among West Coast coin machine operators is Associated Coin Amusement. Like hundreds of others, they have learned that no automatic phonograph even approaches the earning power of a Wurlitzer offering ten top tunes for 50 cents at the press of a single button. Many of their locations already have them. More are going in regularly — always with the same result — an immediate and consistent increase in receipts with a hefty percentage of it in half-dollars.



**WURLITZER
2600**

FIREBALL FROM DELLA!

"BLOW OUT THE SUN"

#8070 RCA VICTOR

A pulse-popping, heart-stopping, chart-topping hit! c/w "I Love You So Much It Hurts"...also pure pow!

 THE MOST TRUSTED NAME IN SOUND 

45 RPM
RCA VICTOR
#8070

DELLA REESE

BLOW OUT THE SUN

I LOVE YOU SO MUCH IT HURTS

