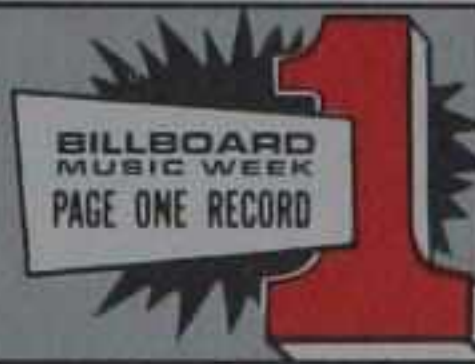


# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



## Rally of LP's Makes Up for Singles Coast

Though single record sales slowed down last week, dealers in most parts of the country reported that LP's had picked up strongly. Some of the movement in LP's was attributed to special September store sales. Other dealers said strong new product was helping their album business.

A hot record for many dealers was the Elvis Presley EP from his new flick, "Kid Galahad." The side that was selling, said storekeepers, was "King of the Whole Wide World," though some dealers noted that a good many customers merely asked for the new Presley record.

Even in areas where dealers said the singles business had slowed down, as measured against the last few weeks, they still reported it as better than the same period last year. And there were a number of cities where singles continued to sell well, including New York, Chicago, Seattle, Washington, Baltimore and the Minneapolis area. The slowdown was felt in the South and Midwest. Main reason: the return of kids to the world of reading and writing and 'rithmetic.

## Bye-Bye Rock, Sings KWK

ST. LOUIS—A wholesale overhaul in the programming approach of KWK, until now one of three Top 40 pop stations here, appears to be in the making. Friday morning (14) the station went "soft" at 8 a.m.

The change was being billed as "a 72-hour adventure in sound," during which listeners were asked to phone in their opinion of the new format. Supposedly, the station would go whichever way the audience preferred. Local tradesters, however, believed the new good music approach was for real and for keeps.

They noted, first of all, the departure of jockey Gene Davis to a new assignment in Kansas City. Davis was one of the swinging set on the station, having formerly held the program director title. They also noted that King Richard, formerly a teen favorite on the 6 to 10 p.m. slot, was switched from that seg to the midnight to 6 a.m. time under the name of Dick Richard.

Departure of KWK from the rock scene leaves that programming area to KXOK and WIL. Interestingly, one of three basically r.&b. music stations, WBBR, has also defected to the good music side, leaving KXLW and KATE to fight it out for the honors.

On another front, a report that WIL would become affiliated with the ABC-originated Tommy Harmon sportscast, but there is no network identification involved.

The record business in general in the Mound City was off last week, particularly in singles, after a better summer than anybody predicted. The normal September excuse of kids spending their money on clothes and school supplies rather than records, was being heard widely, with hopes voiced for a snap-back in sales in the weeks to come.

## Philly Hops on Drive-In Bandwagon

PHILADELPHIA—Jockey interest in the drive-in movie as a setting for a record hop appears to be on the increase here. Hy Lit on WIBG has been the pace setter in this medium, but WCAM's Jerry Blavitt is about to hop on the bandwagon, and Okay Miller, of nearby WEEZ in Chester, pulled off a highly successful drive-in hop Friday (14).

The Miller show was staged at the Chester Pike Drive-In and featured Charlie Gracie and a flock of other acts. More than 1,500 cars were admitted and estimates of the audience ran as high as 6,000 at \$1.50 a head. Miller worked from the roof of the refreshment stand in the center of the lot and the kids danced to the records on bare soil. It seemed to have little effect on the quality of the Twisting.

It was reported that representatives of the Philadelphia AGVA local took in the performance in order to check out the type of show. In this area, AGVA men view the act of lip-synching by an artist as not a live performance, even though

(Continued on page 10)

### SINGLES

#### ★ NATIONAL BREAKOUTS

ALL ALONE AM I, Brenda Lee, Decca 31424

#### ★ 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.

LEAH . . .  
Roy Orbison, Monument 467 (Acuff-Rose, BMI) (Seattle)

LOVERS BY NIGHT, STRANGERS BY DAY . . .  
Fleetwoods, Dolton 62 (January, BMI) (Detroit)

OL' MAN RIVER . . .  
Johnny Nash, Warner Bros. 5301 (Harms, ASCAP) (Washington)

WIGGLE WOBBLE . . .  
Les Cooper, Everlast 5019 (Bob-Dan, BMI) (Philadelphia)

D-O-D-G-E-R-S SONG (Oh, Really? No, O'Malley) . . .  
Danny Kaye, Reprise 20105 (Vena, ASCAP) (Los Angeles)

MIND OVER MATTER . . .  
Nolan Strong, Fortune 546 (Trianon, BMI) (Detroit)

WONDERFUL ONE . . .  
Shondells, King 5656 (Garpax-Briarcliff, BMI) (Los Angeles)

LIMBO DANCE . . .  
Champs, Challenge 9162 (Four Star, BMI) (Seattle)

### ALBUMS

#### ★ NATIONAL BREAKOUTS

##### MONO

FOLK MATINEE, Limelites, RCA Victor LPM 2547

THAT HAPPY FEELING, Bert Kaempfert & His Ork, Decca DL 4305

PIANOS IN PARADISE, Ferrante & Teicher, United Artists UAL 3230

TWIST AND SHOUT, Isley Brothers, Wand 653

BY REQUEST, Perry Como, RCA Victor LPM 2567

THE MUSIC OF BRAZIL! Percy Faith & His Ork, Columbia CL 1822

##### STEREO

BABY ELEPHANT WALK, Lawrence Welk, Dot DLP 25457

PIANOS IN PARADISE, Ferrante & Teicher, United Artists UAS 6220

THAT HAPPY FEELING, Bert Kaempfert & His Ork, Decca DL 74305

RAMBLIN' ROSE, Nat King Cole, Capitol ST 1793

A SWINGIN' SAFARI, Billy Vaughn & His Ork, Dot DLP 25458

#### ★ NEW ACTION LP'S

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

##### MONO

I'LL WALK WITH GOD . . .  
Mario Lanza, RCA Victor LM 2607

MILES DAVIS AT CARNEGIE HALL . . .  
Columbia CL 1812

EXOTIC SUITE OF THE AMERICAS . . .  
Perez Prado, RCA Victor LPM 2571

PARTY LIGHTS . . .  
Claudine Clark, Chancellor CHL 5029

THE BROTHERS FOUR IN PERSON . . .  
Columbia CL 1828

COUNTRY MUSIC CONNIE STYLE . . .  
Connie Francis, MGM E 4079

RHAPSODY IN RHYTHM . . .  
Ray Conniff, His Ork and Chorus, Columbia CL 1878

HONOLULU HONKY TONK . . .  
Frankie Carle, His Piano and Ork, RCA Victor LPM 2540

JIM, TONY & BOB THE LETTERMEN . . .  
Capitol T 1761

ANY DAY NOW . . .  
Chuck Jackson, Wand 654

ALL THE HITS OF THE TEEN GROUPS . . .  
Dovells, Parkway P 7010

I REMEMBER HANK WILLIAMS . . .  
Floyd Cramer, RCA Victor LPM 2544

THE LIVELY ONES . . .  
Vic Damone, Capitol T 1748

THINGS & OTHER THINGS . . .  
Bobby Darin, Atco 146

TWANGY GUITAR SILKY STRINGS . . .  
Duane Eddy, RCA Victor LPM 2576

##### STEREO

HUGO WINTERHALTER GOES CONTINENTAL . . .  
RCA Victor LSP 2482

LOLITA . . .  
Sound Track, MGM SE 4050

HONOLULU HONKY TONK . . .  
Frankie Carle, His Piano and Ork, RCA Victor LSP 2540

THE MUSIC OF BRAZIL! . . .  
Percy Faith and His Ork, Columbia CS 8622

CARIBBEAN GUITAR . . .  
Chef Atkins, RCA Victor LSP 2549

(Continued on page 10)

### NEW ON THE HOT 100

- 50. ALL ALONE AM I . . .  
Brenda Lee, Decca 31424
- 82. OL' MAN RIVER . . .  
Jimmy Smith, Verve 1026
- 83. JAMES (Hold the Ladder Steady) . . .  
Sue Thompson, Hickory 1183
- 84. BABY FACE . . .  
Bobby Darin, Atco 6236
- 87. NOTHING CAN CHANGE THIS LOVE . . .  
Sam Cooke, RCA Victor 8088
- 88. I'VE BEEN EVERYWHERE . . .  
Hank Snow, RCA Victor 8072
- 89. MASHED POTATOES U.S.A. . . .  
James Brown and the Famous Flames, King 5672
- 90. IF A MAN ANSWERS . . .  
Bobby Darin, Capitol 4837
- 93. DESAFINADO . . .  
Stan Getz and Charlie Byrd, Verve 10260
- 100. TRY A LITTLE TENDERNESS . . .  
Aretha Franklin, Columbia 42520

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 with columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, Weeks on Chart. Contains songs 1-34.

Table with columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, Weeks on Chart. Contains songs 35-66.

Table with columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, Weeks on Chart. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

Large table listing song titles, artists, and publishers/licenses for the Hot 100 chart.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100 chart, including titles, artists, and labels.

# Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

- #16391 Ten Lonely Guys / Lover's Lane . . . . . Pat Boone
- #16374 A Swingin' Safari / Indian Love Call . . . . . Billy Vaughn
- #16364 Baby Elephant Walk / THEME FROM THE BROTHERS GRIMM . . . . . Lawrence Welk
- #16378 No One Will Ever Know / Because . . . . . Jimmie Rodgers
- #16396 Tell It To The Birds . . . . . Dore Alpert
- #16394 I'm Standing By / They Say . . . . . Rodge Martin
- #16368 Speedy Gonzales . . . . . Pat Boone
- #16393 Matilda . . . . . The String-A-Longs
- #16395 Release Me / I'D LIKE TO HAVE YOU BACK AGAIN . . . . . Jody Daniels
- #16379 My Blue Heaven . . . . . String-A-Longs
- #16386 What Kind Of Fool Am I / IF I SHOULD LOSE YOU . . . . . Keely Smith
- #16390 Sweet Mama Tree Top Tall / That's What I Like . . The Four Lads
- #16387 Anna GO TO HIM / I Hang My Head And Cry . . . . . Arthur Alexander

## BEST SELLING ALBUMS

- BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM • Lawrence Welk  
DLP 3457 mono, 25457 stereo
- A SWINGIN' SAFARI • Billy Vaughn  
DLP 3458 mono, 25458 stereo
- PAT BOONE'S GOLDEN HITS • Featuring Speedy Gonzales  
DLP 3455 mono, 25455 stereo
- THE WRIGHT TOUCH • George Wright  
DLP 3447 mono, 25447 stereo
- SO RARE • Jimmy Dorsey  
DLP 3437 mono
- YOUNG WORLD • Lawrence Welk  
DLP 3428 mono, 25428 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
- ORANGE BLOSSOM SPECIAL AND WHEELS • Billy Vaughn  
DLP 3366 mono, 25366 stereo
- CALCUTTA • Lawrence Welk  
DLP 3359 mono, 25359 stereo
- WONDERLAND BY NIGHT • Louis Prima  
DLP 3352 mono, 25352 stereo
- LAST DATE • Lawrence Welk  
DLP 3350 mono, 25350 stereo
- LOOK FOR A STAR • Billy Vaughn  
DLP 3322 mono, 25322 stereo

- THE LENNON SISTERS SING TWELVE GREAT HITS  
DLP 3292 mono, 25292 stereo
- THEME FROM A SUMMER PLACE • Billy Vaughn  
DLP 3276 mono, 25276 stereo
- BEST LOVED CATHOLIC HYMNS • Lennon Sisters  
DLP 3250 mono, 25250 stereo
- RAGTIME PIANO GAL • Jo Ann Castle  
DLP 3249 mono, 25249 stereo
- BE MY LOVE • Keely Smith  
DLP 3241 mono, 25241 stereo
- BLUE HAWAII • Billy Vaughn  
DLP 3165 mono, 25165 stereo
- THE MILLS BROTHERS GREAT HITS • Mills Brothers  
DLP 3157 mono, 25157 stereo
- JOHNNY MADDOX PLAYS THE MILLION SELLERS • Johnny Maddox  
DLP 3122 mono, 25122 stereo
- THE MILLION SELLERS • Billy Vaughn  
DLP 3119 mono, 25119 stereo
- STAR DUST • Pat Boone  
DLP 3118 mono, 25118 stereo
- SAIL ALONG SILV'RY MOON • Billy Vaughn  
DLP 3100 mono, 25100 stereo
- GREATEST ORGAN HITS • Jerry Burke  
DLP 3450 mono, 25450 stereo
- MUSIC FOR THE GOLDEN HOURS • Billy Vaughn  
DLP 3086 mono, 25086 stereo
- THE TEN COMMANDMENTS • Sound Track  
DLP 3054 mono, 25054 stereo
- THE GOLDEN INSTRUMENTALS • Billy Vaughn  
DLP 3016 mono, 25016 stereo



**"THE NATION'S BEST SELLING RECORDS"**

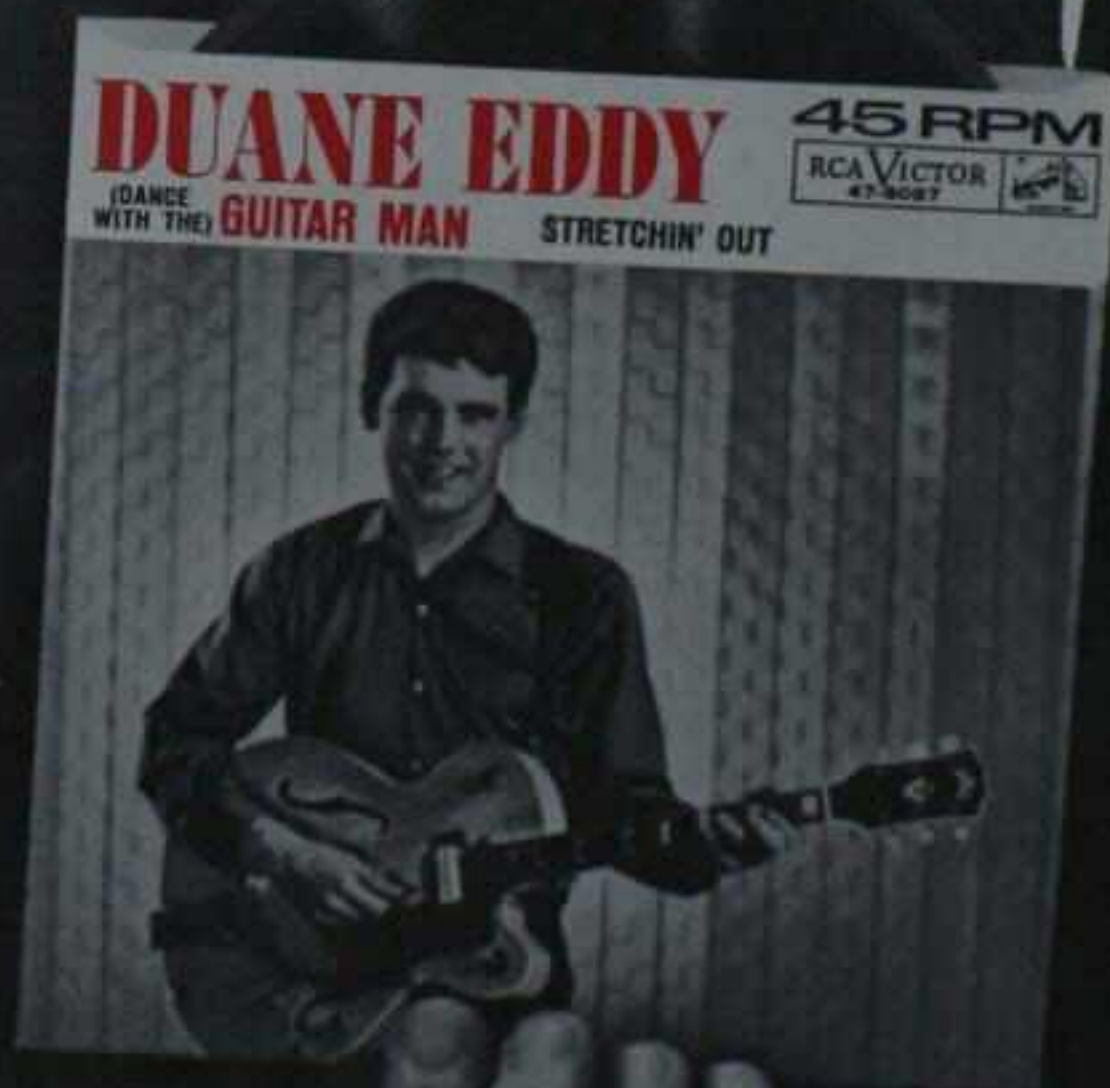
# WE'VE GOT TWO HIT SINGLES UP OUR SLEEVES

(Bright 4-color sleeves, at that!)

ORDER NOW!

# 8085  
"SO HOW COME (NO ONE LOVES ME)"

# 8087  
"(DANCE WITH THE) GUITAR MAN"



**RCA VICTOR**

The most trusted name in sound



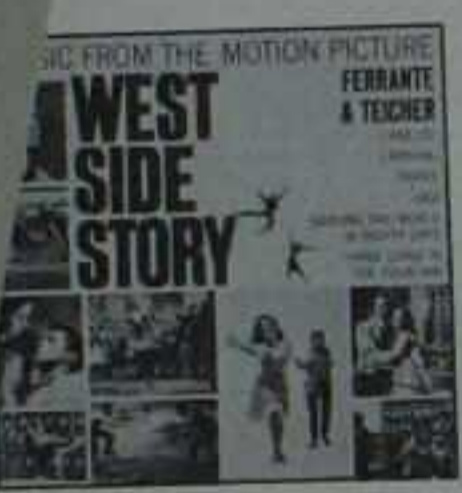
# COUNTER ATTACK!

**FOR MORE SALES!**

the exciting and romantic music of  
**FERRANTE & TEICHER**  
*designed for good listening*



America's top selling recording artists featured in a colorful counter rack which will add \$\$ as the perfect display for the impulse and Ferrante and Teicher buyers alike. Holds 10 albums and is designed to fit the decor of all retail record outlets.



**WEST SIDE STORY**  
Ferrante & Teicher  
UAL 3166 UAS 6166 (Stereo)



**THE MANY MOODS OF FERRANTE & TEICHER**  
Ferrante & Teicher  
UAL 3211 UAS 6211 (Stereo)



**TONIGHT**  
Ferrante & Teicher  
UAL 3171 UAS 6171 (Stereo)



**LOVE THEMES**  
Ferrante & Teicher  
WWR 3514 WWS 8514



**PIANOS IN PARADISE**  
Ferrante & Teicher  
UAL 3230 UAS 6230 (Stereo)



**GOLDEN PIANO HITS**  
Ferrante & Teicher  
WWR 3505 WWS 8505



**THE WORLD'S GREATEST THEMES**  
Ferrante & Teicher  
UAL 3121 UAS 6121 (Stereo)



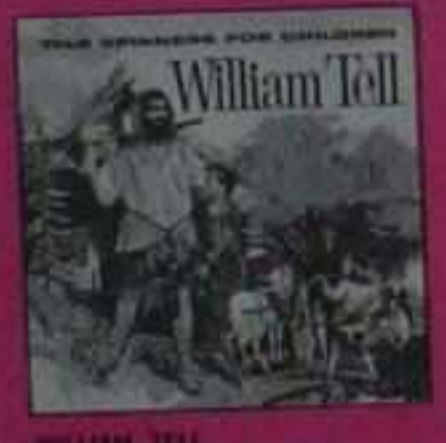
**LATIN PIANOS**  
Ferrante & Teicher  
UAL 3135 UAS 6135 (Stereo)

America's hottest Kiddie line can now be sold in any retail outlet now through this brilliant new counter rack. Contains all 10 Tale-Spinners for Children best-sellers in one compact, eye catching display no buyer can resist, no store can be without.

**UNITED ARTISTS**  
ONLY **99¢**  
**TALE SPINNERS FOR CHILDREN**



**ROBIN HOOD**  
UAL 11001 (Mono)



**WILLIAM TELL**  
UAL 11002 (Mono)



**SNOW WHITE**  
UAL 11003 (Mono)



**CINDERELLA**  
UAL 11004 (Mono)



**THE KNIGHTS OF THE ROUND TABLE**  
UAL 11005 (Mono)



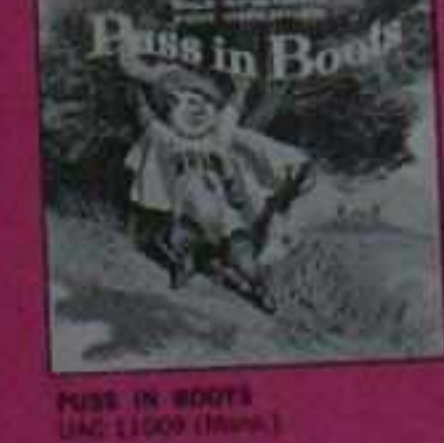
**THE SLEEPING BEAUTY**  
UAL 11006 (Mono)



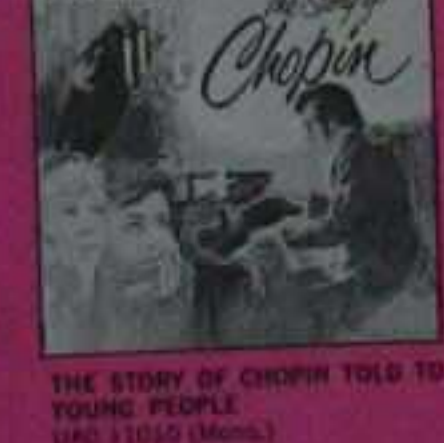
**THE THREE MUSKETEERS**  
UAL 11007 (Mono)



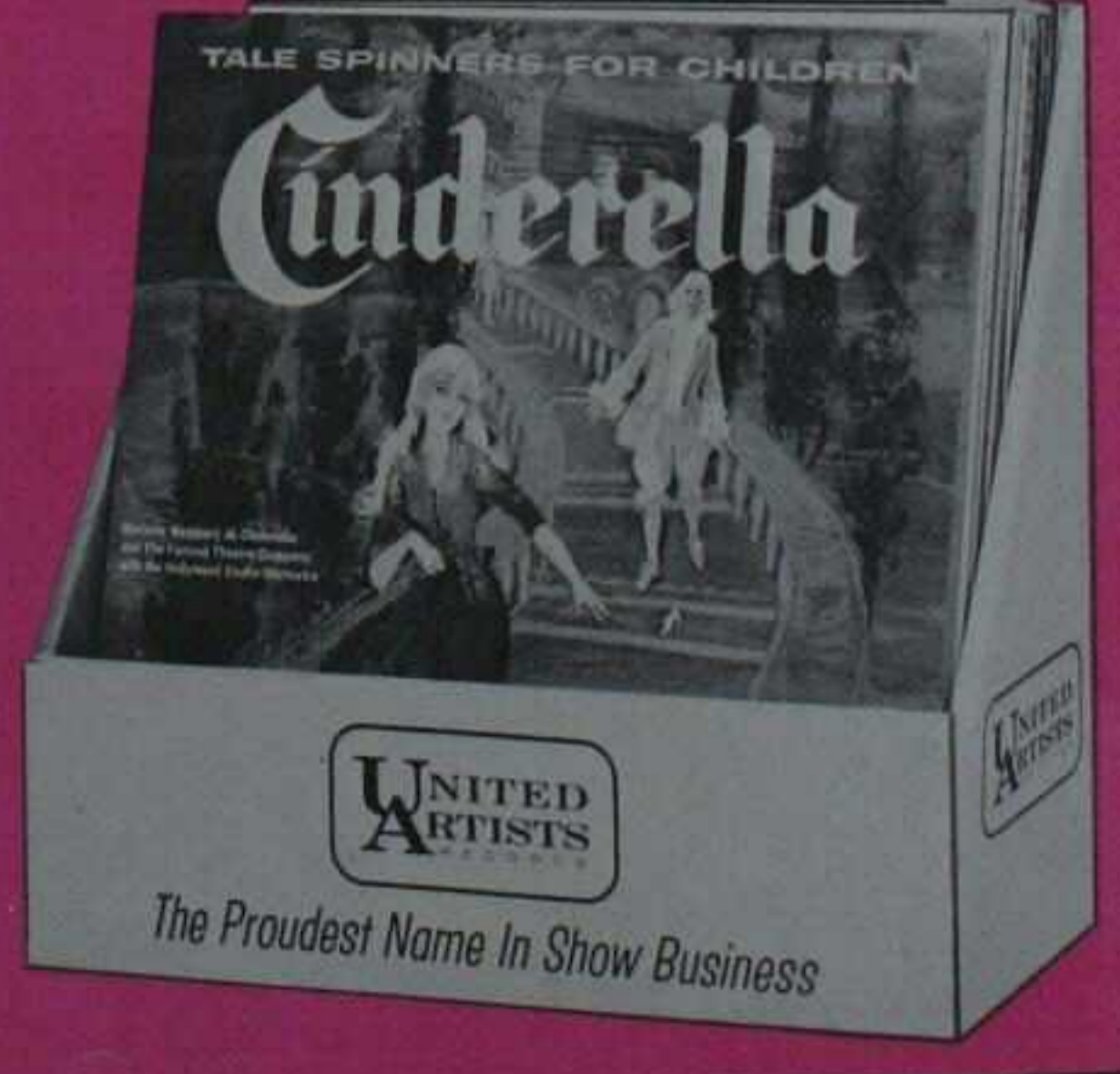
**THE UGLY DUCKLING**  
UAL 11008 (Mono)



**PASS IN BOOTS**  
UAL 11009 (Mono)



**THE STORY OF CHOPIN TOLD TO YOUNG PEOPLE**  
UAL 11010 (Mono)





# Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

- #16391 Ten Lonely Guys / Lover's Lane . . . . . Pat Boone
- #16374 A Swingin' Safari / Indian Love Call . . . . . Billy Vaughn
- #16364 Baby Elephant Walk / THEME FROM THE BROTHERS GRIMM . . . . . Lawrence Welk
- #16378 No One Will Ever Know / Because . . . . . Jimmie Rodgers
- #16396 Tell It To The Birds . . . . . Dore Alpert
- #16394 I'm Standing By / They Say . . . . . Rodge Martin
- #16368 Speedy Gonzales . . . . . Pat Boone
- #16393 Matilda . . . . . The String-A-Longs
- #16395 Release Me / I'D LIKE TO HAVE YOU BACK AGAIN . . . . . Jody Daniels
- #16379 My Blue Heaven . . . . . String-A-Longs
- #16386 What Kind Of Fool Am I / IF I SHOULD LOSE YOU . . . . . Keely Smith
- #16390 Sweet Mama Tree Top Tall / That's What I Like . . . The Four Lads
- #16387 Anna GO TO HIM / I Hang My Head And Cry . . . . . Arthur Alexander

## BEST SELLING ALBUMS

- |   |  |
|---|--|
| BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM • Lawrence Welk<br>DLP 3457 mono, 25457 stereo | THE LENNON SISTERS SING TWELVE GREAT HITS<br>DLP 3292 mono, 25292 stereo               |
| A SWINGIN' SAFARI • Billy Vaughn<br>DLP 3458 mono, 25458 stereo                                     | THEME FROM A SUMMER PLACE • Billy Vaughn<br>DLP 3276 mono, 25276 stereo                |
| PAT BOONE'S GOLDEN HITS • Featuring Speedy Gonzales<br>DLP 3455 mono, 25455 stereo                  | BEST LOVED CATHOLIC HYMNS • Lennon Sisters<br>DLP 3250 mono, 25250 stereo              |
| THE WRIGHT TOUCH • George Wright<br>DLP 3447 mono, 25447 stereo                                     | RAGTIME PIANO GAL • Jo Ann Castle<br>DLP 3249 mono, 25249 stereo                       |
| SO RARE • Jimmy Dorsey<br>DLP 3437 mono   | BE MY LOVE • Keely Smith<br>DLP 3241 mono, 25241 stereo                                |
| YOUNG WORLD • Lawrence Welk<br>DLP 3428 mono, 25428 stereo  | BLUE HAWAII • Billy Vaughn<br>DLP 3165 mono, 25165 stereo                              |
| MOON RIVER • Lawrence Welk<br>DLP 3412 mono, 25412 stereo   | THE MILLS BROTHERS GREAT HITS • Mills Brothers<br>DLP 3157 mono, 25157 stereo          |
| I'LL SEE YOU IN MY DREAMS • Pat Boone<br>DLP 3399 mono, 25399 stereo                                | JOHNNY MADDOX PLAYS THE MILLION SELLERS • Johnny Maddox<br>DLP 3122 mono, 25122 stereo |
| YELLOW BIRD • Lawrence Welk<br>DLP 3389 mono, 25389 stereo  | THE MILLION SELLERS • Billy Vaughn<br>DLP 3119 mono, 25119 stereo                      |
| ORANGE BLOSSOM SPECIAL AND WHEELS • Billy Vaughn<br>DLP 3366 mono, 25366 stereo                     | STAR DUST • Pat Boone<br>DLP 3118 mono, 25118 stereo                                   |
| CALCUTTA • Lawrence Welk<br>DLP 3359 mono, 25359 stereo   | SAIL ALONG SILV'RY MOON • Billy Vaughn<br>DLP 3100 mono, 25100 stereo                  |
| WONDERLAND BY NIGHT • Louis Prima<br>DLP 3352 mono, 25352 stereo                                    | GREATEST ORGAN HITS • Jerry Burke<br>DLP 3450 mono, 25450 stereo                       |
| LAST DATE • Lawrence Welk<br>DLP 3350 mono, 25350 stereo  | MUSIC FOR THE GOLDEN HOURS • Billy Vaughn<br>DLP 3086 mono, 25086 stereo               |
| LOOK FOR A STAR • Billy Vaughn<br>DLP 3322 mono, 25322 stereo                                       | THE TEN COMMANDMENTS • Sound Track<br>DLP 3054 mono, 25054 stereo                      |
|   | THE GOLDEN INSTRUMENTALS • Billy Vaughn<br>DLP 3016 mono, 25016 stereo                 |



**"THE NATION'S BEST SELLING RECORDS"**

## Indie Producers Pack Potent Sock In Singles Action

NEW YORK — Three of the country's top a.&r. men are seriously considering forming their own independent producing organization within the next few months. Their names cannot be mentioned now, since their deal is still in the talking stage, but it is known that they have complete financial backing if they need it. The three happen to all have solid track records in the singles and albums fields.

This possible move by three young and aggressive a.&r. executives indicates again the import of independent production of single records these days. A goodly percentage of the country's hit singles are being turned out by indie producers, including such powerhouse names as Aldon Music, Bob Crewe, Leiber and Soller, Frank Slay, Pogo Music, Gary Paxton, Joe Cougi, Huey Meaux and many others.

The indie producer, often with his own artists and own material, is often welcomed by disk companies, from the largest to the smallest. And no one cares any longer whether they are exclusive or not, since most firms are happy to have single hits, no matter who makes them.

### Freedom of Action

Being an indie producer is a lure for a.&r. men not only for the profits, but also for the freedom of action it allows. Indie producers can take on or turn down recording assignments that an a.&r. staffer cannot, and they have much less red tape encumbering them.

The tremendous success of Aldon Music has also given the indie producer a new status. No longer are indie producers fly-by-nights, working out of cubbyholes in the Brill Building; today the indie lads have plush offices of their own.

What is more, the Aldon scene, with its staff of crack writers, many of whom are performers, has demonstrated that it is possible to have record firms running after you both for production work and for material.

### Different Deals

Indie producers usually get a royalty on every record sold. Some get a fee for handling the record session; others take out the fee in higher royalties. Royalty per record, plus the royalties on songs if they publish or write them, often add up to a tidy sum if the record is a hit. Indie producers who control their own artists usually handle contractual arrangements for them as well.

Many indie producers today will not work with a firm unless they are assured of a specific advertising and promotion allowance. This makes certain that a record will

## MINGUS BOOK TO McGRAW-HILL

NEW YORK — The McGraw-Hill publishing firm has paid a \$15,000 advance to jazz star Charles Mingus for his forthcoming autobiography. Author Louis Lomax is editing.

## Tale of 3 Cities Reflects Big Change In Pattern of Distributing Records

By REN GREVATI

NEW YORK—Evidence of the continually changing pattern of record distribution, with emphasis on the move of distributors into various aspects of retailing, is seen in the operations of three widely separated indie distributors, in Hartford, Conn.; Charlotte, N. C., and Minneapolis. In another case, Roberts Records, a St. Louis dis-

tributor, has underlined another aspect of the changes by becoming active in out-of-town leased retail disk departments. (See separate story.)

Southeast Merchandising, Charlotte, is an offshoot of a one-stop operation in that city, started by several local distributors. Involved in the firm, which is part rack jobbing, part department, are Phil Goldberg, Herb Wiseman, Bert Fleischman and Joe Voynow. Bob Thompson is manager.

Goldberg told *BMW* that nine locations are now in operation. "They give us the space and we paid for the fixtures," Goldberg said. "We bill them, less a certain

percentage for their part of the take. All the locations are in discount stores and I really feel that we've been able to grab a good many customers away from some of the other discount outlets around here. Another innovation is that we have a factor who handles our paper. If the factor okays the buyer, we can serve him on open account without the normal risks."

The one-stop part of the set-up was started earlier this year by the same group to compete with out-of-State incursions by operators with fleets of Volkswagens. This has been successful, Dolberg indicated, because: "We charge operators 55 cents for a single while the others charge 62 cents. Running departments for a number of stores we feel will help us in the rack battle in the same way. (Continued on page 54)

## Columbia Strikes Biggest Sales Month in Its Life

NEW YORK — Columbia Records enjoyed the greatest single sales month in its history during August of this year, according to Goddard Lieberman, president.

Lieberman said that the record sales level was accounted for by such albums as the sound track for "West Side Story," which had passed the 900,000 mark; original cast packages for "Camelot," "West Side Story" and "The Sound of Music" and current album releases by Doris Day, Johnny Mathis, Tony Bennett, Andy Williams, Robert Goulet, Ray Conniff, Mitch Miller, Dave Brubeck, Miles Davis and Andre Previn. Classical recordings by the Philadelphia Orchestra, the New York Philharmonic and the Mormon Tabernacle Choir in addition to those of many other solo artists, also contributed to the success.

Another contributing factor to the bright current Columbia pic-

ture are such new artists as comic Dave Astor, folk singer Geula Gill, saxist George Young, a vocal-instrumental trio known as the Bobby Doyble Three, and the New Christy Minstrels, a folk group which has stirred considerable West Coast action.

On the singles front, Columbia has enjoyed a recent return to chart prominence with the success of such artists as Tony Bennett, Jimmy Dean, Claude King, Marty Robbins and Andy Williams. In addition, a new kiddie series known as the Hi-Fi Fun Musical Coloring Kits, has also had a part in the success.

Epic Records, the firm's subsidiary, has continued its current hot streak with hits by George Maharis and Bobby Vinton in both albums and singles and in addition, has enjoyed a good response to its off-Broadway original-caster of "Anything Goes."

## Smash Hit in 1st Year, Hausfater Plans Expansion to Double Gross

By SAM CHASE

NEW YORK—Just one year ago, in October of 1961, the first Hausfater discount record store operation opened in Springfield, Ill. On the eve of the celebration of the first birthday of the business, its President, Robert L. Hausfater, told *Billboard Music Week* that the 13 locations now functioning across the country will have grossed more than \$3 million in the 12-month period, although some have been open a much shorter time than that.

The blueprint for the chain calls for two new outlets to open shortly, and 15 more in 1963, with a \$6 million gross anticipated next year, twice the take this year.

Don Singer, formerly district sales manager of London Records, has been hired to take over management of the discount store operations with the title of merchandising director. Previously, Leon Ferguson joined the operation as buyer after a long association with the Aeolian Music Company.

Hausfater himself, of course, has long been active as a record distributor, heading the Roberts Record Distributing Company of St. Louis.

### Another Move

Hausfater also is expanding in another direction. He is taking back distribution of the famed Robert Rheims Christmas LP's of bells and chimes, one of the biggest selling Christmas lines of all time. The LP's have been distributed by Liberty in the past, and are understood to have earned \$425,000 net in the past three years. Distribution will be handled under the Allied Record banner, from the Roberts headquarters in St. Louis.

It is these various other activities, plus the setting up of the new retail operation, that take the bulk of Hausfater's time, leading to his acquisition of new executive talent to man the administration of the chain.

Hausfater is particularly proud of the policies of his chain, which he regards as responsible for its success. First, the establishments all operate as record licensees, or leased departments within larger

retail locations, mainly in suburban areas. Normally, the deal provides that as licensees, Hausfater pays a percentage, usually about 8 per cent, covers all expenses except personnel, which Hausfater himself supplies.

All merchandise is bought centrally in St. Louis, where it is poly-bagged and where special two-piece tags are attached for inventory purposes. When each disk is sold, half of the tag is removed and sent to the St. Louis headquarters by the branch store. These daily mailings permit 24-hour inventory checks and re-orders.

### Large Inventories

Hausfater also says that his chain will not touch cut-outs or "bargain junk." Each location, he says, carries a large inventory, ranging from \$40,000 to \$70,000.

Size of the locations range between 800 square feet for the smallest to 1,600 square feet for the largest.

Grosses run from \$150,000 for the smallest to more than \$500,000 for the largest. These figures include not only records but tapes, needles and carrying cases.

The Hausfater policy on selling prices is "to be competitive with all others in the community." Singles, for example, sell for as low as 70 cents.

Cities in which Hausfater now operates are Springfield and Rockford in Illinois; Fort Worth, Tex.; Canton, Ohio; San Leandro, San Jose, Pa. Coima and Los Angeles, in California; Las Vegas, Nev.; Duluth, Minn.; Detroit; Wichita, Kan., and Indianapolis. Two more cities will kick off shortly, but Hausfater would not reveal which.

A leading executive of his operation, in discussing the rise of this distributor's retailing activities revealed that it had actually been undertaken "in self-defense." He said: "The fact is, with distributors losing outlets because of central buying, we decided to find a new way to expand our potential." A year later, it would seem from the evidence that a way was found.

## One-Stops Name New Group ROSA

PHILADELPHIA — The new one-stop trade association, officially formed in Chicago several weeks ago, will be known as Record One-Stop Association, Inc. (ROSA), according to Irv Perlman, initiator of the group.

Perlman heads the I. J. Morgan one-stop firm here. Next meeting of the group, Perlman said, will be December 1-2 at the Sahara Inn, on Mannheim Road, Chicago, near O'Hare International Airport.

The group has named Lou Boorstein of Leslie Distributors, New York, to handle publicity. Perlman said that 20 leading one-stoppers attended the recent Chicago confab and a mailing is now being prepared soliciting additional members.

## ARMADA Pushes Anti-Bootleg Bill

NEW YORK — The American Record Merchants and Distributors Association (ARMADA) inaugurated a new membership drive last week. At the same time, a last-minute push was begun on the Washington front with the aim of getting the Congress to pass the Celler anti-bootlegging bill during the waning current session.

The membership drive, announced by ARMADA president, Amos Heilicher, was launched from the newly established Fifth Avenue office here of ARMADA, helmed by executive secretary, Paul Ackerman. Ackerman said the membership drive would be two-pronged. First, all distributors were urged to join as full members. Meanwhile, ARMADA sought associate membership from manufacturers, pressing plants, music publishers and suppliers.

In connection with the anti-bootlegging bill, ARMADA attorney, Sigmund Steinberg, said, "Time is of the essence if the anti-counterfeiting bill (H. R. 11793) is to be passed at the present session."

The bill was passed by the House last June and is now pending in the Senate Judiciary Committee, of which Sen. James O. Eastland (D., Miss.) is chairman.

Current goal is to get the bill out of committee and onto the floor for a vote by the full Senate. Steinberg urged all distributors, manufacturers and publishers to get in touch with their Senators.

## One 'Alley Cat' Joined by Another

NEW YORK—"Alley Cat," the hit Atco instrumental by Danish pianist Bent Fabric, is being joined this week by a vocal version, "The Alley Cat Song," by David Thorne on the Riverside label. The tune will also be recorded on the MGM and Mercury labels. Metronome Music, publishing wing of the Scandinavian Metronome Records firm which originally recorded the side, has sold some 60,000 pieces of sheet music on the tune. A "Bent Fabric Alley Cat" song folio will be issued. Eight Fabric compositions are included in the folio. Atco has also released an "Alley Cat" LP of tunes by Fabric.



## NAT HIT TAKES BIGGEST CHART JUMP OF YEAR

NEW YORK—Capitol's album version of "Ramblin' Rose," a showcase for Nat Cole's current single hit, is earning unusual kudos in the record industry: It has taken the biggest jump of any new album in this year's BMW charts.

A week ago (and about seven weeks after the single release), the mono "Ramblin' Rose" album jumped onto the charts in 99th place. This week, it has skyrocketed ahead to 20th place, and will probably go higher.

The jump even outpaces the recent fast rise of the country's top current album, Ray Charles' "Modern Sounds in Country and Western Music" on ABC-Paramount, and is considered "quite unusual" by BMW chartsters.

# All-Time Singles Record Looms

## Summer Spurt Seen as Lever To Best Year

NEW YORK — The dramatic summer sales comeback of single records—which could help break the all-time mark of 205 million disks sold—has helped create a new approach by many firms to the role of the single in the industry scheme.

The feeling that single records were a steadily declining part of the record market—a belief held by many highly placed executives less than a year ago—has now largely evaporated, and many firms are

(Continued on page 54)

## COAST DEALERS HAPPILY TOTE UP SUMMER RESULTS

HOLLYWOOD—Last week, as the Los Angeles public schools opened, record dealers closed their books on what many consider their biggest summer to date.

Ethan Caston, vice-president in charge of records for the Music City Stores, told BMW that the summer just ended was the biggest in Music City's history. Sales, according to Caston, topped last year's by 20 per cent, with Caston crediting the stores' "Club 98" radio promotion tie-in with Station KFVB. The club gimmick requires youngsters to get a "club membership card" from the Top 40 station. The card entitles its holder to receive two free singles for each 10

he purchases—one is a promo freebie, the other is any single the buyer chooses. Music City is one of this area's top radio time users.

Jerry Johnson, of Van Nuys' House of Sight and Sound, who was first among the local dealers to promote singles via in-store special gimmicks, said the summer's sales were ahead of last year's but hastened to point out that "last year was a very good summer for us as well." Johnson had started S. & S.'s "bonus" record plan prior to 1961's summer, and thereby was able to build his sales to a level higher than he would have normally attained. Nevertheless, Johnson said sales this summer were 15 per cent ahead of the previous summer, making this the store's biggest to date.

Henry May, of May's Music, said the past summer showed a 50 boost

(Continued on page 54)

## Strong Tunes Bring in New Adult Buyers

NEW YORK — The summer singles pickup, which looks fair to making 1962 the biggest singles year since 1957, is thought actually to have started with the tremendous Jimmy Dean hit, "Big Bad John," last winter. That record, which sold over 1,800,000, is believed to have helped renew widespread adult interest in the single record market. It also, of course, made Dean a potent new disk star.

"Big Bad John" racked up solid sales in 1961, but was still selling strongly over dealer counters in January. Along with the Dean record were four other million sellers, "Can't Help Falling in Love" by Elvis Presley, "Please Mr. Postman" by the Marvelettes, "The Lion Sleeps Tonight" by the Tokens and "The Twist" by Chubby Checker. These hits got the New Year off with a bang.

Right after these hits came "The Duke of Earl" with Gene Chandler, another million seller.

### Back-to-Back

A string of big records started to follow one another in quick order early in the year. In January there were such hits chart toppers as "Good-bye Cruel World" with Jimmy Darren; "Norman," Sue Thompson; "The Wanderer," Dion; "Run to Him," Bobby Vee; "Peppermint Twist," Joey Dee; "I Know," Barbara George, and "Hey Baby," Bruce Channel.

Among the biggest disks in February and March were Brenda Lee's "Break It to Me Gently"; "Love Letters," Kitty Lester;

(Continued on page 54)

# Piece of the Action for All In Race for Singles Honors

NEW YORK—The race for singles honors is wider open than ever, with 15 first-hit artists represented in the top 25 "Hot 100" selections last week. It seems a fact, too, that every kind of tune, artist and label has a chance for today's big money.

Among the first 25 big sides this week, for instance, 21 labels have a piece of the action, with no firms having more than two entries. Vee Jay, Capitol, Imperial and the brand-new Nevins and Kirschner contender, Dimension, each have two in this group.

Reflective of the fickle nature of the single record buyer is the presence of a number of names in the top 25 that for the most part were completely unknown as recently as three months ago. Names prominent on charts six months ago have now been replaced by a new crop. These include the likes of the Four Seasons, Booker T. and the MG's, Bobby (Boris) Pickett and the Crypt Kickers, Tommy Roe, Chris Montez, Bent Fabric, Dickie Lee, the Duprees, Little Eva, Carole King, Frank Ifield, and such groups as the Contours, Springfield, the Majors and the Beach Boys.

### Old Line Holds

While about 25 per cent of the 100 top listings is occupied by artists on the charts for the first time,

there is also evident an interesting resurgence of standard, old-line talent.

The three most notable examples are Nat Cole, Tony Bennett and Sammy Davis Jr. Cole, in the No. 2 spot for the second week with "Ramblin' Rose," might well be in the top position but for the extremely powerful disk, "Sherry," by the Four Seasons. The Cole performance is his biggest in the singles area in many years and has sparked the fastest moving new album of the year. (See separate story.)

Tony Bennett, who like Cole, has enjoyed a bundle of long past singles hits, is enjoying his first big single in quite a spell, too, with "San Francisco." The disk was originally released last April and did not even make the charts until a very few weeks ago. This week, in moving up to No. 32, it became a star performer for the first time.

### Big Leap

Sammy Davis, who has never had a really big single hit, has one of the fastest moving of his career in the "Stop the World" tune, "What Kind of Fool Am I?" This jumped 17 slots to 54 this week, another star performer.

Also among the long dormant set, now making a big noise, are Rex Allen with "Don't Go Near the

Indians," Bo Diddley's "You Can't Judge a Book by the Cover," and Jerry Lee (Pumping Piano) Lewis with "Sweet Little Sixteen."

There are many varieties of material making it today, from the

(Continued on page 54)

## Big Band LP's In RCA Special

NEW YORK — As part of its October release, RCA Victor is offering a special five LP package of big band tracks at a special price of \$12.95. After December 1, the package goes up to \$19.95.

The set is called "Ten Great Bands" and it spotlights performances by such great orks as Louis Armstrong, Count Basie, Larry Clinton, Tommy Dorsey, Duke Ellington, Benny Goodman, Lionel Hampton, Hal Kemp, Glenn Miller and Artie Shaw. The five LP's carry 60 tracks in all.

In addition to this special package, Victor is issuing for October new LP's by Van Cliburn, Al Hirt, Chet Atkins, Carlos Montoya, Marion Anderson, Erick Friedman, Artur Rubenstein and Henryk Szeryng, the Boston Pops, and the Boston Symphony. It is also issuing the first album by the Italian romantic singer, Sergio Franchi. There are also albums on Camden, including two Christmas sets.

Victor will release its original cast recording of "Oliver" in October. English show has wrapped up a successful engagement in Los Angeles and moves on to San Francisco for a six-week stand before heading East.

## Raker Announces Singer Signings For Colpix, May

NEW YORK—Singer-composer Teddy Randazzo and thrush Vi Velasco have been signed to recording contracts for both albums and singles by Colpix, according to Jerry Raker, the firm's general manager.

Raker also announced a number of new artists signed by Colpix and subsidiary May Records, and told of deals completed with several independent producers.

Randazzo's new contract allows him to continue independent activities with other labels while

(Continued on page 54)

## CASE DISMISSED

# Reveal Ex-Bosses Condoned Payola

NEW YORK — Charges of accepting commercial bribery, originally filed here against two former WINS employees on May 19, 1960, have been dropped. In a recent hearing in Criminal Court, the prosecutor moved for dismissal of charges against Mel Leeds and Ronnie Grainger, former program director and former librarian of the New York station.

In order for a commercial bribery charge to stand, the law indicates that it must be proved that an employee accepted such

gratuities without the knowledge of his employer. In the case involving Leeds and Grainger, investigators from the New York County District Attorney's office discovered that station management, including former owner J. Elroy McCaw and former general manager, Harold E. Anderson, were familiar with and tolerated the practice.

Evidence brought out that in one instance when Leeds asked management for a raise in salary, it was suggested that he go to his record company friends for a raise.

The inquiry also turned up the fact that for at least a year, the accountant for the station and McCaw also prepared Leeds' federal income tax return, in which were included various amounts of money received from record firms.

Leeds, since last February, has been general manager of KBLA, Burbank, Calif. Prior to that, he held a post as general manager with KDAY, Hollywood.

Meanwhile, the case of Alan Freed, last of the major cases stemming from the New York payola investigation, is now slated to come up in Criminal Court here Monday (1). At that time, a firm trial date probably will be set. Freed recently returned to the air on WQAM, Miami, top-rated station in the South Florida area.

## Pye Records in Black for Past 3 Years, Report to Backers Shows

LONDON — Pye Records has been a profit operation for the last three years. This was made clear by Sir Robert Renwick, chairman of Associated Television, which has a 50 per cent interest in the disk firm.

Pye Records' profitability has been the subject of considerable speculation here, particularly among old hands in the industry. Sir Robert's statement, made in the annual report to Associated Television stockholders, is the first formal confirmation that has been given.

Renwick did not have such a rosy report about another ATV subsidiary, Planned Music Ltd.—the British Muzak operation.

"Expenses incurred in preparing groundwork . . . were heavier than anticipated," he said. He particularly noted delay in getting post office landlines. But from a policy of developing in the "known profitable areas," Sir Robert be-

lieved that a profit stage would be reached "within the next two or three years."

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# Consent Decree OK's Way For MCA-Decca Merger

HOLLYWOOD — MCA, Inc., and the Department of Justice last week agreed to a consent decree that clears the way for MCA to merge with Decca Records and Universal Pictures. As part of the consent decree, MCA is "enjoined and restrained" for seven years from merging with any "major" record producing or distributing company, as well as from merging with TV and theatrical film firms.

The agreement then stated its definition of a "major" label "shall mean the Columbia Records division of Columbia Broadcasting System, RCA Victor Division of Radio Corporation of America; Capitol Records, Inc.; Liberty Records, Inc.; Mercury Records Corporation or Dot Records, Inc. . . . or companies of comparable size to the foregoing as presently constituted."

Furthermore, MCA is blocked from "conditioning the sale of such phonograph records upon the requirement that the purchaser thereof of license any feature films or any programs, or conditioning the sale of any feature films or programs offered for the television exhibition in the U. S. upon the requirement that the licensee purchase phonograph records."

Moving swiftly upon the heels of the consent decree, Decca-Coral

Records' Hollywood studio offices on Melrose Avenue were closed last week, as its staff started moving to MCA's Revue (formerly Universal-International) lot in Studio City. Decca had headquartered at the Melrose Avenue address since 1939.

Decca-Coral no longer will maintain their own studios here, but will rent facilities from United Recording. Decca had been second only to RCA Victor with its own studios here, later to be followed by other labels in setting up their own recording facilities.

As part of consent decree, MCA agrees not to engage in the talent agency field (it had already divested itself of its agency activities), and for a period of seven years to be restrained from merging with other picture companies or TV production or distribution firms, or from serving as a distributor of the U-I movie backlog before October 1, 1967.

MCA stressed the fact that in agreeing to the consent decree it does not admit to any violation of any antitrust laws. In a statement accompanying the consent decree, MCA declared it was entering into this arrangement "to obviate the very substantial expenses and prolonged business delays occasioned by the litigation."

# Hill & Range Near Deal for Progressive

NEW YORK — Hill & Range Music is expected to complete negotiations sometime this week to acquire Progressive Music, the Atlantic Records publishing firm. Progressive, one of the largest and most successful of the diskery-owned publishing companies, is understood to have a guarantee from BMI of over \$90,000 per year.

Progressive Music contains a huge number of copyrights, many of which are consistent money earners. Included in these copyrights are works by Ray Charles, currently one of the hottest writers in the business; Bobby Darin; many of the hits of Joe Turner and Ruth Brown, and tunes penned by that elusive author, Nugetre. Many of the songs are blues and rock and roll items, more popular today than ever. Though it is not known what the purchase price would be if the deal goes through, it is estimated that it might be well over \$1 million.

If Hill & Range, the Aberbach Bros. firms, buys the Progressive catalog, it will mark the firm's second important catalog purchase in the last few months. Only a short while ago Hill & Range bought Paul Cohen's clutch of publishing firms which contained many country standards.

## INDUSTRY BRIEFS

### Uni Pictures Take Up

NEW YORK — Universal Pictures, a subsidiary of Decca Records, racked up a decided gain in its earnings in the 39 weeks ended July 28 over the corresponding period last year, according to company reports. Net earnings were \$4,547,939 equal to \$5.07 a share. In a similar period last year the company earned \$2,284,782 or \$2.45 a share.

### Selmer Dividend Up

ELKHART, Ind.—H. and A. Selmer, Inc., manufacturers of musical instruments, has declared a semi-annual dividend of 20 cents per share on common stock. The dividend is payable November 1. This payment is 5 cents higher than the one paid by the company March 1 and it brings the total dividends for 1962 to 35 cents. The quarterly preferred stock dividend is \$1.50 and is payable October 15.

### Boladian Joins New Firm

DETROIT—Armen Boladian has joined the staff of Record Merchants Distributors in Detroit. Formerly with Music Merchants, Boladian now will work on the Scepter and Wand labels for Merchants.

### Produces Static-Free Sleeve

HICKSVILLE, N. Y.—Andrews-Nunnery, disk sleeve manufacturer, has moved into new expanded quarters here. The firm, formerly known as P. L. Andrews, is now introducing a static-free inner sleeve for LP's, according to F. J. Nunnery, chief of the firm. The exclusive sleeve has a coating on the inside which protects the record.

### Philly Critics Rave for Tony

PHILADELPHIA — The out-of-town premiere of Anthony Newley's hit British musical "Stop the World—I Want to Get Off" received enthusiastic reviews from the newspapers here (15). The show played to s.r.o. first night audience with standees lining the rear of the orchestra.

The local papers especially applauded Newley's multi-talented stint as co-writer of book and singer, pantomimist and director. Also coming in for special praise from critics was Anna Quale.

Other tunes in the show were also underscored as exceptional numbers, both in and out of the show's context. "Lumbered," "Typically English," "Gonna Build a Mountain" and "What Kind of Fool am I?" all came in for kudos.

Prior to the show, London Records, which has the original cast LP, was host at a party for trade and press representatives at the Warwick Hotel.

### Coast Golf Reset For Palm Springs

HOLLYWOOD — Music Industry Golf Tournament—West Coast style—has been rescheduled for the last weekend in October (26-28) instead of its original dates during the last weekend in September. Reason for the change, the Jewish High Holidays.

The tournament, the fourth annual event, will be held as in the past at Desi Arnaz's Indian Wells Hotel in Palm Springs, Calif. According to advance reservations, this year's turnout promises to surpass last year's record attendance.

### Prestige Names Distributors

NEW YORK—Prestige Records last week announced four new distributors. The line will be handled in Chicago by Kent Record Distributors; in Cleveland by Mainline; in Hartford, Conn., by Trinity and in Montreal, P. Q. by Trans World Records, Ltd.

### Haskell Cuts for Strand

NEW YORK—Strand Records is cutting a new album with Jack Haskell, one of the featured performers in the new musical "Mr. President." Strand is also readying a push on the Brock Peters album "Accent on Rhythm" in conjunction with his role in the new flick "To Kill a Mockingbird."

### New Atlanta Label Bows

ATLANTA—A new label, Tanner Records, has been formed here, headed by William West Tanner, of Tanner Plantation Enterprises. Little Jimmy Dempsey is handling both country and jazz recordings, while Howard Hunter will handle r.&b. and rock records. First record release features Dempsey and is called "Turn Around."

### Atlantic Adds Meaders

NEW YORK—Atlantic Records has added former deejay Ray Meaders to its national promotion staff. Meaders will work on disks on the Atco and Stax labels as well as Atlantic. He will contact disk jockeys throughout the country. Prior to his joining the label, Meaders was a jock on WLOK, Memphis, and, prior to that, a deejay and program director on Station WXOK, Baton Rouge. He will report to Bob Kornheiser, Atlantic's national sales manager and promotion director.

### Ideal Distribbs Move

NEW YORK — Sam Keenholz, Ideal Records president, has moved his distribution firm to larger quarters in Jamaica, Queens. Keenholz has also appointed Bill Singer, veteran sales rep, as his new sales manager. Singer will head up the expanded sales efforts with the addition of several specialty LP lines to the firm's operation.

### Motown Names Co-P.D.'s

DETROIT — Colman (Connie) Hechter and Sonny Woods have been named national promotion directors for Motown Records here. Hechter has been upper Midwest promotion man for Mercury while Woods has been in indie promotion in both Detroit and Atlanta. Motown Vice-President Barney Ales said the men will share the responsibility for national promotion and public relations.

### New Faces at Gerald

NEW YORK — Carl Leflow, general manager of Gerald Records, has announced two new appointments to the firm's staff. George Arlotta will handle a.&r. and promotion for the firm's Toto label. Mat Parsons will take over similar duties for the companion Alfa label. Parsons will also do national promotion for both labels. Each will have separate distribution.

### Vee Jay Gets 'Bright Sound'

CHICAGO—Vee Jay has leased the master of "The Bright Sound" b.w. "Off the Hook" by Big Moose and the Jams. The record showed local action and was being distributed here by Paul Glass's All State Distributing Company. Vee Jay will distribute the disk nationally on the Ago label. The record was produced by Mel London, who also handled Mary Well's first disk.

### Brian Hyland Now Scoring Big on Overseas Charts

NEW YORK—ABC-Paramount's Brian Hyland, who had his most productive year with three big-selling singles and some album product, is adding to his laurels. The lad, who broke into the big time with "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini" two years ago, scored impressively overseas with a number of sides.

Hyland got the year off to an impressive start Stateside with "Ginny Come Lately" selling some 750,000 copies. The disk also scored (and is still active) in all the major markets of Europe, with the sole exceptions of France and Italy.

In England the record is reputed to have sold in the neighborhood of 250,000. It is still a strong item in Germany. Besides the English and German language versions of the tune by Hyland, the number has been recorded by a flock of local European artists. Jan and Kjeld also have a potent reading of the tune.

"Scaled With a Kiss," the vocalists' second hit here, has been released in Great Britain—and returns there have moved it into the Top 10.

Pogo Music, helmed by Gary Geld and Peter Udell, produces and writes all of Hyland's material for ABC and is responsible for the singer's last three hits. In order to solidify his position in the international market, Hyland will make a tour of Europe next year in January and February.

### Scarlett Rose Weds Friday

Scarlett Theresa Rose, daughter of Wesley Rose, prominent Nashville music figure, is being married Friday (28) to John Neil Brown Jr. at St. George Episcopal Church.

## COUNTING UP

### Tommy Edwards Wins Judgment Over MGM

NEW YORK — Singer Tommy Edwards has won a motion in Supreme Court here for a summary judgment against MGM Records. In granting the motion, Judge George Tilzer directed MGM to render a full accounting of moneys already paid and owed to Edwards.

Edwards originally petitioned for an accounting from the record company on April 10, 1961. The motion claimed that Edwards' contract with the label called for a

regular accounting and that this provision had not been met.

Further, the motion sought royalty payment on a number of records which the record company claimed as promotion records or freebies. The plaintiff contended that these were not in effect freebies but simply were records, which, when thrown in with the mass of disks actually sold, had the effect of lowering the unit price on all the records.

#### Slow Action

Following a year of inactivity on the case, Edwards moved on August 16, through his attorney, Martin J. Machat, for a summary judgment.

Judge Tilzer's decision, rendered Friday (14) and granting the motion, reads as follows:

"Plaintiff moves for summary judgment in this action for an accounting. Defendants make no endeavor to prove that an accounting as required by the contract was furnished prior to the payment on which defendant relies or since such payment. The right to an accounting is established and there is no triable issue with respect thereto. The motion is granted. Settle order directing the entry of the usual interlocutory judgment and accounting."

#### To Be Refereed

The latter sentence requires MGM to furnish the judge with an additional motion incorporating his decision, after which the judge will appoint a referee and set a date for the record company to furnish the referee with all pertinent figures.

MGM's immediate recourse for appeal will be the Appellate Division. If the decision is upheld, traders feel the case may take on precedential implications, since the issue of freebies as related to royalty payment has for some years been unclear.

## STEPPING OUT

### Colpix-Astaire in Bossa Nova Duet

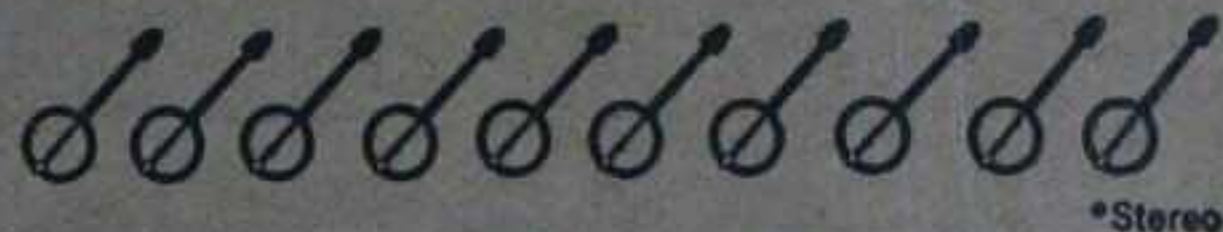
NEW YORK — Colpix has samba-ed right into one of the music industry's biggest current vacuums: though bossa nova is catching on as a Latin musical style, there's been no "official" dance step to go with it. As of now, there is.

The deal is between Colpix Records and the Fred Astaire Studios, which has 105 dance instruction locations in major cities. Now being sent to the Astaire studios are copies of the Colpix "Bossa Nova-New Beat" album waxed by Zoot Sims, and instructions for an "easy-to-learn" bossa nova dance created by John Monte, dance director of the Astaire chain.

Carrying the tie-in to store locations, Colpix is shipping new store displays to dealers featuring the Astaire link, and has worked out a deal whereby album purchasers will get a coupon good for one free bossa nova lesson at an Astaire studio.

Instructors from the Astaire chain will also be available for personal appearances at leading record shops and TV deejay shows to demonstrate the new dance.

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 By Popular Demand, Columbia Records  
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**THE NEW CHRISTY MINSTRELS**  
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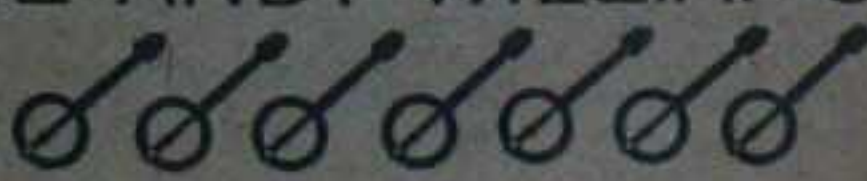
**THE NEW CHRISTY MINSTRELS**  
 Under the Direction of Randy Sparks  
**THIS LAND IS YOUR LAND**  
 and **DON'T CRY, SUZANNE**

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"THIS LAND IS YOUR LAND" c/w "DON'T CRY SUZANNE" —4-42592

...AND WATCH THE EXCITEMENT THE NEW CHRISTY MINSTRELS  
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THE BIG NEW TITLE SONG  
YOU'LL BE HEARING FOR A  
LONG, LONG TIME TO COME 

DARRYL F. ZANUCK'S



**THE  
LONGEST  
DAY** 4-42585

RECORDED BY MITCH MILLER ON COLUMBIA RECORDS

TITLE SONG

FROM DARRYL F. ZANUCK'S

"THE LONGEST DAY"

RELEASED BY 20TH CENTURY-FOX

WORDS AND MUSIC WRITTEN BY PAUL ANKA

PUBLISHED BY SPANKA MUSIC CORP.

Also available on Single 33



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CS 8642\*/CL 550



CS 8643\*/CL 820



CS 8645\*/CL 699

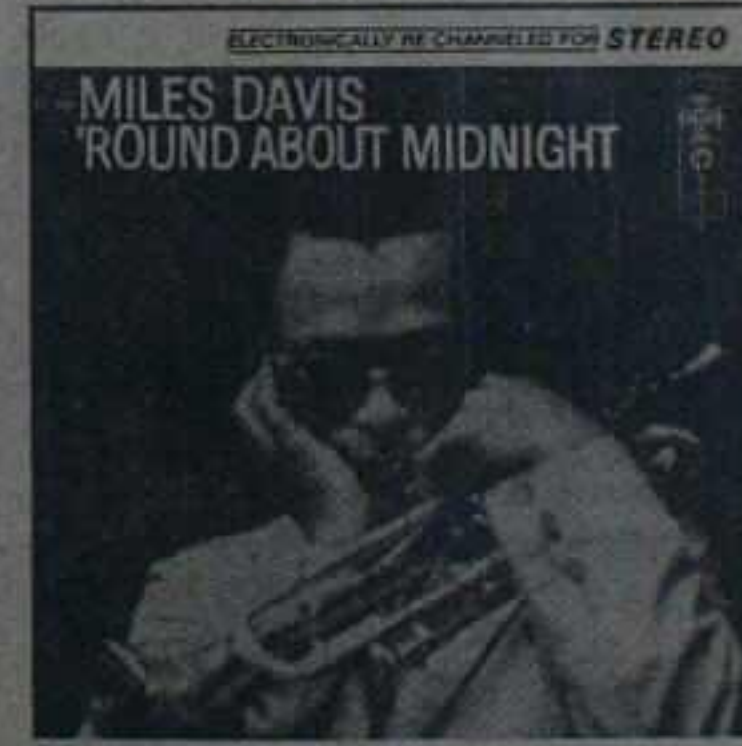
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AFLP 1969 • AFSD 5969



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AFLP 1972 • AFSD 5972



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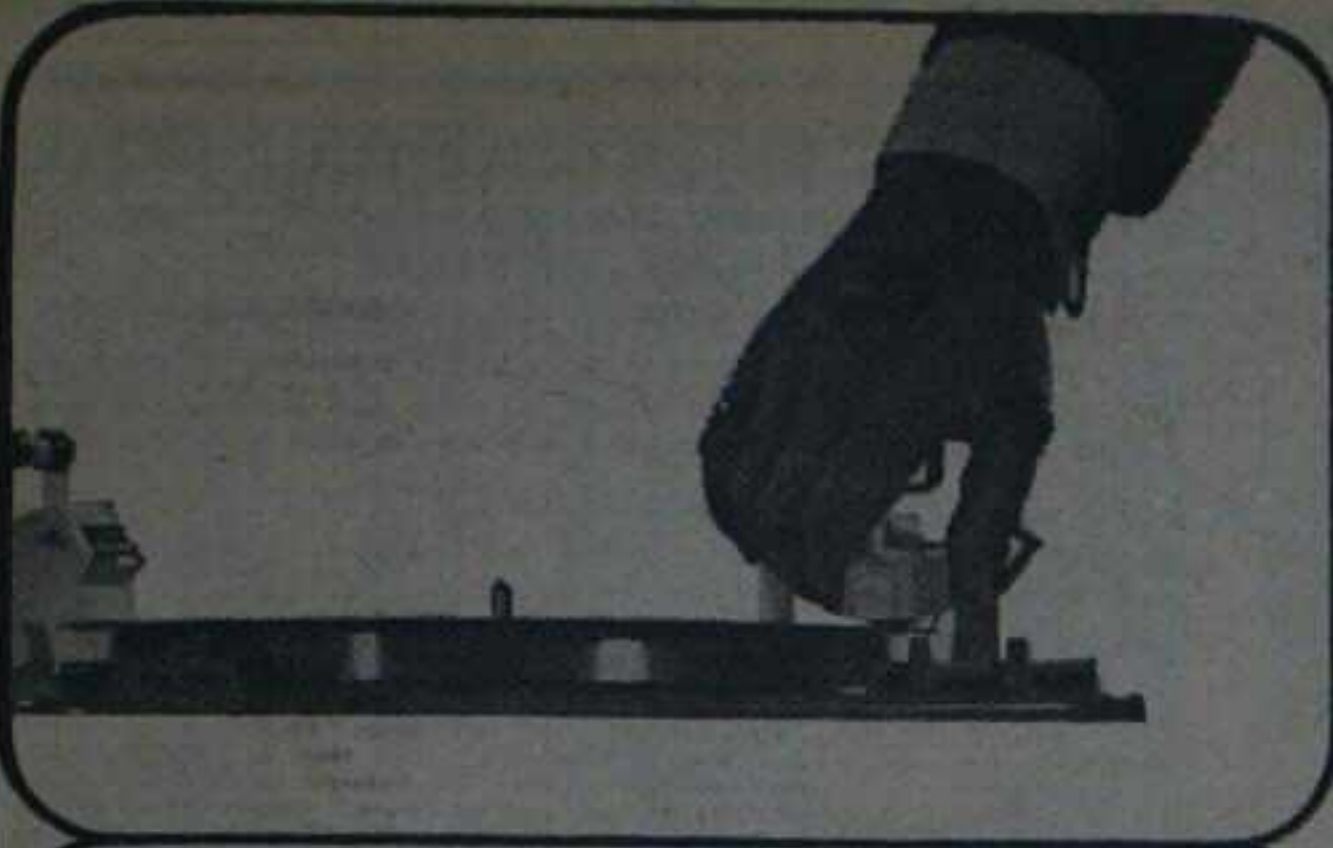
**BAWDY SONGS • SOUND EFFECTS • JOHNNY PULEO • AL HIRT  
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**What's A Matter Baby**  
TIMI YURO LRP-3263/LST-7263



**Love On The Rocks**  
JULIE LONDON LRP-3249/LST-7249



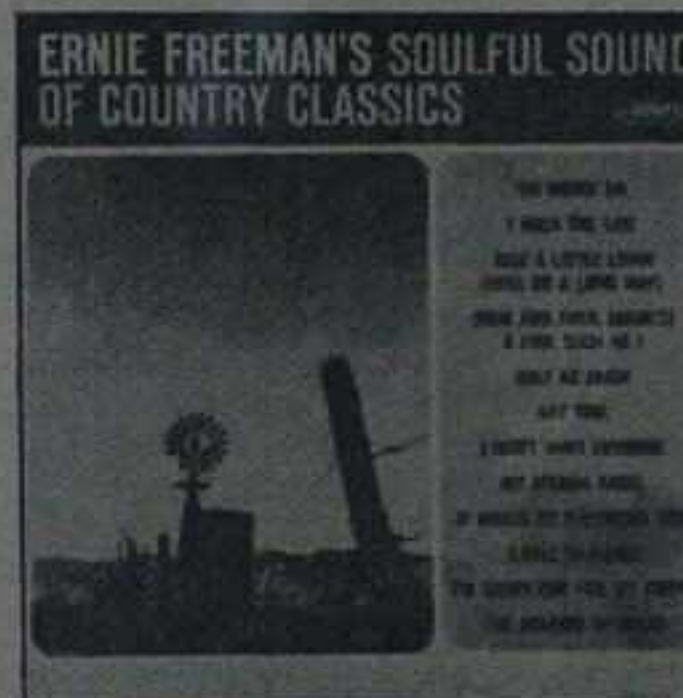
**Going To The Ventures Dance Party!**  
BLP-2017/BST-8017



**Golden Favorites Of Broadway**  
FRANK PARKER LRP-3252/LST-7252



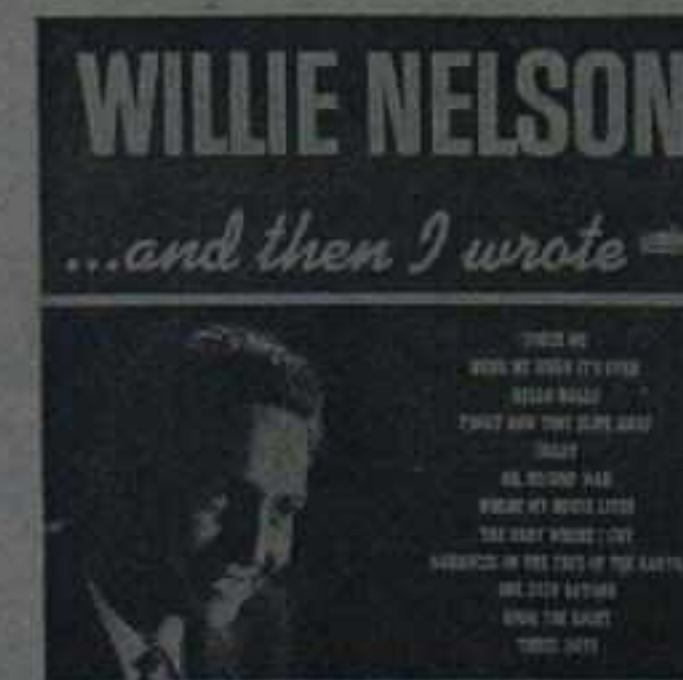
**The Alligator And Other Poems By Henry Gibson**  
LRP-3261/LST-7261



**Ernie Freeman's Soulful Sound Of Country Classics**  
LRP-3264/LST-7264



**Buddy Knox's Golden Hits**  
LRP-3251/LST-7251



**... And Then I Wrote**  
WILLIE NELSON LRP-3239/LST-7239



**The Carter Family Album**  
LRP-3230/LST-7230

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER 29

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	SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	5
2	3	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Comet (ASCAP)	6
3	4	GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	4
4	14	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	2
5	2	SHEILA	By Tommy Roe—Published by Eager-Nitelime (BMI)	8
6	6	LET'S DANCE	By Lee—Published by Rondell & Sherman-DeVorzon (BMI)	3
7	7	PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	4
8	12	ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	5
9	9	YOU BELONG TO ME	By P. King-R. Stewart-C. Price—Published by Ridgeway (BMI)	5
10	5	TEEN AGE IDOL	By Jack Lewis—Published by Nelson (ASCAP)	5
11	11	YOU BEAT ME TO THE PUNCH	By W. Robinson-R. White—Published by Jobete (BMI)	3
12	10	LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	11
13	17	VENUS IN BLUE JEANS	By Greenfield-Keller—Published by Aldon (BMI)	4
14	15	IF I HAD A HAMMER	By Senger-Hays—Published by Ludlow (BMI)	2
15	8	SHE'S NOT YOU	By Pomus-Stoffer-Lelber—Published by Presley (BMI)	8
16	25	LIE TO ME	By M. Singleton-B. Benton—Published by Ben Day (BMI)	3
17	28	I REMEMBER YOU	By Mercer-Schertzing—Published by Paramount (ASCAP)	2
18	21	RAIN, RAIN GO AWAY	By G. Shayne-N. Regney—Published by Regent (BMI)	2
19	23	SILVER THREADS AND GOLDEN NEEDLES	By Dick Reynolds-Jack Rhodes—Published by Central Songs (BMI)	4
20	29	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobete (BMI)	2
21	18	BEECHWOOD 4-5789	By Gage-Stevenson-Gordy—Published by Jobete (BMI)	3
22	24	WONDERFUL DREAM	By N. Margulies-C. Marshall—Published by Travis-Rittenhouse (BMI)	3
23	27	WHAT KIND OF LOVE IS THIS	By Johnny Nash—Published by Planetary-Doris-Gee (ASCAP)	2
24	30	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	2
25	13	RINKY DINK	By Clawney-Winley—Published by Arc-Cortez (BMI)	7
26	16	YOU DON'T KNOW ME	By C. Walker-E. Arnold—Published by Hill & Range (BMI)	9
27	—	HULLY GULLY BABY	By Kal Mann-Dave Appell—Published by Kalmann (ASCAP)	1
28	—	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	By C. King-G. Goffin—Published by Aldon (BMI)	1
29	—	PUNISH HER	By Nader-Gluck, Jr.—Published by January (BMI)	1
30	—	ONLY LOVE CAN BREAK A HEART	By H. David-E. Bacharach—Published by Arch (ASCAP)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SHERRY**—The Four Seasons, Vee Jay 1570; Janie Ross, Twin Hits 2022.
- RAMBLIN' ROSE**—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021; Woody Herman, Philips 40054.
- GREEN ONIONS**—Booker T. & the MG's, Sixx 127; The Downbeats, Twin Hits 2024.
- MONSTER MASH**—Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167.
- SHEILA**—Tommy Roe, ABC-Paramount 10329.
- LET'S DANCE**—Chris Montez, Monogram 505.
- PATCHES**—Dickey Lee, Smash 1758; Tony De Clo, Twin Hits 2021.
- ALLEY CAT**—Bent Fabric, Atco 6226; Contrasts, Twin Hits 2027.
- YOU BELONG TO ME**—The Duprees, Coed 569.
- TEEN AGE IDOL**—Rick Nelson, Imperial 5864.
- YOU BEAT ME TO THE PUNCH**—Mary Wells, Motown 1031.
- LOCO-MOTION**—Little Eva, Dimension 1000.
- VENUS IN BLUE JEANS**—Jimmy Clanton, Ace 9001; Kit Fleming, Twin Hits 2023.
- IF I HAD A HAMMER**—Peter, Paul and Mary, Warner Bros. 5296; Janie Ross, Twin Hits 2028.
- SHE'S NOT YOU**—Elvis Presley, RCA Victor 6041.
- LIE TO ME**—Brook Benton, Mercury 72024.
- I REMEMBER YOU**—Frank Field, Vee Jay 457.
- RAIN, RAIN GO AWAY**—Bobby Vinton, Epic 9532; Chet Avery, Twin Hits 2028.
- SILVER THREADS AND GOLDEN NEEDLES**—Springfield, Philips 40030; Hawkshaw Hawkins, King 5692.
- DO YOU LOVE ME**—The Contours, Gordy 7005; Billy Wade, Twin Hits 2023.
- BEECHWOOD 4-5789**—Marvelettes, Tamla 54055.
- WONDERFUL DREAM**—Majors, Imperial 5855.
- WHAT KIND OF LOVE IS THIS**—Joy Dee & the Starliners, Roulette 4426; Chet Avery, Twin Hits 2025.
- SURFIN' SAFARI**—Beach Boys, Capitol 4777.
- RINKY DINK**—Dave (Baby) Cortez, Chess 1819.
- YOU DON'T KNOW ME**—Ray Charles, ABC-Paramount 10345.
- HULLY GULLY BABY**—Dovells, Parkway 845.
- IT MIGHT AS WELL RAIN UNTIL SEPTEMBER**—Carole King, Dimension 2000; Janie Ross, Twin Hits 2027.
- PUNISH HER**—Bobby Vee & the Crickets, Liberty 55477.
- ONLY LOVE CAN BREAK A HEART**—Gene Pitney, Musicor 1022.

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

## MUSIC AS WRITTEN

### JIMMY SMITH CHANGES BOOKING OFFICES . . .

Jazz organist Jimmy Smith has switched from Shaw Artists to Associated Booking Corporation. The Blue Note artist made the move as a result of negotiations between Associated's Oscar Cohen and his personal manager Clarence Avant.

### SILVERMAN MARKS PUBLICATIONS DIRECTOR . . .

Edward B. Marks Music has named Robert Silverman director of publications. Silverman has been with the publishing house for three years, graduating from Cornell prior to that. He will put special emphasis on the development of young composers in his new post.

### New York

The Chad Mitchell Trio uses six men at its performances these days. The three regular members of the group plus two regular accompanists and a local bass player. . . . Joe Medlin has taken over operation of UA's Ascot subsid. The label will concentrate on r.&b. and spiritual material. . . . Atlantic Records has purchased the master of Betty Lavett's "Shut Your Mouth" and "My Man." Disk is reported to be hot in Detroit. . . . Alan Breeson has expanded his promo activities and now handles Smash's Rex Allen who has a hot one with "Don't Go Near the Indians." . . . Bud Dollinger will be married to Donna Axelrod October 27. Dollinger is Cadence sales chief and Miss Axelrod is an American Airlines stewardess.

The theater wing of Republic Aviation is presenting "Brooklyn Bridge," a true to life story of the Washington A. Roebeling family, builders of the Hudson River bridge. The show is a musical and will be shown at the Plainedge High School auditorium October 26, 27 and November 2 and 3. . . . Richard Malby band was on tap at Freedomland September 15, 16, 22 and 23. . . . Joey Alfidi will present a concert at Carnegie Hall October 6 with the Senior Musicians Symphony October 6 for the benefit of the Mount Carmel Guild for Handicapped Children. . . . The Detours continue on to their 23d week at the Copa. . . . "Heartbreaker" by Dean Christie is stirring action in New England and Philly, Atlanta and San Francisco. . . . Tito Rodriguez trip to Venezuela has been canceled and the Latin band will tour the West Coast through October 21 instead. He plays the UN Ball October 24. . . . Opera Auditions are being held for the Adelphi College opera society September 24 and 26.

"The Bobby Wilde Song Book (The Songs America Never Sang)", a revue, will open late in October at Frank Dalia's Take Three Theater Cabaret in Greenwich Village. . . . The Highwaymen will headline at the Ivy Jazz Band Ball at the New Americana Hotel Friday, November 23. . . . The new Ben Bagley revue Upstairs at the Downstairs has set previews and will premiere September 27. . . . David Buttolph is musical director for the "General Electric True" Jack Webb TV series. . . . Perry Botkin is musical director on the forthcoming "The Beverly Hillbillies" TV series on CBS. Platt and Scruggs provide instrumental music for the show. . . . A son has been born to Mr. and Mrs. Mike Mayer. The new lad's name is Scott Edward. . . . Lambert, Hendricks and Bryan set for the Monterey Jazz Festival. . . . Savoy Records has signed Maria Mae. . . . Damita Jo is off on a tour of Australia to October 17. JACK MAHER

Publicity for Tony Bennett is handled by the Mal Brave-man office, which has had the Bennett account for the past year. Bennett's publicity formerly was handled by Vincent Associates.

### Boston

The Hub is swinging these days, with new musicals doing capacity business. "Mr. President" at the Colonial is a sellout and "Unsinkable Molly Brown" at the Schubert still is doing well after 10 weeks. Others coming up include the London hit, "Beyond the Fringe." . . . The Statler Hilton opened its fall season this week with French chanteuse Vicky Audier heading the show. In the first-night audience was Maurice Chevalier, an enthusiastic listener, who is here to do a one-man show at Symphony Hall this week.

(Continued on page 44)

## LATE SPOTLIGHTS

### ALBUMS

#### Pop

#### ALLEY CAT

Bent Fabric, Atco 148—Pianoman Bent Fabric has a swinging LP here which carries his current smash. The album features the pianist in solid renditions of "You Made Me Love You," "Delilah," "Catsanova Walk" and "Symphony" beside the hit. The tunes are played in a most beguiling style and the album should receive wide acceptance among all pop record buyers.

#### HOLLYWOOD PREMIERE

Don Costa and his Ork, Columbia CL 1880 (M); CS 8680 (S)—Don Costa has a superlative set of instrumentals here all based on themes and tunes from Hollywood movies. The set is excitingly arranged with a wide variety of titles from filmdom. The album features such tunes as "Theme From the Wonderful World of the Brothers Grimm," "Mutiny on the Bounty," "Lolita" and "Long Day's Journey Into Night." A mighty potent set that should score.

# IT'S CONNIE! IT'S A SMASH!

## IT'S THE BIG NEW SINGLE FOR FALL!



**CONNIE FRANCIS** | **I WAS SUCH A FOOL**  
(To Fall In Love With You)  
D/W **HE THINKS I STILL CARE**



Shipping now in eye-catching four-color sleeve!



**MGM'S STARPOWER MEANS SALESPOWER!**

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



AUSTRALIA

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

- 1 1 SILVER THREADS AND GOLDEN NEEDLES... 2 3 SHEILA... 3 4 I REMEMBER YOU... 4 2 ROSES ARE RED... 5 7 DEVIL WOMAN... 6 1 THE YOUNG ONES... 7 9 SURFIN' SAFARI... 8 3 GUITAR TANGO... 9 11 VACATION... 10 10 RAMBLIN' ROSE... 11 6 ROUTE 66 THEME... 12 -- LIMBO ROCK... 13 -- ORANGE BLOSSOM SPECIAL... 14 12 SHE'S NOT YOU... 15 14 CALLIN' DR. CASEY...

ARGENTINA

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

- 1 2 RITMO AFRICANO... 3 1 PALOMA... 3 3 KING OF CLOWNS... 4 4 A STEEL GUITAR AND A GLASS OF WINE... 5 6 CUANDO CALIENTA EL SOL... 6 7 EL CIGARRON... 7 5 MIDNIGHT IN MOSCOW... 8 8 NORMAN... 9 -- MUNEQUITA... 10 13 LA RAGAZZA COL MAGLIONE...

AUSTRIA

- 1 2 HEISSER SAND... 2 3 LINDA... 3 2 PARADISO... 4 1 WEINE KLEINE TRAE NE UM MICH, BELLA MARIA... 5 -- SWEETLY... 6 -- AUF GLUHENDEM PFLASTER... 7 6 GOOD LUCK CHARM... 8 7 SCHAU MIR NOCH MAL IN DIE AUGEN... 9 10 CATERINA... 10 -- HAWAII TATTOO...

BRAZIL

\*Denotes local origin

- 1 1 SUAVE E A NOITE... 2 2 O TROVADOR DE TOLEDO... 3 5 DUMPY... 4 3 QUANDO SETEMBRO VIER... 5 4 ONDE ESTAS CORACAO... 6 6 MULTIPLICATION... 7 7 LEVA BU SODADE... 8 10 QUEM E... 9 9 EL SUCO SUCO... 10 1 STELLA BY STARLIGHT...

DENMARK

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

- 1 1 SPEEDY GONZALES... 2 4 TOY BALLOONS... 3 2 I CAN'T STOP LOVING YOU... 4 4 QUANDO, QUANDO, QUANDO... 5 3 HAWAII TATTOO... 6 7 ROSES ARE RED... 7 5 GINNY COME LATELY... 8 -- SHE'S NOT MINE... 9 9 TANZE MIT MIR IN DEN MORGEN... 10 10 ENGLISH COUNTRY GARDEN...

EIRE

(Courtesy Teenage Express, Dublin)

- 1 2 I REMEMBER YOU... 2 5 SHE'S NOT YOU... 3 1 SPEEDY GONZALES... 4 4 THINGS... 5 -- IT'LL BE ME... 6 3 ROSES ARE RED... 7 10 BALLAD OF PALADIN... 8 -- IT KEEPS RIGHT ON A-HURTIN'... 9 6 GUITAR TANGO... 10 8 ADIOS AMIGO...

FRANCE

- 1 J'ENTENDS SIFFLER LE TRAIN/ CRI DE MA VIE... 2 MADISON TWIST/HEY BABY... 3 JE REVIENDRAI BIEN TOT/LAISSEZ NOUS TWISTER... 4 ALLELUIA... 5 TWIST CANOTIER... 6 LE PETIT GONZALES... 7 LE MEXICAIN... 8 PARCE QUE TU LUI RESSEMBLES... 9 A LONDON/YA, YA TWIST... 10 ESPERANZA...

FRENCH (WALLOON)

BELGIUM

(Courtesy Juke Box Magazine) \*Denotes local origin

- 1 2 J'ANTENDS SIFFLER LE TRAIN... 2 3 CHARLOT... 3 1 I CAN'T STOP LOVING YOU... 4 6 SI UN JOUR... 5 4 PETIT GONZALES... 6 5 MADISON TWIST... 7 8 UN MEXICAIN... 8 -- SPEEDY GONZALES... 9 7 SHOUT... 10 -- DO YOU WANT TO DANCE...

GERMANY

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

- 1 3 SPEEDY GONZALES... 2 3 SWEETLY... 3 4 LINDA... 4 1 PARADISO... 5 4 ROSEN SIND ROT/ROSES ARE RED... 6 9 YA, YA... 7 11 LOST PATROL... 8 14 ST. TROPEZ TWIST... 9 7 LADY SUNSHINE UND MR. MOON... 10 10 ICH SCHAU DEN WEISSEN WOLKEN NACH... 11 5 EIN DUTZEND ANDERE MANNER... 12 16 GINNY, COME LATELY... 13 13 WEINE KEINE TRANE UM MICH... 14 12 HEISSER SAND... 15 -- MONSIEUR... 16 17 AUF MEINER RANCH BIN ICH KONIG... 17 16 EIN GANZES LEBEN LANG/ I CAN'T STOP LOVING YOU... 18 15 SCHLAFST DU SCHON... 19 -- SACRAMENTO... 20 -- OHNE KRIMI GEHT DIE MIMI NIE INS BETT...

HOLLAND

(Courtesy Plateneleuws, Amersfoort) \*Denotes local origin

- 1 1 I CAN'T STOP LOVING YOU... 2 3 HEISSER SAND/BRANDEND ZAND... 3 6 MARCHON' ALONG... 4 8 LIKE I DO... 5 2 DO YOU WANT TO DANCE... 6 4 JANUS PAK ME NOG BEN KEER... 7 9 SPEEDY GONZALES... 8 10 ROSES ARE RED... 9 7 GOOD LUCK CHARM... 10 5 GINNY COME LATELY...

HONG KONG

(Courtesy Juke Box Magazine) \*Denotes local origin

- 1 -- AL DI LA... 2 2 TEENAGE IDOL... 3 1 AL DI LA... 4 3 MY BLUE HEAVEN... 5 4 NEVER IN A MILLION YEARS... 6 9 LIBERTY VALANCE... 7 10 VACATION... 8 -- PEPITO CHA CHA... 9 4 SHE'S NOT YOU... 10 -- SEALED WITH A KISS...

ISRAEL

(Courtesy Kol' Israel Broadcasting) \*Denotes local origin

- 1 2 THINGS... 2 1 HERE COMES THAT FEELING... 3 4 A STEEL GUITAR & GLASS OF WINE... 4 3 LITTLE MISS LONELY... 5 6 VACATION... 6 10 SPEEDY GONZALES... 7 8 BREAKING UP IS HARD TO DO... 8 -- TEENAGE LOVE... 9 3 I CAN'T STOP LOVING YOU... 10 9 STAV...

ITALY

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

- 1 1 CUANDO CALIENTA EL SOL... 2 2 STAI LONTANA DA ME/SEI RIMASTA SOLA... 3 3 ST. TROPEZ TWIST... 4 3 OGNI GIORNO... 5 4 RENATO... 6 6 ABAT-JOUR... 7 10 IT'S SO EASY TO SURRENDER... 8 9 IL FAUT SAVOIR... 9 7 PINNE PUCILE ED OCCHIALI... 10 8 EVELYNE... 11 12 LA VELA BIANCA... 12 13 SOGNO D'AMORE TWIST... 13 15 TRANI A GO-GO... 14 11 LA RAGAZZA COL MAGLIONE... 15 14 VIOLINO TZIGANO...

JAPAN

(Courtesy Utamaro, Tokyo) \*Denotes local origin

- 1 1 OUSHO... 2 2 RUNGACHA-BUSHI... 3 3 WAKAI FUTARI... 4 4 YOGIRI NO BLUES... 5 3 AKASHIYA NO AMEGA YAMUTOKI... 6 7 HOUND DOG... 7 6 LIMBO ROCK... 8 8 MIDNIGHT IN MOSCOW... 9 -- HAJI SOREMADEYO... 10 11 WASURENAISA...

NEW ZEALAND

(Courtesy South African Mrs. & Dist. Assn.) \*Denotes local origin

- 1 2 BREAKING UP IS HARD TO DO... 2 3 SPEEDY GONZALES... 3 9 I'M LOOKING OUT THE WINDOW... 4 -- I REMEMBER YOU... 5 -- SHE'S NOT YOU... 6 8 SEALED WITH A KISS... 7 7 PALISADES PARK... 8 -- THINGS... 9 1 ROSES ARE RED... 10 -- HAWAII TATTOO...

NORWAY

(Courtesy Verdens Gang) \*Denotes local origin

- 1 1 SPEEDY GONZALES... 2 1 ROSES ARE RED... 3 3 ADIOS AMIGO... 4 8 SHE'S NOT YOU... 5 6 THINGS... 6 3 NO OL, NO VDN, NO DRAM... 7 4 I REMEMBER YOU... 8 7 CATERINA... 9 -- STARKARS STORE STERKE KAKER... 10 9 I CAN'T STOP LOVING YOU...

PERU

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

- 1 1 LA GORDA... 2 4 LIGADOS... 3 3 LIMBO ROCK... 4 2 MULATA SABROSA... 5 9 EL POETA LLORO... 6 3 SENOR ABOGADO... 7 7 LA CORONA DE MI MENTE... 8 10 AMOR FIERNO... 9 8 MEREKUMBE NO. 4... 10 6 LA CALLE 13...

PHILIPPINES

(Courtesy Utamaro, Tokyo) \*Denotes local origin

- 1 1 AL DI LA... 2 2 IN OTHER WORDS... 3 4 FOLLOW THAT DREAM... 4 10 EVERY NIGHT... 5 3 CALLIN' DR. CASEY... 6 5 AS I LOVE YOU... 7 9 JUST TELL HER I'M SAID HELLO... 8 -- COTTON FIELDS... 9 6 THE CURE... 10 -- DON'T KNOCK THE TWIST...

SOUTH AFRICA

(Courtesy South African Mrs. & Dist. Assn.) \*Denotes local origin

- 1 2 ADIOS AMIGO... 2 1 ROSES ARE RED... 3 4 STRANGER ON THE SHORE... 4 3 SPEEDY GONZALES... 5 8 I CAN'T STOP LOVING YOU... 6 6 DO YOU WANT TO DANCE... 7 7 SOLDIER BOY... 8 8 A STEEL GUITAR AND A GLASS OF WINE... 9 5 BALLAD OF THE NORTHERN SUBURBS... 10 -- WOLVERTON MOUNTAIN...

# ENCORE! ENCORE!

## RICHARD CHAMBERLAIN

(TV's Dr. Kildare)

**Follows His Smash First Best-Seller  
With An Encore Single Headed For The Top!**



Shipping now in eye-catching four-color sleeve!



**MGM'S STARPOWER MEANS SALESPOWER!**



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Naturally!

BRAND  
NEW  
from



# PATSY CLINE

WHY CAN'T  
HE BE YOU

C/W

HEARTACHES

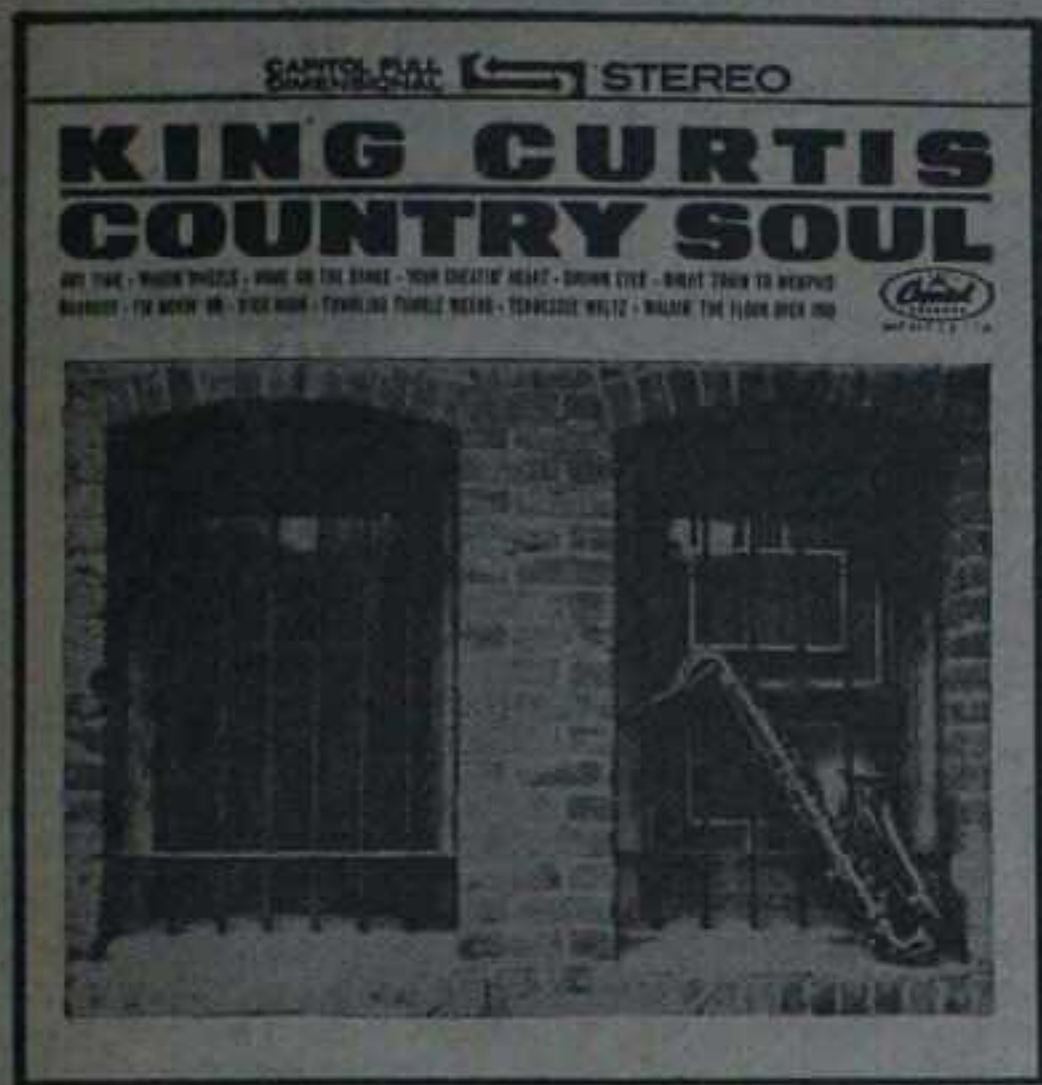
31429





# KING SINGS!

From a fabulous album of country classics comes a matched pair of fabulous vocals—sure to be



one of the stand-out (and sell-out) singles of 1962! #4841



## Beautiful Brown Eyes

Your Cheatin' Heart



# KING CURTIS



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

# ALBUM REVIEWS

**Pop**

**PORTRAIT OF JIMMY DEAN**



Columbia CL 1894 (M); CS 8694 (S)—Here's one that's bound to please. First of all, it's a portrait package, including a framed color photo of Dean, ready for wall-mounting, similar to an earlier Johnny Mathis package. Next, the material is tops, representing Dean in many moods and including several recent hits like "PT 109" and "Steel Men"; both sides of his new single, "Little Black Book" and "Please Pass the Biscuits"; the old Phil Harris novelty, "Darktown Poker Club," and a mighty warm ballad, "I Was Just Walkin' Out the Door." A solid program and a solid package.

**NIGHTTIME SING ALONG WITH MITCH**



Mitch Miller and the Gang. Columbia CL 1864 (M); CS 8664 (S)—Another generous helping of Mitch's magic. The title is different (you have to have a new title for each album) but the familiar pattern of good old-time songs, sung in the rich style of the Miller chorus, double fold packaging and complete lyrics accompanying the disk on the inside fold, is all the same. This sampling includes such items as "Don't Bring Lulu," "You Oughta Be in Pictures," "About a Quarter to Nine" and "The Streets of New York."

**SILVER THREADS AND GOLDEN NEEDLES**



Springfields. Philips PHM 200-052 (M); PHS 600-052 (S)—This most talented two-boy, one-girl vocal group from Britain are the owners of one of the hottest British-originated hits to hit the American charts in quite a spell. That tune is the title song of the album. In addition, the Springfields (brother and sister Tom and Dusty Springfield, plus Tim Feild) turn out a variety of their choice vocal wares with a fine blend, good harmony and a solid feel for material. Songs include the traditional "Good Night Irene," "Lonesome Traveller," "Silver Dollar" and "Gotta Travel On." These tracks can pull a lot of spins.

**THE THINGS WE DID LAST SUMMER**



Shelley Fabares. Colpix CP 431 (M); SCP 431 (S)—The delightful 18-year-old star of the Donna Reed TV show has another single hit on her hands in "The Things We Did Last Summer," which becomes both the title tune and the idea behind this set. Taking the cue, Miss Fabares does her own versions of a flock of the hits from the recently concluded summer of 1962, and neat interpretations they are. For example, fans will find "Loco-Motion," "It Keeps Right on A-Hurtin'," "Roses Are Red," "Sealed With a Kiss" and "Breaking Up Is Hard to Do," all included. Winning wax for the lass.

**ALL THE WORLD IS TWISTIN'!**



Joey Dee and His Starliners. Roulette R 25171—Another likely winner for the Peppermint Lounge man and his rip-roaring little band. The cover theme of four girls in costumes identified with widely different parts of the world, gives the album title visual meaning, and Joey Dee, with a collection of good, romping, eight-to-the-bar, blues-based items, takes care of the rest. For good measure, in addition to the basic Twist gems, there's a mambo thrown in. Twisters include such as "Goin' Back to My Home Town," "Let's Have a Party" and "All the World Is Twistin'."

**RHAPSODY IN RHYTHM**



Ray Conniff, His Ork and Chorus. Columbia CL 1878 (M); CS 8678 (S)—Freshness and originality always have abounded in Ray Conniff's use of orchestra and chorus, but in his new LP he has exceeded even his previous efforts. Orchestrations, use of wordless male and female quartets, intelligent and musically tasteful use of stereo, all charac-

terize this as an LP that will grab the public's fancy in a big way. Several selections use Spanish rhythms with dramatic effect. Eddie Miller assists with three fine tenor solos, and Conniff himself solos on Clavietta in two selections.

**WARM AND WILLING**



Andy Williams. Columbia CL 1879 (M); CS 8679 (S)—This is one of the best albums Williams has done on his new label. He shows off his warm style on such tunes as "The Touch of Your Lips," "More Than You Know," "I See Your Face Before Me," "If Ever I Would Leave You," "The Way You Look Tonight" and "Stranger on the Shore." Helped much by the tender orchestral backing of the Bob Mersey crew, Williams turns in strong readings of each song. The album should enjoy steady sales.

**ENOCH LIGHT AND HIS ORK AT CARNEGIE HALL PLAY IRVING BERLIN**



Command RS 840 (M); RS 840 SD (S)—The loveliest of Irving Berlin tunes, sparkling made-for-stereo arrangements by Lew Davis, well nigh perfect performances by the Enoch Light crew, and delectable sound, make this a potent addition to the fine Command line of sock instrumental albums. The fact that Berlin's new show "Mr. President" opens soon will not hurt either. Tunes include "Cheek to Cheek," "Blue Skies," "Always," "Remember" and "How Deep Is the Ocean."

**LOLLIPOPS AND ROSES**



Paul Petersen. Colpix CP 429 (M); SCP 429 (S)—Here's a collection of new and old sides by Paul Petersen that should interest his many many fans. The set includes such chart-makers as "She Can't Find Her Keys," "Lollipops and Roses" and "What Did They Do Before Rock 'n' Roll," with Shelley Fabares. But there are new sides, too, including "Little Boy Sad," "Be Anything to Anyone You Love." Could be Big.

**THE BELMONTS CARNIVAL OF HITS**



Sabina SALP 5001—All of the hits of the Belmonts are contained on this new album, aimed straight at the teen crowd. Sides include "Tell Me Why," "Don't Get Around Much Anymore," "I Need Someone," "Hombre," "I Confess" and "Come On Little Angel," among others. All of them were hits for the New York group, and the teens, in their current oldies but goodies mood, will surely dig them. Worth stocking in depth for the young weekend trade.

**DAMN THE DEFIANT!**



Sound Track. Colpix SCP 511 (S); CP 511 (M)—There's a Hoist-the-main'l, Horatio Hornblower feeling to Clifton Parker's score which nicely captures the grandly heroic feeling of the Columbia Pictures feature. Unlike most "movie music," it can stand on its own with buyers who like to hear a flowing, cohesive score which tells a "story" something in the manner of "1812 Overture." Recording and stereo work are truly excellent, and the sound is big and impressive on good equipment, making it a dandy for FM stereo showcases. Cover art, in red, gold and black, is eye-catching.

**CALL OF THE WILD**



Frankie Laine. Columbia CL 1829 (M); CS 8629 (S)—Frankie has another red-blooded, outdoorsy set here. The tunes, like those in his last three money-makers, have that swashbuckling sound, but the accent is not decidedly Western as in the other albums. Frankie is featured against large ork and chorus throughout in such notable outings as "North to Alaska," "Tumbling Tumbleweed," "The Way-

(Continued on page 46)

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

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

**POPULAR**

- ALL THE WORLD IS TWISTIN'!**—Joey Dee & His Starliners (Roulette R 25171) "Goin' Back to My Home Town" (Fast, BMI) (2:44)
- CALL OF THE WILD**—Frankie Laine (Columbia CL 1829) "North to Alaska" (Robbins, ASCAP) (2:32)
- NEW BEAT BOSSA NOVA**—Zoot Sims and His Orchestra (Colpix CP 435, SCP 435) "Clumsy" (Peer, BMI) (4:10)
- RHAPSODY IN RHYTHM**—Ray Conniff, His Ork and Chorus (Columbia CL 1878, CS 8678) "Kiss of Fire" (Duchess, BMI) (2:43)
- DAMN THE DEFIANT!**—Sound Track (Colpix SCP 511, CP 511) "The Mutineers" (Columbia Pictures, ASCAP) (2:17)
- WARM AND WILLING**—Andy Williams (Columbia CL 1879, CS 8679) "If Ever I Would Leave You" (Chappell, ASCAP) (3:37)
- ENOCH LIGHT AND HIS ORK AT CARNEGIE HALL PLAY IRVING BERLIN**—Command RS 840, RS 840 SD "Cheek to Cheek" (Berlin, ASCAP) (2:42)
- LOLLIPOPS AND ROSES**—Paul Petersen (Colpix CP 429, SCP 429) "Keep Your Love Locked" (Alden, BMI) (2:16)
- MONSTER MASH**—Bobby (Boris) Pickett and the Crypt Kickerz (Garpax GPX 57001, SGP 57001) "Bella's Bunk" (BMI) (2:47)
- THE THINGS WE DID LAST SUMMER**—Shelley Fabares (Colpix CP 431, SCP 431) "I'm Growing Up" (Stada, ASCAP) (2:12); "It Keeps Right on a Hurtin'" (Tanbridge, BMI) (2:51)
- SILVER THREADS & GOLDEN NEEDLES**—The Springfields (Philips PHM 200-052, PHS 600-052); "Dear Hearts and Gentle People" (Morris, ASCAP) (3:00)
- NIGHT TIME SING ALONG WITH MITCH**—Mitch Miller & the Gang (Columbia CL 1864, CS 8664); "With Plenty of Money and You" (Harms, ASCAP) (1:55)
- PORTRAIT OF JIMMY DEAN**—Jimmy Dean (Columbia CL 1894, CS 8694); "I Was Just Walkin' Out the Door" (Golden West, BMI) (2:49)
- FOLK**
- THE BEST OF BIKE!**—Theodore Bled (Elektra EKL 225) "Yamahiki Gani-Ka K Yaru" (Sina, BMI) (2:20)
- JAZZ**
- DON SHIRLEY PIANIST EXTRAORDINARY**—(Cadence CLP 3044, CLP 25048) "My Ship" (Chappell, ASCAP) (3:19)
- FLAMING DRUMS!**—Olatusji (Columbia CL 1866, CS 8666) "Abena" (Amla, BMI) (4:11)
- DIZZY, ROLLINS & SITTE**—(Verve V 8477) "After Hours" (Popular, ASCAP) (12:17)
- DIZZY ON THE FRENCH RIVIERA**—Dizzy Gillespie (Philips PHM 200-048, PHS 600-048) "No More Boss" (10:18)
- CAL TIADER PLAYS THE CONTEMPORARY MUSIC OF MEXICO AND BRAZIL**—(Verve V 8479) "Nao Diga Nada" (2:45)
- RHYTHM & BLUES**
- JAMES BROWN AND HIS FAMOUS FLAMES TOUR THE U.S.A.**—(King 804) "I've Got Money" (Loh, BMI)

## NEW AND NOTABLE FROM EPIC!



I AM C/W  
 EARTHQUAKE  
 ROY HAMILTON  
 5-9538

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

# SINGLES REVIEWS

★★★★ **STRONG SALES POTENTIAL**

**Pop**

**CONNIE FRANCIS**



**HE THINKS I STILL CARE** (Glad, BMI) (3:17)—**I WAS SUCH A FOOL (TO FALL IN LOVE WITH YOU)** (Franco, ASCAP) (2:45)—Two more powerhouse sides from Connie. Both are in the ballad groove. The first is a moving weeper done with country touches against chorus and ork. The second is a tender ballad which the lass emotes over tasteful backing.  
**MGM 13096**

**NEIL SEDAKA**



**NEXT DOOR TO AN ANGEL** (Aldon, BMI) (2:26)—The bright novelty is an excellent follow-up to the singer's current smash. It's got a beat and carries on the "Breaking Up Is Hard to Do" tradition. The flip is "I Belong to You" (Aldon, BMI) (2:37).  
**RCA Victor 8086**

**PATSY CLINE**



**WHY CAN'T HE BE YOU** (Pamper, BMI) (3:21)—**HEARTACHES** (Leeds, ASCAP) (2:08)—Patsy's got another two-sided hit here. The first is a tender weeper that's sung in the lass' most touching style, over ork and chorus. The second smash is a bright reading of the Ted Weems hit of so many years ago. The arrangement is touched with the best commercial country sound, and vocal, chorus abets.  
**Decca 31429**

**THE LETTERMEN**



**AGAIN** (Robbins, ASCAP) (2:10)—**A TREE IN THE MEADOW** (Shapiro-Bernstein & Campbell, Connelly, ASCAP) (2:22)—The pair of oldies are given smooth, attractive treatments by the boys, aided by a big ork backing. Top side should keep them up on charts and grab a load of sales. Flip tells sadly romantic love story with heart and sincerity. Could be a two-sided hit.  
**Capitol 4851**

**BOBBY RYDELL**



**THE CHA-CHA-CHA** (Fajob-Kalman, ASCAP) (2:29)—**THE BEST MAN CRIED** (Hill & Range, BMI) (2:38)—Two fine sides by Bobby Rydell that should keep his hit string going. Topper is a bright dance side sporting a good vocal and warm support from a chorus; flip is a soft, minor key ballad that shows off Rydell's tender piping.  
**Cameo 228**

**SI ZENTNER ORK**



**DESAFINADO** (Bendig, BMI) (2:28)—The bossa nova samba, already happening on another label, is handled solidly by the Zentner crew, featuring the leader on trombone, against an infectious beat by the ork. This version has a chance for the big time. Flip is "The Elephant's Tango" (Emerson, BMI) (2:37).  
**Liberty 55490**

**CARLA THOMAS**



**I'LL BRING IT ON HOME TO YOU** (Kags, BMI) (3:03)—Carla Thomas does a bang-up job on this answer to the Sam Cooke hit. The tune has all the ingredients, smart arrangement, a groovy gospel beat and strong piano backing. The flip is "I Can't Take It" (East, BMI) (2:37).  
**Atlantic 2163**

**DRIFTERS**



**UP ON THE ROOF** (Aldon, BMI) (2:34)—Sparked by a fresh and appealing arrangement, the Drifters turn in a warm performance on an interesting new piece of material with some sophisticated, philosophic touches. Flip is "Another Night With the Boys" (Aldon, BMI) (2:46).  
**Atlantic 2162**

**GEORGE CHAKIRIS**



**MARIA** (Schirmer, ASCAP) (2:46) — **ONCE UPON A TIME** (Morley, ASCAP) (3:00)—This wax could turn into a single smash for the actor-singer. The first side is a familiar tune from "West Side Story" done with lots of verve over bright jazz support from Milton Raskin's crew. Flip is attractive ballad from another musical, "All American," sung with feeling over lush backing.  
**Capitol 4844**

**NEW CHRISTY MINSTRELS**



**DON'T CRY SUZANNE** (New Christy, BMI) (2:41)—**THIS LAND IS YOUR LAND** (Ludlow, BMI) (2:12)—The 10-voiced folk group led by Randy Sparks has a power-packed new album on the label which has caused a great stir on the West Coast and both sides are from the LP. First side is a tender, folk melody sung by the lead against great chorus work. "This Land" is an exciting Woody Guthrie folk standard that's given a rousing reading.  
**Columbia 42592**

**MATTHEW REID**



**FADED ROSES** (Bobob, ASCAP) (2:19)—Matthew Reid makes his disk debut with a stylish performance of a smartly styled teen-slanted ditty that has a chance for strong action. Lyric is made up of the title of recent rock and roll hits, strung together cleverly. Flip is "Tomorrow" (Saturday, ASCAP) (2:22).  
**Scepter 1238**

**JUDY THOMAS**



**(NEVER SAY) DEVIL WOMAN** (Marty's Music, BMI) (3:09)—Marty Robbins has had the big hit with this tune and here's a solid answer version delivered with conviction by an impressive new thrush. She packs plenty of feeling into the side and it could score. Flip is "The Old Heart Mender" (Low-Ja, BMI) (2:07).  
**United Artists 518**

**RODGE MARTIN**



**I'M STANDING BY** (Painted Desert, BMI) (2:35)—A strong hunk of material is given a powerful go by the new chanter. Intriguing backing features solid ork and chorus sound and the side builds. Watch this one. Flip is "They Say" (Hill & Range, BMI) (2:45).  
**Dot 16394**

**DAVE (BABY) CORTEZ**



**FIDDLE STICKS** (Arc, BMI) (2:38)—**HAPPY WEEK-END** (Arc, BMI) (2:35)—Cortez, the organ man, has just come off a hit, "Rinky Dink," and either of these two bright instrumentals could be a follow-up. First up carries an impelling beat with a lot of swing. Flip is taken at a slightly faster clip, with a touch of Latin in the beat. Either way here.  
**Chess 1834**

**RICHARD CHAMBERLAIN**



**LOVE ME TENDER** (Elvis Presley, BMI) (2:25)—The TV matinee idol has another hot side here. It's the Elvis Presley hit of several seasons back, done to the traditional tune of "Aura Lee," and Chamberlain hands it much warmth and sincerity. Should be a fast mover with the fans. Flip is "All I Do Is Dream of You," (Robbins, ASCAP) (1:59).  
**MGM 13097**

**Country & Western**

**MARGIE SINGLETON AND GEORGE JONES**



**I WANT TO BE WHERE YOU'RE GONNA BE** (Glad, BMI) (1:49)—**WHEN TWO WORLDS COLLIDE** (Tree, BMI) (2:21)—The fine duo turn in two winning performances. Top side is a happy ditty done to a neat traditional backing. Flip is a weeper done for touching effects by the pair. Both can step out.  
**Mercury 72034**

(Continued on page 30)

**ARTHUR FRYSOCK**

★★★★ **Where Can I Go—OLD TOWN** 1125—Here's a very strong production number from Frysock. The lad's impressive pipes are used smartly on this big sounding ballad. Strings and vocal chorus accompany. (Shapiro-Bernstein, ASCAP) (3:03)

★★★★ **Plainsboro** — Another beautiful ballad is sung with much class. Again the accent is on production as strings and mixed vocal chorus add to the build in this concerto-like ballad. (Regent, ASCAP) (2:17)

**LARRY COLLINS**

★★★★ **Hey Mama Boom-A-Lacks—COLUMBIA** 42534 — Larry Collins comes through with a first-rate reading of a bright rocker on this swinging new daking. It has a good sound and a good beat and it's in the pop-country novelty groove. Watch it. (Merriam, BMI) (2:33)

★★★★ **More Than a Friend**—Attractive ballad is sung with feeling by the singer over warm support by ork and chorus. Also has a chance for some action. Good listening, too, for good music stations. (Hill & Range, BMI) (2:41)

**LAWTON WILLIAMS**

★★★★ **Carpenters—GROOVE** 0011—Here's a snappy tune in the Johnny Horton saga tradition and Lawton and vocal group turn in a solid reading. Side was produced by Chet Atkins. A good side that could click. (Western Hills, BMI) (2:22)

★★★★ **Mama Pinch a Penny**—A breezy rhythm item with a doped-up piano backing the vocal by Williams and chorus. Good philosophical message here. Two fine sides. (Western Hills, BMI) (2:11)

**ANNETTE**

★★★★ **Mister Piano Man—VISTA** 405—From the new Disney "Golden Horseshoe Revue" comes this ricky-tick, old-fashioned ditty. A lot of banjo and Philadelphia Mummies sound here and the gal hands it an enthused reading. (Wonderland, BMI) (1:25)

★★★★ **He's My Ideal**—A medium-paced rocker by Annette in which she extols the attributes of her boy. Could get spins. (Cello, ASCAP) (2:23)

**BILLY STORM**

★★★★ **Puppy Love Is Here to Stay—VISTA** 403—The high-voiced young chanter has a cute medium-paced effort here, in which he employs some of the hiccupy style. The message is aimed right at teens and it could register. Nice sound. (Wonderland, BMI) (2:27)

★★★★ **Push Over**—The chanter makes some frank admissions here about his weaknesses as far as girls are concerned. Good singing job. (Walt Disney, ASCAP) (2:28)

**JODY DANIELS**

★★★★ **I'd Like to Have You Back Again—DOT** 16195—Chanter sells the country-ish melody with feeling over a pretty ballad arrangement, which also features voices. Warm side could happen. (Painted Desert, BMI) (2:10)

(Continued on page 30)

## 4 NOTEWORTHY BEST SELLERS FROM EPIC!



MR. LONELY  
 BUDDY GRECO  
 5-9536



CHILLS  
 TONY ORLANDO  
 5-9519

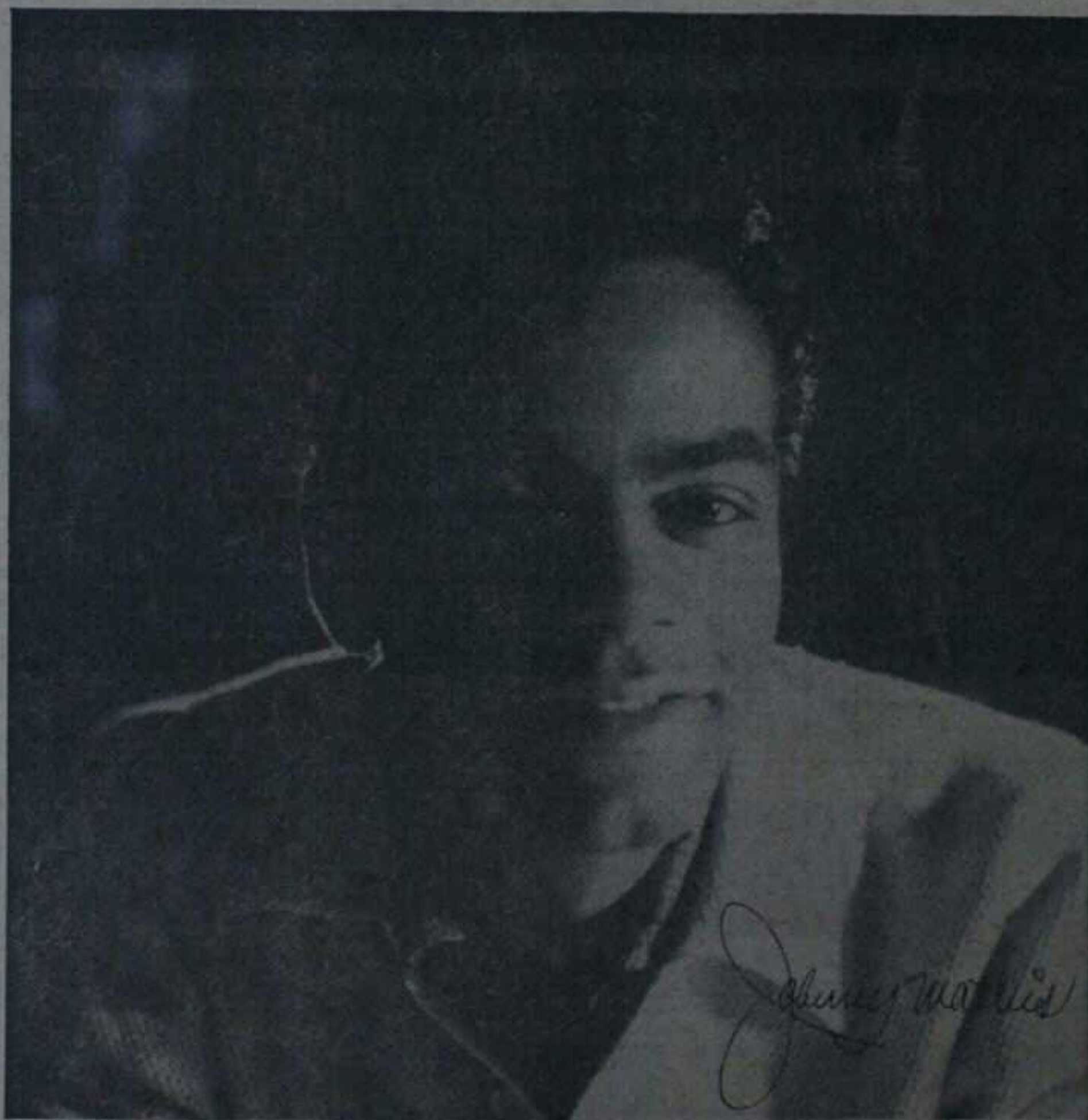


SONG FOR BELLY DANCER  
 (FROM IRVING BERLIN'S "MR. PRESIDENT")  
 RALPH BURNS AND HIS ORCHESTRA  
 5-9535



RAIN, RAIN, GO AWAY  
 BOBBY VINTON  
 5-9532

# YOU CAN'T MISTAKE HIS EXCITING SOUND



A superb artist and a great showman. The applause still echoing from his recent series of successful "In Person" appearances is a vivid testimonial to his vast popular appeal.

Personal Management: Helen and John Noga

# YOU CAN'T MISS WITH HIS EXCITING ALBUM OF BALLADS

CL 1915/CS 8715\*

STEREO  
CS 8715

STEREO  
"360 SOUND"

COLUMBIA  
MONOGRAM—CL 1915

## RAPTURE JOHNNY MATHIS

Arranged and Conducted by DON COSTA



RAPTURE ■ LOVE ME AS THOUGH THERE WERE NO TOMORROW ■ MOMENTS LIKE THIS  
YOU'VE COME HOME ■ HERE I'LL STAY ■ MY DARLING ■ MY DARLING ■ STARS FELL ON ALABAMA  
I WAS TELLING HER ABOUT YOU ■ LAMENT (Love, I Found You Gone)  
THE LOVE NEST ■ LOST IN LOVELINESS ■ STELLA BY STARLIGHT

© Columbia Records 1968

This is Johnny captured at his very best, once again singing the kind of songs that catapulted him right to the top. Don Costa's Orchestra provides the backing. This great new Mathis ballad album is destined to be a big one... so be ready! Contact your Columbia Distributor today.

# COLUMBIA RECORDS



\*Stereo

## Making the Buyer Know How Accessories Help

**BOULDER, Colo.**—Making certain that every tape recorder purchaser is thoroughly familiarized with accessories and what they will do to improve the performance and reliability of his set is a question that leans on display and demonstration, according to Dick Mussil, of the House of Music here.

Mussil, in a complete re-organization of his big Boulder store a few months ago, created a separate Tape Center, located in the rear of the store in a closed room. Contained in the center are from 15 to 20 tape recorders, matched sets of speakers and the pegboard wall panel of accessories shown. Included in the stock are even a wide choice of used recorders, which Mussil displays side by side with the new ones, "merely to demonstrate that we take trade-ins and are getting a lot of them."

Accessories are presented in such emphatic style that seven out of 10 recorder customers buy at least one accessory during the original purchase. Nine out of 10 come back some time during the first year.

### Varied Line

Heavily stressed on the accessories board are patchcords, extra microphones, tape-cleaning

magnets, head demagnetizers, head cleaners, tape splicers, empty reels, replacement leaders, mixers for using more than one microphone, and a wide variety of more expensive accessories such as additional speakers, and foot switches which convert any tape recorder into a dictating machine.

When a tape prospect is sold, the salesman carefully demonstrates all the accessory items—usually taking them down directly from the board and putting them in actual use. The recorder purchaser is simply told that the store wants him to know everything possible about the usefulness of his recorder.

Then the salesman points out that certain of the accessories are essential for best performance, stressing non-volatile cleaners for the recording and erase heads, the demagnetizers which insure against two voices superimposed on a tape and head demagnetizers which do away with fuzziness and "wow."

### Payments Spread

It hasn't been two unusual for a customer who has just paid \$259.50 for a new stereo recorder to add another \$23.75 worth of accessories to the purchase.

(Continued on page 28)

## Admiral Adds Phono Units

**CHICAGO**—Admiral Corporation has added three new portable phonographs to the complete phono line brought out earlier this summer. Two are stereo units; the third is monaural.

The first stereo portable is available in two-color combination, red and white (Y4902) and blue and white (Y4909), and has a removable lid speaker which can be placed as far as 12 feet from the primary unit for full separation. Price is \$59.95.

Second stereo unit features a tilt-out design. Eyelets on the rear of the unit permit wall-mounting. Hinged record changer tilts down to its playing position. Wing-type speakers can be placed up to 24 feet apart. The model Y4928 retails for \$79.95.

The monaural unit, Model Y4918, also features a tilt-out changer and has side-mounted speakers. Suggested list price is \$59.95.

## Mercury Offers Glass Premium

**CHICAGO**—Mercury is offering consumers personalized crystal glassware as a premium with its albums. The deal is strictly between the retail record buyer and Mercury, and doesn't involve distributors.

Customers may obtain a set of four 12-ounce monogrammed tumblers by mailing a Mercury emblem from the inner sleeve of the album along with \$1.50 to an agency of Mercury Records.

The entire program is tied in with the label's fall sales theme—"Family Entertainment in the Home"—and will be heavily advertised and promoted nationally. Full-page ads are already scheduled in Esquire, The New Yorker, Playboy and Seventeen. Point of purchase aids in the form of banners and displays are also being made available to dealers.

## Teen Dances Help Store Promotion

**FORT WORTH, Tex.**—Mrs. Shirley Kerr, manager of Recco, Inc., record and sound-equipment dealership here, is using a highly spectacular type of promotion to sell records, phonographs, tape recorders and pre-recorded tapes.

She stages a teen-age dance every Friday night.

In progress for several months, the teen-age dance program is modeled after the nationwide American Bandstand program, presenting a high-school combination of four pieces, which alternates with records played over a public address system, to provide dance music for an average of 150 teen-agers. Steadily promoted on Recco, Inc., spot-announcement radio series, the teen-age dance has become a popular feature with high school, college, and even older people, because all hit records of the current week are presented, and both high-fidelity and stereo phonographs get their turn.

Presenting the high school dance costs Recco, Inc., no more than an ordinary newspaper ad, primarily because the teen-age band, playing at low cost, plus a modest rental for a hall is the only expense. In return, the store is selling approximately eight times the previous record volume, and many times the normal amount of phonographs, tape recorders, speakers and accessories.

## DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

**COLUMBIA**—Expires 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 Otte Klemperer catalog of 35 albums, including the conductor's new releases.

**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.

**BIG TOP**—Expires September 30, 1962. Started August 1, 1962. See your local distributor for special deal on the "Mad Twists Rock 'n' Roll" LP.

**CADENCE**—Expires September 30, 1962. Started August 24, 1962. Buy 20, receive three free. In order to qualify for plan, distributors must initially buy 15 mono titles plus three new LP's. Special discounts for distributors exceeding quotas. Plan covers entire catalog plus three new releases.

**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.

**KING**—Extended through September 30, 1962. Started July 23, 1962. Dealers receive five bonus singles for every 25 purchased on the King, Bethlehem, Federal, DeLuxe and Queen lines. Dealers also receive three bonus LP's for every 10 purchased on the King or Bethlehem lines. Minimum purchase of 25 for singles and 10 for albums.

**LIBERTY-DOLTON**—Expires September 30, 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. Chipmunk product is not included in the program.

**ROULETTE**—Expires September 30, 1962. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Root and Tico album catalogs.

**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. For every two selections of the remainder of the new releases, of which distributors buy at least one, an additional 1 per cent discount is earned on the entire order, up to a total discount of 15 per cent.

**VANGUARD-BACH GUILD**—Expires September 30, 1962. Started September 1, 1962. Label is offering a 15 per cent discount on the Weavers and Joan Baez stereo LP's. Also Odetta LP's are specially priced at \$2.98 mono and \$3.98 stereo.

**AUDIO-FIDELITY**—Expires October 9, 1962. Started September 10, 1962. Label's fall sales program carries a 15 per cent cash discount on its eight new LP releases. See page 5, September 15 issue, for details.

**ELEKTRA**—Expires October 15, 1962. Started August 15, 1962. One album free for every seven purchased on catalog merchandise and 1-for-10 on three new releases.

**MONITOR**—Expires October 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Distrakhs, Gileis, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Distrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann and Franck, Let's Dance the Pachanga and Charanga.

**SMASH-FONTANA**—Expires October 31, 1962. Started September 1, 1962. Ten per cent discount is being offered on all Smash and Fontana merchandise.

**SONODOR**—Expires October 31, 1962. Started August 20, 1962. Buy one, get one free on complete album line.

**PRESTIGE**—Expires November 15, 1962. Buy seven, get one free on complete catalog of Prestige plus the following affiliated labels: Prestige International, New Jazz, Moodsville, Swingville, Bluesville, Tru-Sound, Lively Arts, Near East and Irish.

**REQUEST**—Expires December 1, 1962. Buy 10, get two free on LP releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

**COLPIX**—Expires December 6, 1962. Started September 10, 1962. Label is offering 15 LP's free on every 100 purchased. Plan is on new releases.

**HARMON**—No expiration date. Started August 20, 1962. Two free LP's for every 10 purchased on "Theme From A Summer Place" by Dick Roman.

**HORIZON**—No expiration date. Started September 11, 1962. Label is featuring an introductory offer of two LP's free for every 10 purchased. Offer covers the 10 LP's released so far in August and September.

## Recco Meeting Underscores Firm's Growth in Retail Record Selling

**KANSAS CITY**—Recco, Inc., one of the nation's fastest growing retail disk operations—with discount leased departments in many parts of the country—recently concluded a series of high-powered sales meetings at its home base here. The firm now operates leased disk departments in more than 40 locations from Florida to California and is rapidly expanding.

Recco has been likened by some indie dealers to a rack job operation—in terms of the stiff competition provided those smaller outfits by the firm. Yet, Recco staffs its departments and in many cases carries disk catalog in depth in comparison to the hot hit kind of merchandising employed by most racks.

An example of the importance of the Recco firm to the trade was provided by the presence at the sales convention of top echelon sales execs from a number of manufacturers. Talks were delivered by Capitol's Stan Gortikoy and Claude Brennan of Decca.

Also present at the meeting were Darrel Bade and Bill Walsh, regional reps for RCA Victor; Don Cooper and Jack Mishler from Columbia; Pete Vscova, sales executive from Dot's home office on the West Coast, and Bob Lipper, of Warner Bros. Records. Pete Sen-

(Continued on page 28)

### 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. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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. Only manufacturers earning 3% or more of the total dealer points are listed below.

### BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/30/62 Issue	3/31/62 Issue		
1	3	2	Voice of Music (V-M)	26.5
2	1	1	Webcor	19.5
3	2	3	RCA Victor	11.6
4	—	—	Masterworks (Columbia)	8.6
5	—	4	Telectro	4.3
6	—	—	Sony	3.6
			Others	25.9

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. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

6/30/62 Issue: Wollensak (4).  
3/31/62 Issue: Wollensak (5).

### BEST SELLING STEREO TAPE DECKS AND RECORDERS

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	6/30/62 Issue	3/31/62 Issue		
1	2	2	Voice of Music (V-M)	23.6
2	1	1	Webcor	21.1
3	3	—	RCA Victor	10.3
4	6	4	Wollensak	9.7
5	4	3	Ampex	6.6
			Others	28.7

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. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

6/30/62 Issue: Roberts (5); Sony (6); Viking (8).  
3/31/62 Issue: All brands represented in current chart.



**NEIL  
SEDAKA'S  
BIG NEW SINGLE  
"NEXT DOOR  
TO AN ANGEL"  
#8086**

**NON-STOP TO THE VERY TOP!**

AVAILABLE IN BEAUTIFUL 4-COLOR SLEEVE. ORDER NOW! ORDER BIG!

**RCA VICTOR**   
The most trusted name in sound.

Archie Bleyer proudly presents

"a pint size bundle of talent"

# BARRY GORDON

Age: 13  
Height: 4' 10"  
Weight: 80 lbs.

singing his first Cadence single release

## "YOU CAN'T LIE TO A LIAR"

(Cadence 1431)

currently on Broadway in the  
comedy smash

## "A THOUSAND CLOWNS"



starring

## JASON ROBARDS, JR.

You may remember Barry singing  
NUTTIN' FOR CHRISTMAS  
in 1954

See Cadence's full page ad in this issue  
for distributor listing

## CADENCE RECORDS

119 West 57th Street / New York 19

Exclusive Management:  
Directional Enterprises  
200 West 57th Street  
New York City

## NEW DEALER PRODUCTS

### Tartan Series Prices Cut



Tape dealers are being furnished this special counter merchandising ammunition in connection with Minnesota Mining's fall-winter campaign on raw tape. The Tartan series Scotch brand is being offered at reduced prices and customers can also buy at less than half price the pictured gold-plated, tape-file unit. The wall chart shown is also part of the dealer-selling equipment for the campaign.

### Admiral's Tilt-Down Phono

The Admiral Corporation has unveiled Model Y4928, tilt-down, stereo portable phono. The hinged record changer pulls down to playing position when front-mounted speaker doors are opened. Speakers are also detachable for further separation, up to 24 feet apart. Suggested list price is \$79.95. The stand pictured is optional, at extra cost.



### Elektra Rights To Musictapes

CHICAGO — Musictapes, Inc., has acquired exclusive tape manufacturing and selling rights to the Elektra Records catalog. Elektra specializes primarily in folk material. Five tapes will be released by October 15 featuring Elektra material: "A Harvest of Israeli Folk Songs," Theodore Bikel; "The Best of Theodore Bikel"; "The Original Trinidad Steel Band"; "The Limerickers," and "Balalaika" by Sasha Polinoff. Besides its own \$3.95 tape line and the Elektra repertoire,

Musictapes has exclusive tape marketing rights to material produced by United Artists, Starday, Gene Norman Presents, Prestige and Seafair.

### Recco Meeting

Continued from page 26

man, national sales chief of Electro-Voice, was also present.

#### Annual Event

The Recco four-day sales confab is now seen by company officials as an annual event attended by all regional managers. This year's meetings, staged by Recco President Harvey Laner and General Manager Jerry Smith, were attended by Dave Wulfsohn, Eastern regional manager; Marjorie Barr, Southern regional manager; Mary Brewer, Southwest regional manager; Shirley Blumenthal, Western regional manager, and Mary Gilmer, Midwest regional and advertising chief of the firm.

Recco also carries full-line phonograph merchandise in its departments. The absence of phono manufacturers personnel at the meeting was because the firm has not made up its mind as to what lines it will carry this year. It entertains presentations from various manufacturers of phonos before committing itself for a full year's sales effort.

### Accessories Help

Continued from page 26

chase, particularly if he is buying on a time-payment plan, and the accessory payments are spread over from 12 to 36 months.

Along with the panel display in the Tape Center there is a large counter case at the front of the store which repeats the display except, of course, that all of the items here are packaged, in cartons, wrapped in cellophane or in blister packets, and have never been used.

## ALBUM COVER OF THE WEEK



A TREASURY OF SPANISH & MEXICAN FOLK SONG—Cynthia Gooding. Elektra EKL-218. This distinctive cover was designed by William S. Harvey. The photo by George Pickow was taken at a dainty New York restaurant that's decked in Spanish decor and specializes in exotic Latin dishes. The bronze-like donkey is laden with colorful and bejeweled charms and it's set on a red and black textured fabric. Background is white. Plenty of eye appeal here for rack and counter displays.



WILL THE REAL DAVE ASTOR PLEASE STAND UP?—Dave Astor. Columbia CS 8577. The cover, in keeping with the title of the LP, is a clever take-off on the noted TV panel show, "To Tell the Truth." It's well done and stands out prominently in artistically black and white. Strong display here to stimulate sales in the comedy section. Credit for the cover photo to Henry Parker and the Columbia Records photo studio.



ARCHIE BLEYER

proudly presents a new Cadence single from

# IRVING BERLIN'S

great new musical comedy score of

## MR. PRESIDENT

### "I'M GONNA GET HIM"

(Cadence 1430)

featuring

## VICKI BELMONTE

a bright new singing talent

CONTACT YOUR CADENCE DIST.: A-1 RECORD DIST., Oklahoma City, Okla. \* ALPHA DIST. CO., New York, N. Y. \* ASSOCIATED DIST., Indianapolis, Ind. \* MAINLINE-CLEVELAND INC., Cleveland, Ohio \* BERTOS SALES CO., Charlotte, N. C. \* BIG STATE DIST., Dallas, Texas \* BOLD DIST. CO., Hialeah, Fla. \* MERIT MUSIC DIST., INC., Detroit, Mich. \* JOE COHEN, Newark, N. J. \* H. W. DAILY, Houston, Texas \* DAVIS SALES CO., Denver, Colo. \* EASTERN RECORD DIST., E. Hartford, Conn. \* GODWIN DIST. CO., Atlanta, Ga. \* HIT RECORD DIST., Cincinnati, Ohio \* LIEBERMAN MUSIC CO., Minneapolis, Minn. \* M. S. DIST., Chicago, Ill. \* MANGOLD DIST. CO., Baltimore, Md. \* METRO DIST. CO., Buffalo, N. Y. \* MELODY SALES CO., San Francisco, Calif. \* MICROPHONE MUSIC INC., Honolulu, Hawaii \* MIDWEST DIST. INC., Seattle, Wash. \* MUSIC SALES CO., Memphis, Tenn. \* MUSIC SERVICE CO., Great Falls, Mont. \* MUTUAL DIST. CO., Boston, Mass. \* O'BRIEN DIST. CO., Milwaukee, Wisc. \* PELICAN DIST. CO., New Orleans, La. \* RECORD MERCHANDISING, Los Angeles, Calif. \* LEONARD SMITH INC., Albany, N. Y. \* FENWAY DIST. CO., Pittsburgh, Pa. \* STAN'S RECORD SHOP, Shreveport, La. \* SUNLAND FRONTIER, Phoenix Ariz. \* SUNLAND SUPPLY CO., El Paso, Texas \* UNIVERSAL RECORD CO., Philadelphia, Pa.

Published by: Irving Berlin Music Corporation

**CADENCE RECORDS**

119 West 57th Street / New York 19



a new single with 2 great demand sides

# "Further More"

and

# "Saturday Night at the Movies"

(72039)

by

# ray stevens

that wonderfully inventive, sensationally funny musical humorist

from the  
big selling  
Ray Stevens  
LP called

1,837 seconds of **HUMOR**



AMERICA'S FIRST FAMILY OF FINE RECORDINGS



Mercury Record Corporation

35 East Wacker Drive  
Chicago 1, Illinois

**"POPCORN" IS GETTING READY TO POP!**

**Reviews of New Singles**

Continued from page 30

Walk Walk (Ritarchi-Forealte, BMI) (2:24), BETHLEHEM 3023

**THE BONNAVILLS**  
 Knock Around (Rhatta, BMI) (1:55) — The Bonnaville Stomp (Rhatta, BMI) (2:15), QUESTION MARK 103

**THE SHARMETTES**  
 I Want to Be Loved (Only by You) (O-Cal, BMI) (2:40) — Tell Me (O-Cal, BMI) (2:16), KING 5686

**THE FAMULOUS FOUR**  
 Welcome Me Home (Macadell, BMI) (2:10) — Oop-Shoobie-Doop Bam-A-Lam (Lanlee, BMI) (2:11), MELIC 4114

**DOC DE HAVEN COMBO**  
 I Love Paris (Houston - HIE, ASCAP) (5:03) — I Can't Get Started (5:00), CUCA 1098

**NEIL AND JACK**  
 I'm Afraid (Saxon, BMI) (2:29) — You've Tried Love (Saxon, BMI) (2:13), DUEL 517

**CHARLES AZNAVOUR**  
 You've Let Yourself Go (Duchess, BMI) (3:50) — You've Got to Learn (Leeds, ASCAP) (2:43), MERCURY 72031

**PHIL AND DEL**  
 My Girl (Padua, BMI) (2:37) — Don't Play With Love (Faro, BMI) (2:46), LINDA 105

**BILL DOGGETT**  
 Hometown Shout (J&C, BMI) (2:34) — For All We Know (Fiest, ASCAP) (2:40), KING 5684

**THE JUMPING JACKS**  
 Teardrop (Congressional, ASCAP) (2:25) — Roasted Peanuts (Congressional, ASCAP) (2:05), BERTRAM INT. 221

**HANK BALLARD AND THE MIDNIGHTERS**  
 Shaky Mae (Ha-La, BMI) (2:32) — I Love and Care for You (Ha-La, BMI) (2:40), KING 5693

**JOE BUSHKIN**  
 Queen Cleo (Varo, ASCAP) (1:58) — Hard Candy (Varo, ASCAP) (1:57), ATLANTIC 2164

**CHUCK JACKSON**  
 Ooh Baby (Fee Bee, ASCAP) (2:10) — Come On and Love Me (Sherlyn-Pent, BMI) (2:55), AMY 849

**BARBARA ENGLISH AND THE FASHIONS**  
 Fever (Jay & Geo, BMI) (2:12) — Bad News (Planetary, ASCAP) (2:05), ROULETTE 4450

**THE UPTOPIANS**  
 Harry to Your Date (Travis, BMI) (2:00) — Along My Lonely Way (Travis, BMI) (2:18), IMPERIALS 5876

**JERRY ROBERTS**  
 After Awhile (Dundas, BMI) (2:16) — Little Bitty Lover (Dundas, BMI) (1:58), APT 15070

**BOBBY LEWIS**  
 Lonely Teardrops (Pearl, BMI) (2:13) — Boom a Chick Chick (Leary, BMI) (2:48), BELTONE 2026

**BILLY PROPHET**  
 Puppet on a String (Merrimac, BMI) (2:00) — It's Never Too Late (Merrimac, BMI) (2:51), Merrimac 1001

**THE JESTERS**  
 The Buffalo (Mis, ASCAP) (2:52) — Alexander Graham Bell (Aim, BMI) (1:59), AMY 859

**THE TARANTULAS**  
 Vera Brown (Sandra-Pure Gold, BMI) (2:18) — Herky Jerky (Sandra-Pure Gold, BMI) (2:15), SILVER-DOLLAR 1

**LEROY PARKER**  
 Cross My Heart (Tommy-Carpino, Noel-Tri-Tone, ASCAP) (2:19), CHALLENGE 9167

**JOHNNY DEVLIN**  
 Stayin' Up Late (Wemar, BMI) (2:07) — Angel of Love (Leeds, ASCAP) (2:15), CORAL 62335

**RACHEL AND THE REVOLVERS**  
 Number One (Number One, BMI) (2:10) — The Rev-Lution (Algrace, BMI) (2:10), DOT 16392

**THE TREN-DELLS**  
 Hully Gully Jones (Tree, BMI) (2:11) — Nite Owl (Conrad, BMI) (2:30), CAPITOL 4852

**DAVE EDWARDS**  
 Mary Jane (House of Fortune, Gazzl, BMI) (2:20) — Wedding of Tears (Gazzl, House of Fortune, BMI) (2:30), ROYALTY 1000 A-B

**THE COMBINATIONS**  
 Voodoo (Rub-Bro, BMI) (1:43) —

Just One More Chance (Rub-Bro, BMI) (1:11), CARRIE 1914

**LANIER SMITH**  
 Moving (McClendon, BMI) (2:47) — I Don't Believe (McClendon, BMI) (2:22), VAL-HILL 1007

**BILLY LEE**  
 That's the Way It's Gonna Be (Mester, BMI) (2:15) — Fool For You (Nostalg-Jameson, BMI) (2:30), CARRIE 1515

**LULU REED**  
 There He Goes (Tangerina, BMI) (2:59) — Just Keep It Up (Travis & Conrad, BMI) (2:57), TANGERINE 915

**SPARKLETTE'S AND THE SPARKLER'S**  
 Doodling Around (Bel Star, BMI) (2:05) — Elmer's Tune (Robbins, ASCAP) (1:58), BELMONT 6007

**THE FOUR TEENS**  
 Cool Off (Davita-Sepe-Al-Mar, ASCAP) (2:19) — Paris Di Amore (Tampeco, BMI) (2:16), COUNSEL 115

**SEYMOUR**  
 I Left My Heart in San Francisco (General) (2:34) — Mashattan (Marks) (2:15), HEARTBEAT 20

**ARLENE JOY**  
 Too Young (Atlantic, BMI) (2:50) — Twistin' Suzie Q (Jalo, BMI) (2:15), RENDEZVOUS 185 1-2

**STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**JIMMIE SKINNER**  
 One Dead Man Ago—MERCURY 72020—Here's a sad story of a killer. It has style and a solid country sound. The tune is a strong piece of material and Skinner's popularity in the country field should sell this one. (Jimmie Skinner, BMI)

**Wooden Angels**—Bob Crew and Frank Slay wrote this for the country star. It's a solid warning about dance hall girls and the grief they can bring to a man. (Regent, BMI) (2:17)

**CHARLIE PHILLIPS**  
 Cancel the Call—COLUMBIA 42526—The chanter sells this touching weeper with forcefulness while the band and chorus supports him in subdued fashion. Good side. (Painted Desert, BMI) (2:27)

**You're Moving Away**—Pleasant country weeper is sung in traditional style by Phillips over simple backing by combo and chorus. (Aldon, BMI) (2:12)

**THE CARTER FAMILY**  
 Fourteen Carol Nothing—LIBERTY 35501—The girls sing this side with much appeal. The girls are disguised with the lead and are telling him to move off. Their harmony against banjo, strings and such makes for an appealing side that has the pop sound. (Johnny Cash, BMI) (2:10)

**Get Up Early in the Morning**—This one was written by Harlan Howard and it's a funny side. The humor has charm and the arrangement has the same chuckle-inducing figure. (Central, BMI) (1:57)

**CARL BELEW**  
 Can't You Hear Me Call Your Name—DECCA 31427—Carl Belew tells sad story of loneliness and sorrow on the country weeper which spots traditional backing. Worth spins in the country field. (Four Star, BMI)

**I Don't Know How I'd Live (And Feel This Way)**—(Mont. Ross, BMI) (2:24)

**ORVILLE COUCH**  
 Hello Trouble—CUTOM 101—Here's a mighty appealing country tune from Couch. The side features some strong, but soft, singing by the lad with good backing by guitar, harmonica and rhythm. (Tyler-Ediville) (1:42)

**Anywhere There's a Crowd**—Another very fine country tune sung with conviction by the lad. The side showcases the lad against inviting backing and with multi-tracked vocal harmony. (Tyler-Ediville) (1:52)

**THE STANLEY BROTHERS**  
 I Just Came From Your Wedding—KING 5688—Tight hill country singing from the brothers here that should appeal to their fans. The boys sing the weeper lyric with feeling against traditional ensemble sound. (Lois, BMI) (2:18)

**Mama Don't Allow**—(2:04)

**JAZZ**

**EDDIE HARRIS**  
 Be My Love—VER JAY 464—Mighty lovely blowing of the ballad standard by saxist Harris here. He takes the tune at a medium tempo and is backed by strings and rhythm. (Miller, ASCAP) (2:17)

**Tonight**—The "West Side Story" melody is treated to fine improvisation by saxist Harris. The tune is played in swingy middle tempo while strings fill out the background. (2:12)

(Continued on page 34)

**MR. R. L. BRIGHT, General Manager**  
**Radio Station WRMF, Titusville, Florida**

*is a pleased programmer*



"I would like to express my feelings about RSI. It began at a time of upset in the broadcast field, and was the one solid arrangement for recordings for many of us to turn to.

"After the situation on acceptance of free recordings had settled down once more, we at WRMF kept RSI, because it still filled the need of getting ALL the popular recordings. We are one of your charter subscribers, and expect to continue our participation in your service."

Thank you, Mr. Bright. While more than 700 radio stations utilize RSI services, there are still many who probably have programming problems with which RSI can help. This message is directed to them.

For details on the record programs available from RSI for broadcasters, write:  
 MISS CAROLINE COLLETT, General Manager



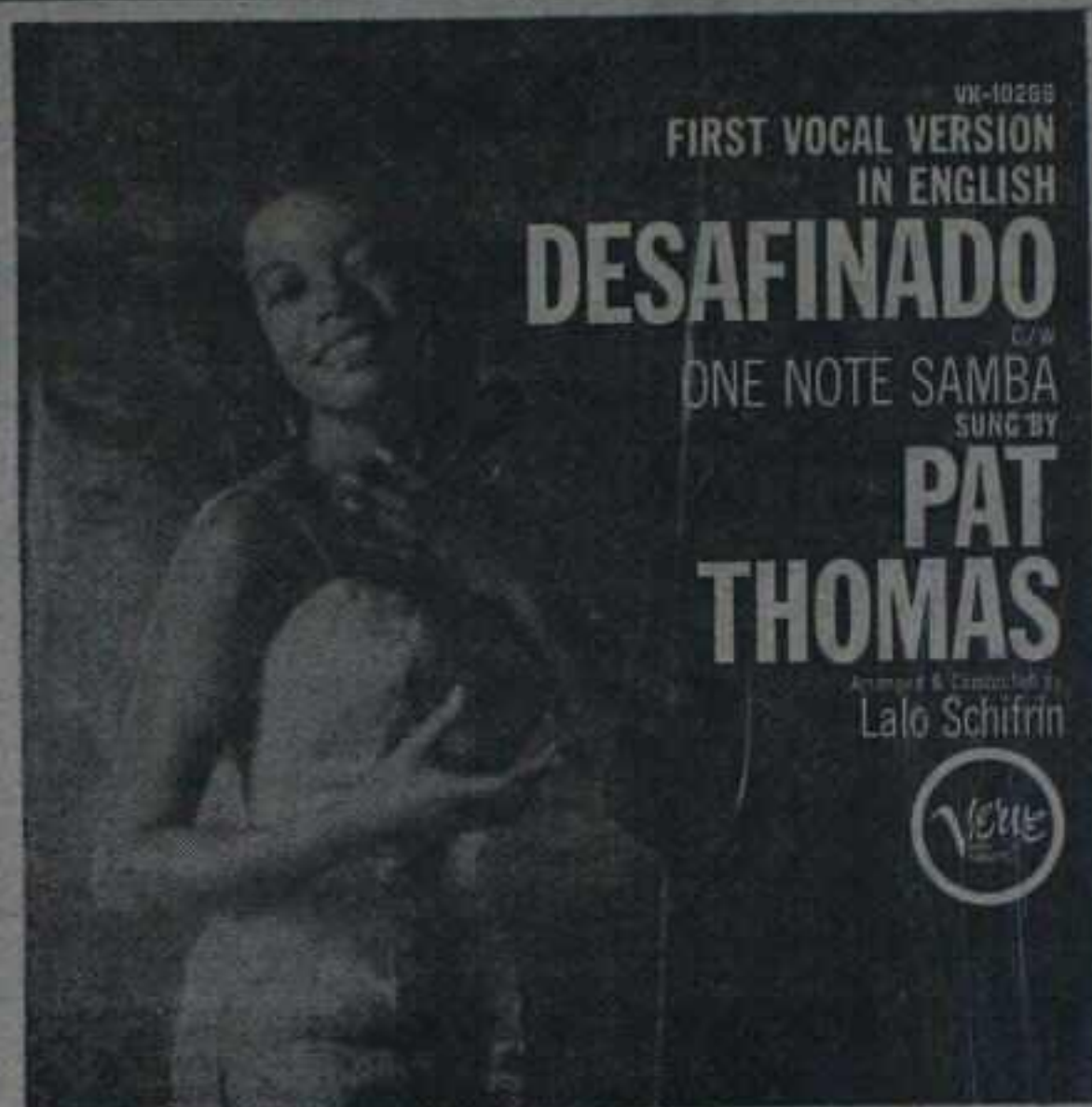
**RECORD SOURCE INTERNATIONAL**

1564 Broadway

New York City 34

# THE BOSSA NOVA JAZZ OF AMERICA IS ON VERVE!

**NEW!** THE FIRST VOCAL VERSION OF **DESAFINADO** IS ON **VERVE!**



b/w One Note Samba

VK-10269

**FIRST!** THE HIT INSTRUMENTAL VERSION OF **DESAFINADO**—FIRST SINGLE TO BREAK BOSSA NOVA ON THE CHARTS IS ON **VERVE!**



b/w Jazz Theme From Dr. Kildare

VK-10260

**BIGGEST!** THE ALBUM THAT STARTED IT ALL! NOW ON THE CHARTS! FIRST BOSSA NOVA ALBUM CONTAINS THE EXTENDED VERSION OF **DESAFINADO!**



VV6-8432

## THE JAZZ OF AMERICA—ALL THE AMERICAS—IS ON VERVE

• **Reviews of New Singles**

• *Continued from page 32*

**EDDIE (LOCKJAW) DAVIS**  
 \*\*\*\*\* *Tia Juana*—BETHLEHEM 3026—Here's a solid piece of programming material for jazz and r.&b. boxes. The side features the tenor saxist in strong style playing a medium tempo blues with solid accompaniment from rhythm section and organ. (J&C, BMI) (2:42)

\*\*\*\*\* *I Wished on the Moon*—Same comment as above. (Famous, ASCAP) (2:33)

**LATIN AMERICAN**

**DIORIS VALLADARES Y SU ORQUESTA**  
 \*\*\*\*\* *Yo La Vi* — ALEGRE 3105 — A Cuban sound here with the big band and a vocalist joining hands in the lively dance effort. Upbeat side could meet favor.

\*\*\*\*\* *Tierra Ombueya*—A bit more upbeat on this side, the tune is given a bright whirl by the whole compliment, band and vocalists alike.

**SPIRITUAL**

\*\*\*\*\* **THE SILVER BELLS**  
 \*\*\*\*\* *No Friend Like the Lord*—NASHBORO 742—There's a fine male lead on this one with a background group that beats out an incessant chorale figure in support. Medium tempo side that registers well. (Eccellorec, BMI) (2:31)

\*\*\*\*\* *Come and Go With Me*—Another spirited but a slow-paced chant by the lead here. Has a sermon quality and it packs a wallop. (Eccellorec, BMI) (2:36)

**THE CANAANITES**

\*\*\*\*\* *Trust Him Today* — NASHBORO 741—A male lead carries the ball here in a medium-paced supplication. Good piano figures support the effort along with the male group. Has a repetitive quality. (Eccellorec, BMI) (2:17)

\*\*\*\*\* *Let Jesus Lead the Way*—This pleader has an interesting poppish quality and the lead has a distinct Sam Cooke touch about him. A lot of feeling here. (Eccellorec, BMI) (2:17)

**THE CONSOLERS**

\*\*\*\*\* *Walkin' at the River*—NASHBORO 740—A duet carries the lead here and there's a lot of soul demonstrated in the slow

and pulsing chant. Side builds with an incessant guitar figure in the backing. The gal and guy really shout out the message. (Eccellorec, BMI) (2:55)

\*\*\*\*\* *Say a Prayer for Me*—Equally slow, equally soulful is this inspired side by the pair. There's much of the chant-sing style here and it reaches the listeners. (Eccellorec, BMI) (2:34)

**\*\*\*\*\* STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**LOIS JOHNSON**  
 \*\*\*\*\* *I'll Let You Go and Wish You Well* (S&S, BMI) (2:27)—\*\*\*\*\* *Strike Three* (S&S, BMI) (1:58). BETHLEHEM 3029

**HAWKSHAW HAWKINS**  
 \*\*\*\*\* *Silver Threads and Golden Needles* (Central Songs, BMI) (2:12)—\*\*\*\*\* *Girl Without a Name* (Lois, BMI) (2:29). KING 5692

**KITTY NOBLE**  
 \*\*\*\*\* *You're Not Worth Loving* (Saturday, ASCAP) (2:59)—\*\*\*\*\* *Toodle Ooh!* (Saturday, ASCAP) (2:54). MAY 124

**JUNE CARTER**  
 \*\*\*\*\* *Overalls and Dungarees* (Painted Desert, BMI) (2:36) — \*\*\*\*\* *Waving From the Hill* (Painted Desert, BMI) (2:43). LIBERTY 55504

**JIM McCOY**  
 \*\*\*\*\* *If the Truth is Gonna Hurt* (Sunday, BMI) (2:06)—\*\*\*\*\* *That's What Makes the World Go Round* (Pamper, BMI) (2:01). NASHVILLE 5081

**THE AGGIE RAMBLERS**  
 \*\*\*\*\* *Soft Pedals* (Briarcliff, BMI) (2:42)—\*\*\*\*\* *It's Breaking My Heart* (Sombrero Alto, BMI) (2:52). GOLDUST 5007

**LATIN AMERICAN**

**ANTONIO DE MARCO**  
 \*\*\*\*\* *Amarga Realidad* (Naco, BMI) —\*\*\*\*\* *Buena Suerte* (Naco, BMI). COLONIAL 421

**RHYTHM & BLUES**

**SILAS HOGAN**  
 \*\*\*\*\* *Trouble at Home Blues* (Eccellorec, BMI) (2:22)—\*\*\*\*\* *You're Too Late Baby* (Eccellorec, BMI) (2:06). EXCELLO 2221

**JIMMY ANDERSON**  
 \*\*\*\*\* *Nuggin'* (Eccellorec, BMI) (2:14)—\*\*\*\*\* *Nothing in This World* (Gonna Keep You From Me) (Eccellorec, BMI) (2:29). EXCELLO 2220

**INTERNATIONAL**

**COCKI MAZETTI**  
 \*\*\*\*\* *Tango Italiano* (Southern, ASCAP) (2:20)—\*\*\*\*\* *Qualcuno Mi Ama* (Southern, ASCAP) (2:28). FORD 119

**POLKA**

**JIMMY HARTWIG ORK**  
 \*\*\*\*\* *Tap Room Polka* (2:45)—\*\*\*\*\* *Sittin' and Waltin'* (2:38). CUCA 1100

**LIMITED SALES POTENTIAL**

**BOBBY D'FANO**  
 \*\*\*\*\* *A Change in Me* (Chord, ASCAP) (1:42)—\*\*\*\*\* *Dimples* (Van Star, BMI) (1:52). STAR SATELLITE 1013

**KATHY KRAIG & THE NOVAS**  
 \*\*\*\*\* *Secret Sorrow* (Sky, ASCAP) (2:25)—\*\*\*\*\* *Angel Boy* (Sky, ASCAP) (2:44). FLO 617

**TOMMY BARNES**  
 \*\*\*\*\* *How Could I?* (Winslow, ASCAP) (2:52)—\*\*\*\*\* *I Get Hungry* (Winslow, ASCAP) (2:29). RONNIE 2017

**NORMA MARKS**  
 \*\*\*\*\* *Night Wind* (Winslow, ASCAP) (3:53)—\*\*\*\*\* *A Life Devine* (Winslow, ASCAP) (3:30). RONNIE 2018

**CARA STEWART**  
 \*\*\*\*\* *Lonely For You* (Cedarlane, BMI) (2:50)—\*\*\*\*\* *You Were So Sure* (Ethelbert, ASCAP) (2:45). TOP FIFTY 138

**LANCE DEREK**  
 \*\*\*\*\* *Baby I'll Fix You* (Original, BMI) (1:50)—\*\*\*\*\* *Playboy's Holiday* (Original, BMI) (1:57). BLACKBIRD 4001

**DANNY TOWNSEND**  
 \*\*\*\*\* *Hey! Jealous Lover* (Barton, ASCAP) (2:07)—\*\*\*\*\* *All I Have to Do is Dream* (Acuff-Rose, BMI) (2:30). VANKAN 100

**HOWARD BOONE AND THE RHYTHM FIVE**  
 \*\*\*\*\* *I Tried* (Six New-Bonac, BMI) (2:08)—\*\*\*\*\* *Baby Please Don't Go* (Six New-Bonac, BMI) (2:26). TIFCO 829

**LEE DEAN**  
 \*\*\*\*\* *Pretty Little Spanish Girl* (In American Town) (Bluebonnet, BMI) (1:58)—\*\*\*\*\* *Marlynn*, *I Love You* (Bluebonnet, BMI) (2:07). MANCO 1039

**THE ACQUINETTS**  
 \*\*\*\*\* *Change My Mind* (Vendo-Walton-"I", BMI) (1:40)—\*\*\*\*\* *When You Get Some Money* (Vendo-Walton-"I", BMI) (1:45). BILLION 333 A-B

**THE VELVETEENS**  
 \*\*\*\*\* *Love Me, Love Me* (Briggs, BMI) (2:22)—\*\*\*\*\* *Please Don't Let Me Go* (Briggs, BMI) (2:28). VELVETTE 1001

**JULIUS COBB**  
 \*\*\*\*\* *Oh Baby, I Want You Back Home* (Lois, BMI) (2:45)—\*\*\*\*\* *The Wind, The Sun, and Me* (Lois, BMI) (2:07). BETHLEHEM 3024

**WENDY COLE**  
 \*\*\*\*\* *The Wiggle Wiggle* (House of Sound, Bilya-Bah, BMI) (1:40)—\*\*\*\*\* *Leon Wagner Wiggle* (House of Sound, Bilya-Bah, BMI) (1:43). SKYLARK 562

**THE DEL-AIRS**  
 \*\*\*\*\* *I'm Lonely* (Garrawak, BMI) (1:57)—\*\*\*\*\* *Why Did He Leave* (Garrawak, BMI) (2:26). ARRAWAK 1003

**GERALDINE HUNT**  
 \*\*\*\*\* *I Let Myself Go* (Diedre, BMI) (2:06)—\*\*\*\*\* *I Wished I Had Listened* (Diedre, BMI) (2:06). LATRON 829

**THE CONTINENTALS**  
 \*\*\*\*\* *Kangaroo Hop* (Little Star, BMI) (1:44)—\*\*\*\*\* *My Baby Was Ah Nowhere* (Little Star, BMI) (2:16). VANDAN 8454

**TAD AND THE SMALL FRY**  
 \*\*\*\*\* *Pretty Blue Jean Baby* (LaBull, BMI) (2:04)—\*\*\*\*\* *Checkered Continental Pants* (LaBull, BMI) (1:59). LeCAM 956

**COUNTRY & WESTERN**

**DEWEY GROOM**  
 \*\*\*\*\* *Heartaches for Sale* (Saran, BMI) (2:13)—\*\*\*\*\* *Sometimes If I'm Lucky* (Saran, BMI) (2:42). LONGHORN 523

**SANDY LEE FIELDS**  
 \*\*\*\*\* *Whna Little Girl* (Saran, BMI) (2:05)—\*\*\*\*\* *Slippin' Out* (Musicooney, SESAC) (2:30). LONGHORN 524

**HANK THE DRIFTER**  
 \*\*\*\*\* *Hank You're Gone* (But Not Forgotten) (Andrade, BMI)—\*\*\*\*\* *Painted Doll* (Andrade, BMI). NEW ENGLAND 1010

**CALVIN BOLES**  
 \*\*\*\*\* *I'm a One-Woman Man* (Cedarwood, BMI) (2:05)—\*\*\*\*\* *Pictures in My Mind* (Solema, BMI) (2:01). YUCCA 149

**ROBERTA ROBINSON**  
 \*\*\*\*\* *I Don't Know When* (Powhatan, BMI) (2:34)—\*\*\*\*\* *Which One is the Fool* (Powhatan, BMI) (2:14). DOMINION 1015

**PRESTON THORNTON**  
 \*\*\*\*\* *Broken Hearts* (Express, BMI) (2:05)—\*\*\*\*\* *It's a Long Way* (Express, BMI) (2:17). EXPRESS 1007

**PHILLIPPS SISTERS**  
 \*\*\*\*\* *Does It Hurt to Know* (Powhatan, BMI) (2:35)—\*\*\*\*\* *Turn Down the Jukebox* (Powhatan, BMI) (2:08). DOMINION 1013

**NOVELTY**  
**BUDDY LESTER**  
 \*\*\*\*\* *Historical Hystorical Events* (Paris 1 & 2) (2:04 & 2:04). DOBE 648

**Auditions Seek Concert Talent**

PHILADELPHIA — More than 60 good-music stations will be scouting the ranks of local concert vocalists as part of the fourth annual Broadcast Auditions of Philadelphia's Academy of Vocal Arts. Stations will forward tapes of the entrants to the contest, open to male and female singers, 1-28 years, who seek careers in opera, concert work or other branch of serious music.

Winner of the contest, which opens January 1, 1963, will receive a full-tuition scholarship to the Academy. According to AVA Director Vernon Hammond, the 1963 auditions represent the largest undertaken by the Academy since the contest began in 1959.

**Everybody benefits when everybody gives.**



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**Chuck**

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**A Special Feature Supported  
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Children's Record Labels  
With Details of  
ALL NEW 1962 RELEASES**

**WATCH FOR IT  
IN  
OCTOBER 13**

**BILLBOARD  
MUSIC WEEK**



**New Dimensions in Music for Public Entertainment**

**TOTALLY NEW! SEEBURG**



- 1** Album pricing unit—accepts nickels, dimes, quarters, with pricing up to 2 quarters.
- 2** Selector knob—turns to display all album and singles titles.
- 3** Changeable display of 10 "Albums of the Month."
- 4** Location-personalized panel.
- 5** Two stereo speakers.
- 6** Three-level pushbutton volume control.
- 7** Record-selection pushbuttons.

IN THIS ONE COMPACT UNIT, less than 16 inches high and 6½ inches deep, the new Seeburg Stereo Consolette combines REMOTE SELECTION of any album or single on the new Seeburg LP Console . . . TWO STEREO SPEAKERS with full channel separation and 3-level pushbutton volume control . . . REMOTE COIN TOTALIZING, with all accepted coins automatically regis-

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# STEREO CONSOLETTA

*The remote selector and speaker unit that's actually a miniature stereo phonograph!*



tered on the Income Totalizer at the LP Console. (Sealed Totalizer circuits protected by tamperproof seals.) Ten miniature color sleeves of *ALBUMS OF THE MONTH* are displayed. For the first time, the *PERSONALIZED* Stereo Consolette unites remote selection and remote stereo sound in one play-inviting unit.

The Seeburg Sales Corporation, Chicago 22

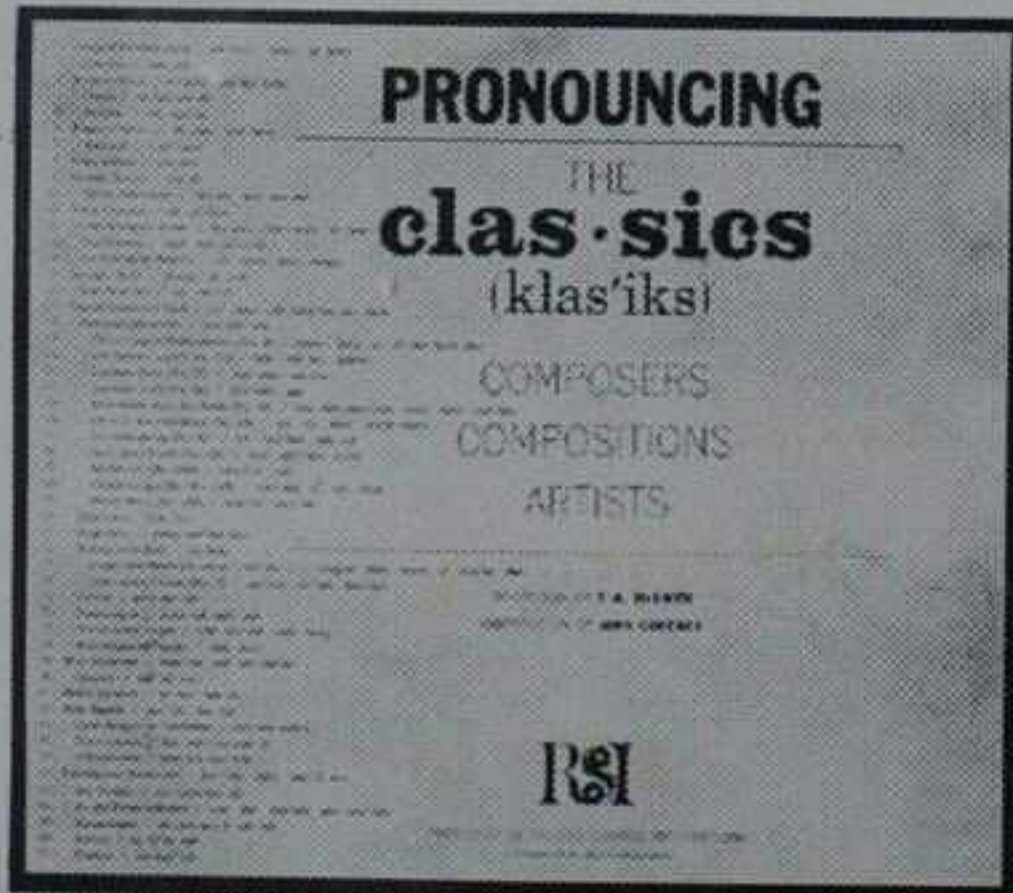


# DON'T CRY, MR. BEETHOVEN...

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.  
 ← List \$4.95

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 trade prices contact Miss Caroline Collett, General Manager



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You will hear sound that is so emotionally overpowering, so searingly penetrating and intense that it plunges you into an overwhelming musical panorama . . . a panorama of such awesome vividness that you not only hear it and feel it but you even seem to see it.

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. . . combining the latest astounding advances in the use of STEREO 35/MM magnetic film recording . . .

. . . with the most brilliantly imaginative, sound-tailored arrangements ever created . . .

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ENOCH LIGHT AND HIS ORCHESTRA  
AT CARNEGIE HALL  
PLAY IRVING BERLIN

# Stereo FM Showmen Eye Record Studios as Base

## Audio Authority Stephen Temmer Terms Radio Production Facilities '2d Rate'

By CHARLES SINCLAIR

NEW YORK — Now that FM radio is entering an era of network-level stereocasting (see *BMW*, September 22), a new radio headache is making itself apparent. Executives exploring the possibilities of stereo-revitalized radio production are finding, all too quickly, that broadcast studios are generally ill-equipped to be the radio production bases for what may become a growing stream of new stereo music programs and big-name radio stereo showcases.

In fact, even the largest FM stations play a distinct second fiddle to the stereo facilities of the majors and larger independents in the recording industry, particularly in New York and Los Angeles. Recording studios, whose top engi-

neers experimented with stereo tape as far back as 1952 and who have been in two-channel recording of all types of music and spoken-word albums since 1958, have a real edge in both equipment and personnel.

Stephen Temmer, president of Gotham Audio Development Corporation and a supplier of top-grade audio equipment and installations for both radio stations and recording studios, told *BMW* in New York:

"A radio station is usually breaking its neck when it buys a \$90 microphone. A good recording studio thinks in terms of stereo mikes at prices up to \$800 each. Equipment budgets at stations and networks are the same as they were 20 years ago, and few broadcast

(Continued on page 42)

### NO DOCTORS?

## TV Newcomers Make With Wax

NEW YORK—With the new TV season getting into high gear, a new crop of TV personalities is breaking into the record field.

Candy Moore, who plays Lucy's teen-age daughter in "The Lucy Show" starting October 1, has recorded "It's Your Turn Now" and "Living Stone," pop ballads with r.&b. backgrounds, for the Sable label, a subsidiary of Ace organized specifically as a showcase for the young thrush. The platter is due for release October 15.

Singer-actor Mark Rydell, recently "killed off" in the sudsy CBS-TV serial "As the World Turns" after a six-year hitch, is waxing "Penny," the show's theme, as a single for Philips Records. The platter is being cut under the direction of Quincy Jones.

Dean Jones, headliner of the new "Ensign O'Toole" series on NBC-TV, has recorded "The Proud Don't Cry" and "What'll I Do With My Tattoo of You" on the Liberty label. Jones is currently on a tour of major TV cities to promote the show.

## WCAU in Philly Shuts Off Music, Goes 'Talk' Oct. 1

PHILADELPHIA — A major outlet for record play will be closed down almost completely when radio station WCAU goes "all talk" starting October 1. WCAU is the city's most powerful station as to wattage and is a CBS affiliate. All music, excepting Bob Menafee's morning show, will be killed.

Programming will go almost entirely news and comment, with most of the record spinners leaving the staff. Doug Arthur, who was the station's No. 1 disk jockey from the time he was snared away some years back from Station WIGB, will stay on for the feature event segment only until the end of the year.

Station operates around the clock and earlier this year junked its all-night show in favor of Alan Scott's all-night all-talk interview show.

## Dad, Son-in-Law In as DJ Entry On Dayton Air

DAYTON, Ohio—Radio has reached a new level of maturity; there is now a father-and-son-in-law deejay duo spinning platters on Dayton's WONE.

Jack Rowzie, formerly with WWDC, Washington, is the senior member and is heard as the WONE morning deejay personality and again in the late afternoon. Rowzie follows his son-in-law, Norm Beasley, who's married to Rowzie's daughter Donna and who holds down the station's wake-up segment from 5 to 9 a.m.

Beasley, a former spinner at WPIK, Alexandria, Va., met Donna Rowzie on a blind date in Washington, after Beasley learned that Donna's family specialty was picking teen-appeal record hits. The Beasleys are now parents of three, which makes Rowzie one of the few deejays who's also a grandfather.

# VOX JOX

By JUNE BUNDY

"FEARLESS PETE" DOES IT AGAIN: Charles (Big Pete) Peterson, formerly program director-deejay at KALL, Salt Lake City, launched his new appointment as program director of WSGN, Birmingham, by taming a group of local lions. The lions were real ones, and Peterson—billed as "Fearless Big Pete"—actually entered their cage (as part of Chet Juszyk's lion act) for a series of four performances with Tom Packs' Zamora Temple Shrine Circus, to benefit a Birmingham charity. The bearded deejay is no stranger to hazardous stunts. His past exploits included boxing three rounds with a professional boxer; pushing a wheel chair 30 miles for the March of Dimes; playing basketball against the Harlem Globetrotters; driving in a chariot race in Utah, and gunning a stock car in a demolition derby. In addition to his p.d. duties, Peterson emcees a morning show at WSGN.

DEANE GIMMIX: Buddy Deane, WJZ-TV, Baltimore, is conducting an amateur vocalist contest for teenagers between 14 and 19. Winners of the contest will receive a Chancellor Records contract, guaranteeing one single and an option for other sides if first pressing is successful. Semi-finalists will appear on Deane's TV show.... Meanwhile, the Baltimore Orioles featured "Buddy Deane Day" at Memorial Stadium Friday (21), with Jose Jimenez, Paul Peterson, Dick Lee, Tommy Boyce and the Lafayettes as guests. After the game, a section of the field was set aside for a Deane record hop. Tickets were sold at reduced rates to teenagers for the one-time-only event.

CHANGE OF THEME: Bill Phillips, formerly with WTRX, Flint, Mich. (where he used his own name Phil Boller), has joined WKMH, Detroit, in the 7 p.m. to midnight time slot. The name change was made because Dick Buller and Jack Fuller are already on the air in Detroit and WKMH was afraid the sound-alike names would cause dialers confusion.... Ron Barrett has moved to WJW, the "Beautiful Music" station, Cleveland, in the 3-7 p.m. time slot, Monday through Saturday. Latest addition to Westinghouse's newly acquired outlet, WINS, New York, is Dick Clayton. He has replaced Longy Starr in the 6-10 time seg.

Wayne Henry is new spinner at KBOI, Boise, Ia., and TV director of the outlet's sister TV station, KBOI-TV.... Duke Rumore has joined WYDE, Birmingham, in the 5-9 a.m. and 3-5 p.m. time slots. Also new at WYDE is program director Bill Sanders, ex-KTHT, Houston.... Herb Sims, formerly with KWBY, Scottsdale, Ariz., has taken over two shows at KTAR, Phoenix. One of Sims' new programs spotlights c.&w. was, the other pop disks. He needs new releases.... Also in need of new wax is John R. Castronovo, veepee of La Rue Enterprises, Milwaukee, which recently signed a contract to program five hours of c.&w. music, three hours of light classical, opera and Broadway show selections, six days a week, over WTOS-FM, Milwaukee. Castronovo handles the c.&w. emcee chores, while Tony Angel hosts the other segs.

Meanwhile, Bill Clark, ex-program director of WGKV, has moved to WCAW, Charleston. In addition to Michael, the deejay staff at WQXI, Atlanta, now includes Sam Hale, Mike Holliday, Red Jones (also p.d.), Hal Pickens and Dick Gray.... Two new classical music shows will debut on WRVR, New York, this month. "The Lively Archives," a bi-weekly "excursion into the music of the distant past," emceed by John De Witt, September 14 from 8:30 to 9:30 p.m. Alternating with "The Lively Archives" — starting September 21 — will be "Treasury of the 78," with Gene Bruck as emcee. He will spin and discuss "original 78 r.p.m. disks not likely to be reissued on LP's, but which certainly should not be forgotten."

## YESTERYEAR'S HITS

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

### POP—5 Years Ago September 30, 1957

1. Honeycomb, J. Rodgers, Roulette
2. Tammy, D. Reynolds, Coral
3. That'll Be the Day, Crickets, Brunswick
4. Diana, P. Anka, ABC-Paramount
5. Whole Lotta Shakin' Goin' On, J. Lewis, Sun
6. Chances Are, J. Mathis, Columbia
7. Mr. Lee, Bobbettes, Atlantic
8. Teddy Bear, Elvis Presley, RCA Victor
9. Happy, Happy, Birthday, Baby, I. Weavers, Checker
10. In the Middle of an Island, T. Bennett, Columbia

### POP—10 Years Ago September 27, 1952

1. You Belong to Me, J. Stafford, Columbia
2. I Went to Your Wedding, P. Page, Mercury
3. With You Were Here, E. Fisher, M. Winterhalter, RCA Victor
4. Jambalaya, J. Stafford, Columbia
5. High Noon, F. LaRo, Columbia
6. Aul Wladensh'n, Sweetheart, Y. Lynn, London
7. Half as Much, E. Clooney, Columbia
8. Meet Mr. Callaghan, L. Paul, Capitol
9. You Belong to Me, P. Page, Mercury
10. Trying, Hilltoppers, Del

### RHYTHM & BLUES—5 Years Ago—September 30, 1957

- Diana, P. Anka, ABC-Paramount  
Honeycomb, J. Rodgers, Roulette  
That'll Be the Day, Crickets, Brunswick  
Whole Lotta Shakin' Goin' On, J. Lewis, Sun  
Mr. Lee, Bobbettes, Atlantic

- Happy, Happy Birthday, Baby, I. Weavers, Checker  
Send for Me, N. Cole, Capitol  
Lotta Lovin', G. Vincent, Capitol  
Further Up the Road, B. Stand, Duke  
Rainbow, E. Hamilton, Kapp

## ARTISTS' BIOGRAPHIES

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

### FLORRAINE DARLIN (Epic)



**REAL NAME:** Florraine Panza. **BIRTHDAY:** January 20, 1944. **HOME TOWN:** Pittsburgh. **EDUCATION:** High school. **BACKGROUND:** Though she has been singing all her life, Florraine Darlin didn't seek a professional career until two years ago when she began writing songs and recording them on a tape recorder. She mailed the tapes to various record companies, but they were always returned. Early in 1962, the de-

termined songstress attended a dance in Pittsburgh, knowing that popular singer-bandleader Bobby Vinton was to be one of the entertainers. She presented him with some of her tapes and he played them—much to her surprise. Vinton then asked Miss Darlin to sing with the band, and promised to take the tapes to his own label, Epic Records. The record company people were equally enthusiastic and signed her to an exclusive contract. But it was Bobby Vinton's smash recording of "Roses Are Red" which brought about Miss Darlin's record debut earlier than had been planned. Vinton's hit disk inspired the songwriters, Al Byron and Paul Evans, to write an answer to their own hit. When Vinton heard the song at Epic, he asked a.&r. man Bob Morgan to give the song to his protegee.

**LATEST SINGLE:** Florraine Darlin's waxing of the answer song to "Roses are Red" is called "Long as the Rose Is Red."

### KRIS JENSEN (Hickory)

**PERSONAL MANAGER AND BOOKING OFFICE:** Acuff-Rose. **BIRTHDAY:** April 4, 1942. **HOME TOWN:** New Haven, Conn. **EDUCATION:** High school. **HOBBIES:** Hunting, weightlifting, swimming. **BACKGROUND:** Kris Jensen acquired his love of country music through his father's often-played and extensive folk and country record collection of Burl Ives, Chet Atkins and others. Jensen started picking his own



guitar at the age of 15. He studied chords for a short time and developed interest for pop-country music through the influence of Elvis Presley. During high school, Jensen played for school dances and other social activities. After he was graduated from high school in June 1960, and was vacationing with his family in Tennessee, Jensen had the opportunity to meet Wesley Rose. Upon hearing Jensen perform, Rose contacted Kapp Records for an audition and the young lad was soon signed to a two-year recording contract. Jensen then signed an exclusive pact with Hickory Records and his first waxing for that label is currently moving rapidly on the Hot 100.

**LATEST SINGLE:** Kris Jensen's Hickory disk of "Torture" swings into the No. 57 slot on the Hot 100 this week.



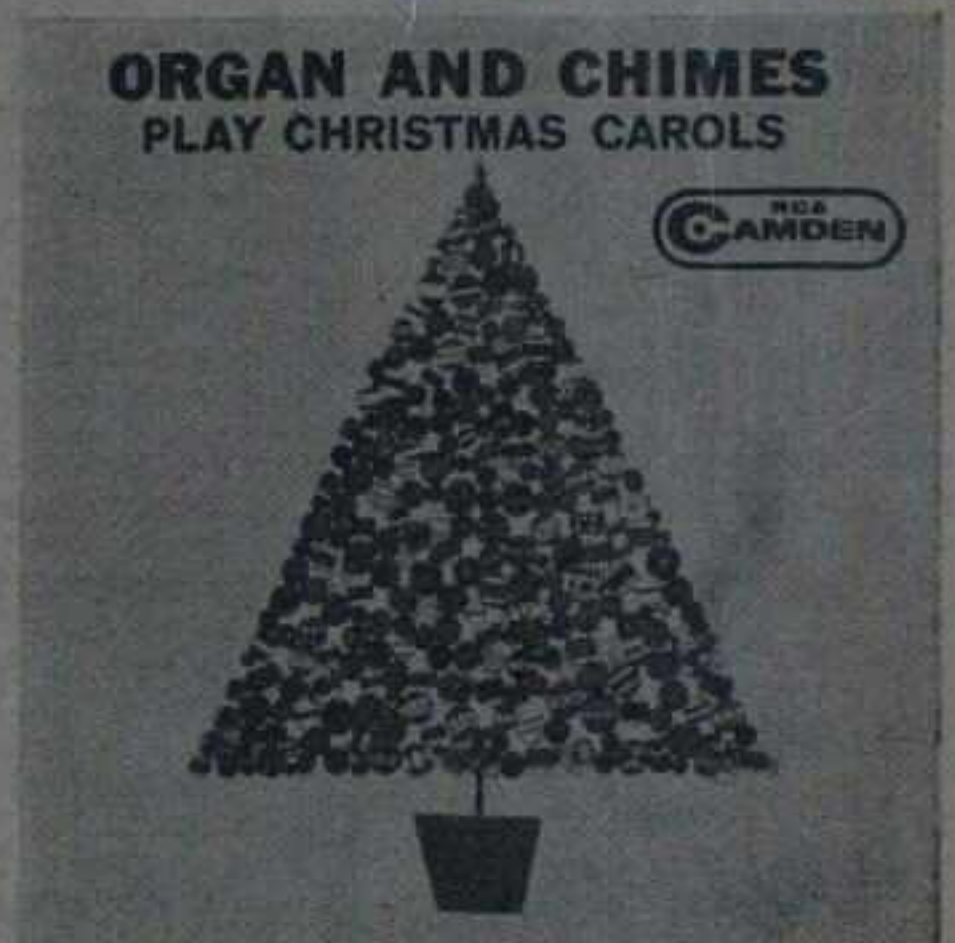
**TCHAIKOVSKY  
NUTCRACKER SUITE**  
1812 OVERTURE  
MARCHE SLAVE  
OSLO PHILHARMONIC ORCH.  
ODD GRÜNER-HEGGE, Cond.  
A trio of Tchaikovsky favorites in a performance by the Oslo Philharmonic Orchestra. Odd Gruner-Hegge, Cond.  
CAL/CAS-630



*Living Strings* PLUS *Two Flutes* PLAY  
**SONGS THAT WILL LIVE FOREVER**  
"Warsaw Concerto," "Some Enchanted Evening," "Stardust," "Moonlight Sonata" and 16 other glowing greats.  
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*Living Voices* SING **Christmas Music**  
Fourteen favorite carols and songs. "Winter Wonderland," "White Christmas," "The First Noel," "Silent Night."  
CAL/CAS-725



**ORGAN AND CHIMES  
PLAY CHRISTMAS CAROLS**  
Arranged and conducted by Leo Addeo. "Joy To The World," "O Tannenbaum," "O Holy Night" and 17 others.  
CAL/CAS-726

# FOUR BIG NEW ALBUMS BECOME PART OF...



**THE SOUND OF  
CHRISTMAS WITH  
THE THREE SUNS**  
The Three Suns with 20 favorite carols including "Adeste Fideles," "Joy to the World."  
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**CHRISTMAS MAGIC**  
HUGO WINTERHALTER  
Winterhalter's fine hand graces "White Christmas," "Carol of the Bells" and others.  
CAL-449\*



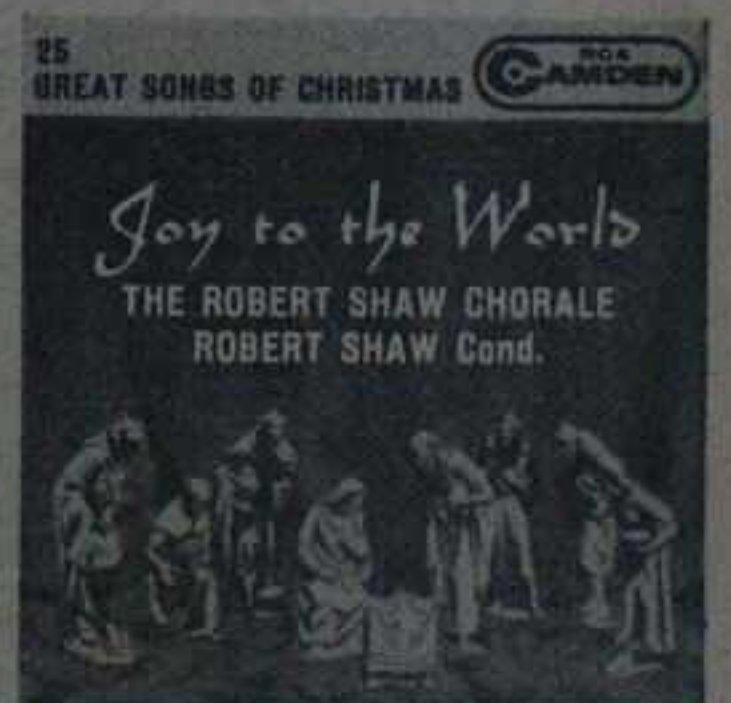
**CHRISTMAS MUSIC**  
BY THE AUGUSTANA CHOIR  
"What Child is This?" "The Coventry Carol" plus traditional carols in choral splendor.  
CAL/CAS-636



**HI-FI  
CHRISTMAS  
PARTY**  
DOMENICO SAVINO  
AND HIS  
ORCHESTRA  
Domenico Savino. "Silent Night," "Sleigh Ride," "The First Noel" and thirteen others.  
CAL/CAS-392



**PERRY COMO**  
SINGS MERRY **CHRISTMAS MUSIC**  
Fifteen Christmas favorites include "I'll Be Home for Christmas," "Silent Night."  
CAL-660\*



**25  
GREAT SONGS OF CHRISTMAS**  
*Joy to the World*  
THE ROBERT SHAW CHORALE  
ROBERT SHAW Cond.  
Robert Shaw Chorale with 25 great songs of the Christmas season, including "Was-sail Song."  
CAL-448\*

# AMERICA'S BIGGEST CHRISTMAS VALUE

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THE BIGGEST "SOUND" VALUE AT ANY PRICE  
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Zooming to the Top!  
**BARBARA LYNN'S**  
**SECOND FIDDLE GIRL**  
 h/w  
**LETTER TO MOMMY AND DADDY**  
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The New Dance Sensation!  
**BREAKING WIDE OPEN!**  
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MAKING IT BIG THROUGHOUT THE NATION  
 R&B AND POP  
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Another Smash by  
**BRIAN HYLAND**  
 Warmed Over Kisses  
 (Left Over Love)  
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ABC-PARAMOUNT  
 FULL COLOR FIDELITY

**"TEAR FOR TEAR"**  
 by  
**GENE CHADLER**  
 (Duke of Earl)  
 VEE JAY #461

LIKE WOW!  
**SAM & DAVE**  
**"NO MORE PAIN"**  
 R-4445  
**ROULETTE RECORDS**  
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**WE'RE CHIRPIN'!**

- ONLY LOVE CAN BREAK A HEART Arch Music Co., Inc., Gene Pitney (Musicor)
- PUNISH HER January Music Corp., Bobby Vee (Liberty)
- IF I DIDN'T HAVE A DIME January Music Corp., Gene Pitney (Musicor)
- HE'S A REBEL January Music Corp., Crystals (Phillips)
- CRYSTALS (Phillips) Vikki Carr (Liberty)
- CLOSE TO CATHY Arch Music Co., Inc., Mike Clifford (U.A.)
- LOVERS BY NIGHT, STRANGERS BY DAY January Music Corp., Fleetwoods (Delton)

**A. SCHROEDER MUSIC CORP.**  
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 Akky Steinberg Wally Gold

**NEW POSTS**

Kenneth L. Draper has been named program manager of Westinghouse-owned KYW, Cleveland, replacing Eugene M. Plumstead. A former announcer, Draper was most recently program manager of KEX, Portland, Ore. . . . Volney Lamb Jr. has resumed his job as program director of WIRL, Peoria, after a 10-month duty hitch in the Army. He's also handling an early-evening deejay slot. Murray Burnett, former producer-writer for the Mike Wallace "PM" series, has joined the staff of WINS, New York, as producer of "Program PM." A one-time movie script writer, he scripted "Casablanca." . . . Herman Maxwell, former sales director of WNBC, New York, has been named sales manager of WTFM, New York's only 24-hour-a-day FM stereo station.

Win Jolly has been appointed program director and production manager of WTAQ, La Grange, Ill. The daytime outlet was recently granted a license to increase power to 1,000 watts. . . . Edwin M. Fisher has been named an account executive of QXR Network, with headquarters in New York. He was formerly radio sales manager of Crosley Broadcasting Corporation. . . . John J. Tormey has been appointed a radio sales executive of RKO General, Inc.

Joseph B. Somerset has been elected a vice-president of Capital Cities Broadcasting Corporation, and will be in charge of programming for the group's radio stations. . . . Ben Wickham, onetime program director of WJW-TV, Cleveland, and later its manager, has been named manager for station services by the Television Information Office. . . . Michael Hauptman and Gerald M. Goldberg have been appointed promotion manager and publicity director respectively of WINS, N. Y.

Dwight W. Martin, of WDSU-TV, New Orleans, was elected president of the Associated Press Radio & TV Association at the annual directors meeting. Also announced at the meeting: regional news now constitutes about 22 per cent of the daily news flow received by AP member stations.

An Exciting Hit!  
**THE CHA-CHA-CHA**  
 Bobby Rydell  
 Cameo #228

more will LIVE  
 the more you GIVE  
**HEART FUND**

**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:**  
 What is your most effective September programming and/or promotion gimmick?

**THE ANSWERS:**  
**JOHN CANTON**  
 WRAW, Reading, Pa.



Our Labor Day weekend safety campaign. Beginning Friday noon through Tuesday morning, we placed the 13-40 Mobile Life-Saver Unit on highways. Three reports an hour were made from the unit describing current traffic, weather and road conditions. Weather forecasts were given for all major tourist attractions in the immediate area. WRAW urged motorists to keep their headlights on at all times to remind fellow drivers to drive safely. Response—tremendous!

**DAVID E. LYMAN**  
 WQUA, Moline, Ill.

My most effective September promotion—a most popular school contest, when I was with WLEE, Richmond, Va. Listeners voted for their favorite high or junior high school. Each person could vote as often as he liked, but no one could sign a single sheet of paper more than once. Prize: a party for the student body of the winning school. Drew 1,700,000 entries in Richmond. Nashville station, with same contest, exceeded 2,000,000.

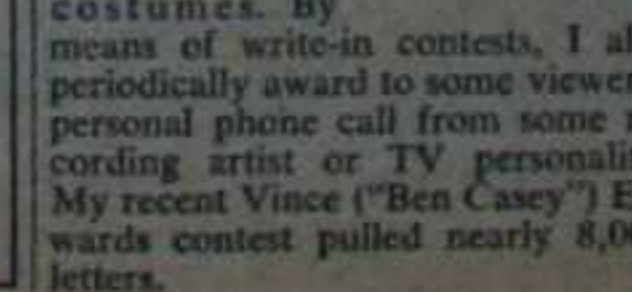
**CHARLIE JENKINS**  
 WJCD, Seymour, Ind.



On my afternoon show I feature during September the Good Music hits of the summer. With these (along with stand-bys Sinatra, Lee, Fitzgerald, Martin, Cole, etc.) I like to feel I program a variety of music for all ages. WJCD is basically a Good Music operation. However, we play the better tunes from the Hot 100. Also, September kicks off our extensive sports programming.

**LARRY KANE**  
 KTRK-TV, Houston and KBMT-TV, Beaumont, Tex.

We try to feature a costume party of some type every five or six weeks because the kids go all out for these. We keep these topical by centering them around a popular ABC-TV show. Prizes are given for the most creative costumes. By means of write-in contests, I also periodically award to some viewer a personal phone call from some recording artist or TV personality. My recent Vince ("Ben Casey") Edwards contest pulled nearly 8,000 letters.



**BILLBOARD MUSIC WEEK EASY LISTENING**

This Week	Last Week	From this week's Hot 100	WEEKS ON CHART
1	2	TITLE, ARTIST, LABEL	100
1	1	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	9
2	4	ALLEY CAT, Bent Fabric, Alca 6226	10
3	2	TEEN AGE IDOL, Rick Nelson, Imperial 5884	8
4	3	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	9
5	9	I REMEMBER YOU, Frank Ifield, Vee Jay 457	4
6	6	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532	8
7	7	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	10
8	12	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	3
9	11	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	8
10	5	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	8
11	8	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	11
12	10	I'M THE GIRL FROM WOLVERTON MOUNTAIN, Jo Ann Campbell, Cameo 223	7
13	—	ALL ALONE AM I, Brenda Lee, Decca 31424	1
14	13	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	3
15	17	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048	5
16	14	A TASTE OF HONEY, Martin Denny, Liberty 55470	12
17	—	GINA, Johnny Mathis, Columbia 42582	2
18	—	SWEET SIXTEEN BARS, Earl Grant, Decca 25574	4
19	—	CLOSE TO CATHY, Mike Clifford, United Artists 489	3
20	20	NO ONE WILL EVER KNOW, Jimmie Rodgers, Dot 16378	5

**Record Studios as Base for Stereo FM**

Continued from page 40

engineers have had much experience in stereo production, much less a real knowledge of it. The audio quality of most stations is second-rate.

Temmer's gripe is typical of those who have tried to upgrade radio's sound quality and facilities in preparation for FM stereo, and he has seen radio's resistance to equipment improvement in action. "We even joined the NAB in order to exhibit at their conventions," he said. "The results were absolute zero. The thinking of broadcast management on equipment and studios calcified a long time ago. With FM stereo here, management must now face the payoff."

In radio's heyday, the problem of where to produce a network show was a lot less complicated.

**Jack Douglas WLW-T Visitor**

CINCINNATI—Jack Douglas, producer and host of "Across the Seven Seas," new color TV series which premiered on WLW-T here Wednesday evening (19), spent four days here early last week running over promotion plans with Crosley Broadcasting execs and guesting on several of the station's TV segs. On Tuesday evening (18), Douglas was honored guest at a reception for the brass of the series sponsors, the Central Trust Company and the Cincinnati Gas & Electric Company, and the local and trade press, held in the Executive Dining Room at Crosley Square. Cincinnati Gas and Central Trust have jointly and independently sponsored eight educational TV shows on WLW-T in the last five years.

Home receivers were generally low-fi, FM was experimental, and producers simply went into a network or station studio to produce a show. Even major record labels, like RCA Victor and Columbia, went to their network cousins, NBC and CBS, for large-scale music recording sessions.

Today, networks and stations who have visions of dusting out large studios not yet converted to TV and using them as production centers for FM stereo shows are in for a disappointment, say producers, if they're looking for outside business.

Likely to be among the rental studios most sought by FM stereo network producers are the recording facilities of majors like Columbia, Capitol and Victor, whose personnel have now had years of stereo experience. Also strongly in the running (and for some specialty shows, probably front-runners) are such stereo-wise independent studios as those of Gotham, Olmstead, Bob Fine, Pathe Sound, Reeves, Music Makers, AAR Recording and Audio Techniques, among others.

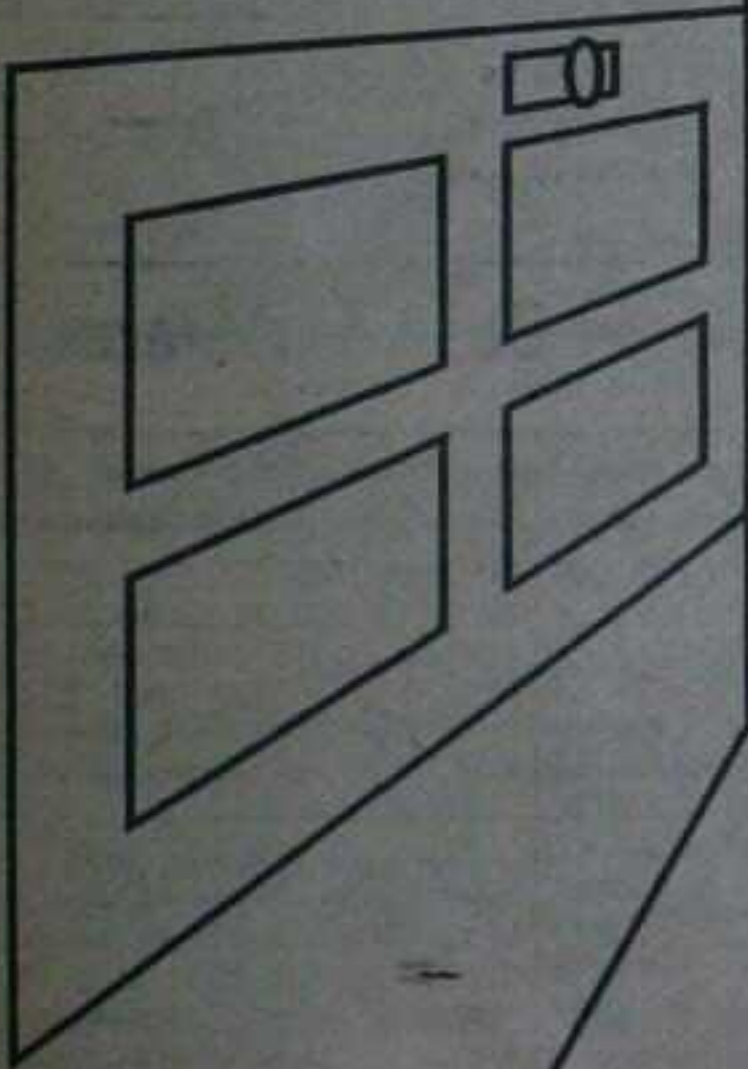
The situation was summed up for BMW by one New York radio executive, whose company is now planning a series of pilots of stereo radio network shows. "We looked at New York station facilities. At one station, for instance, out of 20 station engineers only two had any conception of what stereo recording involved, and most of the equipment was obsolescent. We plan to produce our shows at a studio which does nearly all its work for the record industry."



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A great Starr  
performance!***



***Kay Starr  
Four Walls  
b/w  
Oh, Lonesome Me  
#4835***



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or in the making

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## "BLUEBERRY HILL"

by

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Argo #5423

from Argo LP

"COUNTRY MEETS  
THE BLUES"

## "SOMEDAY I'LL SHOW YOU"

by

**The Radiants**

Chess #1832

## "ONE GOOD REASON"

by

**Steve Alaimo**

Checker #1024

## "HOUSEWARMIN' PART I"

by

**Howard McGhee  
& The Blazers**

Argo #5422

**CHESS  
PRODUCING CORP.**

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# MUSIC AS WRITTEN

Continued from page 14

A surprise shift at Dale Enterprises is **Bill O'Brien**, former Boston deejay, as new promotion man for Warner Bros. Records. He replaces **Bruce Hinton**, promoted and transferred to the WB promotion spot in Los Angeles. . . . Columbia's "Gina," by **Johnny Mathis** keeping delivery trucks busy. Other singles getting a big call are "Little Black Book," by **Jimmy Dean**; "Burning of Atlanta," by **Claude King**, and "Don't Believe It," by **Andy Williams**. **Patty Giamball** of the office staff confined to Revere Hospital with a virus.

The **Danny Thomas** campaign for St. Jude's Research Hospital, founded by Danny at Memphis, is reported to have cleared around \$15,000 from his show at the Boston Garden. . . . **George Wein**, Newport Jazz Festival head man, is sponsoring a tour of the Kingston Trio and will bring it into the Donnelly Theater on October 20. . . . A story going the rounds here is to the effect that **Bill Kenny**, lead singer of the **Ink Spots**, is working as a bartender in Toronto. **CAMERON DEWAR**

## Cincinnati

**Harry Carlson**, Fraternity Records prexy, was in Nashville last week to record his new talent, **Arlie Nevil**, of Savoy, Ill., on two sides at the Columbia Studios there. Tunes waxed were "The Skip" and "Alone On a Star," both penned by young Nevil. Backing on the two sides comes from **Floyd Cramer**, **Buddy Harmon**, **Grady Martin**, **Ray Eddington**; **Bob Moore**, who conducted the session, and the **Anita Kerr Singers**. Carlson is making a hurry-up release on the platter. . . . **Marty Allen** and **Steve Rossi**, current at the Club Diplomat, new suburban niter which made its bow Thursday (20), have been signed for eight appearances on the **Garry Moore** TV show this season. . . . **Bob Buckler**, of Swahlen, Inc., Miami, was in town Friday and Saturday (21-22) to pitch the merits of the new hour-long video-tape seg, "Bob Poole's Gospel Favorites," to WCPO-TV execs. The Poole show, which spots from three to five of the top gospel groups in each showing, is now being sold in 38 markets and has been pulling some fancy ratings, according to Buckler. **BILL SACHS**

## Nashville

Young **Denny Reed**, newcomer to town, has his first release for Dot Records, "Faithful to the End" c/w "Lamp of Love," hitting the stores this week. . . . Wilhelm Agency has signed **Van Houston**, whose new release for Columbia is "Give Her My Love" c/w "One Time Too Many." Van is brother of thrush **Harvie June Van**. . . . Follow-up to Wilburn Brothers' hit, "Trouble Back in Town" is "The Sound of Your Footsteps" c/w "Day After Day" on Decca.

Columbia's **Don Law** and **Frank Jones** report recent and upcoming sessions at Bradley Studio by **Marty Robbins**, **Flatt and Scruggs**, pianist **Bill Purcell**, **Charlie Walker** and **Ray Price**. Guitarist **Harold Bradley** (brother of Decca's **Owen**) is skedded for his first session for Columbia right away. . . . Capitol's **Faron Young** was at the Bradley Studio for a session recently and **Mac Wiseman** etched for the label also. . . . **Tommy Jackson** cut an album for Dot recently at Bradley's, and **Bob Moore** and **Grandpa Jones** waxed for Monument at the RCA Victor Studio. **PAT TWITTY**

## Pittsburgh

The **Kingston Trio** will be featured at Syria Mosque October 13 under auspices of promoter **Lenny Litman**. . . . **Rose Calerone's** Twin Coaches night club resumes full-time operations Friday (28) with **Jack E. Leonard** to be followed by **Damita Jo**, **Johnny Mathis** and **Guy Lombardo**. . . . The **Lettermen** have been set for a four-day date at the Vogue Terrace, October 31.

**Nick Noble** had to cancel a weekend here which was to promote his Liberty single of "Hello There." He was hospitalized in Detroit. . . . **Bill Roberts** is the new promotion manager at Cosnat Records. . . . **Richard Chamberlain**, TV's "Dr. Kildare", spent Thursday (20) here, and was delighted to hear from distributor **Ben Herman** that Dick's new MGM platter "Love Me Tender" is shaping up as a real hit. . . . **Richard Maltby** and his orchestra will play for Duquesne University's Carnival Ball.

**Aretha Franklin**, current at the Zanzibar, will be followed by **Yvonne Baker** and the **Sensations**, **Etta James** and **Hank Ballard**. **LEONARD MENDLOWITZ**

## Hollywood

**Fats Domino's** "Did You Ever See a Dream Walking" is being issued by Imperial as a single for the first time. Some time ago it was included in Fats' Imperial album, "A Lot of Dominoes," and is now being paired with "Stop the Clock." . . . **Ray Harris** leaves his Capitol Atlanta branch post to join the firm's single record promotion team. He moves his headquarters to Nashville and will cover the Southeastern territory in pushing the label's singles ware. He reports to **Vito Samela**, national singles sales and promotion manager.

**Fred Martin**, Capitol public relations director, will see his manpower increased by a full 100 per cent with the return to his staff of **Mark Braly**, back after a year's military leave of absence. . . . **Jerry Fielding** left last week for Camden, N. J., and New York to supervise the music for **Eddie Fisher's** Winter-garden opening in October. Fielding, whose most recent film score was for "Advise and Consent," was signed by Fisher to handle all his club date musical arrangements. . . . The **Sylte Sisters**, **Tutti Camarata's** latest artist acquisition, are a nine-day run at the Mid-South Fair, Memphis (21-29), and then go into the King's Club, Dallas, for two weeks. The pair completed a promotional deejay tour before playing the Memphis outdoor event. **LEE ZHITO**

# BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	Title, Artist, Label & Number	Weeks on Chart
1	2	GREEN ONIONS, Booker T and the MG's, Stax 127	6
2	1	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032	5
3	3	SHERRY, Four Seasons, Vee Jay 456	4
4	5	DO YOU LOVE ME, Concha, Gordy 7605	6
5	15	LIE TO ME, Brook Benton, Mercury 72024	4
6	4	LOCO-MOTION, Little Eva, Dimension 1000	9
7	6	SHEILA, Tommy Roe, ABC-Paramount 10329	7
8	11	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	4
9	22	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	15
10	8	TWIST AND SHOUT, Isley Brothers, Wand 124	14
11	9	PARTY LIGHTS, Claudine Clark, Chancellor 1113	12
12	13	RINKY DINK, Dave (Baby) Cortez, Chess 1829	9
13	18	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	4
14	12	SOMEDAY, SOMEWAY, Marvelettes, Tamla 54065	3
15	—	STORMY MONDAY, Bobby Bland, Duke 355	1
16	10	BEECHWOOD 4-5789, Marvelettes, Tamla 54065	7
17	20	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	7
18	24	LOOKIN' FOR A LOVE, Valentinos, Sar 132	10
19	19	BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046	5
20	14	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352	6
21	7	STOP THE WEDDING, Etta James, Argo 5418	9
22	28	WHAT'S A MATTER BABY, Timi Yuro, Liberty 55469	5
23	29	BROKEN HEART, Fiestas, Old Town 1122	3
24	30	LET'S DANCE, Chris Montez, Monogram 505	4
25	21	PATCHES, Dickey Lee, Smash 1758	2
26	—	DON'T YOU WORRY, Don Gardner and Dee Dee Ford, Fire 513	1
27	25	POINT OF NO RETURN, Gene McDaniels, Liberty 55480	3
28	16	HANDFUL OF MEMORIES, Baby Washington, Sue 767	3
29	23	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019	6
30	17	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	15

## Chicago

Vee Jay's **Frank Ifield** kicks off a nationwide promotion tour with an appearance here October 8. He'll travel with Vee Jay's national promo man, **Red Schwartz**. . . . Vee Jay's **Four Chances** and producer **Bob Crewe** received their gold record for "Sherry" on the **Dick Clark** show, Friday (21). . . . **Little Al Temaner** got fall going with a bang with a swingin' soire at his pad for the city's record traders. All of Al's employees plus the city's distrib salesmen and promo men were on hand. **John Dountanian** won the afternoon's Hokey Pokey dance contest. . . . **Ike Clanton** introduced his new Mercury release at an anniversary ceremony for popular Baltimore jockey **Buddy Dean**. He'll also do a series of hops this week with **Larry Monroe** (WACO). . . . It's a girl, **Alicia Adrienne**, for Personality Productions' **Jeanne Bennett**. Jeanne has set up permanent offices here and handles the entire Personality roster of recording artists.

**Jim Golden**, promo man for Garmisa, has been upped to merchandise manager for Pioneer Sales, rack-jobbing operation located in Garmisa's plant. Golden will work for **Marty Spieler**. **Lennie Garmisa's** son **Bob** will take over promotion duties for ABC, Command, Grand Award, Westminster and Chancellor. . . . **Enoch Light** and **Loren Becker** presided over Command's Midwest distributor meeting here last week to introduce the firm's fall album line. . . . Command's **Hugh Dallas** was a visitor here last week, but it's back to Detroit Monday (24). . . . Popular deejay **Norm Spaulding** joins WAAF. . . . **Fred Harm**, 25-year Chicago broadcasting veteran, joins WAIT as general manager. . . . **Dick Newton** takes over as public relations head at WIND. . . . Singer's **Fred Siplora** is back at work after a week's stay in the hospital here for an ulcer check. . . . **Jerry D. Allan** has opened offices here for Variety Records. . . . **Ralph Beaudin** will handle promotion for WLS. **NICK BIRO**





Smash Follow Up... The "RINKY DINK" Kid

# "HAPPY WEEKEND"

b/w

**FIDDLESTICKS**

# Dave "Baby" Cortez

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**JOY RECORDS**  
1619 B'way N.Y. 19, N.Y.The pick of the new releases:  
**SPOTLIGHT ALBUMS  
OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

• Continued from page 22

faring Stranger" and "High Road." The New Frontier should also stir some controversy.

**MONSTER MASH**

Bobby (Boris) Pickett and the Crypt Kickers. Garpax GPX 57001 (M); SGP 67001 (S) — With the single version of "Monster Mash" riding the crest, Garpax has rushed out this LP containing the original hit plus others sliced from the same corpse by Bobby Pickett. Present are Boris, Igor and the other bloodsuckers popularized on the single, offered in a variety of tempos with good rhythmic backing making them danceable. However, all depend upon Pickett's Frankenstein-Dracula impressions to sell the material and he does not fail. Some additional singles also possible here, as with "Bellas' Bash" and "Rabian-the Fiendage Idol."

**SMASH HITS**

Various Artists. Smash MGS 27018 (M); SRS 67018 (S) — Teens should have big eyes for this strong collection of old rock hits from the late 1950's. They include "Stay" with Maurice Williams, "Get a Job," with the Silhouettes, "Shake a Hand" with Faye Adams, "The Joker" by Billy Myles, "In the Still of the Night" by the Five Satins, and old hits by the Mello-Kings, Lee Allen, the Nutmegs, the Turbans, and Charlie and Ray. Should sell well in all major markets.

**Jazz****DON SHIRLEY PIANIST EXTRAORDINARY**

Cadence CLP 3048 (M); CLP 25048 (S) — Don Shirley has a fine LP of piano solos here, all of which should please his many fans. The artist's unique style comes through in its pure state, without aid or interference from rhythm section. The LP contains standards, mostly, played in the slow, dramatic almost concerto Shirley style. "My Ship," "I Understand," "Lady Be Good" and "Mack the Knife" are a few of the standout tracks.

**FLAMING DRUMS!**

Olatunji. Columbia CL 1866 (M); CS 8666 (S) — Here's another exciting album from Michael Baba Olatunji. The album is filled with the frenzy and swing of his previous sets and the multitude of drummers and singers along with a flutist or two who join Tunji to make the album a winner. "Abana," "Uhuru" and "Mystery of Love" are three of the outstanding tracks.

**NEW BEAT BOSSA NOVA**

Zoot Sims and his Ork. Colpix CP 435 (M); SCP 435 (S) — Here's another mighty appealing bossa nova LP. It features tenor saxist Zoot Sims against a bank of flutes, gentle rhythm and guitar. Manny Albam and Al Cohn have done the arrangements and Kenny Burrell is featured on guitar. The set is filled with tasteful music that makes economic use of the new beat and its setting. It should rack up good sales with tracks like "Ciume," "Maria Ninguen" and "ReCado Bossa Nova" Parts I &amp; II, already a single.

**CAL TJADER PLAYS THE CONTEMPORARY  
MUSIC OF MEXICO AND BRAZIL**

Verve V 8470 — Strikingly-covered, excitingly performed album of Latin instrumentals. Most tunes are by Mario Ruiz Armengol, and are highly sophisticated. Clare Fischer's arrangements of the Mexican-Brazilian numbers are imaginative, and Cal Tjader's work on vibes is a real sparkplug. Nearly all the Brazilian numbers have the "Bossa Nova" feeling, making the album a strong waxing for store sales and radio programming. Laurindo Almeida is featured in several tracks as a guest star, and penned one of the numbers.

**DIZZY, ROLLINS AND STITT**

Verve V 8477 — A potent line-up of talent here should draw a good many paying customers. Dizzy Gillespie is teamed with tenor saxists Sonny Rollins and Sonny Stitt. The swing is very much in evidence as the threesome plus rhythm section roar through a number of originals—three in all—and Avery Parish's "After Hours." There's much fine blowing throughout the LP with some handsome piano work contributed by Ray Bryant. The bossa nova sound is more or less taken care of in the "Con Alma" track.

**DIZZY ON THE FRENCH RIVIERA**

Dizzy Gillespie. Philips PHM 200-048 (M); PHS 600-048 (S) — Dizzy has one of his most powerful albums to date on this LP. The set contains some mighty potent bossa nova material and some appealing, straight, modern jazz as well. It's his first outing for his new label and it was recorded in France on the occasion of the Jazz D'Antibes Juan Les Pins festival. "No More Blues," "Desafinado" are two of the bossa novas and "For the Gypsies" has that sound as well. These as well as the other tracks all have sound and swing.

**Classical****MOZART SYMPHONIES JUPITER-HAFFNER**

Concertgebouw Orchestra of Amsterdam, Eugen Jochum, Conductor. Philips PHM 500-004 (M); PHS 900-004 (S) — Despite the large number of versions of both of these works, this new one will win a place among the most popular. The magnificent Concertgebouw Orchestra follows up its recent outstanding coupling of Mozart's Symphonies No. 36 and 38 with another outstanding effort under the direction of Eugen Jochum. These disks prove this orchestra has few if any peers in the interpretation of Mozart, and this release will take its place as a piece of strong standard merchandise.

**Comedy****THE BICKERSONS FIGHT BACK**

Don Ameche and Frances Langford. Columbia CL 1883 (M); CS 8683 (S) — Listening to this album is like visiting a live network radio show, with a studio audience, in the late 1940's. Don Ameche's on the stage-right mike; Frances Langford's on the stage-left mike, and the audience yakks are all around you. The bickering marital comedy is familiar, but both performers toss the lines with effortless ease, and the audience eats it up. All that's missing are music bridges, sound effects and commercials to bring back the full memory of radio situation comedy. It's a sure-fire follow-up to the earlier "Bickersons" platter.

**Folk****THE BEST OF BIKEL**

Theodore Bikel. Elektra EKL 225 — Like a good survey course in literature, this album offers just enough samples from a larger scene to orient the audience as to what's in store if it wants to pursue the subject in greater depth. Talented singer-actor Bikel is heard here in a skillfully selected potpourri from earlier albums, performing folk-flavored songs from Israel, Ireland, Russia, France, Africa, etc. Some are light and gay, some sad and reflective, all are good, and the album is no mere "sampler." Packaging and cover are up to Elektra's usual high standard of taste. Album is a perfect answer to the question "What's a good Bikel album to start with?" and should bring 'em back for more.

**Rhythm & Blues****JAMES BROWN AND HIS FAMOUS FLAMES TOUR THE U.S.A.**

King 804 — This album by Brown contains his current action record "Mashed Potatoes U.S.A." The LP is also generously filled with strong teen dance items that should prove mighty popular. The set is strong on beat and features instrumentals as well as vocals by James and the band. Besides the title track, "I've Got Money," "Sticky" and "Doin' the Limbo" stack up as top tracks.

**SPECIAL MERIT  
ALBUMS****Pop****THE TIME IS NOW**

Charles Aznavour. Mercury MG 20741 (M); SR 60741 (S) — Aznavour is one of the leading chanson singers in France and his records are strong sellers throughout the Continent. He is presented here in 12 tracks, most of them sung in English, that would make highly unusual programming on non-rock stations. The lyrics for the most part tell a story and each is a dramatic entity in itself. "The Boss Is Dead," "Sarah," "Two Guitars" and "You've Got to Learn" all are highly original.

**Classical****MOZART: SYMPHONIES 33 and 36**

English Chamber Orchestra, Colin Davis Conducting. London SOL 60049 — This is the first stereo version available of Mozart's Symphony No. 33, and an outstanding interpretation it is. Often considered a pleasant but minor work, it is given a performance here by this British ensemble that is apt to win it wide air exposure on classical stations, and this in turn should bring sales. Symphony No. 36 ("Linz") is up against much sterner competition, but Davis conducts a solid performance that rounds out an interesting release.

**Spoken Word****SHAKESPEARE: CYMBELINE (4-12")**

Marlowe Dramatic Society and Professional Players. London OSA 1416 — "Cymbeline" is Shakespeare's least-known, least-performed play. However, it has slowly gained a following, and this well-acted album by a British cast of considerable polish but without any star names will fill a catalog gap for a long time. There's no real attempt to provide vocal fireworks in stereo, and there's not much "motion" to the performance, but it's presented with clarity, intelligence and good character definition. Album is a natural for schools and dramatic societies.

(Continued on page 50)

**MOVING? . . .**

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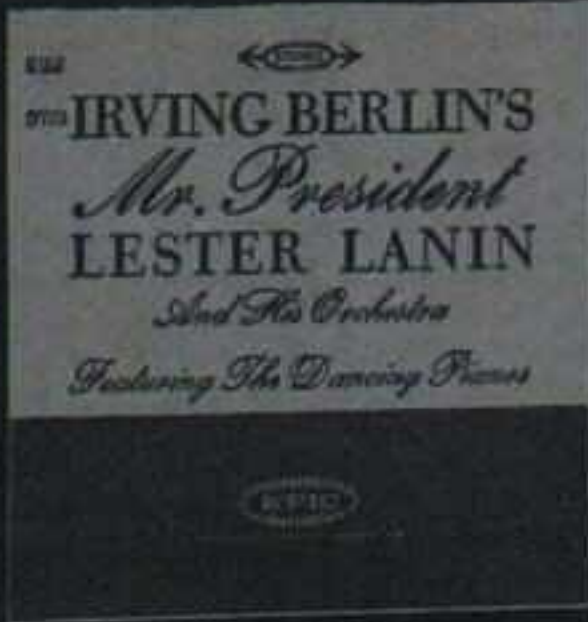
# SELLING

ANYTHING GOES—ORIGINAL CAST FROM THE HIT PRODUCTION  
ROSES ARE RED—BOBBY VINTON  
DANCING THEATRE PARTY—LESTER LANIN

MUSIC FROM IRVING BERLIN'S  
"MR. PRESIDENT"—LESTER LANIN  
PORTRAIT IN MUSIC—GEORGE MAHARIS



LN 24016/BN 26016\*



LN 24025/BN 26025\*



FLM 13100/FLS 15100\*



LN 24021/BN 26021\*



LN 24020/BN 26020\*

# FOLK TALENT & TUNES

By BILL SACHS

Harry (Hap) Peebles, Wichita, Kan., promoter, is starting his 14th season of promoting c.&w. music in the Midwest with a tour featuring Ray Price and His Cherokee Cowboys, Pee Wee King and the Golden West Cowboys, Leon McAuliffe and His Cimarron Boys, the Plainsmen quartet, Norma Jean, Bill Monroe and the Blue Grass Boys, Redd Stewart, Donny Young, the Collins Sisters and Buddy Emmons. Cities to be played are Omaha, September 29; Kansas City, Mo., 30; Lincoln, Neb., October 2; Sioux Falls, S. D., 3; Sioux City, Ia., 4; Salina, Kan., 5, and Wichita, Kan., 6. . . . Tommy Hill and his sister Goldie recently lost their mother who died in Wichita Falls, Tex., of a heart attack. Goldie's husband, Carl Smith, accompanied Tommy and Goldie to Wichita Falls and San Antonio, the family's original home, where burial was made.

A c.&w. package, highlighting Carl Smith, Jean Shepard, Hawkshaw Hawkins and Grandpa Jones, which kicked off a 22-day tour for the Jim Denny office at Roswell, N. M., last Wednesday (19), is routed as follows: Iola, Kan., September 25; Kirksville, Mo., 26; Shenandoah, Ia., 27; Denison, Ia., 28; Columbus, Neb., 29; Cedar Rapids, Ia., 30; Fort Dodge, Ia., October 2; Brookings, S. D., 3; Mankato, Minn., 4; Rochester, Minn., 5; St. Cloud, Minn., 6; Rock Falls, Ill., 7; Beloit, Wis., 8; Canton, Ill., 9; Lincoln, Ill., 10; Kewanee, Ill., 11; Portage, Wis., 13; and Warsaw, Wis., 14. . . . Dole Hensley (Tex) Owen, com-

poser of one of the depression era's cowboy song hits, "The Cattle Call," died recently at his home in New Baden, near Franklin, Tex., at the age of 70. "Cattle Call" is one of the all-time favorites in Western music and Eddy Arnold still uses tune, written in 1933, as a theme.

Orville Couch, who has just concluded a 20-day package tour through Colorado, Utah, Wyoming and New Mexico, returns to Dallas October 1 to assume his regular duties with "Big D Jamboree." Orville is currently promoting his new Custom Records release, "Hello Trouble." Deejay samples are available by writing to Edville Publishing Company, 10 Lynwood Court, Hurst, Tex. . . . Pee Wee King was in Nashville recently to set up recording sessions for Redd Stewart (Briar), Wayne Johnson (Do-Re-Mi) and the King band (Todd). . . . Live c.&w. music has returned to Station WICH, Canterbury, Conn., in the person of the Singing Rand Family, for many years favorites in the New England sector. The Rands would appreciate receiving lead sheets from songwriters and publishers.

Hoods broke into Charlie Walker's car in Memphis recently and made off with stage wardrobe valued at \$1,500. The thieves missed Charlie's guitar, masters and important papers which were stored in the car's trunk. Walker motored to Nashville to secure a loan of a Western costume from his good friend and fellow Columbia artist, Ray Price. . . . Jim Reeves opened at the Mint in Las Vegas Friday (21) for a two-week stand. . . . A slow-down order from his doctor has forced Buck Owens to cut his personals to a minimum. . . . Jimmy Key, administrator for Curtis Artist Productions, Goodlettsville, Tenn., returned to his desk Monday (24) from a trip to California, where he huddled with agents and promoters.

Hank Snow and His Rainbow Ranch Boys are set this week (24-29) at the Flame Theater-Cafe, Minneapolis. . . . Webb Pierce is passing out cheroots in celebration of the arrival of a new son. . . . The Jim Denny office has Carl Perkins and his band set for a swing through Germany starting early in October. . . . The veteran c.&w. promoter-manager Oscar Davis, is reported negotiating a motion picture and network TV deal in behalf of Ray Price. Davis recently arranged for all Price personals to be cleared through the Jim Denny office, Nashville.

Starday Records chief Don Pierce stopped off in Cincinnati recently to visit Lou Epstein, manager of Jimmie Skinner's Music Center in downtown Ciney, who is still confined in Christ Hospital there recovering from a stroke of paralysis. . . . Buddy Starcher, of Huntington, W. Va.; Doc Williams, of Wheeling, W. Va.; Stringbean, Fiddlin' Arthur Smith, Bashful Brother Oswald, Paul Wayne and Buddy Meredith were at the Starday Studios in Madison, Tenn., recently for waxing sessions, with Tommy Hall in charge. Recent visitors at the Starday offices were Gordon Marshall, of Festival Records, Sydney, Australia, and Mimi Trepel, of London Records, New York, who brought with her Mr. Towne, of Decca of London, to observe the Nashville scene.

Martin Haerle, assistant to Don Pierce, of Starday Records, is presently in Germany, working with the Ariola firm in Gutersloh and the Starday music publishing interests in Hamburg. En route back to the States, Haerle will spend several days in London to work with Starday affiliates there, as well as representatives of EMI, Decca, Oriole and other firms who are regularly releasing Starday albums in England. Martin will also visit with country music club and magazine people such as Chuck Steiner in Basil, Switzerland; Dave Barnes and George Haxell in London, and others. His purpose, of course, is to help spread the popularity of country music and keep the Starday product active in the European market.

Hank Thompson's syndicated radio show is going great guns, according to word from Jim Halsey, who holds the managerial reins on Hank. Four new stations have just been added to the string—KZIP, Amarillo, Tex.; KGLC, Miami, Okla.; KVWO, Cheyenne, Wyo., and WRZY, Albuquerque, N. M. The show is produced by Jim Ameche and is sold through Bill McCormack, M. & E. Promotions, Phoenix, Ariz. The show is now carried in more than 20 markets. . . . Roy Clark, after a week at the Casa Del in Amarillo, Tex., this week moves into the Cimarron, Tulsa, Okla. . . . Wanda Jackson, whose newest on Capitol, "The Greatest Actor," looks like a winner, has been keeping busy on one-nighters in recent weeks but gets a chance to sit down for a week at Genova's Chestnut Inn, Kansas City, Mo., the first week in October.

Mae Boren Axton, well-known writer of country music, is in a dither these days selling the merits of her son Hoyt's first album, which he cut live recently at the Troubadour in Hollywood and just released by Horizon Records. The deck is titled "The Balladeer Hoyt Axton" and features a collection of varied folk songs, including several tunes written by Hoyt himself. After working club dates on the West Coast and New York, Hoyt opened September 4 at the Buddha, Oklahoma City, for three weeks, after which he plays the Exodus, Denver, for a week and a fortnight in Chicago before returning to the Troubadour in Hollywood.

Will Mercer, folk singer and head of his own label, Executive Records, is currently showing his wares at the Playboy Club, Miami. En route from Chicago to Miami, Will spent several days visiting deejays and distributors to give a personal push to his new album, "Banjo and Ballads." . . . C. (Ted) Kirby, co-owner and manager of WXLJ, Dublin, Ga., and a promoter and booker of country talent in Central Georgia, is reported dickering to acquire a record company of his own.

Willie (Touch Me) Nelson has settled in a new home in Fort Worth, and henceforth will make that city his base of operation. . . . Heading up the talent parade at the East Coast's first International Country Music Festival at Old Dominion Park, Warrenton, Va., recently were George Jones, Teddy and Doyle Wilburn, Little Jimmy Dickens, Jimmy Haney, Bill Harrell, Smiley Hobbs, Bill and Wayne Yates and the Clinch Mountain Ramblers, and Mercury Records fiddler Buck Ryan. Emcees for the two-day event were William Eddie Matherly, manager of WKCW, Warrenton, and Jim Clark, of WEEL Radio, Fairfax, Va. . . . Karl Denver, who is featured in England on the radio show sponsored by the Country & Western Appreciation Society of Great Britain, sustained a broken jaw and  
(Continued on page 57)

## BILLBOARD HOT C & W SIDES

This Week	Last Week	By special survey for week ending 9/29	Weeks on Chart
Rank	Rank	TITLE, ARTIST, LABEL & NUMBER	Chart
1	1	DEVIL WOMAN, Marty Robbins, Columbia 42486	9
2	2	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	22
3	3	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080	5
4	13	I'VE BEEN EVERYWHERE, Hank Snow, RCA Victor 8072	3
5	4	MAMA SANG A SONG, Bill Anderson, Decca 31404	10
6	6	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	14
7	5	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	8
8	10	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	14
9	7	WILLIE THE WEEPER, Billy Walker, Columbia 42492	5
10	11	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	9
11	19	PRIDE, Ray Price, Columbia 42518	3
12	14	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	4
13	8	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	7
14	20	SO WRONG, Patsy Cline, Decca 31406	6
15	16	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	9
16	—	HELLO OUT THERE, Carl Belew, RCA Victor 8058	1
17	15	SUCCESS, Loretta Lynn, Decca 31384	13
18	30	UNDER COVER OF THE NIGHT, Dave Dudley, Jubilee 5436	3
19	17	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	19
20	9	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	6
21	18	SHAME ON ME, Bobby Daré, RCA Victor 8032	3
22	26	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	10
23	23	SALLY WAS A GOOD OLD GIRL, Hank Cochran, Liberty 55461	5
24	12	THE COMEBACK, Faron Young, Capitol 4754	16
25	22	SILVER THREADS AND GOLDEN NEEDLES, Springfield, Phillips 48838	6
26	21	OPEN PIT MINE, George Jones, United Artists 462	11
27	—	DON'T GO HEAR THE INDIANS, Rex Allen, Mercury 71997	1
28	27	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	21
29	—	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	1
30	24	I'M THE GIRL FROM WOLVERTON MOUNTAIN, Jo Ann Campbell, Cameo 223	2

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Buddy Starcher is doing an hour-long television show live Monday through Friday on WCHS-TV, Charleston, W. Va. Sonny Davis spins the country wax on WCHS Radio from 5-6 a.m., Monday through Saturday. . . . While on vacation in New York recently, David D. (Cousin Dave) Lardln, deejay at WACA, Camden, S. C., and Mrs. Lardln were luncheon guests of Roy Horton, of Southern Music, Inc., at Jack Dempsey's. Cousin Dave invites artists playing in the Camden area to drop by for an appearance on his mid-day show. . . . Bill Brock, vice-president of Moss Rose Publications, Nashville, is branching out as a songwriter with his own penned release on the Crescendo label, "Black Cloud." Deejays needing a copy may write to Hubert Long, 616 Exchange Building, Nashville, on their station letterhead.

Tom Brennen and Jolly Joe Nixon, after 15 years in the Los Angeles market, recently began operation of their own all-country station, KVRE, in Santa Rosa, Calif. The lads

are planning two country music spectacles for Santa Rosa—one in October and another in November. They are presently scouting for talent for the two events. . . . Bud Crowder, who sports his own daily radio show on XEAU, San Diego, Calif., has a new Topps release, "Room for One More Heartache" b.w. "Teardrop Train." Promotional copies are available by writing to Bud's personal manager, Bill Boston, at 9028 Christiana Street, Spring Valley, Calif.

Hank Craig, who conducts "Western Express" on XEG, Monterey, N.L., Mexico, invites artists and publishers who want their records exposed to send their product to him at 1005 Gleason Street, Cleburne, Tex. Hank complains that he isn't receiving anything from RCA Victor. . . . "We have much difficulty in obtaining the better c.&w. material," writes Ralph Dee, of WCQS, Alma, Ga., "even though our market demands it. If  
(Continued on page 57)

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
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## ● Reviews of New Albums

● Continued from page 46

★★★★

## STRONG SALES POTENTIAL

★★★★ SOUL OF A PEOPLE  
Arranged and Conducted by Gordon Jenkins. Time 52850—This isn't one of Gordon Jenkins' "story-plus-music" albums, but is a well-performed cross-section of Jewish music. Some like "Hava Nagila" is of folk origin; others like "My Yiddish Mama" are pop tunes which have had wide exposure. There is a Jenkins original, "L'Chayim," included. Orchestration are big and fancy, with some fine original touches. Recording and packaging is up to the label's usual high standard. Good album for middle-of-road radio music programming.

★★★★ THE SENSUOUS STRINGS OF ROBERT FARNON  
Philips PMS 600-838—This lush album is an absolute natural for mood-music buyers and is practically a primer on "Easy-Listening" arrangements. It's full of wall-to-wall violins, harps, muted brass, etc., and the mood is overtly romantic. Tunes are well-selected groups of show and movie standards like "The Touch of Your Lips," "Isn't It Romantic," "Something to Remember You By," and the cover shot of wifely, madonna-like girl aids the mood.

★★★★ BY POPULAR DEMAND  
Earl Bostic. King 786—Twelve attractive performances by alto saxist Earl Bostic appear on this album. The instrumentalist turns in top-flight versions of "Temptation," "Third Man Theme," "Body and Soul" and "That Old Black Magic" as well as a flock of other standards. The set has variety and pace in material and beat, with the featured soloist and his group moving through each tune with style.

★★★★ DON'T WORRY 'BOUT ME  
Billy Eckstine. Mercury MG 20736 (M); SR 60736 (S)—Mr. "B" comes through with another top-flight package of vocals including the new tune from "Stop the World I Want to Get Off," "What Kind of Fool Am I?" The vocals are strong statements of the lyric message and include such stalwart standards as "Till There Was You," "Exodus," "Guilty" and "Don't Worry 'Bout Me." The backings are lush and appropriately fashioned by Billy Byers and Torrie Zito of strings and voices.

★★★★ IN A NEW MOOD  
Oscar Brown Jr. Columbia CL 1873—Young Oscar Brown has already two Columbia albums to his credit, in each of which he was involved in his own material. Here, he proves he doesn't have to write a song to feel it as he hands much expression to a flock of familiar standards, done at a varying clip. "Hey There," "Mood Indigo," "Where or When" and "Nobody Knows You When You're Down and Out" are samples. The chanter is well abetted by the combined efforts of Ralph Burns and Al Cohn in the backings.

★★★★ MORE LESLIE UGGAMS ON TV  
Columbia CL 1865 (M); CS 8665 (S)—A featured TV personality, Miss Uggams has been building a solid following, and this album provides a solid showcase for her strong, flexible, clean vocal style. The tunes are all oldies ("Fascinatin' Rhythm," "Begin the Beguine," "Stormy Weather," "Deep River," etc.) but the young thrush breathes lots of new vitality into them and shows a deep, adult musical knowledge. Deejays will find it a solid platter, full of good tracks in different moods, and it should garner its share of sales.

★★★★ MOONLIGHT SERENADE  
Archie Bleyer and His Ork. Cadence CLP 3044 (M); CLP 25044 (S)—Archie Bleyer presents lyrical and uncomplicated arrangements that make for mighty easy listening on such items as "Twilight Time," "Poor People of Paris," "Ruby," "Unchained Melody," and the title song. In his personal LP recording bow on his own label, he gives pre-eminence to the melodic line of the selections played, even the liner notes being devoted exclusively to detailing the songs and their history. An LP which should have broad appeal.

★★★★ DIXIELAND HOOTNANNY!  
Dukes of Dixieland. Columbia CL 1781 (M); CS 8671 (S)—Folk songs constitute the fare in the newest collection by the Dukes, who are joined on several tracks by veteran New Orleans clarinetist Edmond Hall. They provide enthusiastic versions of such oldies as "On Top of Old Smoky," "Greensleeves," "Billy Boy," " Tavern in the Town," "Black Is the Color," "Little Brown Jug." The Dukes have been evolving a very personal style which on this disk sounds further from Dixieland than previously, but which has taken on a more modern flavor which could broaden their appeal.

★★★★ HIT BROADWAY MUSICALS  
Joe Basile, Accordion and Ork. Audio Fidelity AFLP 1972 (M); AFSD 2972 (S)—There's no strain to this album; it's middle-of-the-road, pleasant arrangements of hit tunes from current or recent Broadway successes like "My Fair Lady," "Carnival" and "Bravo Giovanni!" (although "Blabo"

from "Happy End" is something of a singer). Album is a showcase for Basile's nimble accordion work against a good studio ork, and should please his fans. "On the Street Where You Live" is a nice example of the style, with an easy, Meyer Davis-type beat.

★★★★ THE TENDER, THE MOVING, THE SWINGING ARETHA FRANKLIN  
Columbia CL 1876 (M); CS 8676 (S)—The fine, mellow and moving voice of Aretha Franklin rings out on this new album of standards and originals. She sings them all with the feeling and emotion that have made her one of the coming stars on disk, over fine backing by the Bob Mersey ork. She is at her best on such songs as "Try a Little Tenderness," "I Apologize," and other ballads. She occasionally goes overboard on her swinging sides, but withal it's an exciting album.

★★★ MODERATE SALES POTENTIAL

★★★ BOY, GIRL, BOY  
Freddie King, Lula Reed, Sunny Thompson. King 777

★★★ THAT'S ALL  
Herman Chittison. L'Elegant LES 1000

★★★ STOMPIN' AT THE RAINBOW  
The Mixtures. Linda LP 3301

★★★ BOB KAMES PLAYS SHOW-STOPPERS  
King 783

★★★ DANCE TO THE MUSIC OF ENGLAND'S TOP ORCHESTRA  
The Masked Marvets. Bethlehem BX 4007

★★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

★★★★ DVORAK: CELLO CONCERTO; BRUCH: KOI NIDREI  
London Symphony Orchestra. Janos Starker, Celloist (Dorati). Mercury MG 58303 (M); SR 90303 (S)—The Dvorak work is one of the great showcases for a virtuoso cellist, and Janos Starker, Hungarian-American artist featured, turns in a mellow, understanding performance aided by the London Symphony under Dorati. Bruch's "Koi Nidrei" also takes on a fine, solemn luster at the hands of Starker, and is well worth spotlighting on serious-music radio shows. Low-key cover is effective, and recording work is excellent.

★★★★ BACH: ORCHESTRAL SUITES  
L'Orchestre de la Suisse Romande, Ernest Ansermet, Cond. London CS 6243—Bach fanciers and classical-music stations will delight in this new coupling of a pair of Bach's best-known orchestral works. There is a nice "shen" to the strings and Ansermet manages to impart the true "French" feeling to the Suites. Two extracts from Bach's Cantatas are used to fill out the sides. Recording work and cover art are good, and album should have good sales potential.

★★★★ PROKOFIEV: ROMEO AND JULIET HIGHLIGHTS; CINDERELLA HIGHLIGHTS  
L'Orchestre de la Suisse Romande (Ansermet). London CM 9309, 93011 (M); CS 6240, 6242 (S)—One of the greatest interpreters of music for the ballet, Ernest Ansermet, conducts performances of these two colorful and romantic Prokofiev scores. In addition to outstanding performances, the disks are graced by sound that must be regarded as spectacularly realistic. For each disk, Ansermet has rearranged the excerpts he selected from the two suites Prokofiev made of the "Romeo and Juliet" music, and the three he made of "Cinderella." These selections are now placed in the sequence in which they occur in the actual ballet, making it easy to follow the music with a synopsis of the story lines. Both disks are attractive additions to the catalog and have good long-range sales potential, as they are unlikely to be bettered for a long time to come.

★★★★ HANDEL: ALCINA (3-11")  
Various Artists. London OSA 1361—Handel's opera, "Alcina," has, like most of his operatic creations, languished in obscurity for the better part of 200 years, due partly to the necessity for much musical revision due to the presence of castrati roles. However, the work has been acclaimed in circles where it has been performed since its revival in 1957. Miss Sutherland has been closely identified with the revival both in live portrayals and in this first modern recording of the work. An item of much interest to collectors and to Miss Sutherland's many fans. Recording was made in London with Richard Bonynge conducting the London Symphony.

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

★★★★ GOLDEN JAZZ INSTRUMENTALS  
Various Artists. Bethlehem BCF 6065—A fine collection of individual tracks by a number of strong jazz instrumentalists makes up this Bethlehem sampler. Featured on the set are the Duke Ellington band, Charlie Mingus, John Coltrane, Art Blakey, Zoot Sims and a flock of others. The LP is nicely paced between up, middle and ballad tempos and the artists are caught in some of their better moments.

★★★★ AWARD ALBUM (JAZZ VOCALS)  
Various Artists. Bethlehem BCF 6066—Some of the top jazz vocalists are collected on this sampler. On tap are Chris Connor, Julie London, Carmen MacRae, Mel Tormé and Nina Simone. The set alternates in both tempo and material and each of the artists is caught in one of his or her better performances. Of special note are Mel Tormé's "What Is This Thing Called Love," Nina Simone's "He Needs Me," and Chris Connor's "Lullaby of Birdland."

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

COUNTRY & WESTERN

★★★★ TOWN AND COUNTRY PIANO  
Dean Manuel. Starday SLP 196 — The country piano touch is applied to a variety of material here. Some of it is right out of the standard catalog (tunes like "Side by Side," "Ida" and "Glow Worm") while other songs are distinctly country. Among these are "Last Date," "Faded Love" and "Lonesome Feeling." Manuel has a straight, simple feeling on piano and he is accompanied by rhythm and steel guitar effectively. This one should find favor with the c.a.w. folk.

★★★★ MORE GOLDEN BLUEGRASS HITS  
Barrier Brothers. Philips PMS 600-849—Popularity of the authentic sound of hill music is spreading, and this set should rack up good sales among the new devotees. The Barrier Brothers strum, pick, and fiddle their way through a host of country tunes and each carries a fine vocal by the lads as well. Flat and Scruggs' "Don't This Road Look Rough and Rocky," "Dear Old Dixie," "Little Cabin on the Hill" and Stonewall Jackson's "Smoke Along the Track" are all first-class examples of the boys' ability.

★★★★ FOLK SONG FESTIVAL  
Stanley Brothers. King 791—Here's a typical Stanley Brothers program with everything from novelty talk-sing like "Still Trying to Get to Little Rock," to ballads like "I'm Only Human," to a saga of the order of "The Drunken Driver." For good measure, there is also the inspirational, "Thy Burdens Are Greater Than Mine." Twelve tracks of good, down-home bluegrass which the fans should dig.

★★★★ MISTER STEEL GUITAR (Ltr) Roy Wiggin. Starday SLP 188—Here's a generous helping of the kind of country band music one would be likely to hear at the "Grand Ole Opry." Wiggin has been on that scene, has played in the Pee Wee King band and later was with the Eddy Arnold troupe. On each side, in fact, he dedicates a medley of three tunes to Eddy Arnold. The remainder of the tracks are of tunes written by Wiggin himself. Good material, well played in a medium (steel guitar) wherein solo efforts are not prominent in the disk field.

★★★★ STRINGBEAN  
Starday SLP 179—Stringbean is the long, tall comic who is often seen on the "Grand Ole Opry" stage in Nashville, cracking his typical brand of country jokes. Besides his humor, Stringbean is a slick man with the five-string banjo, having been associated with Uncle Dave Macon, one of the authentic, earlier bluegrass band leaders. Here, Stringbean shows his deft touch on the banjo and throws in good vocals to boot of such titles as "Goodbye Sweet Thing," "Opry Time in Tennessee" and "Suicide Blues."

★★★★ BLUEGRASS BALLADEER  
Hylo Brown. Starday SLP 185 — An example of good solo bluegrass chanting. Brown, for some time on Capitol Records, bows on Starday with a selection of fine mountain tunes, done in the traditional high-voiced style, against five-string banjo and combo backing. The lid has been working as a featured vocalist with the Flat and Scruggs crew. Here he offers the authentic hill type vocal on such titles as "Cabin on the Hill," "Hills of Georgia," "My Darling Is a Squire," and a sacred item, "My Saviour Is Calling."

(Continued on page 52)



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Continued from page 50

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ BLUEGRASS!**  
Lonesome Pine Fiddlers. Starday 51P 194—The Lonesome Pine group have been around the bluegrass music circuit for more than 20 years, and they've got the feel and the sound for the hill kind of music. The quartet features five-string banjo, open string, rhythm guitar, fiddle and bass, and in the action everybody gets a chance to shine in on the vocals. The lads offer such traditionalists as "The Great Speckled Bird," "Blue Moon of Kentucky," "Drinking Black Coffee," and an instrumental, "Pickin' the

Banjo." Good programming and some of the cuts would be most acceptable for juke.

**COUNTRY OLDIES BUT GOODIES**  
Various Artists. Smash MGS 17016 (M); SRS 67016 (S)—"Oldies But Goodies" of old rock and roll hits have been big sellers, so why not country oldies as well? Here are a flock of good country hits, including Cowboy Copas' "Alabama," and Frankie Miller's "Blackland Farmer." Other artists represented here are Justin Tubb, Red Sovine, the Sunshine Boys, Leon Payne, Moon Mullican, and the Stanley Brothers.

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Songs to Grow On, Woody Guthrie (FC7005) \$4.25. Amer. Folksongs for Children, Pete Seeger (FC7001) \$4.25. Music Time, Charity Bailey (FC7307) \$4.25.

NEW RELEASE  
This Is Rhythm, Ella Jenkins (FC7652) \$5.95.

(All Folkways Records come with accompanying texts and instructional notes.)

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b/w  
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**Leone RECORDS**  
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**INTERNATIONAL**

**★★★★ DIRECT FROM GERMANY**  
Lale Anderson, Bethlehem RX 4004—Lale Anderson is already a popular recording artist in Germany, and this album should aid her in developing a U. S. following as well. Vocally, she's a cross between an on-key Marlene Dietrich and America's Mary Ford, and performs in a warm, low-pitched, sexy style. Tunes and orchestral backings are fairly typical of German pop styles, with lots of strings, electric organ, wordless choir, etc. Deejays will like her "Rosen Insel," which has similar roots to "Birmingham Jail."

**★★★★ LEBANON**  
Baalbek Folk Festival With Fairouz. Monitor MF 383—An on-location recording, taped during the Baalbek Folk Festival (a sort of musical panorama of different styles of Lebanese music) in Lebanon. The musical content will be of interest to collectors of "ethnic" musical styles, and it has the poignant flavor of the Middle East. Native instruments are used, although much of the orchestration is Western-style. Fairouz, a throaty thrush, is the star of the performance.

**SACRED**

**★★★★ GOOD OLD CAMP MEETING SONGS**  
Stanley Brothers. King 895—The Stanley boys have been a traditional strong act on straight, down-the-line, bluegrass items and on sacred material, which is part of their standard performance at all times. Here, they give a rousing sample of the devotion and dedication which goes into their own kind of church music. "Hand in Hand With Jesus," "Memories of Mother," "We Shall Rise," etc., are all in the program. Good photo of the pair on the cover.

**CHRISTMAS**

**CHRISTMAS ALBUM FOUR STAR**  
**★★★★ RING OUT, OH CHRISTMAS**  
Various Artists. Philips PHM 200-034 (M); PHS 600-034 (S)—A delightful program done in the traditional manner. Three fine choral groups, including a children's chorus, a youth group and an adult chamber chorus are represented along with organ and bells. It's a joyous sound they put out on 16 sides, including "Silent Night," "O Tannenbaum" and "Come Oh Ye Shepherds," all done in the native tongue. Not necessarily a mass item, but one which certainly represents top quality for the indicated market.

**SPECIALTY**

**★★★★ SING-ALONG BAWDY SONGS AND BACKROOM BALLADS**  
Oscar Brand. Audio Fidelity APLP 1971 (M); AFSD 5971 (S)—The sing-along approach has been adopted by Oscar Brand for the eighth LP of his "Bawdy Ballad" series. He has the assistance of a small but enthusiastic male vocal group, and the lyrics of the choruses are printed on the jacket. All the songs provide good if not clean fun and will appeal to the broad-minded, but are not good merchandise for maiden aunts. Several of the items here were included in one or another of the earlier LP's of the series.

★★★ **MODERATE SALES POTENTIAL**

**CLASSICAL**

**★★ THOUSAND AND ONE NIGHTS IN VIENNA**  
Vienna Philharmonic Orchestra (Boskovsky). London CS 6232 (S)

**★★ A RECITAL BY THE ACADEMY OF ST. MARTIN-IN-THE-FIELDS**  
London SOL 60045 (S)

**★★ MARTIN: CONCERTO-ETUDES**  
L'Orchestre de la Suisse Romande (Ausermet). London CM 9310 (M); CS 6241 (S)

**★★ BENJAMIN BRITTEN THREE CANTICLES**  
Various Artists. London OS 25332

**★★ KALEIDOSCOPE**  
London Symphony Orchestra (Mackerras). Philips PHM 500-022 (M); PHS 500-022 (S)

**INTERNATIONAL**

**★★ GREETINGS FROM AUSTRIA**  
Various Artists. Monitor MFS 381

**★★ SALUD MEXICO**  
Pepe Jaramillo, Bethlehem BX 4005

**RELIGIOUS**

**★★ MY CHRIST AND MY WITNESS**  
Gregory Walcott. Word W 3187 LP

**★★ THE GOSPEL RANGER**  
Brother Claude Ely and the Cumberland Four. King 891

**SPECIALTY**

**★★ ELECTRONIC MUSIC**  
The Electrosonika. Philips PHM 200-047 (M); PHS 600-047 (S)

**COUNTRY & WESTERN**

**★★ HARDROCK GUNTER AND HIS THUNDERBIRDS PLAY HANK'S HITS**  
Gee Gee 342

**★★ HARDROCK GUNTER AND HIS THUNDERBIRDS PLAY COUNTRY'S GREATEST HITS**  
Gee Gee 463

**International News**

Continued from page 20

with Egil Monn Iversen A/S. So trouble developed when Telefunken (represented by A/S Nera) sold 1,500 copies of the Hawaiian song on the Telefunken label before the record was released in Norway on Roulette. Nera had to pay a little for its error.

**Copyright Catch**

Egil Monn Iversen A/S secured the copyrights to all the winning tunes at the local Melody Grand Prix which was staged by the Red Cross just outside Oslo last week. Probably six of the 12 songs that reached the finals will be issued on record, and the first disk was released to dealers three days after the contest. This was the winning song, "Guri Malla," and Nor-Disc A/S recorded it with songstress Nora Brockstedt on Karusell. Nor-Disc is an affiliate of Egil Monn Iversen.

**New Look**

Two 100-year-old stores in Norway are now selling records. They are Grondahls Flygelog Pianolager and Cappelens Pianoavdeling.

The Swedish Svenska Skivklubben, with the Oslo records retailer Westin & Co. A/S will start a record club that will sell all ordinary records at a price 15 per cent below retail price. The club will mainly sell records through postal orders, but it also intends to have a shop in downtown Oslo.

**Artist Doings**

Norwegian singer Ray Adams ("Violetta" sold some 300,000 copies all over Europe) is very confused these days. Decca recently issued a record in England by a newcomer calling himself Ray Adams singing the Jimmy Clanton-record "Venus in Blue Jeans. The young man previously belonged to the vocal group, the Avons.

The Norwegian Ray Adams is positive he was the first one to use this name. Adams' manager, Per Gunnar, will try to settle the matter, and will, if necessary, go to court.

**PHILIPPINES**

**Macapagal Likes New Web Idea**

By LUIS MA. TRINIDAD  
264 Escolta, Manila

President Macapagal is receptive to Public Works Secretary Brigido R. Valencia's plan to establish a microwave, high-frequency communications network in the country, the public works department said this week.

Valencia also said that the President is also receptive to the continuance of the expansion program for communications in the metropolitan area.

The Tel-Aviv String Quartet with clarinetist Yona Ettlinger arrived for two evenings of chamber music.

Two big international names in entertainment are expected to arrive in the country soon for a series of performances. Negotiations are reportedly progressing favorably for Philippine engagements by singers Connie Francis and Sammy Davis Jr.

The Impresarios Association of the Far East announced that the Asian Music Festival will be held October 2-9 in Hong Kong. Each impresario, according to the IAFE, will take care of financial arrangements for their artists. Philippine impresario Alfredo Lozano is sending soprano Rosie Farol, while Japan's Noboru Yoshida is bringing the NHK Symphony Orchestra. Other impresarios include: Goh Soon Tios of Singapore, Won Sik Elm of Korea, Harry Odell of Hong Kong and Taipei's Dr. L. K. Tiang.

**SOUTH AFRICA**

**U. S. Country Trio in Visit**

By HARRY KLEIN

There is only one pop singer who outsells Elvis Presley in South Africa and that is Westerner Jim Reeves. In company with two other top RCA stars, pianist Floyd Cramer and guitarist Chet Atkins, Reeves recently entertained fans during a three-week tour of the South African Republic and Rhodesian Federation.

To coincide with the tour, a special LP record was released entitled "In Suid-Afrika" which featured South African folk tunes played and sung by the three visiting artists. Reeves learned phonetic Afrikaans in order to be able to sing the country's best-loved songs in their original language. The items were taped in RCA's Nashville studios before the commencement of the tour.

(Ed. Note: The new chart listing being used in this issue for South Africa is compiled by the South African Record Manufacturers and Distributors Association. It will be the official BMW disk chart until further notice. The chart incorporates retail sales as well as radio exposure.)

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Columbia #4-42533

## Summer Spurt Lever to Best Year

• Continued from page 5

now waging more aggressive sales campaigns in terms of time, money and energy on single releases than they have in years.

What is more, the corollary belief that singles were only a teenage toy, has been replaced by a feeling—based on many of the hits this summer—that singles are again appealing to adults above the 11-to-14-year-old age group.

### Best Summer in Five

According to dealers, single record sales across the country were better than any summer for the past five years. There were a number of releases that cracked the million mark, and a few that went better than a million and a half—a rare occurrence even in the winter season. And a good many hot new young artists came to fame on singles and have since turned into sock album sellers as well.

But most encouraging angle about the bonanza was the type of records that made it. Not only were rock and roll records up there, as was expected. But also many records that could be called "good" music, including adult, jazz, and even sweet pop disks, demonstrated that single records have not lost their appeal to young adults in spite of LP's.

### Coast Happy

• Continued from page 5

in singles sales over the previous comparable period, with LP's also increasing in volume, but not to the extent that singles had leaped in sales. May told BMW this has been his biggest year. The store specializes in singles business, carrying as complete a singles inventory as is available in the area. He also pushes LP's but the accent remains on singles product. May is starting his fourth year.

Sammy Ricklin, of California Music, reported to BMW that the summer just ended "was the biggest in our history," and estimated that sales were 25 per cent ahead of the previous summer. Ricklin didn't split sales volume increases between singles and LP's but pointed out that "singles were running considerably ahead, and LP's were holding their own as well."

Other outlets in the area similarly indicated this past summer was ahead of the previous comparable period, but didn't show sufficiently spectacular gains in sales to call it "the best summer ever." Arcadia Music, for example, found sales running ahead of last year by "5 per cent, but far from being our best summer period." For the most part, the opinion was unanimous that the summer just ended was ahead of the 1961 summer, and that a great measure of the credit

### Raker Announces

• Continued from page 5

signed to Colpix, for which he has recorded a single due to be released later this month. As a clef, he has written tunes recorded by such artists as Steve Lawrence, Eydie Gorme and Brook Benton. Miss Velasco is currently filling the stand-by spot for Diahann Carroll in Broadway's "No Strings."

Among newcomers to the Colpix roster: Don Gant, Ernie Royal, Manny Albam (singles only), guitarist Everett Barksdale, jazz artists Randy Weston and Zoot Sims. New Colpix producers, on an indie basis, include Bob Crewe, Larry and Vinnie Finnegan, Mal Williams, Don Costa and Wesley Rose will continue their indie deals with Colpix.

New artists for May Records are Kitty Noble, Ginny Angel, Sammy Taylor and Bobby Wilding. First Kitty Noble release, "You're Not Worth Loving," is currently being distributed.

It is estimated that the great summer increase could bring singles sales for 1962 close to the biggest singles year in record business history, 1957. At that time there were approximately 205 million single record units sold. Of these retail record shops sold about 120 million; record racks sold about 25 million, and 60 million were sold to juke boxes.

It is estimated that in 1962 stores will account for well over 100 million single units; racks will do over 50 million, and juke boxes will use over 45 million single records.

### Steady Climb

Since the low point of 1959, single records have been building steadily each year. That year stores sold about 65 million, climbing to 80 million in 1960 and 92 million in 1961. Meanwhile, sales of single records on racks have also been increasing steadily.

The summer upsurge began in the middle of June. Mid-June to mid-July of 1962 was up 20 per cent over the similar period in 1961.

Both by accident and design singles sales have increased in 1962. The design was due to the nervousness experienced by a number of firms about the single record business, so to infuse new life into singles many firms have tried different merchandising and pricing techniques.

### Varied Attacks

Warner Bros. introduced its plus-two single with an extra band on each side; RCA Victor brought out its abortive 49-cent Groove record; Columbia issued its seven-inch stereo 33; other firms played about with lower-priced EP's and triple EP's. And firms cut down on singles release rather than using the shotgun method.

But many traders feel that it's the product that has made the big change. Mitch Miller pointed out one factor a few weeks ago when he said that extra production being put on single records of all types—the smart arrangements, clever instrumentation, use of strings, and so on—made a more appealing record and one with a chance for a bigger sale.

There appears little doubt that single records today do have appeal for a wide audience. Sales figures on the Bobby Vee record of "Roses Are Red" and the Ray Charles record of "I Can't Stop Loving You," both over a million and a half, indicate the wideness of the appeal of contemporary singles.

## Piece for All in Singles Race

• Continued from page 5

sweet, soft "San Francisco," to such wild items as "Monster Mash," "Sherry" and "Loco-Motion." In between can be found folk, rock, country, r.&b. and jazz.

The folk element is currently dominated by two new groups, Peter, Paul and Mary, and the Springfields. The latter, incidentally, is one of two new British entries maintaining the pace set earlier this year by Britishers, Mr. Acker Bilk and Kenny Ball. The other current entry is Frank Ifield, who like the Springfields, is also in the top 25.

### Country Folk

The country field is notably represented by Marty Robbins, Rex Allen, Jimmy Dean, Sue Thomson and for the first time in a long, long spell, Hank Snow. Snow, who has had little real pop activity over the years, broke into the list this week with "I've Been Everywhere." The jazz scene has Jimmy Smith and another first time pop combo, Stan Getz and Charlie Byrd, with their bossa nova item, "Desafinado."

The wide open nature of the "Hot 100,"

## FIRST GOLD DISK FOR A.&R. PEOPLE

NEW YORK — Columbia Records has adopted a unique new reward system for its a.&r. personnel. Henceforth, the producers of million selling singles will, like the artists on the disk, receive a gold record for their efforts.

East Coast a.&r. chief Dave Kapralik said that the first such award has been presented to Bob Morgan, producer of Bobby Vinton's smash, "Roses Are Red." The award system will apply to all producers of product for Columbia, Epic and Okeh.

## Strong Tunes Bring in New Adults

• Continued from page 5

"Mashed Potato Time," Dee Dee Sharp; "Johnny Angel," Shelly Fabares; "Midnight in Moscow," Kenny Ball; "Don't Break the Heart That Loves You," Connie Francis; "Dream Baby," Roy Orbison; "Slow Twistin'," Chubby Checker; "Good-Luck Charm," Elvis Presley; "Let Me In," the Sensations.

In April Mr. Acker Bilk secured his first million seller with "Stranger on the Shore"; Rick Nelson had "Young World"; Dion had another smash with "Lovers Who Wander"; and the Shirelles had the hit "Soldier Boy."

May became the hottest month of the year, and started the summer swinging when "I Can't Stop Loving You," from the Ray Charles country album, roared off. This record, now over 1,750,000, is one of the biggest summer hits in the history of the record business.

"Old Rivers" with Walter Brennan, and "She Cried" by Jay and the Americans, were among the big hits in May.

### Powerhouse

In June came the next big powerhouse of the summer, "Roses Are Red" by Bobby Vinton. Like the Ray Charles smash, "Roses Are Red" went well over a million, with its total sales figure now at 1,600,000. It marked the second better than a million seller during the hot summer.

There were a lot of other hits in June. "It Keeps Right On A-Hurtin'," Johnny Tillotson; "The Stripper," David Rose; "Man Who Shot Liberty Valence," Gene Pitney, and "Palisades Park," Freddy Cannon, were some of the biggies.

July was sparked with the Orions' "Wah-Watusi"; Brian Hyland's "Sailed With a Kiss"; "Ahab the Arab," Ray Stevens, and "Breaking Up Is Hard to Do," one of the biggest hits Neil Sedaka has had during his hit-making career.

In July "Wolverton Mountain" by Claude King turned into a big seller, and may turn out to be the longest-selling record of the year. Through steady and consistent sales it has now edged over the 900,000 mark.

August became another blockbuster month for hits, many of which now appear to be on their way to the million mark. They include "Sheila," Tommy Roe; "You Don't Know Me," Ray Charles; "Loco-Motion," Little Eva; "She's Not You," Elvis Presley; "Things," Bobby Darin, and "Party Lights," Claudine Clark.

September came through with more powerhouses, including Nat Cole's biggest hit in the past three years, "Ramblin' Rose," which has turned him into a hot singles artist all over again. Along with the Cole disk were such hits as "Sherry," the Four Seasons; "Green Onions," Booker T. and the MG's; "Teen Age Idol," Rick Nelson, and "Monster Mash," Boris Pickett.

Right now there are new records rapidly climbing up the charts and racking up sales, including Bent Fabric's "Alley Cat," Brook Benton's "Lie to Me," Frank Ifield's "I Remember You," Bobby Vinton's "Rain, Rain Go Away," The Contours' "Do You Love Me," and Carole King's "It Might as Well Rain Until September." These could help keep the single record business at the high peak it has enjoyed so far this year.

## Eugene Ormandy At Lincoln Center

NEW YORK—The Philadelphia Orchestra under Eugene Ormandy will participate in the opening-week ceremonies at Philharmonic Hall in Lincoln Center here with a concert on Tuesday (25). Guest performers for the gala performance are U. S. Ambassador to the United Nations Adlai E. Stevenson, Van Cliburn and the Temple University Chorus. Stevenson narrates Aaron Copeland's "A Lincoln Portrait." Cliburn will record the Rachmaninoff Concerto No. 3, and the University Chorus will be heard in Suites I and II from Ravel's "Daphnis and Chloé." Walter Piston's new work, "Lincoln Center Festival Overture," will open the program.

## Tale of 3 Cities Reflects Change

• Continued from page 4

You have to fight fire with fire.

"As far as the racks are concerned, they want all the advantages that a distributor gets from a manufacturer without taking any of the responsibilities. While the distributor swims with an overcoat on, the rack jobber tries to swim with a bikini."

### The Hartford Story

In Hartford, Trinity Distributors is winding up its second month in the rack business. "We got into it because we couldn't afford to carry paper for racks any longer," said (Big) Ed DiNallo, co-head of Trinity with Jack Manus, an ex-songwriter.

"We figured it would be easier to carry ourselves. I can tell you the racks in this area are in bad shape, all of them. I don't see how some of them can go on much longer. Some seem to think that all you have to do is float a stock issue to pay off your bills. When you pay off, there's nothing left to buy merchandise with."

"We've got a solid, \$100,000 operation in our rack business. We're running it as a separate corporation, Empire Records, and we have a warehouse in Cohoes, N. Y., under Chuck Horrocks, and one here in East Hartford. We have 24 locations in up-State New York now, and a chain of 37 stores in Southern New England is in the works. Everyone of these is a location formerly worked by a rack jobber that we've been lucky enough to get into our fold. And we have plans for more."

Herb Sandel, who is head of Sandel Distributing in Minneapolis, is one of several distributors who attended the recent Chicago meetings of the National Association of Record Merchandisers (NARM).

Sandel got into racking in a big way earlier this year after a two-year study involving the use of IBM equipment in maintaining close inventory control.

Sandel's rack firm, Rapid Merchandising Company, attaches an IBM card to every album put on the racks. At the end of each day, location personnel send in all the IBM cards from purchased product. These are then put through IBM equipment in Sandel's office. Thus, a running, day-to-day ledger on what's selling and what isn't is available.

"It's a great barometer on how to stock a department with the least amount of exchange problems," said Sandel. "Unlike many racks, we're going in for heavy catalog stocking and some of the store people are amazed at how much merchandise can be sold. This kind of information enables us to give record companies a lot of useful data, too."

"We operate with a number of important chain stores and our locations cover many States. Our most distant outlet is 1,200 miles away."

Meanwhile, in Atlanta, another distributor, Art Goodwin, admitted he was seriously considering getting into the rack field.

"I don't say that I really want to because it can be a rat race," he noted. "But frankly, that's the way the business is going. If you look ahead, the only protection is to get into it yourself. I've considered merging with a rack jobber but I may just start my own firm."

"There's one sure thing. Many racks aren't familiar enough with the record business to do the job right. Some racks even today still don't have staff out that's high on the charts. That's not their fault, really. They just don't know the merchandise. A lot more could be gotten out of every rack if a record man was selecting the product."

## Boston Symphony Sets 220 Stops In Winter Tour

NEW YORK—The Boston Symphony Orchestra, under its new maestro Erich Leinsdorf, will present 220 concerts during the 1962-1963 season. Programs will be played in 24 cities throughout the U. S. in addition to Boston, where the orchestra opened its concerts last week.

The season will run for 50 weeks including the winter season in Boston, the Boston Pops, Esplanade Concerts, and the Berkshire Festival at Tanglewood, Lenox, Mass. Orchestra will perform in Cambridge, Mass.; Providence, New York (at the new Philharmonic Hall in Lincoln Center), Brooklyn, New Haven, Washington, Northampton and Plymouth, Mass.; New London and Storrs, Conn.; Philadelphia and Baltimore.

In April the orchestra will take off on a two-week transcontinental tour through the U. S. and Canada.

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# FOLK TALENT & TUNES

Continued from page 48

shoulder recently when his Lotus sports car crashed into a lamppost and overturned.

Randy King and His Country All-Stars, currently work-

ing personals in the Rocky Mountain area, have climbed aboard the political hand-wagon of "Top Gun" Weldon Dunn, who is running for sheriff of Arapahoe County,

Colo., on the Independent ticket in the November primaries. Activities moved into full swing September 11, with politics and country music sharing the spotlight. . . . B-W Music, Inc., with headquarters in Wooster, Ohio, has launched a subsidiary publishing firm, WelDee Music Company, with Quentin (Reed) Weldy, B-W vice-president and manager, at the helm. Part owner of the new company is Kathy Dee, Carlton Records thrush, who has been active as a writer for some time. . . . June Carter is set for a three-week tour of Japan, starting October 24. Prior to leaving for Japan, she plays Toronto, Ont., October 3; London, Ont., 4; Grand Rapids, Mich., 5; Lansing, Mich., 6; Saginaw, Mich., 7; Windsor, Ont., 8, and Aurora, Colo., 11-13.

for members of the prison band.

Thrush Shirlee Hunter, under the personal management of Jim Gemmill Promotions, Richmond, Va., has moved to Nashville to be near her Air Force hubby, who has been transferred to that area. While in the Nashville sector, Miss Hunter will be represented by Jimmy Key, of Curtis Artists Productions, Goodlettsville, Tenn. She will appear as a "New Dominion Barn Dance" feature from time to time in Richmond and will continue to head the road package of the show out of Richmond, in addition to working as a single. Miss Hunter recently played the Shenandoah Apple Blossom Festival in Winchester, Va., and has been engaged to return there next season. She will be the first featured entertainer ever to play the event two years in succession.

Faron Young was guest recently for the first telecast of the "Evergreen Jubilee" when the show moved from the afternoon slot it held for several months into prime nighttime on Saturdays over KOMO-TV, Seattle. The c.&w. seg features Jack Roberts with his Evergreen Drifters. Other regulars in the cast are Marty Dahlgren, the Maddy Brothers and the Melo-Dees. . . . Don Pierce, of Starday Records, has leased the masters on "Sleeper Cab Blues" and "Too Many Tickets," featuring the new c.&w. artist, Tom O'Neal, and produced by J. W. Cheatham, Dallas. Starday has also contracted with Cheatham for O'Neal to cut eight additional sides. Material is being selected by Charles Wright, Dallas agent.

## INTERNATIONAL EXCHANGE

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### FOR INFORMATION

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Stuivenbergstraat 37, Mechelen

ITALY: Samuel Steinman  
Piazza S. Anselmo 1, Roma

SPAIN: Jose Maya  
Cea Bermudez 74, Madrid

#### ★ ★ ★ ASIA & PACIFIC ★ ★ ★

AUSTRALIA: Brian Nebenzahl  
P. O. Box 418, North Sydney

HONG KONG: Carl Myatt  
44 Mt. Kelleit Road, The Peak

JAPAN: Robert Wynn  
521-3 Chama, Sihimo Meguro  
Meguro-ku, Tokyo

NEW ZEALAND: Fred Gebbie  
P. O. Box 5051, Auckland

PHILIPPINES: Livia Ma Trinidad  
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Frank Luppino Jr., International Sales Director  
Billboard Music Week  
1344 Broadway, New York City 36

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SAY YOU SAW IT IN BILLBOARD MUSIC WEEK INTERNATIONAL EXCHANGE

Justin Tubb is set for a tour of Army installations in Germany in December. . . . P. A. Stover was unanimously re-elected national president of the American Folk Musicians Association at the organization's sixth annual convention held recently in Kent, Conn. Other officers chosen were Carl Heimback, Milton, Pa., first vice-president; John Sterry, Kent, second vice-president; Tex Belin, Verona, Pa., third vice-president; La Rue Cooke, secretary-treasurer, and Ed Wynn, Jersey Shore, Pa., sergeant at arms. National executive board is made up of James Daughenbaugh, Robert Irwin, Lester Chase, Carolyn Chase, Buddy Hyman and Richard Schuler. It was voted to hold the 1963 convention in Lock Haven, Pa.

George Kent, Sonny Burns, Orville Couch and Billy Western wound up a 25-day tour of Colorado, New Mexico, Wyoming and Utah with a "Big D Jamboree" unit in Wyoming Sunday (23). "Played to wonderful crowds; country music is on the upward move out this way," writes George Kent. "All the country jocks in the area have been great about spins for us. I'll have a new release in a few weeks. 'Little Wheels' has opened doors for me." . . . Fred Zak, Lena, Wis., songwriter, has had his latest tune, "Turkey Time," recorded on the Slate label. . . . Jim Eanes, formerly heard on Decca and Starday, has just had his initial release on Salem Records, "Tears the World Can't See" b.w. "Riding the Roads." Deejay samples are available by writing to Salem Records, 111 Main Street, Salem, Va.

Pee Wee King and band, with Redd Stewart and the Collins Sisters, have been signed to play the annual Policemen's Ball in Meridian, Miss., November 30. . . . A new artist on the c.&w. horizon is Marty Collins, who waxes for Renner Records, San Antonio. His current release is "She's Fine" b.w. "My Heart Would Know." Deejays needing copies may write to Renner Records, P. O. Box 5275, San Antonio. . . . Steel guitarist Sonny Frye and guitarist Gene Shiner are sporting their first release on the Shenvallee label. Platter features "Once in Awhile" b.w. "Steel Guitar Rag." The boys are backed by the String Dusters.

Dewey Groom, president of Longhorn Records, Dallas, and his technician, George McCoy, flew to Marquette Prison, Marquette, Mich., recently, to record a tune, "The Lifer," written by Al (Alexander) Gliva, now serving his 17th year of a life sentence there. The song was written by Gliva several months ago and has been rewritten by Clay Allen, songwriter-artist on the Longhorn staff. Any profits from the record, Groom says, will go toward purchasing new instruments

## WITH THE COUNTRY JOCKEYS

Continued from page 48

more labels would send out their disks, it would be mutually advantageous. . . . Tommy Trent, now spinning the country wax on KXLR, Little Rock, Ark., 5-8 a.m., Monday through Saturday, 12 noon to 12:30 p.m., on KTHV, Little Rock TV station, along with the Country Playboys, the Fuller Brothers Quartet and Emmett Knight and his square dancers.

Tex Clark, of Bryte Records, Newbury, Ohio, writes that he has available, free, to radio stations 15 and 30-minute segs of "Les Kota Country Round-Up," featuring top country tunes. . . . Jim McCoy, c.&w. jock at WHPL, Winchester, Va., is plugging his own new release on the Nashville label, "if the Truth Is Gonna Hurt" b.w. "That Makes the World Go 'Round." If you need a copy, drop Jim a line. McCoy says he's also in need of material from newcomers and standard artists for his own air shows. . . . Jerry Howard, off the c.&w. scene some 17 months due to Army service, is back spinning 'em again at WFIS Radio, Fountain Inn, S. C. He asks to be put on the mailing lists for country records.

Earl Fleer, c.&w. deejay and music director at KTRR, Rolla, Mo., infos that the station is operating full time and programming five hours of c.&w. records daily. "We hope to expand our c.&w. schedule once more material becomes available," writes Fleer. "We need both singles and albums, and can also use taped promos. Would like to hear from the indies and majors featuring country music." . . . Disk jockeys who haven't been serviced on Howard Vokes' new Del-Ray release, "It's All Right Now" b.w. "Mountain Guitar," are invited to write for copies to Del-Ray Records, 4 Center Street, Harrington, Dela.

TNT Music, Inc., 1422 W. Poplar, San Antonio, has available samples on "City Lights," by Grady Martin on Decca, and "House of Blue Lovers," by the Plainsmen. Put your request on your station's letterhead. . . . KOOO Radio, Omaha, has engaged Bobby Williams to take over the station's new "Country & Western Jubilee" on Sundays. Formerly active in the San Francisco sector, Williams joins deejays Buddy McColl, Slim Everhart, Ezra Hawkins and Don Denver in bringing KOOO listeners the newest and best in c.&w. tunes. . . . Jim Whitlock, the Singing Cherokee, scribbles that he's spinning 40 hours of c.&w.

music a week on KBUB, Sparks, Nev., and that he's badly in need of new material from the artists and diskeries.

Curley Gurlock, music director at CFCW, Camrose, Alta., writes: "We are a strictly c.&w. station with 10,000 watts covering a large part of Alberta, which includes the metropolitan city of Edmonton of over 275,000 people. We are at times unable to get our hands on some of the choice country and western singles and albums as they are released. We would appreciate some help from the label reps. Another problem we face is the lack of c.&w. singles and station breaks that are apparently hard to buy." Gurlock is anxious to receive audition tapes from those having c.&w. jingles to sell. . . . Don Sowards pens that his new song, "Just Being You," has been waxed on the King-Bethlehem label by Bill Duncan and that he has samples ready for deejays who'll write to him at P. O. Box 6362, Charleston, W. Va. Flip side is "Country Home."

Bob Edwards, of Halo/Club Records, Box 3961, Greenville, S. C., invites deejays to write in for a sample of Ted Patterson's new release, "It's Water Under the Bridge" b.w. "A Long Road to Travel." . . . We're a new station, and find it difficult to properly program four hours of c.&w. music daily, due to lack of new releases," writes Bill Choate, of KSGT Radio, P. O. Box 100, Jackson, Wyo. Bill promises plenty of spins to artists and diskeries who'll cooperate. . . . Tommy Trent is now behind the turntables at KXLR, Little Rock, with three hours of country music each morning.

Jocks are invited to write Marie Wilson at Buttercup Music, 2817 Vanderbilt Place, Nashville, for a promotional copy of Rex Allen's new release, "Don't Go Near the Indians." . . . The same invitation is extended by Al Gallico, of Painted Desert Music, on Charlie Phillips' new Columbia release, "Cancel and Call." Gallico asks jockeys to write Phillips at Box 2273, Amarillo, Tex. . . . Clarence Kneeland, who whirled 'em at WICH, Canterbury, Conn., puts in a plea for c.&w., blue grass and sacred disks. He says he's especially scanty on Columbia and Decca releases, among the majors. . . . Red Kerce, the Florida Cracker, is planning an early return to WTNT, CBS outlet in Tallahassee, Fla., as c.&w. deejay of a regional show, including farm and home news and tidbits. He asks help from artists and diskeries in arranging a new file and library. His address: 135 White Drive, Tallahassee.

## FORCES MERGE

New York Operators Show  
Strength Through Joy at Bash

SACKETT LAKE, N. Y.—The Music Operators of New York, the New York State Operators Guild, the Westchester Operators Guild and the New York State Coin Machine Association joined forces at the Laurels Country Club here Friday through Sunday (14-16) in an impressive show of strength.

Some 420 persons showed up, and at least 50 more were turned away for lack of space. Aside from the annual meeting of the NYSCMA (see separate stories), the weekend was devoted entirely to social and athletic functions.

Highlight of the annual banquet Saturday was the tribute paid to Al Denver, president of MONY for the last 18 years, by the membership. Mr. and Mrs. Denver were presented a set of sterling silver to commemorate the 25th anniversary of the association.

## Denver Tribute

Making the presentation, George Holtzman, MONY vice-president, told the operators how Denver had disregarded threats against himself and his family when he helped root out racketeers from the industry and how he had put aside personal considerations to serve his fellow operators.

Denver said that music machine operators needed an association for survival. He urged them to set an ethical environment that would serve as an example to other industries.

Irving Holzman and the United Manufacturing Company supplied libations at the Friday and Saturday evening floorshows in the Riviera Room and also threw a cocktail party Saturday.

## Golf Winners

Saturday's golf tournament was won by Billboard Music Week's Dan Collins, with a low gross of \$0. Low net winner was Meyer Parkoff, Atlantic-New York; Joe Tartaglia, Mount Vernon, N. Y., operator, won the trophy for the longest drive, while John Bilotta, Rex-Bilotta Distributing Company, won the putting championship for the second year in a row.

In the ladies division, Lee Gordon, Music Operators of New York, was the low net winner, and Mary Meyers took low gross honors. Mike Mulqueen, golf chairman, presented the awards.

Due to mysterious circumstances, having something to do with a missing truck, the softball trophies failed to arrive in time for the presentations.

The Irving Kempners defeated the Jack Wilsons, 11-9, in a tightly played game that afternoon (see separate story).

## Norma Rivers Scores

Starting off the floorshow at the annual banquet was Norma Rivers, Vassar recording artist and a favorite with juke box operators. Miss Rivers, who has attended several coin machine functions in the last year, added a warm touch to

the evening as she belted out some old favorites and interspersed her numbers with friendly asides to the operators.

Linda Hopkins, a newcomer, displayed a wide range of talents and had complete command of the audience. The vocalist later teamed up with Allen and Rossi, a pair of zany comics whose latest album is on ABC-Paramount. All three scored heavily with the operators.

Also on the bill was the Polka Dots, a harmonica act.

Coin machine distributors, manufacturers, record companies and one-stops were well represented at the affair. Among the guests were:

Art Weinand and Harry Stern, Williams Manufacturing; Barney Sugarman, Nate Sugarman, Morris Rood, Perry Lowengrub and Irv Kempner, Runyon Sales; Meyer Parkoff, Oscar Parkoff, Steve Parkoff and Murray Kaye, Atlantic-New York; Frank Campana, Gene Weiss and Nick Brana, Columbia Records; John Bilotta and Jack Shawcross, Rex-Bilotta Corporation; Eric Bernay, A-1 One-Stop; Harry Berger, West Side Distributors; Bernie Boorstein and Gene Libretti, Leslie Distributors; Izzy Edelman, Edelco; Irv Holzman and Ron Billings, United East Coast Corporation; Abe Lipsky, Libra Distributors; Dave Roth, Continental Vending; Al Simon, Simon Sales; Abe Fish and Jerry Lambert, Music Operators of Connecticut.

## Blundered Maps Op Growth

SACKETT LAKE, N. Y.—Increased services to be offered by the Music Operators of America were outlined by Bob Blundered, MOA managing director, at the annual meeting of the New York State Coin Machine Association here Saturday (15).

Among the specific proposals were more forums and workshops at MOA conventions, making provisions for the interchange of information among operators, conducting opinion polls among patrons of juke box locations and determining the attitude of these patrons toward the industry, and determining why certain people like certain types of records.

Blundered also discussed public relations techniques suitable for MOA. Among them were:

1. Co-operation with municipal officials, bankers, park, pool and beach operators, and tavern and restaurant owners to create a

friendly climate for the industry.

2. Developing a code of ethics for the industry and publicizing that code among groups having working relations with the industry.

3. Gathering statistics and information about the industry and making this information available to the press.

4. Conducting a national campaign based on the donation of one day's take from juke boxes to a national charity.

5. Preparing a series of articles, for consumption in publications read by teen-agers and parents, on what the industry is doing to upgrade the musical habits of youngsters and what type of music is preferred by the teen-agers.

## Seek Broader Base

Blundered hinted that MOA may seek to broaden its base when he said, "My concept of this industry includes all coin-operated music machines, amusement machines

such as kiddie rides and legal game machines. When viewed from this perspective, we are talking about a large industry whose significance has not been publicized, and whose future is expanding."

He said that MOA has two main goals — to help the operator become a better businessman and to emphasize the contributions of the industry to the current way of life by making the association the voice of the industry.

## Mfrs. and Distributors

Blundered also said that manufacturers and distributors—as well as operators—should have a voice in formulating MOA policies. Currently, MOA is strictly an operator organization.

He urged the operators to attend the annual MOA convention, warning that if operator attendance is not up to par, exhibitor support will fall off and the association will be weakened.

## School Back In, Dallas Sees Zoom Again

By O. R. ALLEN

DALLAS — Following a mild drop-off in record sales due to the opening of school, Dallas operators say signs this week that business was returning to past high levels.

"Things have been good all summer and will continue to be good," a one-stop owner said. "Manufacturers are wiser now. They watch trends more closely and are more selective in what they record. This better music naturally results in increased play." Opinion here pretty generally agrees that the past summer has been the best in three years.

One of the big boosts for singles has been "I Can't Stop Loving You," recorded by Ray Charles, and then along came "Green Onions" with Booker T. and the MG's, one of the hottest singles out in the past several months.

## Local Talent

Among local talent which is getting a big play in the Dallas area is Jimmy Velvit with his recording, "That's All I Got From You." This was an immediate hit and is continuing at a high level of popularity. It's on a local label.

Recordings from which big things are expected among the recent new releases are "I'll Change

My Style," with Jimmy Reed; "Stop the Clock," with Fats Domino; "You Know How," Bobby Darin; "The Owl Sees You," and "A Girl I Used to Know," recorded by George Jones.

Reversing a trend noted in some sections of the country, operators, distributors and one-stops saw no decrease in the number of juke box locations here.

Records getting a steady play on local juke boxes include most of the old favorites. Part of this popularity of the perennials is due to a local radio station, WRR, noted for its programming of this type of music.

Wurlitzer to Try  
Stereo 45 Plan

NORTH TONAWANDA, N. Y.—The Wurlitzer Company is about to enter the custom record business with 45 stereo singles for juke box operators.

It was learned this week that the firm has been surveying record companies in an attempt to learn on what order basis they would press 45 stereo singles.

A. D. Palmer Jr., Wurlitzer's advertising and sales promotion manager, said that the juke box industry's greatest need is for a 45 stereo single.

## 80 Per Cent Play 45 Only

Palmer pointed out that 80 per cent of the juke boxes on location play the 45 speed only and 50 per cent of all machines are capable of playing stereo.

Thus, he explained, most operators can place 33 r.p.m. stereo records only on their newer equipment. And while most machines on location can play 45 stereos, he added, the production of these disks is negligible.

Palmer feels that the operator playing a basic monaural program on a stereo box is not exploiting the full potential of his equipment.

## 44 Respond

Some 44 record companies indicated they would press 45 stereos on orders. Lowest minimum order required was 500 disks, while the highest minimum was 3,000. According to Palmer, average minimum order required was 1,000.

If Wurlitzer enters the custom record business on a major scale, it will be the third juke box manufacturer to do so. Both Seeburg and Rowe AMI make stereo records available through their distributors, but these disks are 33 r.p.m. singles, suitable for equipment manufactured during the last two years.

Palmer feels that while adult programming on 33 stereo could well boost collections with new equipment, the machines which play 45 records only and are capable of stereo sound should not be overlooked.

Wurlitzer's 45 stereo plan is tentatively called "Music of the Week."

EUROPEAN  
NEWS BRIEFS

## Says Magazine Vital For Op Unity

ROME—Italy's trade organization, SAPAR, is promoting readership of the Italian trade journal *Automat* with the argument that a strong trade publication is indispensable to a prosperous national trade. *Automat* is attempting to promote esprit and a sense of cohesion among Italian operators, who in the past have not been noted for their sense of unity of purpose. *Automat* is trying to promote solidarity among the operators, particularly in the field of trade legislation. The journal contends that the trade can prosper in Italy, as elsewhere, only if it vigorously champions constructive legislation and fights discriminatory and oppressive legislation. Pinballs are offered as a case in point, the machines being banned, it is claimed, largely on the basis of prejudice and without any effort to conduct an impartial inquiry after the facts.

## Cigaretts a Match for Juke Boxes

LUCERNE, Switzerland — Swiss operators are testing phonographs and cigaret vending machines operated in tandem. The cigaret vending machine is a unit specially designed to be placed in tandem with the juke box, the idea being that the patron simultaneously selects a juke number and a pack of cigarets. Swiss operators also have discovered that the tandem placing increases collections in both machines through interaction of patronage, the cigaret machine patrons taking the occasion to play their favorite juke box tunes and vice versa. Some Swiss operators are experimenting with specially designed cigaret machines which attach to the juke box housing and conserve space.

## Phonos Grow in Paris Sidewalk Cafes

PARIS—The sidewalk cafe this season has acquired the juke box as a standard fixture along with table, chair and apertiff glass. Season-end statistics show that 40 per cent of Parisian juke boxes have been operated outdoors part or full time this season, and that the number will increase next season. Conservative French operators have resisted alfresco operation on the theory that sidewalk cafe patron would resent the intrusion of juke box music. The success of the outdoor operation in neighboring Italy convinced many French operators, however, that phonographs could be operated successfully at Parisian sidewalk cafe locations, and this proved to be the case.

## Phonos Boom in Spain Playland

MARABELLA, Spain—Juke box operation is booming along Spain's newest playland, the Costa del Sol, which extends from Gibraltar along the Mediterranean past this best resort. The

(Continued on page 66)

# Distributors Get View Of Rock-Ola 'Big 3'

CHICAGO—Rock-Ola will introduce its new "Big Three for '63" juke box line at a series of regional distributor meetings beginning with a session in New Orleans Wednesday (26).

The machine, which incorporates what has been described as "a revolutionary and exclusive sound system," will be shown to operators in early November.

David C. Rockola, Rock-Ola Manufacturing Corporation presi-

dent, said the "Big Three" theme is being tied in with the slogan, "Big in Style . . . Big in Design . . . and Big in Appeal."

The New Orleans meeting has been slated for the Royal Orleans Hotel. Other sessions will be held in Chicago, October 1, Drake Hotel; New York, Plaza Hotel, October 5; San Francisco, October 11, Mark Hopkins Hotel, and an export distributors' meeting in Chicago, October 2, at the Drake Hotel.

# Detroit Group Changes Name After 25 Years

By HAL REVES

DETROIT—The Detroit Shuffleboard Association, formal trade organization of operators of all types of legal amusement games, has decided to revise its name to the Detroit Association of Amusement Device Distributors, Fred Chlopan, executive secretary, announced.

The old name dates back nearly a quarter century to the early days of game licensing in this city, but it was felt that it was restrictive in its coverage and did not indicate the full scope of membership as it has existed for many years.

The new name embodies the term by which the Detroit City ordinances designate local operators—"amusement device distributors." The term is regularly accepted here though it is contrary to general usage in the trade elsewhere.

A combined program and schedule for use by house leagues for both shuffleboard and pool tables has been prepared by Tom Dewberry, retiring president, and will be available for members for distribution. About 200 tavern locations are expected to participate in leagues this fall here.

"It is necessary to have new blood in this dynamic industry," Chlopan said, in announcing opening of a drive for membership. A number of the veteran leaders are retiring from active operation, in some cases going into other fields, and there is room for new and younger men to assume leadership.

The annual election meeting will be held on Thursday, October 4, with a slate of new officers to be chosen. Meeting will be held in Parlor D, Hotel Tuller, at 8:30 p.m.

# LADIES DAY, TOO

# Baseball Games All Lined in Row Big Winner in Myrtle Beach

MYRTLE BEACH, S. C.—A. C. Burroughs, veteran operator here, has one of the most unusual amusement machine complexes in the Southeast.

All of his machines are exactly the same type, and they are all operating in the same location.

Burroughs, owner of the big Fun Plaza, in this Atlantic Coast funspot, has no less than 43 of Williams' baseball games, located in a 150-foot row down the left side of his off-the-beach building.

Here, the identical machines, ranging for what looks to be half a city block, are each equipped with a high stool, and offer players a chance to win stuffed-animal prizes.

## 1,000 Animals

In operation for the past two years, the all-identical row of machines is backed up by more than 1,000 stuffed animals, pinned on the wall. To win, it is only necessary for the player to achieve 23 runs in a game, which, of course, is a stiff test of skill.

Still, there are from a dozen to two dozen winners each day during the season when something like 10,000 people are concentrated along the five-mile Myrtle Beach area.

Though the arcade contains many well-established games, including diggers, pusher, sidewalk engineers, and one of the biggest bowleros in the State, it has been the baseball game which has shown the biggest returns, according to Burroughs.

## Women Dig Game

The challenge represented by baseball, in the height of the actual baseball season, is probably the spark-plug, but surprisingly, there are just about as many women who know nothing of organized baseball who display the same interest.

Prior to this experiment two years ago, Burroughs used just as diversified a variety of games and amusement machines as any arcade.

Now, however, anyone entering the big Fun Plaza realizes immediately that here is a huge line-up of identical games, obviously there because there is a demand for them—and this in itself, has been enough to create curiosity, and then to lead directly to active play.

Burroughs, handy with electronics and tools himself, keeps a full-time mechanic on the spot at all times, to maintain machine performance, and this year, with as many new machines as have been bought, has had a remarkably low "down time." The Williams' games he feels, are exceptionally rugged and well-built, and gives no more trouble than the sturdy bowleros.

# NEW YORK OPS ELECT SAME OFFICER SLATE

SACKETT LAKE, N. Y.—Millie McCarthy, Hurleyville, N. Y., operator, was re-elected president of the New York State Coin Machine Association at the Empire State group annual meeting at the Laurels Country Club here Saturday (15). Regional vice-presidents, all re-elected, were Bucky Van Wyck, Nyack; Al Bodkin, New York; Barney Rapp, Rochester; Phil Benevento, Syracuse, and Henry Knobloch, Glen Falls. El Solomon, Poughkeepsie, was re-elected secretary, and Mac Douglas, Beacon, was re-elected treasurer.

# THE BIG GAME

# Hardly Anybody Kills as Elders Beat Young Turks

SACKETT LAKE, N. Y.—Irvin (The Kissing Salesman) Kempner, aging athlete of Runyon Sales, demonstrated his mastery of the fine art of softball pitching at the Laurels Country Club here Saturday (15) by holding the opposition to 16 scattered hits and issuing not more than a dozen walks.

Kempner's team, the Elder Statesmen, shaded a team captained by Jack Wilson, 11-9. Wilson's team was called the Young Turks. Actually, the team names listed above are free translations of their true appellations, which are untranslatable.

Ron Billings, going the route for the Young Turks, pitched a minor masterpiece, but he had the misfortune to be pitted against the master on one of his better days.

## Weinand Play

Fancy fielding kept the score down. No more than three errors were committed in any one inning. Play of the game was Art Weinand's spearing of a screaming liner over third base.

Weinand, who played what is referred to as "the hot corner," made a desperation leap for a hot shot over the sack, then spent the next 30 seconds looking for the ball. It was in his mitt.

John Bilotta, returning to the athletic field after a layoff of several years, provided the margin of victory for the Elder Statesmen by driving in a quartet of runs on a brace of singles.

## Clean Living

The contest itself was a tribute to the clean living habits of coinmen. None of the athletes required medical attention during or after the game.

Umpire-in-chief was Ben Haskell, a learned member of the bar and partner in Haskell and Blatt, counsel for the Music Operators of New York. Haskell's work behind the plate drew plaudits from winners and losers alike.

Due to the unexplained absence of the official scorer, no box score of the exhibition was kept.

# MD. COLLECTION TICKETED FOR PALSY CENTER

COLLEGE PARK, Md.—All nickels, dimes and quarters dropped into juke boxes in Prince Georges County between August 24 and August 30 have been donated to the Cerebral Palsy Rehabilitation Center here.

The drive was sponsored by the United Cerebral Palsy Association of Prince Georges County, local tavern owners and the local music machine operators. The total donation has not yet been computed.

# Olympic Game Sports All in New Pinball



OLYMPICS

CHICAGO—All the sports that make up the Olympics—soccer, swimming, discus, hockey and a host of others—are featured in Gottlieb's new Olympics single-player pinball game.

Players can score eight Olympic cities by hitting rollovers. Scoring all eight cities awards a "special," and also lights targets for scoring additional "specials."

Each top rollover scores when its pair of bumpers are lit. Targets and spot rollovers are indicated by a pair of lighted bumpers. The number of cities scored is shown by a center "run-up" scorer.

Players can also go for high score with four on-off pop bumpers. Olympics has a match feature and incorporates Gottlieb's new cabinet design with stainless steel fixtures.



JUMBO KLUB POOL, a 74 by 40-inch bumper pool table, is the latest release of the Irving Kaye Company, Brooklyn. The coin-operated device features a teak formica top rail, white formica corners, and extruded aluminum trim covering all screws. Body of the table is blue, and legs are white with blue trim. The table comes complete with balls, cue sticks and cloth.

# Old 'Model' Anti-Pin Bill Still Up

By JOE KLEIN

CHICAGO—A model for State legislation to supplement the Eastland Bill will be available to State legislatures when they convene next year.

The Chicago-based Council of State Governments, to which all of the 50 states belong by acts of their respective legislatures, announced last week that it would renew its advocacy of a bill drafted by the American Bar Association in 1953. The proposal has been approved by the Council's legislative committee. It has also the support of the National Conference of Commissioners on Uniform State Laws.

The action which brought about the drafting of the "model bill" was triggered by the revelations of the Kefauver Committee in the early 1950's. The task of writing the proposal was assumed by the American Bar Association's commission on organized crime, headed by the late Robert P. Patterson, Secretary of War in the cabinets of Presidents Franklin D. Roosevelt and Harry Truman.

## Still Committed

"We remain committed to that bill," said a spokesman for the Council. "It remains a part of our legislative program. It is our hope that the State legislatures will give

it their most earnest consideration." The "model bill" aims a blow at all gambling while making particular provisions for outlawing coin-operated gaming devices.

Legislative observers explain, however, that only the "anti-pin" features of the proposal were new in State law-making. The prohibitions of the older forms of gaming had been covered in most instances by statutes already on the books.

The Council disclosed that in the nine years since it approved it for legislation only two states—Tennessee and Indiana—have adopted the entire "model bill."

Modified versions of it, however,

have been enacted in several States and in many communities through local ordinances.

## Gambling Defined

Among other things, the "model bill" defines gambling as a risk of "any money . . . deposit . . . for gain contingent in whole or in part upon . . . the operation of a gambling device."

The bill provides further that professional gambling "means maintaining slot machines, one-ball machines or variants thereof, pinball machines . . ."

"Gambling device" is defined as: "Any mechanism by the opera-

(Continued on page 69)

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# **Profit Opportunities in Vending** *for* **Wide-Awake Juke Box Operators**

Special subject matter of very special interest to juke box operators . . .

. . . built around the sales and profit potential in the vending equipment to be displayed at the NAMA Convention, Brooks Hall, San Francisco, Calif., October 13 thru 16.

**Watch for it in October 20**  
**BILLBOARD MUSIC WEEK . . .**  
**distributed nationally**  
**Monday, October 15**

**BILLBOARD**  
**MUSIC WEEK**

**CHICAGO:**

Dick Wilson  
188 Randolph  
CEntral 6-9818

**NEW YORK:**

Denis Hyland  
1564 Broadway  
PLaza 7-2800

**ST. LOUIS:**

Frank Joerling  
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**GO BATS!** and Scare Up More Sales Than You Ever Dreamed of with



**GIANT BAT SCARE 'EMS**  
A life-like, frightening, scary, eerie bat with a six inch wingspan that will make ALL machines come to life... make all machines earn more than ever.  
GIANT BAT comes complete with ringerole so that kids can slip through it and make the wings flutter.  
**ONLY \$45.00 per M Capsuled**  
Order from your distributor.  
**PAUL A. PRICE CO., INC.**  
18 Leonard Street, New York 13, N. Y. Cortland 7-5147-8

**AND YOGI BEAR NOW STEPS UP TO HOME PLATE**

**BILLINGS, Mont**—Bulk vending operators in the area aren't bothered too much by theft or vandalism. However, they are confronted with a hazard unique in the annals of ball gum merchandising. That hazard is gluttony on the part of large animals.

Bill Hankins, local serviceman, recently was making his calls on Yellowstone National Park locations. He made the mistake of leaving the tailgate of his station wagon open while servicing a stop. It seemed like a safe thing to do. There wasn't a human in sight, and National Park tourists are an honest lot anyway.

When he returned, some 44 pounds of ball gum were missing. The culprit was last seen ambling off in the woods. He or she was a big bad bear which had consumed the ball gum on the spot.

**All Kinds of Merchandising Gimmicks Help Carolina Bulk Ops Score With Youngsters**

**FLORENCE, S. C.**—Local operators are beginning to use a little imagination in merchandising their bulk vending wares. With collections the highest in history here, operators are encouraged to dress up their machines. And it's paying off.

The No. 1 merchandising gimmick has been the use of poster-type sample cards inside the globes of vending machines, a practice already well-established elsewhere in the country, but never adopted in the Carolinas until around January. Operators who had heretofore considered charms, candy corn, and similar lines as so commonplace that they didn't need special promotion are finding that it pays to attract attention to each new item as received by sampling it on a white cardboard square, inserted in front of the mix in the globe.

Wherever the operator has taken the extra time to mount six or

seven samples in this way on the card, sales have grown by as much as 25 per cent, according to Bill Haselbush, a part-time operator here.

**Free Samples**

The second merchandising gimmick has been modeled along the giveaway lines. Under this plan, operators leave a sackful of inexpensive charms with the location owner with the suggestion that one or two charms be placed in sacks with candy or other purchases bought by youngsters. Charms are handed out with a wave toward vending machine and the sugges-

tion "Why don't you start a collection?"

Inasmuch as popular varieties of charms are changing from day to day, there is always something new and different which school youngsters can string into charm bracelets and necklaces. The collection idea has caught on swiftly. This has worked out particularly well with 5-cent charms, rather than 1-cent items, probably because of the more intricate nature of the charms and their better appearance. Since most youngsters today have allowances, coming up with the (Continued on page 69)

**IMMEDIATE DELIVERY  
World Famous  
VICTOR  
Standard TOPPER**



**1c or 5c**  
For Ball Gum and Charms.  
Also available for Peanuts and Bulk Candies.  
Packed and sold 4 to a case.

**GRAFF VENDING SUPPLY CO., INC.**  
2817 W. Davis Street Dallas, Texas

**Paris Vendors Try Charms As New Advertising Form**

**PARIS**—Bulk vending operators in France are experimenting with charms as an advertising medium, providing the operator with an additional, and potentially profitable, source of revenue.

Advertisers provide charms with appropriate advertising messages and, in addition, pay the operator for the use of the machines. The charms are then admixed with ball gum, nuts and other bulk vending items.

One of the most popular charm items are capsule-packed balloons, which when installed display the advertiser's message. There is even one type of miniature rocket charm that can be ignited and fired aloof. At the peak of its trajectory the rocket opens a tiny parachute trailing an advertising message.

**Experimental Stage**

The entire field of charm advertising in this country is still in the experimental stage, and set operating patterns are yet to be reached. In the case of the rocket charm, this item is too expensive virtue of their novelty, tend to

increase patronage noticeably, at present for general use. At the moment the practice is to insert several such charms among other types in a machine to stimulate patronage, the rocket charm ad- (Continued on page 63)

**Arkansas Op Deals Free Coffee From County Fair Booth**

**HOPE, Ark.**—Lester Godwin, owner of Hope Novelty Company, had a booth at the week-long Hempstead County Fair here which began Monday (24) exhibiting his vending equipment and dispensing free coffee and cold drinks.

Godwin has on display Seeburg cold drink, coffee and cigaret vending machines.

Godwin was an operator in Dallas, for some 25 years until he bought out Lynn Farr, former owner of Central Amusement Company at Texarkana, Tex.-Ark., two years ago.

Some seven months ago he bought out C. O. Temple, Hope Novelty Company, and has moved all of his operations to Arkansas.

Temple, incidentally, now in the auto business, is a rodeo and riding enthusiast, has a ranch, and was in costume riding with other members of Hope Riding Club at the fair.

**JUMBO 5c ALL 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**

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**SOMETHING NEW IN BULK VENDING?**

Watch for Our Ad!!!

**BEAVER CASTING & VENDING SUPPLY CO.**

430 Comstock Road, Scarborough, Ontario, Canada

**PEN VENDORAMA AND SCRIPTO PENS**



A Fine Combination Holds 193 SCRIPTO Pens Vending at 25c Each Takes in \$48.25  
SCRIPTO Pens—Fine Quality Make. This machine is covered by U.S. Patents. Other Patents Pending.

**VICTOR VENDING CORP.**  
5701-13 W. Grand Ave. Chicago 39, Ill.

TEXAS MAN

Graff Takes It Easy But 3,000 Machines Grind On

DALLAS—After nearly 10 years on the road covering 1,000-mile junkets in servicing some 3,000 Denver locations, Bob Graff of Dallas is now spending most of his time at home—while three collectors have taken over the far-flung servicing responsibilities.

Graff, who went into bulk vending after meeting an old-timer in the business on a hunting trip back in the late 1930's, maintains his location set-up at near the 3,000-machine mark, on the theory that this number of machines, over a territory which goes as far north as Denver, almost 1,000 miles away, is "just about the limit for control."

Continuously spreading out his routes like the spokes of a gigantic wheel, Graff is an energetic, ambitious operator who piloted bulk-vending in many areas where the machines had never been before, and who clung to the idea of "the boss servicing his own equipment" for more than two decades.

Now, however, Graff is getting a taste of the sedentary life, and enjoying it thoroughly.

Vending Pioneer  
The Dallas operator built much

of his reputation on his willingness to experiment with new merchandise, introducing such elements as 25-cent machines in Dallas and other large cities, ball gum vending in many areas, and at least six or seven mixes and fills which have since become standard everywhere in the territory.

Constantly adding new machines, Graff keeps the balance at a level point by selling off routes or equipment, and years ago, determined on a profit pattern which would show a return of between \$4.50 or \$5 as a minimum at each location for each fill.

He feels that any less return on locations often hundreds of miles apart would be impractical, and he doesn't hesitate to pull machines which for any reason are selling less.

Coast Vendors To Talk Over Tax Legality

HOLLYWOOD—Questions concerning group insurance plans and the legality of the State sales tax will be aired at Tuesday's (25) meeting of the Western Vending Machine Operators Association. The monthly dinner meeting will be held here at Nikabob's Restaurant, Western and Ninth streets.

The sales tax situation was brought to the floor of last month's meeting, and bulk vending operators' interest in the problem is prompting the association to continue the discussion further. The group's president, Phil Sreden, has promised to bring an insurance expert to the next meeting to discuss the group plans.

25,000 Tradesters Get NAMA Mailings

CHICAGO—The National Automatic Merchandising Association has just completed the most ambitious marketing effort in the trade group's history.

According to Walter W. Reed, NAMA's public relations director, the vending association has sent vending information material to nearly 25,000 industry leaders since July.

Material sent included special cover letters selling the vending idea along with the recently published pamphlet, "Vending in 1961—A Year of Realistic Appraisal," and the booklet, "A Concise History of Vending in the USA," by Dick Schreiber, editor and publisher of Vend Magazine.

**AMCO SANITARY VENDOR**  
The Finest for Vending Flat Pack Products  
10c, 25c and 50c Operation



Vends flat packs up to 1/2" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

**J. SCHOENBACH**  
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Closures, 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

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

ABP

BAT COPY SO SCARY WRITER MAKES BULLER

NEW YORK—The Giant Bat charm which Paul A. Price, Inc. added to its Scary 'Em series last week sells for \$45 a thousand. Typographical error in last week's issue of BMW had the charm selling for \$4.50 a thousand. The charms are equipped with loops through which a string may be passed. When the string is swung, the bat wings flutter, giving the charm a lifelike illusion.

Carolina Bulk Ops Schedule Fall Meet

MAGGIE VALLEY, N. C.—The Carolina Bulk Vendors Association, an affiliate of the National Vendors Association, holds its fall meeting at the Mount Valley Inn here, October 27-28. All North Carolina and South Carolina operators are invited to attend.

CBVA officers are Lee Wine-coff, president; Jack W. Thompson, vice-president and secretary, and William Dennis, treasurer. Leo Smith is chairman of the board.

NVA will have a representative at the meeting.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.95
N.W. Deluxe 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model 233, 1c Pers. Com- verted for 100 ct. B.G.	4.50
Silver King 1c B.G. or Mds.	20.00
A.T. Gum	12.00
Mills 1c Tab Gum	12.00
Model 233 Peanut, 1c	4.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red S	.44
Pistachio Nuts, Jumbo Queen, White	.37
Pistachio Nuts, Large Tulle	.43
Pistachio Nuts, Vendor's Mix	.38
Pistachio Nuts, Shell, Red	.38
Cashew, Whole	.43
Cashew, Butts	.43
Peanuts, Jumbo	.35
Spanish	.35
Mixed Nuts	.37
Baby Chicks	.37
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.38
Licorice Gums	.47
M & M, 200 ct.	.47
Hershey-49s	.47

Rain-81c Gum, 72 ct.	.32
Maltette, 100 ct., per 100	.32
Rain-81c Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-81c Ball Gum, 180 ct.	.34
100 lb. minimum shipped on all Rain-81c Ball Gum.	
Adams Gum, all flavors, 100 ct.	.48
Wrigley's Gum, all flavors, 100 ct.	.48
Beech-Nut, 100 ct.	.48
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.

One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM GET YOUR SHARE WITH Northwestern

**PACKAGE GUM VENDOR**

This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

**STAMP FOLDERS, Lowest Prices, Write**

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO**  
MOE MANDELL  
146 W. 36th St., New York 18, N.Y.  
10018-2444

**NEW for 5c CAPSULE VENDING**

New-Wiggly **FRIGHTNING BUGS**



Only \$25.00 per M in Capsules at your nearest warehouse or direct from **KARL GUGGENHEIM, INC.**  
159-07 Archer Avenue  
P. O. Box 510, Jamaica 31, N. Y.

Service is Simplified with the **Northwestern INTERCHANGEABLE MERCHANDISE UNIT**

**Northwestern SIXTY**  
With QUICK-TACH at slight extra cost.

- ... Easy to Service
- ... Easy to Clean
- ... Time Saving
- ... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

**BIRMINGHAM VENDING CO.**  
320 2nd Ave., N., Birmingham 4, Ala.  
Phone: FAirfax 4-7524

**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.



**CLEVELAND COIN MACHINE EXCHANGE, INC.**  
2029 Prospect Ave. Cleveland 15, Ohio  
Phone: TOWer 1-6715

**VENDING HEADQUARTERS for VICTOR**  
THE MOST COMPLETE and FINEST LINE of BULK VENDORS  
**← VENDORAMA**

The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1c, 5c, 10c or 25c play.  
Large Stock of Vendors—Parts and Merchandise.  
Write for Prices.

**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E., Atlanta 7, Ga. Phone: Drake 7-4300.

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:  
**BITTERMAN & SON**  
4711 E. 27th St. Kansas City 27, Mo.  
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.

**AMERICAN MADE METAL ADJUSTABLE RINGS**

<b>1. ALL GIRLS</b> Heart Rings \$14 per M	<b>2. ALL BOYS</b> Ring-A-Ding Rings \$22.50 per M 5 Styles
<b>3. BOYS AND GIRLS RINGS</b> 50% Boys' Ring-A-Ding 50% Girls' Heart \$18.25 per M	<b>4. REAL SPECIAL</b> 25% Heart Rings 25% Ring-A-Ding 50% Stoned Girls' Rings \$22.25 per M Beautiful Assorted Colored and Crystal Stones.

Expansion Offer—Expires October 15, 1962  
1,000 Girls' Heart Rings **FREE** with an order for 10,000 of the above rings. Offer Nos. 1, 2, 3 or 4 may be combined.  
Also available through your distributor. Write for Samples.

**GOLIATH SPECIALTIES, INC.** Now in Larger, Modern Quarters  
P. O. Box 326, Flushing 32, N. Y.

**QUALITY-VALUE BULK MERCHANDISE**

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.45
Mixed Nuts	30	.35
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.38
Boston Baked Beans	30	.38
Licorice Lozenges	30	.32
Confection Mix	30	.47
Jumbo Pistachio, Red	30	.40
Medium Pistachio, Red	30	.38
Small Pistachio, Red	30	.35
Leaflets (M&M Style Candy)	30	.37
Teeny Jelly Beans	30	.38
Candy Corn	30	.38
Hersheyettes	30	.45
Chicle Base Cub Chicks 520	30	.42
Chicle Base Cub Chicks 330	30	.42
Rainbow Tabby-Lets 520	30	.42
Super Pops (Bulk Candy)	30	.40
Maltettes (Ball Style, 100 Ct.)	15	.35

**BALL GUM VARIETIES**

	Pack Lbs.	Per Lb.
140-170-210 Rainbow Gum	35	.32
Rainbow 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	.34
Rainbow Screwballs, 100's	18	.29
Rainbow 1/2 Chicle 140	35	.41
Cherry 318 Count	35	.41
10 ORDER: 200 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.		
Adams, Wrigley's, Beech-Nut Brands, 1c, 100's. Per Box		.47

**ACCESSORIES**

Single Floor Stand	\$ 8.00
Obf. Cross Bars for Above	2.00
Triple Cross Bars for Above	3.50
4 Place Racks with Wheels	12.50
6 Place Racks with Wheels	18.50
2 Place 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 Paint Pens, Gr.	2.50

**RECONDITIONED & REFINISHED VENDORS**

N.W. Model 49, 1c or 5c Bulk	\$12.50
N.W. Model 49, 5c Bulk Gum	12.50
Silver King 1c or 5c Bulk	8.00
Acorn 1c Ball Gum	11.00
Victor Toppers, 1/2 Bulk 1c	11.00
Acorns, 1c or 5c Bulk	11.00
Silver King 5c Hot Nut	12.50
Alex 5c-10c 2-Col. Bulk	12.50
Premier 1/2 Card Vendors	14.50
3-Col. 5c-15c Stamp (Folder)	18.00
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 \$50.00.

**Rake Coin Machine Exchange**  
609 A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676

## Memphis Police Nab Coin Burglar, Charge He Lifted 7 Machines

MEMPHIS—Police last week caught a burglar who confessed breaking into coin machines in seven burglaries, getting an estimated \$296 in loot but doing several thousand dollars in damage to the machines.

Memphis Music Operators Association sent a note of commendation to police for clearing up the burglaries.

Police charged William Earl Cates, 33, with seven counts of

burglary. Cates pleaded guilty at arraignment in City Court.

The cases now go to the Grand Jury where indictment is routine. Conviction calls for time of from 3 to 10 years.

Chief of Detectives Charles Young said Cates also admitted two other burglaries in the county for which he may be charged later.

Chief Young said Cates was arrested by Lieuts. J. L. Ammons and J. H. Wright, acting on a tip from a citizen that Cates was showing up at taverns with a lot of coins in his pocket he was spending for beer.

Under questioning, he confessed the burglaries, Chief Young said.

Meantime, police caught two young men breaking into a drink vending machine. City Judge Boushe amended the felony charge to a misdemeanor and fined them \$50 each after both confessed their guilt and said, "We're sorry. We've learned our lesson."

## Lillie Bell Embry Dies in Memphis

MEMPHIS—Mrs. Lillie Bell Young Embry, wife of Jack Embry, partner in Central Music Company, died Tuesday (18) in St. Joseph Hospital of a liver ailment. She was 40.

She left two sons, Lee, 13, and Jack Jr., 10, two brothers and a sister, in addition to her husband.

## Dinner at Inn Marks Memphis Showing

MEMPHIS—The Sammons-Pennington Company unveiled its new Seeburg juke box which plays 33-speed albums as well as singles at a dinner showing Monday (10) at Holiday Inn.

It was a well organized, sleek, professional showing with help from a Seeburg staff. "Excellent response" was the result, said George Sammons, company president.

Several dozen operators and their wives and some especially invited guests attended the cocktail hour, dinner and showing.

**Lavish Unveiling**  
It was the most lavish unveiling ever seen in the Mid-South, and a revolutionary departure from the usual distributor staging—a two-day daytime viewing with a buffet luncheon served.

Sammons, who bore the cost of the event, said he went first class because of the "importance of this new machine in the industry. It is entirely new and different and will mean a breakthrough into locations a juke box has never been in before."

Operators after the showing expressed enthusiasm over three new mechanical features:

1. 100 per cent transistorized system, which means no expensive repairs on burning out of vacuum tubes.
2. Mechanism of the machine in compartments, which can be removed, replaced on the spot and later repaired at the shop.

3. Diamond needle, which lasts six times as long as the sapphire needle.

Sammons said he would assist operators in getting two-year location contracts on the new machines.

"We expect to get the operator \$10 a week front money," he said. "We will handle the contract as a service to the operator."

"We will get enough in the contract for the operator to pay for the difference in depreciation in two years."

Memphis operators who attended:

Mr. and Mrs. L. P. Dickens, Dickens Amusement Co.; Mr. and Mrs. Charles Kahn and Mr. and Mrs. Jake Kahn, Tri-State Amusement Co. and son, Glenn.

John Novarese, Poplar Tunes Music Service; Mr. and Mrs. Stanley Harbin, Harbin Music Co.; Robert Roll, Roll Vending Co.

**Mid-South operators:**  
Mr. and Mrs. Charles Shive, Yazoo Novelty Co.; Wayne Cartiler, B & C Amusement Co.; Robert Davis, route manager, B & C Amusement Co.; Mr. and Mrs. James E. Bobbitt, Bobbitt Music Co.

Ray Cothor, Automatic Amusement Co.; Mr. and Mrs. John C. Gurley, Ace Music Co.; Thomas Sinclair, Crown Music Co.; Mr. and Mrs. Hardy Creekmore, Cleveland Music Co.; Mr. and Mrs. John Green, Green Amusement Co.

Mr. and Mrs. Nathan Wheelless, Service Amusement Co.; Don Sprouse, Don's Cigarette Service; Mr. and Mrs. J. Earl Gill, Gill Amusement Co.; James Kyle, Kyle Amusement Co.; Elmer V. Womack, Womack Amusement Co.; Mr. and Mrs. Paul Maucelli, Paul's Novelty Co.

Charles Stewart, executive secretary of Arkansas Music Operators Association; Wallace Nolen, Nolen

Music Co.; Mr. and Mrs. Joe Michie, Gay Amusement Co.; Mr. and Mrs. A. G. Williams, William Amusement Co.; Clarence Spain, Spain Amusement Co.

Mr. and Mrs. Woodrow Wages, Wages Amusement Co.; M. L. Armstrong, Armstrong Amusement Co.; Mr. and Mrs. Elton Cox, ABS Music Co., and son, Lee; Andrew Cassinelli, Little Rock Amusement Co.

Lexie Howard and Clinton U. Collins, Crystal Amusement Co.; Abe Malouf, Malouf Music Co.; Edward Johnson, route manager, Malouf Music Co.; Mr. and Mrs. Ted Combs, Taco Music Co., and Bill Buchanan, Buchanan Amusement Co.

### Sammons Personnel

Sammons' staff at the showing included: D. V. Pennington, partner in charge of service department; Robert Goad, manager, Game Sales, Inc.; Allen C. Smith, manager of vending division; Ben Fontaine, manager of phonograph division.

Carl Lamb, Jack West, Edward Lumpkin, Edward Kane, all service men; Alva Gaddy, secretary; Lydia Cunningham, bookkeeper; Richard Griggs, maintenance man, and Nat Hall, shipping clerk.

Other guests included:

L. C. Sammons, Sammons' father; Wright Bailey, vice-president, First National Bank and manager of Crosstown Branch; Cliff Conners, vice-president and general manager of Murdock Acceptance Corporation, and Elton Whisenhunt, Billboard Music Week.

The Seeburg staff present was: Edward Blankenbeckler, sales manager; Lloyd Howle, Southern vending division manager; James Bullock and Robert Moskow, public relations.



**VENDING HEADQUARTERS**  
for **VICTOR**  
THE MOST COMPLETE and FINEST LINE of BULK VENDORS

Now Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

**PARKWAY MACHINE CORP.**  
715 Ensor St. Baltimore 2, Md.

**THE BEST 10¢ CAPSULE VALUE TODAY**

Metal Adjustable Rings  
**DIAMONDS • DIAMONDS • DIAMONDS**  
All colors—all sizes  
Buy Direct From Factory or Eppy Warehouse



**\$30.00** per Thousand  
Packed in Colored Capsules  
F.O.B. Jamaica, N. Y.

**EPPY CHARMS INC.**  
91-15 144th Place, Jamaica 35, N. Y.

**oak PROFIT MAKER!**

25¢ OR 50¢  
SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak MANUFACTURING COMPANY, INC.**  
1911 Kiplingdale Ave., Solon 52, Ohio

**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**  
2925 Armstrong St. Morris, Ill.  
Phone: WHitney 8-1800

## Carlos Salazar, Rowe AC Export Man, Dead at 39

CARACAS, Venezuela — Carlos Salazar, Rowe AC Services export manager for Latin America, died here suddenly on a business trip last week. He was 39.

Salazar, who had been with Rowe AC Services and AMI for nine years, was well known both in the United States and South America and had been a major factor in building Rowe AMI sales in Latin America.

A native of Cuba where his mother still lives, Salazar had made his home in Miami. He leaves his wife, Sara Capella Salazar, and two children, Beatriz Eleana, 5, and Carlos Humberto Jr., 3.

Other survivors include a brother, Luis F. Salazar, Miami; Dr. Guillermo Salazar, Milwaukee, and a sister in Miami.

## Paris Vendors

Continued from page 61

vertiser paying a proportionately higher cost.

There is experimentation with charms containing advertising messages so finely written that they must be read through a magnifying glass, the glass being attached to the machine for this specific purpose.

Still other advertising-message charms operate on the tea cookie principle, the advertiser's message being inside the charm on rice paper.

### Kiddie Market

Advertisers and operators are working together in the experimentation here to devise advertising messages directed to specific categories of bulk vending machine patrons. In the case of ball gum machines, the effort is made to devise advertising messages which children will relay to their elders.

Results so far are highly promising. Advertising messages, by Studies show, moreover, that, in controlled tests, the bulk vending messages actually stimulate purchasing of the advertised products appreciably.

**COINMEN**  
in the **NEWS**

Midwest

### MILWAUKEE MENTIONS

Seeburg's "Break Through" showing last week at the Milwaukee Inn attracted a big turnout of coinmen from all over the State. One side result: visiting coinmen tied in their Seeburg trip with visits to other distributors in town. All distributors checked reported a steady stream of visitors all week long.

Tom Mowers, downtown Radio Doctors, is back on the job at the one-stop. He has just completed six months of Army service at Fort Bliss, Tex. . . . Marla Kozlow, office manager, Beckerman Distributing Company, was elected to a high post at the recent national convention of the Jewish War Veterans' auxiliary group. After 15 years of flying and 2,000 logged hours of solo piloting, coinmen Frank Bartnik, Banaco Music, experienced his first forced landing. He was forced to set down his Bonanza recently in a farmer's stubble field near Duluth when engine trouble developed. The mishap didn't prevent him, however, from flying to Cleveland the following week to visit his brother-in-law, Al Witalis, Western Music, also in the music and games business. Pool tables still bring the best returns, according to Morry Fuhrman, Morry's Amusement. Receipts generally, he adds, are "slightly ahead of last year." . . . The Milwaukee Coin Machine Operators Association resumed its meeting schedule on September 10. The trade group had canceled all of its gatherings during July and August. "Nothing special on the agenda," reported President Sam Hastings, Hastings Distributing Company. "Just getting organized for the season ahead."

(Continued on page 68)



**VENDING HEADQUARTERS**  
for **VICTOR**  
THE MOST COMPLETE and FINEST LINE of BULK VENDORS

Now Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

**LOGAN DISTRIBUTING CO.**  
1850 W. Division St., Chicago 22, Ill.

# DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

<b>SURFIN' SAFARI</b> AND <b>409</b>	<b>BEACH BOYS</b> Capitol 4777
<b>PUNISH HER</b> AND <b>SOMEDAY</b>	<b>BOBBY VEE (Punish Her)</b> <b>BOBBY VEE &amp; THE CRICKETS (Someday)</b> Liberty 35479
<b>ONLY LOVE CAN BREAK A HEART</b> AND <b>IF I DIDN'T HAVE A DIME</b>	<b>GENE PITNEY</b> Mercury 1022
<b>SEND ME THE PILLOW YOU DREAM ON</b> AND <b>WHAT'LL I DO</b>	<b>JOHNNY TILLOTSON</b> Cedence 1424
<b>POPEYE THE HITCHHIKER</b> AND <b>LIMBO ROCK</b>	<b>CHUBBY CHECKER</b> Parkway 849
<b>STOP THE MUSIC</b> AND <b>IT'S LOVE THAT REALLY COUNTS</b>	<b>SHIRELLES</b> Scepter 1237
<b>AND THEN THERE WERE DRUMS</b> AND <b>LIVE IT UP</b>	<b>SANDY NELSON</b> Imperial 3870
<b>WORKIN' FOR THE MAN</b> AND <b>LEAH</b>	<b>ROY ORBISON</b> Monument 467

## Hot Disks Lift Curse Off Seasonal Juke Box Slump

CHICAGO—With school starting, operators are getting their usual seasonal drop-off in collections, but there are several bright spots.

For one, a flood of hot new singles is helping take the edge off the drop in play. Or to put it in an operator's own words: "Business is pretty slow, but it would be a lot worse if we didn't have the hot records to play that we do."

(This particular operator cited a location that averages \$80 per week and last week dropped to \$10. Last year the same spot only dropped down to \$35.)

Another happy note is the new swinging programming policy of WYNR (formerly WGES) taken over by the McLendon Corporation a couple of weeks ago.

Operators generally feel the station has amassed a large across-the-board listening audience. This is particularly interesting in that McLendon had said he was beaming the station's fare specifically at a Negro audience.

If anything, WYNR has a hard-rock combination of rhythm and blues and rock and roll with a very definite pop sound. The station is playing a lot of new releases and has generally instituted the type gimmicks calculated to attract a singles-buying audience.

Operators feel WYNR is making a lot of people more aware of singles and is generally injecting some new blood into the radio situation.

The battle, if it can be called that, between giant WLS and WYNR is still a David-and-Goliath-type hassle. But the new station appears very willing to fight, and operators feel it can only help as far as the juke box business is concerned.

Both Music Box and Singer report strong operator action on "Baby Face," Bobby Darin, Atco, and "Only Love Can Break a Heart," Gene Pitney, Musicor. Singer is also getting good operator reaction from "Surfin' Safari," a rock-and-roll-oriented tune by the Beach Boys on Capitol.

Music Box also reports good operator action on "Don't Go Near the Indians," Rex Allen, Mercury; "Patches," Dickie Lee, Smash; "Untie Me," Tams, Arlen; "I Remember Carol," Tommy Boyce, RCA Victor, and "Gina," Johnny Mathis, Columbia.

# British Coinmen Get Ready For Common Market Day

By OMER ANDERSON  
BRUSSELS — Export-import firms at this coin machine world trade crossroads are planning for British entry into the European Common Market—and for steadily rising handicaps for American firms selling to Britain and Western Europe.

It is the export-import trade consensus here that creating of the Common Market will drastically reduce the market in these countries for U. S. equipment, primarily reconditioned equipment of all types.

Despite obstacles besetting British entry into the trading community, coin experts here are almost

unanimously convinced that British membership is inevitable, and that it probably will come within the next year. It is an open secret here that the British coin machine trade is re-orienting its entire operational approach in line with this assumption.

### Tariff Cuts

The trading community is about 50 per cent complete now—meaning that the six countries have dropped their internal tariffs by that percentage. The remaining 50 per cent cut in tariffs will be speeded up, with the goal of abolishing all internal tariffs by 1964.

At the same time the trading

community is beginning its most crucial operation—fixing external tariffs between the trading community and non-member countries. This operation is being handled gingerly for the time being, but the tariff-wall building will pick up speed as the trading community jells.

The Continental trade intends pressing for the erection of barriers which will effectively restrict U. S. competition, in reconditioned as well as new machines.

### Used Equipment

Francois di Marjery, a Common Market tariff expert specializing in electronics, said that Common Market coin machine tariffs would hit U. S. reconditioned equipment exports hardest. Major U.S. producers are selling new equipment for the most part through European subsidiaries or under licensing arrangements with European firms.

But reconditioned equipment shipments are sharply vulnerable. Di Marjery observed, "We are getting strong pressure already for stiff tariffs on these shipments. European producers, it would seem, fear competition from U. S. reconditioned equipment."  
*(Continued on page 63)*

## 400 See Seeburg Console Unveiled at H'wood Hotel

HOLLYWOOD — Amco Music and Vending Company, formerly Badger Sales, unveiled the new Seeburg LP Console machine at a cocktail party and dinner attended by more than 400 persons at the Hollywood Roosevelt Hotel Friday (7).

According to Amco's Leo Simone, 386 operators and their wives attended, coming from all sectors of the area for a glimpse of the new and much-heralded coin-operated music system. Other guests, numbering 57, represented record companies, press and members of the Amco firm.

The showing was conducted by Tom Herrick, vice-president in charge of marketing for the Seeburg Corporation. The unveiling was carried off in an impressive manner, utilizing film slides, a recorded, specially written musical production, plus on-stage visuals to add to the impact of the showing. The presentation took one and a half hours after the cocktail party and dinner. Nearly everyone remained throughout.

The new machine features album fare in the form of seven-inch 33 1/3 versions of 12-inch LP's, allowing the operator a choice of quarter and half-dollar play for the albums. The LP feature is in addition to the conventional intermix play of 33 and 45 r.p.m. singles. Seeburg's aim to cash in on the adult market appeal of albums won enthusiastic response from those present.

Similarly, the subdued, clean furniture lines of the equipment, as opposed to the typical juke box look, seemed to go over with the

crowd, particularly after Herrick pointed out that the "class look" was necessary to help operators get "champaign" accounts.

## Recent Stereo Releases For Juke Box Operators

All titles listed below are from recent Seeburg "Artist of the Week" packages. All are available in 33 1/3 stereo. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

### Easy to Please, Carl Smith, Columbia (Country)

Love While You Can/Blue Love  
We Live In Two Different Worlds/Easy to Please  
Will You Be Satisfied That Way/A Walk on the Wild Side of Life  
No One Will Ever Know/Thoughts of a Fool  
Greener Pastures/Sweet Lips

### Sincerely, Brenda Lee, Decca (Pop Standard)

You Always Hurt the One You Love/Lazy River  
You've Got Me Crying Again/It's the Talk of the Town  
Send Me Some Lovin'/How Deep Is the Ocean  
I'll Always Be in Love With You/Fools Rush In  
Hold Me/I'll Be Seeing You

### Earl After Dark, Earl Grant, Decca (Pop Instrumental)

All the Way/ Gee, Baby, Ain't I Good to You  
Mood Indigo/Old Devil Moon  
Ball Ha'/Get Out of Town  
Then I'll Be Tired of You/A Hundred Years From Today  
On the Street Where You Live/Robin's Nest

### Sinatra Sings of Love and Things, Frank Sinatra, Capitol (Pop)

The Nearness of You/Hidden Persuasion  
The Moon Was Yellow/I Love Paris  
Chicago/Love Looks So Well on You  
Sentimental Baby/Mr. Success  
They Come to Cordura/I Gotta Right to Sing the Blues

SEE  
**Seeburg**  
COLOR AD  
Inside  
Spread

**WANTED**  
**BINGO MECHANIC**  
for work at Honest Johns in fabulous Las Vegas on slot machines with electronic applications. Must be qualified—between ages 30-40. No past record. Top money for right man. Call  
Norman Little  
Las Vegas, Nevada  
Dudley 2-3633 collect

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... TO WHAT'S GOING ON IN BULK VENDING AND COIN MACHINE OPERATING!  
Get Fast Mail Delivery of **BILLBOARD MUSIC WEEK**  
Every issue packed with the latest coin news & forecasts. That'll help you earn more... avoid costly mistakes. With exclusive advance reports on new products, new markets and fast opening opportunities for quick profits.

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Company \_\_\_\_\_  
 Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
 Type of Business \_\_\_\_\_ Title \_\_\_\_\_

**SUBSCRIBE NOW!**

**UPRITE SALE**  
Wild Cat, Youth Tutti Converted Wildcat, Big Top Converted Wildcat, Hunter, Color Cross Diamond, Touchdown, Skirt Short, Double Shot.  
**\$50 each**  
Send 1/3 Deposit to  
**GUERRINI'S**  
1211 W. 4th St. Lewisport, Pa.

**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  
250 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  
AMI G-200 Phonograph**  
\$225.00

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: Condist

**DAVIS DAVIS DAVIS DA**

**now  
contact  
DAVIS  
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BREAKTHROUGH  
PRICES  
in  
guaranteed  
reconditioned  
used  
machines!**

Terms:  
1/3 deposit required.

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Phone: GRanite 5-1431  
Area Code 315

**DAVIS DAVIS DAVIS DA**

**British Coinmen**

Continued from page 64

conditioned equipment almost more than from new equipment.

This view is confirmed generally by Continental trade sources. A West German industry leader pointed out, "New U. S. equipment is usually substantially higher priced than European equipment, and the higher price, particularly since the slowdown in the phonograph boom, gives us a selling edge.

"However, reconditioned equipment is tough competition for us, because it sells for the same price, or even less, and operators are tempted to buy a reconditioned U. S. prestige machine in preference to a new European machine."

**Color Strip as Beacon  
Helps Op Promote Play**

MIDDLETOWN, N. Y.—James (Pie) Haley, veteran Catskill Mountain operator, has been boosting juke box collections with the use of colored transparent strips which slide over title strips. The strips, which Haley buys for 45 cents a hundred from the Mobile One-Stop of Pittsburgh, are used to spotlight disks which Haley thinks are particularly appropriate for specific locations.

According to Haley, play on certain records has more than doubled through use of the colored strips. For example, Haley will take a location which does

well with Polka numbers. When he gets a new polka release, he'll slide the orange plastic slip over the title, calling attention to the fact that's he's got a new number especially purchased for the patrons of the location.

He's made comparison tests, first putting the record on with no colored strip, then sliding on the strip after a week of play. In every case, play on the particular record has gone up—generally average about 25 per cent.

Haley is careful not to use too many colored slideovers, concentrating on records which he feels are big earners.

**4th Annual Music Golf Jamboree  
Draws 60 Wisconsin Tradesters**

MILWAUKEE—The fourth annual Wisconsin Music Industry Golf Jamboree drew a large crowd of record industry people, Wednesday (12), at the Port Washington Country Club. More than 60 disk dealers, juke box operators, distributors, disk jockeys and record promotion men attended.

Low net golf award went to Ken Kulow, Kendou, Inc. Prize for low gross score was won by Les Lerche, Morley-Murphy Company.

Jamboree chairman John Plimpton, Bay Music Center, was assisted by these committee aids: Bob Larsen, WEMP; Bob Blie, Decca Records; Harry Jacobs Jr., United, Inc.; Les Lerche, Morley-

Murphy Company; Bob Rippey, Triangle Music; Ken Kulow, Kendou, Inc.; and Benn Ollman, Billboard Music Week correspondent.

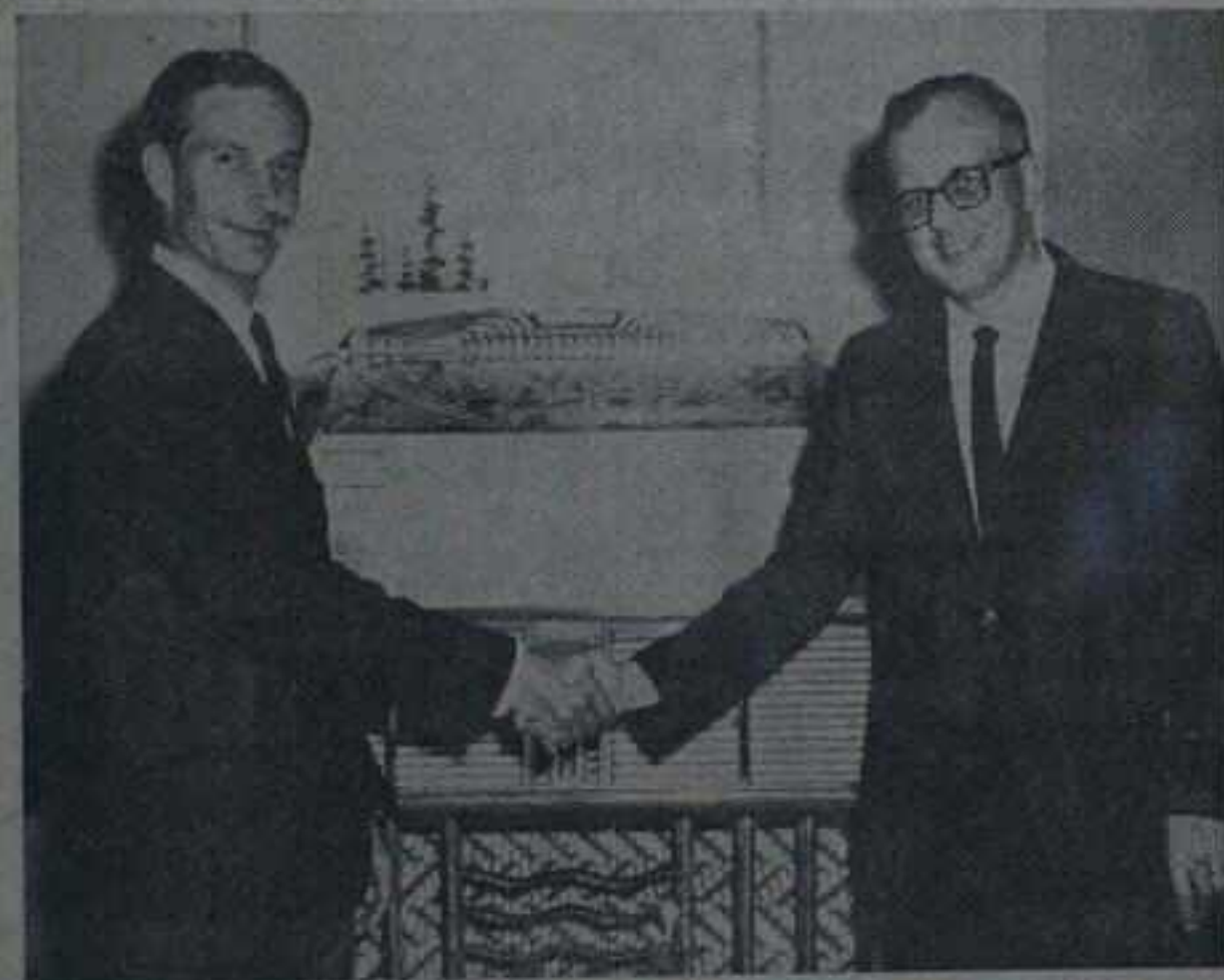
On hand during the day were: Jay Albrent, James H. Martin, Inc.; Henry Aubuchon, Morley-Murphy Company; Harry Beckerman, Beckerman Distributing Company; Bob Blie, Decca Records; Dick Bruce, William R. Broege; Larry Clark, WRIT; Tom Collins, WEMP; Morris I. Diamond, Chicago, Phillips, International Records; Charles Fach; Bill Farr, Morley-Murphy Company; Jerry Glassman, Radio Doctors; Bill Guyer; Jim Hanke; John Neprud

Heidner, Mercury Records; Harry Jacobs Jr., United, Inc., and Joe Jarmusz, Record City.

Also, Arnold Jost, Arnold's Coin Machine Company; Paul Kaffenberger; Bob Karius; Ron Kopp, United, Inc.; Joe Krasno and Milan, The Highland House; Bob Kratky, Beckerman Distributing Company; Ken Kulow, Kendou, Inc.; Bob Larsen, WEMP; Joe Liptak, Tell Music; Casper Lyday, Harris Music; Gordon Krahn; Les Lerche, Morley-Murphy Company; Stan Loucks; Lou Mistele, Mistele Music; Jefferson; Robert Mahl, Record City; Jim Mayer, Record City; Kenny Myers, Chicago, Mercury Records; Wayne Novak; Benn Ollman, Billboard Music Week; Gerry Phillips; John Plimpton, Bay Music Center, and Stan Ratner, Shawano, Decca Records.

And, Robert M. Reinhardt, Metropolitan Insurance Company; Harold Rietz, Taylor Electric Company; Bob Rippey, Triangle Music; Lee Rothman, WRIT; Dan Sabin, Record City; Herb Schultz, Bay Music Center; Chic Silvers, Chicago, Smash Records; Clarence Smith, Milwaukee Amusement Company; Jim Stecher, Novelty Service Company; Peter Daniel Stocke, Taylor Electric Company; Ron Strassburger, John O'Brien Distributing Company; Eddie Tarm; Marley A. Waak, Garmisa Distributing Company; Jack Wajer, Liberty Records; Lyle Wilcox, Metropolitan Amusement Company; John Wilson, Kenosha, Wilson Record & TV Center; Ken (Ace) Windl, Decca Records; Ben Wood, Mercury Records; H. P. Zastrow, and Gene Zeratsky.

HACKENSACK, N. J.—Bilotta Enterprises, Newark, N. Y., has been named New York State distributor for the Univox School Supply Vendor, made by the Uni-Supply Vender, made by the Universal Electronics Laboratories Corporation here. Bilotta is New York State Wurlitzer distributor.



THIS CIRCA 1951 WURLITZER juke box case was a door prize won by John Wilson, right, Wilson Record & TV Center, Kenosha, Wis., at the fourth annual Music Industry Golf-O-Ree. Donor Ron Kopp, left, general manager, United, Inc., Wurlitzer distributor, promised Wilson that if he wins again next year he will get the works—for the juke box case.



AWARD-WINNING GOLFERS and their trophies, presented at the fourth annual Music Industry Golf-O-Ree. From left: Harry Jacobs Jr., United, Inc.; Ken Kulow, Kendou, Inc.; Casper Lyday, Harris Music, and Les Lerche, Morley-Murphy Company.

**NEW ROWE AMI  
3 in 1 phonograph**

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.\* Brilliant design, moving color. Loaded with play building features.  
\*Patent pending

See your Rowe AMI Distributor!

**Rowe AC Services**  
Division of Automatic Canteen Company of America  
18 So. Michigan Ave., Chicago 3, Ill.

**ZIG-ZAG**  
Counter Game  
3-ball play, 1c-5c-10c play. Size 12 1/2 x 17 1/2 x 5 1/2. In line scoring, high scoring. All natural wood cabinet.  
**\$49.50**



**SHUFFLEBOARD  
SCOREBOARDS**  
Coin operated, 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.  
**\$159.50**  
Wall Model ..... \$185.00

**SPECIALS!  
POOL SUPPLIES**  
5-Oz. Bumper Pool Balls (15) ... \$ 9.00  
4-Oz. Bumper Pool Balls (15) ... 7.50  
2 1/2" Pool Balls 1-15 w/Cue Ball ... 12.50  
2 1/4" Pool Balls 1-15 w/Cue Ball ... 14.95  
Set Plastic Triangles, 2 1/4" ... 1.50  
48" Cues ... \$1.50 ea.; 25, \$1.15 ea.  
22" Cues ... \$1.95 ea.; 25, \$1.58 ea.  
57" Plastic Cues ... \$2.95 ea.; \$39.00 dr.  
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 2-2434

**N. ILLINOIS, N. INDIANA and  
IOWA OPERATORS—ORDER NOW!**  
Your locations can break all MONEY MAKING RECORDS with GOTTIEB'S NEW  
**OLYMPICS**  
See page 69

**SALE PRICED!**  
Completely Reconditioned  
GOTTIEB  
BRIGHT STAR, 2-PI. .... \$195  
WHIRLWIND, 2-PI. .... 215  
DANCING DOLLS ..... 265  
QUEEN OF DIAMONDS ..... 195  
SPOT-A-CARD ..... 265  
SUNSHINE ..... 175  
STRAIGHT SHOOTER ..... 185  
SUPER CIRCUS, 2-PI. .... 195  
MISS ANNABELLE ..... 195  
WILLIAMS

**WANT TO BUY  
WURLITZER 2104**  
Will pay highest!  
GOTTIEB: ALOHA—LANCERS  
FOTO FINISH—TROPIC ISLE  
FLYING CIRCUS—EGGHEAD  
MERRY GO ROUND  
LIBERTY BELLE—BIG CASINO  
OKLAHOMA—SHOW BOAT  
TOP PRICES PAID!

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COIN MACHINE EXCHANGE**  
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VENDING ALUMINUM IDENTIFICATION DISC  
**WHY!**  
1. LIFE-TIME INCOME  
2. TROUBLE-FREE OPERATION  
3. ONLY 18" x 18"  
**STANDARD HARVARD  
METAL TYPER, INC.**  
1318 N. WESTERN AVE.  
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**OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE**

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**SEE Seeburg COLOR AD Inside Spread**

**SPECIAL We Will Accept Your Best Offer**

1 Keeney 2-Gun Fun (Brand New)  
4 Bally Bank Ball (Brand New)  
Sweet Shawnees (Like New)  
Western Trail (Kiddie Ride)

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50 Late Bingo Games  
Toonerville Trolley  
Pazzo Elephant  
2 AMI Continental 2-100  
3 Seeburg V-200  
3 Bally Official Jumbo  
2 Bally Monarch  
3 Bally ABC

**VENDING**

2 Bally 383  
6 Stoner D-300  
3 Apco Senior Coffee  
6 Stoner D-1  
3 IVI Bananas

Wire-Write-Telephone  
CABLE ADDRESS: REDDING.  
**REDD DISTRIBUTING CO., INC.**  
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EXCLUSIVE DISTRIBUTORS FOR SEEBURG, BALLY, CHICAGO COIN IN NEW ENGLAND STATES.

**FOR SALE GAMES & BOWLERS**

Bally Congress Shuffle ..... \$ 95.00  
Bally Star Shuffle ..... 195.00  
Bally Deluxe Club Shuffle ..... 295.00  
Chgo. Coin Queen Bowler .... 345.00  
Wildcat ..... 100.00  
Midway Shooting Gallery  
Deluxe ..... 195.00  
United Handicap Shuffle ..... 75.00  
Chicago Coin Players Choice .. 295.00  
Big Show ..... 55.00  
United Royal ..... 145.00  
Key West ..... 45.00

**PHONOS**

Seeburg KD ..... \$295.00  
Seeburg R ..... 290.00  
Wurlitzer 2304 or 2310 ..... 845.00  
AMI 1 120 ..... 335.00

Call, Write or Cable.  
Cable: LEWJO  
We are now distributors for  
Smokeshoppe and Gottlieb.

**Lew Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
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## Ed. Perceives Some Benefit In Eastland Bill

SACKET LAKE, N. Y.—While passage of the Eastland Bill will probably knock some operators out of business, its general effect could be beneficial to the coin machine industry.

This was the nub of a talk given by Aaron Sternfield, Billboard Music Week's coin machine editor, to members of the New York State Coin Machine Association at the Laurels Country Club here Saturday (15).

Sternfield explained that BMW had opposed the measure because it presumed guilt without evidence of proof. He added that some machines which will be covered by the Eastland Bill have been used for gambling in many instances, but that the devices are not gambling machines per se.

If the bill becomes enacted into law — and Sternfield said that it undoubtedly would — equipment not covered by the act would be considered by State and local authorities as having the federal seal of approval.

Hence, he explained, there would be less harassment of amusement devices by local authorities and there would be no confusion as to whether a machine is or is not a gambling device.

## Wurlitzer School Held in Wichita

WICHITA, Kan.—Karel Johnson, Wurlitzer field service engineer, recently held a service school at United Distributors here, as Mark Blum, United president, played host to the coinmen.

Attending were Bill Blanchard, Ted Lovett, C. D. Gage, Byron Waggoner, Dean Wright, Bill White, L. F. Peterson and Charles Peterson.

## Rosen Becomes 32-Carater

PHILADELPHIA — David Rosen, head of David Rosen, Inc., coin machine distributor here, has been elected to membership in the 32 Carat Club, a group selected from the membership rolls of 32d degree Masons. The organization is devoted to charitable endeavors.

**FOR SALE Small Ball Bowlers, \$50 each**

Send 1/2 deposit to:  
**GUERRINI'S**  
1211 W. 4th St., Lewistown, Pa.

**\$50,000 YEAR EARNINGS POTENTIAL**

with **KLEENMOBILE**

New Concept in Drycleaning Services

Completely mobile vehicle—can be stationed at high traffic locations or scheduled on regular routes.

**NO** rents, leases, franchise fees.  
**NO** construction expenses, electrical and plumbing costs.  
**KLEENMOBILE** is delivered completely equipped.

**Driver-Operated or Coin-Operated**

Produces up to ten full loads per hour—same capacity as \$75,000 store or plant. Backed by G.M., Ford and Onan Div. of Studebaker warranties and services.

Liberal financing arranged—Minimum investment required. **GET STARTED NOW IN YOUR OWN PROFITABLE DRYCLEANING BUSINESS.**

Write for complete details:  
**KLEENMOBILE**  
St. Michel Drive, Riverside, N. J.  
Distributorships also available.

## EUROPEAN NEWS BRIEFS

Continued from page 58

Costa del Sol is outstripping the Costa Brava in popularity, with wealthy Europeans and Americans rushing to buy real estate. Along with the wealthy have come an invasion of middle-class tourists from Western European countries, Britain, and the U. S. Madrid phonograph operators moved into the Costa del Sol in force this year, and collections establish it as the lushest of Spanish phonograph operating districts outside of Madrid. There are 15 major operators and an equal number of smaller operators in the Costa del Sol sun string operating a total of 350 machines, a huge number for the under-developed Spanish industry.

## Rock and Roll Fades, Fades, Fades

FRANKFURT — Rock and roll has virtually disappeared from German juke box programming, according to a survey in major German phonograph operating centers. All operators polled reported they had drastically pruned rock platters, and 35 per cent said they had eliminated it entirely. Only a small minority of operators are programming more than 10 per cent of music in rock. The trend in Germany is toward more classical music programming for juke box play, toward more nostalgic "yesteryear" favorites, and more so-called "Heimatsmusik," the German version of country and western. Most juke box operators are going along with the trend toward the classics on the theory that classical music, if it can be put over, will upgrade the juke box "image" in this culture-conscious country.

## Germans Lean to Live Dance Music

WEST BERLIN—German dine-and-dance spots are reverting to live orchestras and combos for weekend dancing, thus reversing to some extent the trend toward replacement of musicians by phonographs. Most proprietors say the juke box has lost its novelty appeal, and weekend orchestras are now mandatory to attract patronage. Phonograph operators are displaying a mixed reaction. The juke box trade has been under heavy criticism on the part of musicians for threatening their livelihood, these charges being the major argument advanced for hiking royalty fees on juke box music. On the other hand, there is considerable concern that the phonograph may suffer a serious decline in prestige with increasing competition from live music. The German boom has generated such prosperity that burghers no longer boggle at paying stiff charges at the better dancing spots for live music.

## It's Clean-the-Juke-Box Time

MUNICH—West German juke box operators are stressing the semi-annual "laundering" of juke boxes. The Association of Coin Machine Technicians is promoting the spring and autumn cleaning of juke boxes to remove nicotine and dust from operating mechanisms. The technicians have released studies showing that nicotine as well as dust does considerable more damage to phonograph mechanisms than previously has been suspected, particularly in tavern locations with high nicotine fallout from tobacco smoke. Semi-annual steam cleaning prolongs the life of equipment by 20 per cent or more, according to technical surveys used to promote the phonograph cleanliness campaign.

## Messerschmitt Zooms Into Vending

HAMBURG — Willy Messerschmitt, the German aircraft manufacturer, is promoting the sale of hot and cold beverage vending machines to juke box operators as well as industrial locations. Messerschmitt, who has followed the lead of several British aircraft producers in entering the vending machine manufacturing field, argues that many non-tavern juke box locations are ideally suited to beverage machine operation. The Messerschmitt company is also promoting the beverage machine as creating, by its presence, potential phonograph operating locations, the Messerschmitt slogan being, "Where there is music, there is refreshment." Messerschmitt, who is helping build the U. S. F-104 Starfighter under license for the Luftwaffe, will soon introduce his beverage vending machine on the British market via the London firm of Cabin-Scooters, Ltd.

## German Phonos Flow to Egypt

FRANKFURT—Egypt and the Sudan are increasing phonograph imports from West Germany. German manufacturers have shipped a total of 125 machines to Egypt and 37 machines to the Sudan since last January 1. This is the largest number of machines ever shipped to either country by far. West Germany is now selling more phonographs in the two countries than any other country, primarily because, aside from price, the Germans are using their large normal trade with Egypt and the Sudan to move juke boxes along with other goods.

**Joe Ash says . . . CONTACT ACTIVE FOR PINBALLS**

**THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!**

Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE AMUSEMENT MACHINES CO.**  
666 N. Broad St. Phila. 30, Pa.  
POplar 9-4495  
Write or wire for prices.

**FOR SALE—BARGAINS**

Games Inc. Trail Blazer . . \$195 | Games Inc. Twin Trail Blazer.\$345  
Games Inc. Tim Buc Too . . 295 | Games Inc. Twin Tim Buc Too 445

**WANT . . . WILL PAY CASH!**

**BALLY** Shoot-a-Line—Light-a-Line  
Barrel o' Funs—Lotta Fun

**KEENEY** Old Plantation—Birdland  
Starline—El Rancho

Contact Immediately:

**Mickey Anderson**  
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314 East 10th St. Erie, Pa.  
Phone: Glendale 2-3207

**WANTED TO BUY**  
Will pay top prices for LATE GOTTLIEB GAMES —BALLY SHOOT-A-LINES — BARRELS OF FUN — LOTTA FUN — KEENEY STAR TIME — UNITED TRIPLE PLAYS—SEEBURG R-100.

**WANT IN TRADE BINGOS**  
against any other equipment. Send us your list.

**VENDING MACHINES**  
Apco Ice Makers, single compressors, 3 set. \$358.00  
Vendo 210 Milk ..... 295.00  
Vendo 210 Ice Cream 295.00  
Vendo Coffee & Choc. 150.00  
Hebel Coffee & Choc. 150.00  
800 Advance 1c Ball Gum ..... 7.50  
15 Silver King, 5c ..... 8.50  
50 Du-Grenier 4 Sel. 1c Gum ..... 10.00  
U-Select 2 Col. 188 Sel. Candy ..... 150.00  
Northwestern 16 Sel. Candy ..... 145.00

**MUSIC**  
25 Seeburg V 200 converted to V.L. and Speed Road ..... \$325  
50 Seeburg 2-W-1 Chrome Wallboxes... 32

**PANORAMS**  
30 Mills with Peaks \$395  
5 Capital Panorams 295  
10 Midget Movies 110

**SHUFFLES & BOWLERS**  
11 Phil. Toboggans ..... \$550  
United Shuffle Baseball 595  
Keeney Roll A Line ..... 295  
Midway Ski Fun ..... 325  
Write for Special Prices on the following late Up-Bites:  
3 SUMMERTIME, 3 SUPER WILDCAT, 1 TIM BUC TOO, 1 DOUBLE TIM BUC TOO.

**KIDDIE RIDES**  
Space Ship ..... \$275  
Donald Duck ..... 250  
Elsie the Cow ..... 225  
Old Smokey ..... 275  
Twin Merry-Go-Round ..... 295  
Toonerville Trolley ..... 275  
Big Bronco ..... 295  
Melter Hot Rod ..... 225  
Twin Horse Stage Coach 425  
Junior Jet ..... 175  
Red Nose Reindeer ..... 225  
Tuzko Elephant ..... 495  
Miss America Boat ..... 295

**DISTRIBUTORS FOR WURLITZER, UNITED, GOTTLIEB AND MIDWAY.**

**CLEVELAND COIN MACHINE EXCHANGE**  
2029 PROSPECT AVE. CLEVELAND 15, OHIO  
All Phones, Towner 1-6715

**M. S. GISSER**  
Sales Manager

**KIDDIE RIDES**

Merry-Go-Round ..... \$195  
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Sandy Horse ..... 350  
Donald Duck ..... 250

**AUTO PHOTO STUDIOS**

Model 12 & 14..... Write  
Model 11 ..... \$1,795  
Model 9 ..... 745  
(Refinished & Overhauled)

All Equipment Completely Reconditioned

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2644 DELMAR BLVD. FARMVIEW 7-1372 ST. LOUIS 12, MO.

# Redd Distribbs Add Theater Touch To Boston Unveiling of Seeburg

BOSTON — Redd Distributing Company presented the Seeburg LP Console to more than 250 operators at the Hotel Kenmore Monday (10). With all the fanfare of a big stage production, the Redd firm turned its executives into actors, led off by W. S. (Si) Redd, president, as the story of the new machine was unfolded with music, song and pretty models.

Seeburg flew in a heavily brassed group for the big event, headed by Ed Claffey, director of sales, as well as Jim Haspel, Dave Conner, special sales representative, and Frank Finneran, of the Seeburg vending division. Presented among the head table guests were Don Watson, vice-president of the First National Bank of Boston, and George Kane, of the Kane Financing Corporation.

Acting as hosts, along with President Redd, were Bob Jones, sales manager; Al Levine, and Bob LeBlanc, who all played a part in the production which lasted some two hours. The hotel's Wedgewood Room was gaily decked for the occasion with a stage set up to reveal the new machine.

Among operators present were: Henry Gladstone and Saul Robinson, Paramount Music Company, Boston; Luke Levine, Advance Coin Machine Company, Boston; Stan Cobas, Swampscott; Al Robbins and Dave Gropman, Melotone Music Company, Everett; Fred Koufas, Boston; Charles Pan, Pan Distributing Company, Boston; Ben Ross, Grayben Vending Company, Mattapan; Don Foote, Ran-

dolph; Leo Glossband and Ernie Carver, Central Machine Company, Lynn.

Also: Earl Westray, Westray Enterprises, Boston; Leon Shertler, Chester Music Company, Newton; Howard Cronin, Revere; Art Sturgis, Automatic Music Company, Jamaica Plain; Louis Caporiccio, Watertown; James Glaruso, Lawrence; George Edney, Haverhill; Guy DiGiovanni, Allston; Dick Lee, Lee Vending Company of Beverly, and Al Dollins, of Pioneer Music Company, Hyannis.

And, Peter Pompeo, Milton; George Bronchella, Vend-O-Matic Sales, Inc., Medford; Ray Barker, Wayland Amusement Company, Wayland; Al Jeffarian, Haverhill; W. J. Wolkowski, Malden; Tom Libbey, Haverhill; Al Yorke, Millbury; John Turcotte, Williamsett; Al Jordan, Tru Town Music Company of Fitchburg; Walter, Pioneer Valley Music Company, Greenfield; Joe Annone, J. J. Music Company, Springfield; Adolph Dugas, Dugas Vending Company, Webster; Paul Doherty, Springfield; Walter Luby, Shrewsbury; George Hatzipetro, Jay Dee Music Company, Springfield; Art and Paul Strahan, Mohawk Music, Greenfield; Roland Hebert, Pioneer Valley Music Company, Holyoke; Chris Casagiani, Haverhill, and Dick Mitchell, Dick's Records, Brighton.

From New Hampshire came: Dino Donati, Manchester; Bill Hammell, Manchester; John Lazar, Manchester. From Rhode Island were: Joe Manzocci, Providence; Joe Almeida, Woonsocket; Ed

Dyer, Providence; Anthony Joseph, Cranston; Bill O'Brien, Newport Amusement Co., Newport; Tony Procaccini, Automatic Music Co., Newport; Tony Cinquergrande, State Radio and Music Co., Providence, and Walter Stadnicki, Stadnicki Distributing Co., Newport.

From Maine came: Joe and Neal Glaser, Bangor; Tony Casale, Portland; Ed Compagna, Springfield; Ed King, Rockland; Pete Joseph, Waterville, and Warren Cole, Grey.

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

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**Seeburg**  
COLOR AD  
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Spread

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Manufacturer of:  
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Big Hoss  
Chariot  
Twin Quarter-horse  
Barn the Clown (Sawaw)  
All rides carry one-year warranty. Some distributor territories available.  
**PAUL W. HAWKINS**  
329 S. 7th St.  
Phone 623-4503 Tucson, Arizona 3

AMERICAN'S  
**Imperial**  
The **ULTIMATE** in shuffleboards  
Watch your profits soar when you operate the  
**ALL NEW IMPERIAL!**



Featuring: Totally new, cantilevered scoreboard. New built-in light in scoreboard. New end lamps for beauty and illumination. Now! For the first time—Horse-Collar Play Control!

See it at your distributor now or write for free color brochure.

**American SHUFFLEBOARD COMPANY**  
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**KING PINO**

HAS EXTRA SPECIAL WAYS TO SCORE

ROLL BALLS OVER 10 PINS GOOD FOR STRIKE

- Center Shooter scores Spare when lit.
- 2 Rollover Lanes, 2 Targets, 2 Rollover Buttons score Spare when lit.
- Hitting Rollover Buttons 1 to 10 scores Strike.
- 3 Rollover Lanes and 2 Skill Holes score Special when lit.
- 3 Jet Bumpers, 4 Flippers, 1 Kickup Shooter for Fast Action.

Order from your Williams Distributor

**Williams** ELECTRONIC MANUFACTURING CORP.  
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

Plastikote finish long life playfield resists wear.

**4 NEW METAL POLISHED CHROME FLIPPERS** LOCATION TESTED for PROFITS!

Locked Cash Box  
Slug Rejector  
Twin Chutes

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.

**WORLD'S LARGEST INVENTORY FOR SALE**

**BEST OFFER**  
**6 Pocket POOL TABLES**  
 Reconditioned Like New  
**SAVE MONEY \$195.00**  
each  
 Automatic Pool Tables... \$75.00  
 Bumper Pool Tables... 75.00

**BOWLERS**  
EACH  
 35 CC Bowling Leagues, 11 ft. \$125.00  
 8 Classic Bowlers, 16 ft. 275.00  
 16 Players Choice, 20 ft. 345.00  
 5 CC Twin Bowlers, 14 ft. 450.00

**KIDDIE RIDES**  
EACH  
 2 Tanks \$125.00  
 1 Tractor 125.00  
 3 Scientific Rocket Ship 150.00  
 2 Automatic Racers 150.00  
 1 Space Ranger 150.00  
 1 Donald Duck 150.00  
 1 CC Round the World Trainer 195.00  
 5 Scientific TV Camera 195.00  
 5 Scientific Ocean Liner 225.00  
 2 Old Smokey 245.00  
 2 Large Merry-Go-Round 295.00  
 2 Microscope Drive Mobile, with Film 295.00  
 2 Autotest 295.00  
 2 Test Pilot 295.00  
 5 Wells Fargo 495.00  
 2 Western Pony Trails 1,295.00

**SPECIAL**  
EACH  
 10 Seeburg Bear Guns... \$125.00

**GUNS**  
EACH  
 2 Dale Pistols \$ 45.00  
 6 CC Pistols 50.00  
 3 Exhibit Shooting Gallery 75.00  
 2 Silver Bullets 75.00  
 3 Six Shooter Pistols 75.00  
 2 Genco Sky Gunner 75.00  
 1 Bull's-Eye Pistol 95.00  
 1 Exhibit Star Shooting Gall. 95.00  
 1 Space Invader 95.00  
 3 Rifle Gallery 125.00  
 5 Carnival 145.00  
 1 Genco Sky Rocket 145.00  
 1 Treasure Cover 145.00  
 7 Stale Fair 150.00  
 1 Spook Pistol 175.00  
 1 Deluxe Bonus 175.00  
 7 Genco Big Top 195.00  
 3 Circus 245.00  
 3 Cross Fire 245.00  
 15 Midway Gallery 275.00  
 1 Crusader 295.00  
 3 Hercules 295.00  
 5 Titans 295.00  
 3 Vanguard 295.00  
 2 CC Ray Guns 325.00

**SPECIAL**  
**10 NATIONAL SKEE BALL ALLEYS**  
 On Location  
**\$1000.00 for the Lot**  
 Or \$125.00 each

All Prices Quoted Crated F.O.B. Phila.  
**WIRE—PHONE—WRITE TODAY**  
 Send for Complete Lists  
 ARCADE—GAMES—BINGOS  
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**COINMEN**  
*in the* **news**

• Continued from page 63

Two new names were added this week to the United, Inc., staff. Newcomers are **Henry Yun**, background music and communications systems installer, and sales staffer **Dale La Pedus**.

Congratulations this week to Hastings Distributing Company's **Pat Gaffney**. His wife presented him with their first child, a boy. . . . Stop-ins this week at the Pioneer Sales Company's AMI showroom, included **Joe Volk**, Volk Music Company, Madison; **Bob Olstead**, Gardner Sales, Edgerton, and **Don Stowe**, Oshkosh. Remodeling work at Pioneer Sales headquarters continues at a good pace, according to **Joel Kleiman**. Target date for completion of the work has been set for October 1.

**BENN OLLMAN**

**West**

**LOS ANGELES**

**Cliff Jones**, Jones Music of Long Beach, is vacationing in the Northwest. . . . **Phil Cracraft**, of Wurlitzer's service department here, has gone to Kansas for vacation. . . . New Wurlitzer employee here, but well known in the coin field, is **Mildred Davis**, who joined the firm to handle the secretarial duties. . . . Out-of-town business visitors during the week included San Luis Obispo operator, **Ken Hathaway**, coming up from the South were **Frank Navarro**, of Calexico, Calif., and **Juan Fernandez**, Tijuana, Mexico.

**Preston Coombs** reports that "bugs" are paying off handsomely in the dime machines, with the "scare 'ems" largely responsible for the business increase. . . . **Lee Walker**, Walker Music Company is back on the job after three weeks' hospitalization. . . . **Bob Snyder** of Border Sunshine Novelty Company, Albuquerque, N. M., in Los Angeles for a vacation. . . . **Jack Leonard**, manager of Badger Sales' parts department, back from his vacation.

**Ed Wisler**, well known in the music machines field, is currently lending a hand in soliciting funds for the Southern California Chapter of the National Multiple Sclerosis Society. He himself was stricken by multiple sclerosis and is recovering from the disease at the Hill Haven Manor, 10230 Hill Haven Avenue, Tijuana, Calif.

**Don Peters**, of the Paul A. Layman Company service department, has returned to his Los Angeles headquarters after a vacation on the Colorado River. Time away from home was devoted to camping out, hunting and fishing. . . . **Leonard Hicks**, service manager in Los Angeles for Wurlitzer, is now on vacation. . . . **Cliff Jones**, of Jones Music, Long Beach, leaves on a two-week vacation.

**Gary Sinclair**, Wurlitzer's regional sales manager for the 11 Western States, visited the Los Angeles branch for several days' conferences. . . . **Chuck Klein**, general manager of R. J. Jones, has returned from San Diego, where he called on operators. . . . **Ted Mott**, owner of the Arizona Amusement Company, Phoenix, was here making the coin machine row rounds last week.

**LEE ZHITO**

**South**

**MEANDERING IN MISSISSIPPI**

**Mrs. Joan Allegrazza**, 31, wife of **John Allegrazza**, owner of Ace Amusement Company, Shaw, is home and reported doing all right after hospitalization. . . . **Clinton Collins**, partner in Crystal Amusement Company, Grenada, was among Shriners who made a trip to Canada, reported he enjoyed a sight-seeing tour.

**Mrs. Sam Newman**, former **Anna Jeanne Lindell** and secretary for Sammons-Pennington Company, distributor, and her husband have not returned to Memphis since they wed May 25. She's become a world traveler, said **George Sammons**, president. He said the last they heard was a post card she mailed from Canada and the Newmans were en route to the World Fair at Seattle. Newman owns an insurance and real estate business.

**Abe Malouf**, operator at Greenwood, changed the name of his company from LeFlore Music Company (name of the county is LeFlore) to Malouf Music Company. . . . **Danny Diamond**, Diamond Music Company, Clarksdale, said business is increasing. The fall season always brings a good upsurge, he said. . . . **Vernon Vandervander**, Red's Music Company, Booneville, reports his drive-in restaurant with coin machines near the junior college at Booneville has proved highly successful.

**Bill Buchanan**, Buchanan Music Company, Columbus, Miss., was in Memphis recently shopping for equipment. . . . **Guy Taylor**, Taco Music Company, Oxford, reports a hefty increase in revenue since classes began at the University of Mississippi. . . . **Eugene Bullard**, BI Amusement Company, went to Memphis recently for a new supply of records.

**Lavaughan Johnson**, Johnson Amusement Company, Corinth, reports a big catch of fish from Pickwick Lake on the Tennessee River, 50 miles away. Johnson has a weekend cabin there. . . . **Pete Manos**, PM Music Company, Greenville, was a recent visitor to New York, where he has relatives. . . . Friendly and likable **Paul Mauceli**, Paul's Amusement Company, Greenville, was in Memphis recently on a trip to see new equipment.

**Henry C. Smith**, Smith Music Company, Greenville, reports a big cotton crop is coming in in the cotton-rich Mississippi Delta area, which is benefiting operators. . . . **Mahon Jones**, Jones Music Company, Holly Springs, seen cleaning and shifting some pieces on his route recently.

**ELTON WHISENHUNT**

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- Excellent working conditions
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DOLLAR FOR DOLLAR THE ECONOMICAL DELUXE SATELLITE GIVES YOU MORE FOR THE MONEY, BY FAR. JUST COMPARE!

**IRVING KAYE COMPANY, INC.**  
 242 Prospect Place Brooklyn 38, N. Y.



"Built Up to a Standard, Not Down to a Price"



# Old 'Model' Anti-Pin Bill Still Up

Continued from page 59

tion of which a right to money, credits, deposits or other things of value may be created, in return for a consideration, as the result of the operation of an element of chance; any mechanism which, when operated for a consideration does not return the same value or thing of value for the same consideration upon each operation thereof; any

mechanism, furniture, fixture, construction or installation designed primarily for use in connection with professional gambling; and any sub-assembly or essential part designed or intended for use in connection with any such mechanism, furniture, fixture, construction or installation."

Additionally, the bill denounces

all gambling devices as "common nuisances, subject to seizure immediately upon detection, by any peace officer, who shall hold the same subject to confiscation and destruction by order of a court having jurisdiction."

Asserted in the bill, too, is that "no property right in any gambling device shall exist or be recognized."

Also risking precaution under the law would be "whoever . . . manufactures, possesses, buys, sells, rents, leases, stores, repairs or transports any gambling device."

All State licenses held by premises where gaming devices are in operation would be subject to revocation, according to the proposal.

What is more, the bill provides a maximum 10-year imprisonment for violations.

## Gimmicks Help

Continued from page 61

necessary nickel has not been a serious problem.

### Point-of-Purchase

Still a third merchandising development has been the use of small advertising signs, placed here and there in locations, which simply

point out such suggestions as "Enjoy ball gum"—"Sweet Candy Corn, 1 cent"—"New Charms Received Regularly." Operators who have experimented with this idea find that shoppers in the store are usually puzzled at first on seeing the signs, then realize that they refer to the vending machines. The natural reaction is to dig for a penny, or a nickel, as the case may be, and give the machines a try.

## BASEBALL

Chicago Coin Big League . . . \$ 50.00 | Genco Hi Fly . . . . . \$ 50.00  
United Super Slugger . . . \$ 50.00

## GUNS

Chicago Coin Playland . . . \$295.00 | Genco State Fair . . . . . \$ 99.00  
Midway Shooting Gallery . . 249.50 | Genco Circus . . . . . 99.00  
Williams Crusader . . . . . 195.00 | Genco Rifle Gallery . . . . . 50.00  
Williams Vanguard . . . . . 295.00 | United Pirate . . . . . 99.00  
Williams Titan . . . . . 295.00 | Chicago Coin Ray Gun . . . . 295.00

## SHUFFLES

United Mars . . . . . \$ 50.00 | Chicago Triple Strike . . . \$150.00  
Chicago Coin Criss Cross . . 50.00 | United Lightning . . . . . 150.00  
Chicago Fireball . . . . . 150.00 | United Clipper . . . . . 150.00  
Chicago Scoreline . . . . . 150.00 | United Fifth Inning . . . . 150.00  
United Capital . . . . . \$150.00

## ARCADE

Chicago Coin Criss . . . . . Exhibit Pop Gun . . . . . \$ 99.00  
Cross Hockey . . . . . \$195.00 | Williams Road Racer . . . . 450.00  
Bally All Star Bowler . . . . 50.00 | Harvard Metal Typer . . . . 150.00

## BOWLERS

Chicago Coin Classic . . . . \$125.00 | Chicago Twin Bowler . . . \$195.00

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VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A.M.I. I-200M . . . . . \$395
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ROWE 20-700 (20-Col.) Cig. . . . 245	A.M.I. H-200 . . . . . 375
ROWE AMBASSADOR, 14-Col. Cig. . 175	A.M.I. G-200 . . . . . 245
ROWE CANDY, 8-Col. . . . . 145	A.M.I. E-80 . . . . . 145
ROWE SANDWICH VENDOR (Latest) . 325	A.M.I. D-80 . . . . . 95
STONER COFFEE, Model 500D . . . 245	ROCK-OLA 1455 . . . . . 275
DUGRENIER K-14 Cig. (Man.) . . . 185	SEEBURG 0-160SH . . . . . 795
DUGRENIER K-12 Cig. (Man.) . . . 165	SEEBURG 220-S . . . . . 595
DUGRENIER 9-Col. Cig. (Man.) . . . 75	SEEBURG 100R . . . . . 375
SEEBURG E-1 Cig. . . . . 175	SEEBURG "200" WALL BOXES . . 85
CORSAIR, 30-Col. Cig. . . . . 175	WURLITZER 2400 . . . . . 645
	WURLITZER 2200 . . . . . 325
	WURLITZER 2100 . . . . . 295
	WURLITZER 1800 . . . . . 245

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- Scoring all cities lights targets for specials.
- Each top rollover scores when its pair of bumpers are lit.
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Today, earnings from the phonograph on the Kapa-Ann are 40% higher than ever before.

If you have some locations that are dragging along at low tide, try a Wurlitzer 2600 offering Ten Top Tunes for 50 cents at the press of a single button.

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Leo Miller and Earl DeFoe of the Iowa Phonograph Co., Cedar Rapids, who installed a Wurlitzer 2600 on the Kapa-Ann and saw earnings go "full speed ahead."

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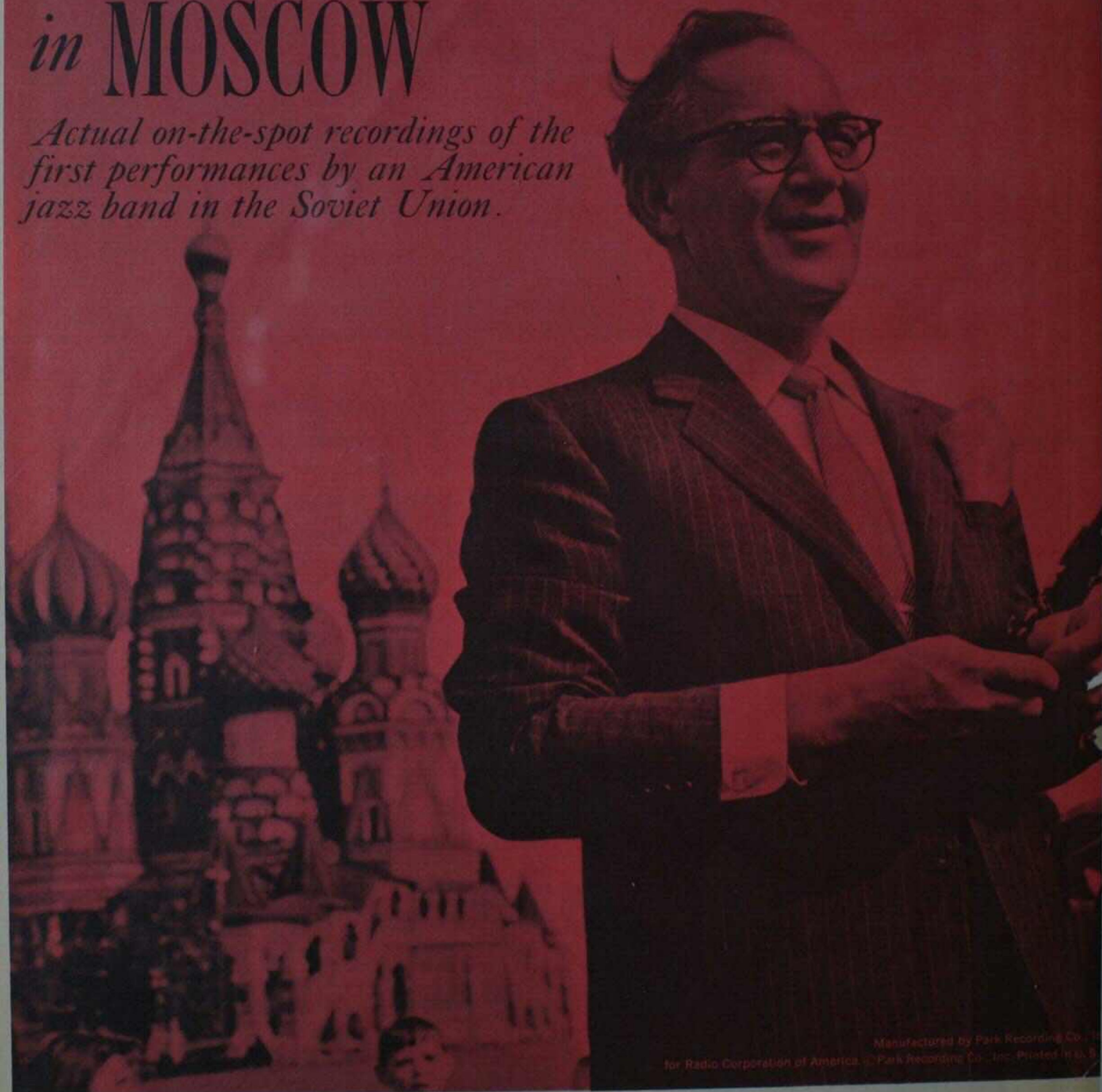
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