

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS

BILLBOARD MUSIC WEEK  
PAGE ONE RECORD

### SINGLES

#### ★ NATIONAL BREAKOUTS

NO BREAKOUTS THIS WEEK.

#### ★ REGIONAL BREAKOUTS

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

- BOBBY'S GIRL . . .**  
Marcie Blane, Seville 120 (A.M.E., BMI)  
(Boston, Hartford)
- HELLO OUT THERE . . .**  
Nick Noble, Liberty 55488 (Cedarwood, BMI)  
(Chicago)
- RICHIE . . .**  
Gloria Dennis, Rust 5049 (Wiley, BMI)  
(New York)
- D-O-D-G-E-R-S SONG (Oh, Really? No, O'Malley) . . .**  
Danny Kaye, Reprise 20105 (Dena, ASCAP)  
(San Francisco)
- OL' MAN RIVER . . .**  
Johnny Nash, Warner Bros. 5301 (Harms, ASCAP)  
(Cincinnati)
- ANNA . . .**  
Arthur Alexander, Dot 16387 (Painted Desert, BMI)  
(New Orleans)
- A TRUE, TRUE LOVE . . .**  
Bobby Darin, Capitol 4837 (Adaris, BMI)  
(Memphis-Nashville)
- YOU CAN RUN . . .**  
Jerry Butler, Vee Jay 463 (Armada, BMI)  
(Cincinnati)
- UNTIE ME . . .**  
Tams, Arlen 711 (Lowery, BMI) (Atlanta)
- 409 . . .**  
Beach Boys, Capitol 4777 (Sea of Tunes, BMI)  
(Seattle)
- THAT STRANGER USED TO BE MY GIRL . . .**  
Trade Martin, Coed 570 (Winneton, BMI)  
(Cincinnati)

#### NEW ON THE HOT 100

- 77. **NEXT DOOR TO AN ANGEL . . .**  
Neil Sedaka, RCA Victor 8086
- 81. **SUSIE DARLIN' . . .**  
Tommy Roe, ABC-Paramount 10362
- 84. **THE BURNING OF ATLANTA . . .**  
Claude King, Columbia 42581
- 87. **I'M GOING BACK TO SCHOOL . . .**  
Dee Clark, Vee Jay 462
- 88. **(DANCE WITH THE) GUITAR MAN . . .**  
Duane Eddy, RCA Victor 8087
- 89. **WHAT KIND OF FOOL AM I . . .**  
Robert Coulet, Columbia 42519
- 90. **POP POP POP-PIE . . .**  
Sherrys, Guyden 2068
- 92. **LOVE ME TENDER . . .**  
Richard Chamberlain, MGM 13097
- 94. **I WAS SUCH A FOOL . . .**  
Connie Francis, MGM 13096
- 95. **LEAH . . .**  
Roy Orbison, Monument 467
- 97. **DID YOU EVER SEE A DREAM WALKING . . .**  
Fats Domino, Imperial 5875
- 98. **WIGGLE WOBBLE . . .**  
Les Cooper, Everlast 5019
- 99. **HE THINKS I STILL CARE . . .**  
Connie Francis, MGM 13096
- 100. **WHEN THE BOYS GET TOGETHER . . .**  
Joanie Sommers, Warner Bros. 5308

### ALBUMS

#### ★ NATIONAL BREAKOUTS

MONO

**RHAPSODY IN RHYTHM, Ray Conniff, His Ork & Chorus, Columbia CL 1878**

STEREO

- A TASTE OF HONEY, Martin Denny, Liberty LST 7237**
- RHAPSODY IN RHYTHM, Ray Conniff, His Ork & Chorus, Columbia CS 8678**
- RONNIE ALDRICH AND HIS TWO PIANOS, London SP 44018**
- JAZZ SAMBA, Stan Getz & Charlie Byrd, Verve V6-8432**

#### ★ NEW ACTION LP'S

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

MONO

- EXOTIC SUITE OF THE AMERICAS . . .**  
Perez Prado, RCA Victor LPM 2571
- I REMEMBER HANK WILLIAMS . . .**  
Floyd Cramer, RCA Victor LPM 2544
- WARM AND WILLING . . .**  
Andy Williams, Columbia CL 1879
- THE BEST OF SAM COOKE . . .**  
RCA Victor LPM 2625
- THE LIVELY ONES . . .**  
Vic Damone, Capitol T 1748
- COUNTRY MUSIC CONNIE STYLE . . .**  
Connie Francis, MGM E 4079
- TWANGY GUITAR SILKY STRINGS . . .**  
Duane Eddy, RCA Victor LPM 2576
- ROUTE 66 THEME & OTHER GREAT TV THEMES . . .**  
Nelson Riddle & His Ork, Capitol T 1771
- DRINKING AGAIN . . .**  
Dinah Washington, Roulette R 25183
- SEALED WITH A KISS . . .**  
Brian Hyland, ABC-Paramount ABC 431
- EARL GRANT AT BASIN STREET EAST . . .**  
Decca DL 4299
- WHAT KIND OF FOOL AM I . . .**  
Sammy Davis Jr., Reprise R 6051
- ALL THE HITS OF THE TEEN GROUPS . . .**  
Dovells, Parkway P 7010
- PARTY LIGHTS . . .**  
Claudine Clark, Chancellor CHL 5029
- LOVE AMONG THE YOUNG . . .**  
James Darren, Colpix CP 428

STEREO

- HUGO WINTERHALTER GOES CONTINENTAL . . .**  
RCA Victor LSP 2482
- CARIBBEAN GUITAR . . .**  
Chet Atkins, RCA Victor LSP 2549
- LOLITA . . .**  
Sound Track, MGM SE 4050
- THE MUSIC OF BRAZIL! . . .**  
Percy Faith & His Ork, Columbia CS 8622
- HONOLULU HONKY TONK . . .**  
Frankie Carle, His Piano & Ork, RCA Victor LSP 2540

#### NEW ON THE TOP LP'S

MONO

- 102. **RHAPSODY IN RHYTHM . . .**  
Ray Conniff, His Ork & Chorus, Columbia CL 1878

(Continued on page 8)

## Oldies-But-Goodies Keep Albums Sales in Shape

### Collation of Rock & Roll Hits Swell Into Best Sellers for Nostalgic Teens

By BOB ROLONTZ

Solid sales of new as well as established albums of rock and roll oldies-but-goodies are helping to keep the album market in healthy shape. A new oldies album on Chess, "Treasure Tunes From the Vault," has taken off like a whirlwind in Chicago, the home of the Chess label, and is getting action in other markets. This is the latest in a series of collations of hit rock oldies, which began with the original "Oldies But Goodies" packages on Original Sound to make the big-selling class.

Albums turned out by deejays Murray (The K) Kaufman, Alan Freed and Jocko Henderson all have swelled into solid sellers. In fact, "Jocko's Choice Oldies," on Bonded, is as big in the East as some of the current top pop sellers. These albums, plus hit albums by rock and roll stars, have added sales impetus to the entire album market. Firms issuing rock and roll oldies have struck a rich vein with the older teens, who appear to look on old rock and roll hits with the eye of an experienced collector.

The singles field, too, which was spotty last week—up in some cities; down in others—has been helped by the desire of old single rock and roll hits by the teen collectors. Some stores have reported business increases due as much to the old hits as to the new, and the trend shows no signs of folding.

(Continued on page 5)

## 'Monsters' Mash All Over Hub

BOSTON—Cameo Records may be in a position here to draw first blood on the impending "Monster Mash" album battle. In the city which first broke the single of the same name by Bobby (Boris) Pickett and the Crypt Kickers on the Garpax label (who now have the album out), Cameo has jumped in with its John Zacherle "Mash" album with a week of paid spot commercials on the Arnie Ginsberg show on WMEX.

Ginsberg started a week's run of the spots Monday (24), describing the album as having "12 big groovy, graveyard hits." It was the latest in a growing series of album commercials to be aired and produced by Ginsberg under local distributor sponsorship. The situation has reached the point now, according to some distributors here, that the time is so sold out that "we're trying to figure out whether we can buy a decent Ginsberg adjacency spot."

Ginsberg told BMW last week that the spots have been straight time purchases through the station. Ginsberg produces and announces the spots himself and so far has done them for such albums as Bobby Vinton's "Roses Are Red," Ray Charles' "Modern Sounds in Country and Western Music," George Maharis' "Portrait" album and an MGM "Screamin' Saxs" set, in addition to the Zacherle package.

Though some feel that the radio spot idea is more adaptable to introducing brand-new product by unknowns, the approach taken here by the jockey and his various distributor sponsors, is that a new album by a big name like Charles or Vinton is like the new Fords, or new Buicks. "When the new ones come out you have to let the public know about it," Ginsberg said.

On the other end of the radio totem pole is the case of WCOP, now being widely lamented by promotion men in the Hub. One of these noted that the last great service performed by the station before going over to the previously announced Plough IBM programming format, was to break "Monster Mash."

"At least they went out a winner with that," Ginsberg said.

## WYNR Shakes Up Chi Disk People

CHICAGO—Station WYNR's new hard-rock, pop-music format has most of the city's record people running to their sales charts. Big question is: Can the station influence sales at or near the powerful WLS level? Most feel it's too early to tell, but if you count guesses, the answer is a big yes.

(Continued on page 8)

THIS WEEK AND EVERY WEEK

TV GUEST APPEARANCES BY RECORD TALENT

ANOTHER NEW EXCLUSIVE EDITORIAL SERVICE FOR PROFITABLE TIE-INS AND PROMOTIONS

**150 Best Selling  
MONAURAL LP's**

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OL 5670	50
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	25
3	3	PETER, PAUL & MARY Warner Bros. W 1449	24
4	4	THE MUSIC MAN Sound Track, Warner Bros. B 1459	9
5	7	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	8
6	5	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	15
7	11	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	14
8	20	<b>★ RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793	3
9	6	ROSES ARE RED Bobby Vinton, Epic LN 24020	10
10	8	POT LUCK Elvis Presley, RCA Victor LPM 2523	13
11	10	HATARI! Henry Mancini, RCA Victor LPM 2559	12
12	9	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	7
13	13	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	11
14	24	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	19
15	25	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 9005	17
16	16	THE BEST OF THE KINGSTON TRIO Capitol T 1705	18
17	12	WEST SIDE STORY Original Cast, Columbia OL 5230	104
18	35	TIME OUT Dave Brubeck, Columbia CL 1397	92
19	18	ROME ADVENTURE Sound Track, Warner Bros. W 1458	17
20	17	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	231
21	19	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	23
22	31	<b>★ ROY ORBISON'S GREATEST HITS</b> Monument M 4009	6
23	15	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	22
24	22	JOAN BAEZ, VOL. I Vanguard VRS 9078	32
25	14	RAY CHARLES STORY Atlantic 2-900	9
26	27	LOVERS WHO WANDER Dion, Laurie LL 2012	13
27	30	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	100
28	21	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R 1005	6
29	34	<b>★ MOMS MABLEY BREAKS IT UP</b> Chess LP 1472	6
30	44	<b>★ GEORGE CHAKIRIS</b> Capitol T 1750	6
31	43	<b>★ EDDIE CANO AT PJ'S</b> Reprise R 6030	6
32	54	MY FAIR LADY Original Cast, Columbia OL 5090	339
33	23	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	52
34	29	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	25
35	48	MUSIC MAN Original Cast, Capitol WAO 990	224
36	36	BBY ELEPHANT WALK Lawrence Welk, Dot DLP 3457	4
37	47	<b>★ A SWINGIN' SAFARI</b> Billy Vaughn & His Ork, Dot DLP 3458	4
38	26	SINATRA SINGS... OF LOVE AND THINGS Capitol W 1729	8
39	38	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	146
40	45	<b>★ THE GOLDEN HITS OF THE EVERLY BROTHERS</b> Warner Bros. W 1471	7
41	52	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	44
42	39	BUDDY HOLLY STORY Coral CRL 57326	91
43	88	<b>★ FOLK MATINEE</b> Limelighters, RCA Victor LPM 2547	2
44	57	DIMAH '62 Dimah Washington, Roulette R 25170	16
45	37	CAMELOT Original Cast, Columbia KOL 5620	89
46	46	A YOUNG MAN'S FANCY Johnny Crawford, Dol-Fi DFLP 1223	6
47	51	HEAVENLY Johnny Mathis, Columbia CL 1351	159
48	96	<b>★ JAZZ SAMBA</b> Stan Getz & Charlie Byrd, Verve V 8432	4
49	42	BOBBY YEE MEETS THE CRICKETS Liberty LRP 3228	12
50	73	<b>★ THE BUTTON-DOWN MIND ON TV</b> Bob Newhart, Warner Bros. W 1467	5
51	32	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	89	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	50
53	33	NO STRINGS Original Cast, Capitol O 1695	25
54	28	VINCENT EDWARDS SINGS Decca DL 4311	14
55	40	THE GARLAND TOUCH Judy Garland, Capitol W 1710	7
56	67	COLLEGE CONCERT Kingston Trio, Capitol T 1658	31
57	63	WALK ON THE WILD SIDE Elmer Bernstein, Chereau A-4	14
58	55	DID YOU EVER! Dave Gardner, RCA Victor LPM 2498	6
59	41	JOAN BAEZ, VOL. II Vanguard VRS 9094	45
60	74	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	101
61	97	<b>★ THAT HAPPY FEELING</b> Bert Kaempfert & His Ork, Decca DL 4305	2
62	70	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	62
63	59	A SONG FOR YOUNG LOVE Letterman, Capitol T 1669	33
64	58	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	11
65	87	<b>★ LOLITA</b> Sound Track, MGM E 4030	3
66	79	<b>★ PAT BOONE'S GOLDEN HITS</b> Dot DLP 3455	4
67	100	LIVE IT UP Johnny Mathis, Columbia CL 1711	33
68	60	WORRIED MIND Ray Anthony, Capitol T 1752	12
69	50	ABOVE THE STARS Mr. Acker Bilk, Atco 144	6
70	135	<b>★ A TASTE OF HONEY</b> Martin Denny, Liberty LRP 2237	2
71	53	HERE'S THE MAN Bobby Bland, Duke DLP 75	6
72	94	RUNAROUND SUE Dion, Laurie LLP 2009	45
73	122	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	157
74	66	THROUGH CHILDREN'S EYES Limelighters, RCA Victor LPM 2512	16
75	49	TWO OF US Robert Goulet, Columbia CL 1826	6
76	77	DO THE TWIST Ray Charles, Atlantic 8054	42
77	68	GEORGE MAHARIS SINGS! Epic LN 24001	19
78	64	MOON RIVER Lawrence Welk, Dot DLP 3412	40
79	72	NICE 'N' EASY Frank Sinatra, Capitol W 1417	85
80	121	<b>★ BY REQUEST</b> Perry Como, RCA Victor LPM 2547	2
81	109	<b>★ CHAD MITCHELL TRIO AT THE BITTER END</b> Kapp KL 1281	6
82	119	<b>★ TWIST AND SHOUT</b> Isley Brothers, Wand 653	2
83	75	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	17
84	82	ALWAYS YOU Robert Goulet, Columbia CL 1826	26
85	90	JULIE & CAROL AT CARNEGIE HALL Julie Andrews & Carol Burnett, Columbia OL 5840	6
86	62	MR. PIANO Roger Williams, Kapp KL 1290	4
87	61	MASHED POTATOES AND GRAVY Ventures, Dol-Fi BLP 2016	6
88	129	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	46
89	85	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	233
90	81	YOUNG WORLD Lawrence Welk, Dot DLP 3428	20
91	92	TONIGHT IN PERSON Limelighters, RCA Victor LPM 2272	72
92	69	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	118
93	115	CRYING Roy Orbison, Monument M 4007	27
94	78	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	19
95	95	SHOW BOAT Various Artists, Columbia OL 5820	4
96	128	BEYOND THE REEF Earl Grant, Decca DL 4231	21
97	108	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	38
98	105	IT'S MASHED POTATO TIME Doc Dee Sharp, Cameo C 1018	16
99	76	EL CID Sound Track, MGM E 3977	10
100	93	ONLY THE LONELY Frank Sinatra, Capitol W 1053	115

\*Does not include weeks prior to 1958 when different LP chart was published.

**50 Best Selling  
STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	47
2	2	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	9
3	3	PETER, PAUL & MARY Warner Bros., WS 1449	11
4	4	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCs 410	21
5	6	HATARI! Henry Mancini, RCA Victor LSP 2559	12
6	5	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	14
7	12	<b>★ SOMETHING SPECIAL</b> Kingston Trio, Capitol ST 1747	8
8	7	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	50
9	9	MUSIC MAN Original Cast, Capitol SWAO 990	95
10	11	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	15
11	8	WEST SIDE STORY Original Cast, Columbia OS 2001	66
12	23	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	134
13	10	RAY CHARLES GREATEST HITS ABC-Paramount, ABCs 415	7
14	22	POT LUCK Elvis Presley, RCA Victor LSP 2523	13
15	28	<b>★ BABY ELEPHANT WALK</b> Lawrence Welk, Dot DLP 25457	2
16	47	<b>★ RAMBLIN' ROSE</b> Nat King Cole, Capitol ST 1793	2
17	13	CAMELOT Original Cast, Columbia KOS 2031	89
18	19	TIME OUT Dave Brubeck, Columbia CS 8192	61
19	29	AMERICAN WALTZES Mantovani, London PS 248	18
20	17	STEREO 35/MM Enoch Light & His Ork, Command KS 826 SD	52
21	15	SINATRA SINGS... OF LOVE AND THINGS Frank Sinatra, Capitol SW 1729	8
22	25	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R9-1005	5
23	18	NO STRINGS Original Cast, Capitol SO 1695	25
24	14	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	22
25	31	<b>★ I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CS 8609	3
26	21	BEYOND THE REEF Earl Grant, Decca DL 74231	12
27	49	<b>★ A SWINGIN' SAFARI</b> Billy Vaughn & His Ork, Dot DLP 35458	2
28	24	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	62
29	39	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	49
30	16	FOR THE NERO MINDED Peter Nero, RCA Victor LSP 2536	7
31	36	<b>★ DANCE AGAIN</b> Edmundo Ros & Ork, London SP 44015	3
32	26	ROSES ARE RED Bobby Vinton, Epic BN 26020	8
33	44	<b>★ SPAIN</b> Stanley Black Ork, London SP 44016	8
34	46	<b>★ THAT HAPPY FEELING</b> Bert Kaempfert & His Ork, Decca DL 74305	2
35	35	POPS ROUNDUP Boston Pops (Fiedler), RCA Victor LSC 2595	5
36	34	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	19
37	37	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	18
38	27	BEST OF THE KINGSTON TRIO Capitol ST 1705	17
39	30	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474	13
40	—	<b>★ A TASTE OF HONEY</b> Martin Denny, Liberty LST 7237	1
41	41	THE GARLAND TOUCH Judy Garland, Capitol SW 1710	5
42	33	MOON RIVER Lawrence Welk, Dot DLP 25412	39
43	40	SOUL OF SPAIN, VOL. I 101 Strings, Stereo Fidelity SF 6600	24
44	—	<b>★ RHAPSODY IN RHYTHM</b> Ray Conniff, His Ork & Chorus, Columbia CS 8678	1
45	—	<b>★ RONNIE ALDRICH &amp; HIS TWO PIANOS</b> London SP 44016	1
46	—	<b>★ JAZZ SAMBA</b> Stan Getz & Charlie Byrd, Verve V6-8432	1
47	43	PIANOS IN PARADISE Ferrante & Teicher, United Artists UAS 6220	2
48	42	MR. PIANO Roger Williams, Kapp KS 3290	3
49	20	WORRIED MIND Ray Anthony, Capitol ST 1752	11
50	38	EL CID Sound Track, MGM SE 3977	6

FROM "LIE TO ME" the hit single on the big chart—comes a hit LP

"SINGING THE BLUES" 12 NEW  
AND BLUE  
GREATS

MG 20740/SR 60740

BROOK BENTON

AMERICA'S FIRST  
FAMILY OF GREAT  
RECORDINGS



COMING UP SOON ON THIS CHART

STAR PERFORMERS—Selections registering greatest upward progress this week.

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.

Chart 1: Top 50 songs. Includes titles like 'SHERRY', 'MONSTER MASH', 'RAMBLIN' ROSE', 'LET'S DANCE', 'GREEN ONIONS', 'PATCHES', 'VENUS IN BLUE JEANS', 'I REMEMBER YOU', 'ALLEY CAT', 'YOU BEAT ME TO THE PUNCH', 'SHEILA', 'RAIN, RAIN GO AWAY', 'LIE TO ME', 'IF I HAD A HAMMER', 'DO YOU LOVE ME', 'TEEN AGE IDOL', 'YOU BELONG TO ME', 'BEECHWOOD 4-5789', 'SURFIN' SAFARI', 'WHAT KIND OF LOVE IS THIS', 'PUNISH HER', 'IT MIGHT AS WELL RAIN UNTIL SEPTEMBER', 'HE'S A REBEL', 'ONLY LOVE CAN BREAK A HEART', 'POPEYE (THE HITCHHIKER)', 'HULLY GULLY BABY', 'LOCO-MOTION', 'I LEFT MY HEART IN SAN FRANCISCO', 'A WONDERFUL DREAM', 'DONT GO NEAR THE INDIANS', 'SILVER THREADS & GOLDEN NEEDLES', 'SHE'S NOT YOU', 'RINKY DINK', 'COME ON LITTLE ANGEL'.

Chart 2: Top 50 songs. Includes titles like 'ALL ALONE AM I', 'LITTLE BLACK BOOK', 'KING OF THE WHOLE WIDE WORLD', 'TORTURE', 'STOP THE MUSIC', 'WHAT KIND OF FOOL AM I', 'DEVIL WOMAN', 'YOU DON'T KNOW ME', 'SHAME ON ME', 'HIDE AND GO SEEK', 'POINT OF NO RETURN', 'GINA', 'LIMBO ROCK', 'A SWINGIN' SAFARI', 'WARMED OVER KISSES', 'THE THINGS WE DID LAST SUMMER', 'SEND ME THE PILLOW YOU DREAM ON', 'YOUR NOSE IS GONNA GROW', 'SAVE ALL YOUR LOVIN' FOR ME', 'A TASTE OF HONEY', 'YOU CAN'T JUDGE A BOOK BY THE COVER', 'CLOSE TO CATHY', 'PARTY LIGHTS', 'I KEEP FORGETTIN'', 'LOLLIPOPS AND ROSES', 'STORMY MONDAY', 'SWEET SIXTEEN BARS', 'IF I DIDN'T HAVE A DIME', 'WORKIN' FOR THE MAN', 'NO ONE WILL EVER KNOW', 'AND THEN THERE WERE DRUMS', 'DONT YOU WORRY'.

Chart 3: Top 100 songs. Includes titles like 'NOTHING CAN CHANGE THIS LOVE', 'TEN LONELY GUYS', 'BABY FACE', 'THE SWISS MAID', 'JAMES (Hold the Ladder Steady)', 'TWISTIN' WITH LINDA', 'IF A MAN ANSWERS', 'LONG AS THE ROSE IS RED', 'WHAT TIME IS IT!', 'I LOVE YOU THE WAY YOU ARE', 'NEXT DOOR TO AN ANGEL', 'DONT YOU BELIEVE IT', 'LOOKIN' FOR A LOVE', 'PAPA-OOM-MOW-MOW', 'SUSIE DARLIN'', 'MASHED POTATOES U. S. A.', 'SECOND FIDDLE GIRL', 'THE BURNING OF ATLANTA', 'WHAT KIND OF FOOL AM I', 'DESAFINADO', 'I'M GOING BACK TO SCHOOL', 'DANCE WITH THE GUITAR MAN', 'WHAT KIND OF FOOL AM I', 'POP POP POP-PIE', 'FOREVER AND A DAY', 'LOVE ME TENDER', 'MR. LONELY', 'I WAS SUCH A FOOL', 'LEAH', 'I LEFT MY HEART IN THE BALCONY', 'DID YOU EVER SEE A DREAM WALKING', 'WIGGLE WOBBLE', 'HE THINKS I STILL CARE', 'WHEN THE BOYS GET TOGETHER'.

HOT 100—A TO Z—(Publisher-Licensee)

Index A-Z: All Alone Am I, Alley Cat, And Then There Were Drums, Baby Face, Beechwood 4-5789, Burning of Atlanta, Close to Cathy, Come on Little Angel, Dance With the Guitar Man, Desafinado, Devil Woman, Did You Ever See a Dream Walking, Do You Love Me, Don't Go Near the Indians, Don't You Believe It, Don't You Worry, Forever and a Day, Gina, Green Onions, He's a Rebel, I Left My Heart in the Balcony, I Love You the Way You Are, I Remember You, I Was Such a Fool, I'm Going Back to School, If a Man Answers, If I Didn't Have a Dime, If I Had a Hammer.

Index A-Z: It Might as Well Rain Until September, James (Acuff-Rose), King of the Whole Wide World, Leah, Let's Dance, Lie to Me, Limbo Rock, Little Black Book, Loco-Motion, Lollipops and Roses, Long as the Rose Is Red, Lookin' for a Love, Love Me Tender, Mashed Potatoes U.S.A., Mr. Lonely, Monster Mash, Next Door to an Angel, No One Will Ever Know, Nothing Can Change This Love, Only Love Can Break a Heart, Papa-Oom-Mow-Mow, Party Lights, Patches, Paint of No Return, Pop Pop Pop-Pop, Popeye the Hitchhiker, Punish Her, Rain, Rain Go Away, Ramblin' Rose, Rinky Dink, Save All Your Lovin' for Me, Second Fiddle Girl, Send Me the Pillow You Dream On.

Index A-Z: Shame on Me, Sheila, Sherry, Silver Threads & Golden Needles, Stop the Music, Stormy Monday, Surfin' Safari, Susie Darlin', Sweet Sixteen Bars, Swingin' Safari, Swiss Maid, Taste of Honey, Teen Age Idol, Ten Lonely Guys, The Things We Did Last Summer, Torture, Twistin' With Linda, Warmed Over Kisses, What Kind of Fool Am I, What Kind of Love Is This, What Time Is It?, When the Boys Get Together, Wiggle Wobble, Wonderful Dream, Workin' for the Man, You Beat Me to the Punch, You Belong to Me, You Can't Judge a Book by the Cover, You Don't Know Me, Your Nose is Gonna Grow.

BUBBLING UNDER THE HOT 100

Chart 101-130: Bubbling Under the Hot 100. Includes titles like 'I'll Remember Carol', 'It's Love that Really Counts', 'I'm Gonna Change Everything', 'I've Been Everywhere', 'You Can't Lie to a Liar', 'There is No Greater Love', 'What'll I Do', 'Beach Party', 'Swing Low', 'Lovers by Night, Strangers by Day', 'Stubburn Kind of Fellow', 'Try a Little Tenderness', 'Hail to the Conquering Hero', 'Let's Go', 'Richie', 'That Stranger Used to Be My Girl', 'Way Over There', 'Someday', 'Baby, That's All', 'He's a Rebel', 'Limbo Dance', 'You Can Run', 'Somebody Have Mercy', 'The Greatest Actor', 'For All We Know', 'One More Town', 'The Cha Cha Cha', 'After Loving You', 'I'll Bring it Home to You', 'Don't Ever Leave Me', 'What Kind of Fool Am I', 'Hully Gully Guitars'.

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THE SENSATION OF ENGLAND & THE CONTINENT

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# BILLBOARD MUSIC WEEK

## EMI to Handle Columbia's Epic Line All Over the World

### Firm's Strong Job on Vinton Overseas Wins It Expanded Distributing Role

NEW YORK — Columbia Records has concluded an agreement with EMI, Ltd., for the English firm to handle distribution of Epic throughout the world. EMI has been handling the Epic line in Great Britain since early this year, and has done a strong job overseas with the Bobby Vinton hit of "Roses Are Red."

Simultaneously an agreement has been reached by Columbia and EMI for one of the English label's top recording stars, Helen Shapiro. She will be released on the Epic label in the U. S. Previously, the artist was issued here on Capitol, but her English-made disks have not enjoyed the same success in this country that they have over there. It is understood that Columbia will record the thrush in this country, either on her current trip here, or on her next visit.

Columbia Records, meanwhile, is busily engaged in setting up distribution in Europe of the CBS label. It is understood that a pact is near signing between Columbia

and Hispavox for the Spanish firm to handle the CBS catalog in Spain. (See story in Mexican column of the International Music section.)

The name emerging as the most likely to head up the Columbia-CBS operation in Europe is that of Peter de Rougemont, vice-president of international operations and the head of Columbia's South American operation. If he is appointed he may be placed in charge of the European scene in addition to his South American duties.

## Dick Clark Show Giving Local Man Buddy Feeling

By CHARLES SINCLAIR

NEW YORK—Established local deejays won't be shunted aside by radio stations buying the new syndicated Dick Clark series, *BMW* has learned. In fact, the format has been arranged so that the relationship between local spinners and Clark will be something of a Huntley-Brinkley concept, and local stations and deejays will have the last word in what is considered a "local" record hit.

A case in point is WHK, Cleve-

## COMO TO CUT BERLIN SCORE— BUT FOR VICTOR

NEW YORK—A deal has been set between Perry Como and the Irving Berlin office for the singer to cut a Victor album of tunes from the Berlin show, "Mr. President." It is understood that Como will also feature many of the songs from the Broadway musical on his television show.

Unusual features of the forthcoming waxing is that the show is a Columbia Records property, with the original cast set to be recorded by that label shortly after the show opens here in November. Columbia is also issuing a Lester Lanin album of the score on Epic and another LP of the music on Columbia.

## Washington Station Swaps Top Tunes With Moscow

WASHINGTON—A swap of Washington's Top 10 popular tunes and the Top 10 in Moscow has been set up here by Station WWDC in its own person-to-person "cultural exchange" with Premier Khrushchev. Unlike previous cultural exchanges, this one is strictly non-classical and on a masses-to-masses basis.

The exchange was scheduled to begin September 27, when WWDC planned to begin mixing the Russian tunes in with the regularly programmed American pop programming.

The first step in the imposing feat was accomplished by the station's programming chief, Irv Lichtenstein, when he sent a letter

last February to Premier Khrushchev and the Cultural Counsel of the Soviet Embassy here in Washington, suggesting the exchange of records. The original proposal was for WWDC to broadcast the Top 30 Soviet popular tunes, while the Soviets aired the same number of American top tunes via Moscow radio.

WWDC says the Russians came up with only 10 records, by mail, September 25, and WWDC dispatched the same number of U. S. top tunes, based on local Washington sales and on listener requests to the station.

The Russian Top 10 listed by the station are "The Pear Tree," "Evening Bells," "The Broad and Rolling Steppe," "From a Far Off Land," "All Alone I Stand in the Road," "Do Not Blame Me, Do Not Scold Me," "At the Smithy," "Will I, Won't I," and two more  
(Continued on page 25)

## Victor Gives All In Build-Up of Sergio Franchi

NEW YORK — RCA Victor is going on a saturation campaign to launch the American career of the romantic Italian tenor, Sergio Franchi. The singer, who has made a name for himself in Europe through his operatic and operetta work; arrived in the U. S. last week as the first leg of his build-up.

According to Victor spokesmen, the campaign to make the name of Franchi a household word will be of the scope and planning that Victor put forth to launch the careers on wax of Ann-Margret, Peter Nero and the Limelites. Franchi, a Red Seal artist, started an Eastern tour this week that will cover Boston, Philadelphia, Chicago, Cleveland and New York.

In each of these cities Franchi will meet with dealers, disk jockeys and the press, at a series of receptions. He will also perform.

Victor has just issued the singer's first album on the label, containing Italian folk songs and operatic arias. The album will be advertised extensively by the label in a number of large-circulation consumer publications.

## WB Sales Up Almost Half

HOLLYWOOD — Warner Bros. Records' sales jumped by 42 per cent during the past year. This was revealed at the conclusion of the label's international sales convention by the firm's president, Mike Maitland, and its international director, Bobby Weiss. The meetings were held in Amsterdam, Holland, and were attended by the record company's European licensees.

Credit for the soaring sales was given to such Warner releases as "The Music Man" original soundtrack LP, "Rome Adventure" sound track, "Al Di La," Peter, Paul and Mary, "Johnny Get Angry," "Oh You Kid," "The Golden Hits of the Everly Brothers," among others.

During the sales meeting, Maitland and Weiss disclosed the label's promotional plans in pushing its forthcoming sound-track albums based on Warner film releases such as "Gypsy," "Gay Purr-ee" and "The Chapman Report." Maitland also revealed that the WB label will release in January the first in a series of internationally recorded LP's. Initial release will be a polka album recorded by WB's Swedish licensee.

Following the sales meeting, Maitland and Weiss will conduct a 12-country tour of WB licensees. On October 10 Weiss will leave for London to co-ordinate preparations for the Everly Brothers' October 14 opening.

## Shaw Chorale Off For Soviet Tour

NEW YORK—The Robert Shaw Chorale left Sunday (30) for a nine-week tour of the Soviet Union, Yugoslavia and West Berlin. The 60-voice mixed chorus will perform at 36 concerts in the Soviet Union, marking the first trip of an American choral group to the U.S.S.R. Chorale is going under the sponsorship of ANTA and the State Department's Cultural Affairs Program. The chorus is bringing with it a Baroque organ for its performance of the Bach B Minor Mass.

## King Cuts Prices 15% for October

CINCINNATI — King Records has set a "Fall Sound Festival" for its entire catalog of LP's on the King, Bethlehem and Audio Lab labels. Program, which starts October 1, applies to all catalog material on these labels, both monaural and stereo, as well as new October releases. Program offers a 15 per cent discount on all LP lines.

This is the first 15 per cent discount program offered by King. Special point-of-sale material for display purposes is being made available. The "King Fall Sound Festival" will cover the entire month of October.

New albums being issued by King in October include sets by Reno and Smiley, the Stanley Brothers, Hawkshaw Hawkins and organist Ernie Berger.

## AWARD JUDY GOLD LP DISK

HOLLYWOOD — Capitol Records President Glenn Wallichs presented Judy Garland with a Gold Record Award for her "Judy at Carnegie Hall" double LP during her opening night performance at Las Vegas' Sahara Hotel.

According to Capitol, the Garland "Carnegie Hall" package was the fastest selling double LP album in the industry's history and is nearing the \$2,000,000 sales mark. The Record Industry Association of America has to certify at least \$1,000,000 in sales for an album to qualify for the Gold Record.

This marks the second time in disk history that a double LP has won RIAA's blessings for a Gold Record. (The first was Harry Belafonte for his Carnegie Hall package.)

## 1-FOR-ALL

### DJ LP Covered With Nat's 'Rose'

HOLLYWOOD — Capitol Records has stopped sending out promotional singles of Nat King Cole's "Ramblin' Rose" to radio stations in face of a rising tide of disk jockey requests for copies of the record. The deejays will get the recording all right, but in the form of a 12-track LP — all tracks are "Ramblin' Rose."

## Senate Passes Watered-Down Counterfeit Bill, But Trade Spokesmen Hail It as 'Good Start'

WASHINGTON — The Senate passed a sharply watered-down version of the Celler record counterfeiting bill late Thursday (27). Earlier in the week the Senate Judiciary Committee had reduced the penalty provisions in the bill as passed earlier by the House. The House now has the option of accepting the amended measure as it stands, or calling for a House-Senate conference to settle the difference in the two bills.

The bill as passed in the Senate provides penalties of up to \$1,000 in fine and one year in jail or both for counterfeiting or forging a record label. The original House version of the bill called for stiffer penalties (up to \$10,000 in fines and 10 years in jail or both), would have also made illegal the practice of record piracy (unauthorized recording) and would have amended the Copyright Act to provide for statutory damages in addition to the present limited recovery allowed under the mechanical royalty section of the Act.

land, one of the first major outlets (it's owned by Metropolitan Broadcasting) to sign for the Clark series. WHK will premiere its "localized" version of the Clark show on October 15, in a 4-6 p.m. slot for 52 weeks. In Cleveland it will be known as "The Johnny Holiday-Dick Clark Show," thus teaming Clark with Holliday, who is already a strong-rated WHK afternoon personality.

WHK's arrangements with Clark and Mars Radio also call for a number of record-angled telephone gimmicks in the show, in which Clark will discuss record hits with Holliday, give local time and weather information, and generally play a co-star role.

Although the final format of the Clark show, as it relates to record selections, is still being worked out, music-industry sources in contact with the production group packaging the show say that about 80-90 per cent of the records played locally within the Clark show will be picked from local charts. The remaining 10 per cent or so will be Clark's own picks, at a "national" level, from new releases, the source predicted.

Despite disappointment voiced in some disk industry circles at the weakened measure, spokesmen for various areas of the trade expressed satisfaction that a start has been made in the direction of control of counterfeiting and that the practice had now been made a federal offense.

### Good Start

John Kaplan, executive vice-president of ARMADA, said that even though the penalties were weaker than hoped for, the bill, nevertheless, marked a good start and could prove a strong deterrent to illicit disk traffic.

ARMADA counsel Sigmund Steinberg said: "We are happy to accept this version. This is the culmination of our efforts to obtain a federal statute." He added that since passage of the bill makes label counterfeiting a federal offense, such cases would entail scrutiny by the FBI.

Approval of the action was also expressed by Al Berman, of the of-

vice of Harry Fox, publishers' agent and trustee. "It's a good start," Berman remarked. "One year in jail is serious and would put the brake on much bootlegging activity."

### Brings Feds On

Henry Brief, executive secretary of the Record Industry Association of America (RIAA), said that the organization was very pleased about Senate passage.

He said that the bill was almost identical to the bill asked for by the RIAA against counterfeiting. He also said that the bill establishes counterfeiting as a federal offense, and it brings the weight of federal enforcement authorities into counterfeiting cases.

Prior to this week's Senate passage, ARMADA execs and members had wired Sen. Kenneth Keating (R., N. Y.) and other members of Congress, urging favorable action. Keating has since wired ARMADA people in New York of his "delight" at the Senate action.

# Oldies-But-Goodies Keep Album Sales in Shape

• Continued from page 1

A firm wanting to issue oldies but goodies either issues its old rock hits—if it has enough of them—or else leases old hits from labels that did have them. Original Sound, which has had four solid-selling albums of hit oldies, started as a leasing firm, since it began with an idea, rather than a catalog. When Original Sound leased its first tapes, prices were low. Now prices for tapes have risen. It is estimated that firms pay from \$500 to \$2,500 to lease tapes for

oldie but goodie collations. The firms that have had the best success with oldies are those that have come out with the top hits in the rock and roll vein. Those that have been least successful have been the firms which have tried to sell lesser hits instead.

Since the albums are all rock and roll—though now some firms are trying to do it with country items—the indie firms have been most successful with albums in  
*(Continued on page 38)*

# NARM Extends Disk Rack Study

PHILADELPHIA — The National Association of Record Merchandisers (NARM) has begun collecting reports from members for its second annual study in the field of phonograph record rack merchandising. Three data-gathering committees have embarked on the program.

The survey committee is under the chairmanship of past president Edward M. Snider of Edge, Ltd., Washington. The 1962 NARM survey will compile facts and figures on type of product sold and the number of outlets in which each type of product is sold, besides an investigation of the budget merchandise market. This will be done in addition to the compilation of over-all volume done by record rack merchandisers.

Jules Malamud, executive director of the NARM, also noted that preliminary reports show a considerable increase in volume among members for the first three quarters of the year. Some NARM members have shown increases from 25 to 50 per cent over last year when the membership's total volume, according to the study, was \$80,950,000. It is Malamud's belief that the rack jobbers will go over the \$100 million mark in sales this year.

Malamud also made a point of the internal growth among NARM membership this year. He pointed to Edge, Ltd., as one example. This

# Monument Sets Up Sales Wing

HENDERSONVILLE, Tenn.—Fred Foster, president of Monument Record Corporation here, has set up within the firm a separate marketing wing, Monument Sales Corporation. Operation begins on Monday (1).

Monument Record Corporation will be a self-sustaining record producing and marketing firm. For the past four years, Monument records had been produced by Foster and turned over to the London American group for manufacture and distribution.

The new marketing arm will be headed by John Sippel, director of marketing. He announced the following distributor roster to handle Monument's new releases:

Delta Distributing, Albany, N. Y.; Southland Distributing, Atlanta; Mutual Distributors, Boston; Mangold Distributing, Charlotte, N. C.; James H. Martin, Inc., Chicago; Ohio Appliances, Cincinnati; Benart Distributing, Cleveland; Big State Distributing, Dallas; Davis Sales, Denver, and Merit Music Distributors, Detroit.

Also, Sunland Supply, El Paso, Tex.; Music Service, Great Falls, Mont.; Tone Distributors, Hialeah,

*(Continued on page 38)*

# Fear Royalty Duckers Give All Low-Pricers Bad Name

By REN GREVATT

NEW YORK — The assault on low price record manufacturers who don't meet royalty obligations—an attack now being mounted by the office of Harry Fox, publishers'

agent and trustee — has brought about the exchange trade awareness of the problems posed by low-pricers.

Since earlier legal campaigns by Julian T. Abeles, Fox office attorney, which established liability in

infringement cases of not only the manufacturers but of distributors, dealers and pressing plants, it has been noted that these same entities now frequently inquire at Fox about the standing of a given company.

"Just a few weeks ago," said Al Berman, Fox office executive, "we received a call from a pressing plant. The fellow was offered a \$500,000 pressing order. He wanted to check out the firm's standing in matters of royalty and excise tax payment before he accepted the order. This presser was aware that if the manufacturers ever became embroiled in infringement problems, he (the presser) would also be liable."

"We are also receiving a number of calls from record dealers and record buyers for big chains. These, too, are made with the aim of determining the status of particular record lines. If there's anything shady, the dealers and buyers want no part of them today. It's a matter of playing it smart."

The problem of low-pricers who stint on royalty payment and excise taxes has also become a matter of increasing concern to legitimate low price operators.

"Some of them now feel that even though they are legitimate, if there is enough talk and action going on with the bad ones, they'll be tarred with the same brush," Berman continued. "It has even been suggested that we compile an unfair list, such as is done by some of the unions. I don't see how this could be done, but it does illustrate the concern being shown."

One case, which was filed two weeks ago by the Fox office on behalf of Gershwin, Robbins, Feist, Miller and Mills Music, is an example of the kind of thing that is causing concern.

In this instance, Treasure Records of Mount Vernon, N. Y., and  
*(Continued on page 45)*

# Cameo Speedily Winding Up Europe Distribution Set-Up

LONDON — The European distribution set-up for the Cameo-Parkway labels is nearing completion. The final decision to break with EMI was reached a mere four weeks ago but most of the territories are now, or soon will be, the subject of new deals.

Cameo-Parkway's European representative, Harry Walters, is just back from Scandinavia after concluding a pact with Karusell in face of competition from four other companies. The one-year-plus option deal starts immediately and affects Denmark, Finland, Norway and Sweden.

The Benelux countries have been licensed to Artone of Holland, a switch from the EMI affiliate,

Bovema. The deal includes Belgium and Luxembourg.

BMW previously reported the Cameo-Parkway switch from EMI to Pye in the United Kingdom and the transfer of the label operation through existing licensees in Germany (Ariola) and Italy (GDC).

With trade-mark formalities completed, the Cameo-Parkway mark is making its British debut through Pye, October 3, with the release of Bobby Rydell's "The Cha Cha" and Tina Turner's "Making Up Is Fun to Do."

Principal remaining territory to be settled is France; Walters was meeting executives of Festival on this here last week. Negotiations for Spain are also advanced.

# Everybody From Jackie to Adlai Gets in Philharmonic Opening Act

NEW YORK—Philharmonic Hall at New York's Lincoln Center opened last week with the greatest blast of publicity since Andrew Carnegie opened his music hall back at the turn of the century. But where the latter only enjoyed publicity in magazines and newspapers, the new Philharmonic Hall received coast-to-coast coverage by TV and radio, as well as the press.

And visits by such eminent personalities as Mrs. Jacqueline Kennedy, United Nations Ambassador Adlai Stevenson (who also performed on stage as a narrator) and Governor Rockefeller, helped turn the opening week of the new hall into a gala event musically, socially, and for the fashion minded. Visiting Philharmonic Hall last week was the hip thing to do.

Obviously Philharmonic Hall is now launched. Albums recorded at the hall, and bearing the title "So and So at Philharmonic Hall," should add a fillip to album sales, especially over the next few months. It is probable that many non-classical musical groups—jazz combos, pop singers and folk artists—will be trying to get bookings and have their albums waxed at Philharmonic Hall just for the prestige and sales appeal.

### Columbia Jumps In

Columbia has been quick to jump in there. Firm waxed an album of Brahms' Second Symphony with the Philharmonic before the hall was opened, and had the set on sale opening day. Meanwhile, Columbia recorded the opening-night festivities in its entirety and is rushing out the two-album set. It will contain the "Gloria" from the "Missa Solemnis," by Beethoven, the new Aaron Copeland work, "Connotations for Orchestra," Vaughan Williams' "Serenade to Music" and Part I of Mahler's Eighth Symphony.

So far, classical orchestras and classical artists have been predominant in booking the hall. Exceptions were Benny Goodman in a jazz and classical program for a school benefit, Mahalia Jackson, and Dr. Ervin Searle's "Church of the Truth."

Meanwhile, Carnegie Hall is still solidly booked. Its programs are much more catholic than those of Philharmonic Hall, with classical, pop, gospel, religious, jazz and left-field attractions trooping across the hallowed stage. There may well be enough musical activity in New York to keep both halls busy.

### Mixed Sounds

Philharmonic Hall, like all new musical halls, is getting the normal pro and con reaction from critics about its acoustic qualities. Reactions to concerts by the New York Philharmonic, the Boston Symphony, the Philadelphia Orchestra, and the Cleveland Symphony Orchestra ranges from excellent to rotten—only concerning the sound, not the performances.

But the hall has movable panels that enable it to vary the sound a bit, and the quality may be stabilized over the next few months. Critical reaction to the Philharmonic sound—good or bad—is summed up by saying it certainly is different from Carnegie Hall.

Other new works that had their premiere last week at Philharmonic Hall and might be record material included The Samuel Barber Piano Concerto, played by John Browning with the Boston Symphony; The Walter Piston "Lincoln Center Festival Overture," played by the Philharmonic Orchestra, and the William Bergsma "In Celebration: Tocatta for Orchestra" played by the Julliard Orchestra.

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# Onorati Rejoins Dot for N. Y. Post

HOLLYWOOD—Henry Onorati, former president of 20th Fox Records, is rejoining Dot Records in an executive capacity. Onorati will serve as Dot's Eastern director of sales, indicating the firm's determination to strengthen and expand its hold of the greater New York market.

Onorati first joined Dot as a vice-president in 1955, headquartering in New York City. In April, 1958, he became head of 20th Fox Records, a wholly owned subsidiary of the 20th Century-Fox Film Corporation. He resigned his Fox post in February of this year.

Dot Record President Randy Wood concluded the deal with Onorati last week, and the label's new Eastern-based director of sales will report for duty October 1. He reports to Christine Hamilton, vice-president in charge of Dot Sales.

# Csida Returns To Trinity

NEW YORK—Joe Csida, former Eastern vice-president for Capitol Records, returns to his old firm, Trinity Music, this week as a partner in the operation with Ed Burton. Csida was a partner in Trinity before going to Capitol. Trinity is a music publishing firm — Town and Trinity Music—an indie record producing firm and has a management firm, Csida-Burton Associates.

# EMI 'Living Bible' Package Going Straight to Public

By DON WEDGE

LONDON — Britain's most expensive disk package ever was launched September 25 by EMI Records. It is "The Living Bible," a 12-LP set costing \$5.60 each, or a total of \$67.20. For the first time EMI is offering its records direct to the public—though provision is made for participating dealers to benefit from direct sales.

The records were produced by F.C.M., an independent production outfit consisting of Fiona Bentley, musical director Cyril Orndel and Maurice, Lord Aberdare. Distribution rights have been assigned to EMI throughout the English-speaking world other than in the U. S. where it will be distributed by the Time-Life organization.

Records have been offered direct to the public in Britain before. Recently there have been four main competitors in this field—the World Record Club, which involves a "membership"; the Concert Hall Club, a similar type of organization; the Reader's Digest, with its RCA album sets offered through direct mail and the magazine, and Associated Recordings club, which operates through dealers apart from a premium album offer.

#### Different Pitch

"The Living Bible" differs in that the pitch is to the public through

## X-Country Sales Meet Set by UA

NEW YORK—A cross-country sales meeting marathon is slated by United Artists Records. The four meetings are called "Holiday Sales-O-Rama" and they will bring new product to the attention of distributors.

Stress is being put on the year-round quality of material as well as the adaptability for Christmas giving.

The meetings will be kicked off in New York October 10 at the Americana Hotel. The second takes place at Chicago's Executive House October 11. Atlanta's Cabana Hotel will be the site October 12, and the Beverly Hilton, Los Angeles, October 15.

New merchandise will be introduced, including albums by LeRoy Holmes, Ferrante and Teicher, Ralph Marterie as well as three important sound tracks and new numbers in the jazz and children's lines. Gene Pitney's new Musicor set will also be featured.

Host for the four confabs is Sales Director Morris Price, with Art Talmadge and other top level executives also on hand.

## Spector Goes It Alone at Philles

NEW YORK—Phil Spector has bought out his partners in the Philles label and is now running the firm himself. Former partners were Harry Finfer, Lester Sill and Harold Lipsius. Spector will continue to handle all a.&r. for the label, which has had a string of hits with the Crystals, including the current "He's a Rebel."

All distributors will remain as before. Office for the firm will continue to be in Philadelphia on West Girard Avenue under Paul Fein. West Coast distrib. will continue to order from Alco Research Engineering plant in Santa Monica. Philles West Coast office has been discontinued, and Spector will headquarter in New York City.

## ZOOMING DISKS PUSH CHART UP

NEW YORK — There are 33 records on the Bubbling Chart this week, the highest number ever since the Bubbling Chart was started by BMW a few years ago. Reason for so many on this chart is because of zooming sales last week, one of the best weeks for singles recently. The Bubbling Chart was extended to 33 position to give a fair shake to these strong records, all deserving exposure because of their sales strength (and air play).

consumer press advertising without premium offers and at the same price as through a record store.

Direct buyers can nominate a dealer who will get a quarter of the normal 33 1/3 per cent dealer discount. When a dealer starts the monthly supply of the LP's and the buyer then turns to direct purchase, the dealer will get 50 per cent of his normal discount.

EMI carries any bad debt risks incurred. It is also making available to dealers an immense supply of promotion material including advertising mats for local newspaper use and supplies of model sales letters and brochures. The scheme operates only through EMI's dealer clients specially licensed to carry HMV product.

The scheme has clearly been designed to reach a wide public, a great need for the British disk industry which is committed to an established manufacturer-distrib-

tor-dealer-consumer pattern. Though breaking new ground for a major company, the EMI scheme gives dealers full opportunity to participate and intends the massive consumer advertising to promote sales through traditional outlets, too.

"The Living Bible" has been three years in the making and was being planned two years before that. It consists of readings by Sir Laurence Olivier from the King James version of the Old Testament, with musical research and supervision by Cyril Orndel.

#### 3d Project

This is the third big project sold by F.C.M. to EMI, with which it now has a three-year exclusive contract for product in Britain. Previously F.C.M. supplied a set of children's EP's launched with an aggressive campaign last fall and before that a series of EP's about sports.

The children's records have been assigned to Bill Grauer's Riverside enterprise in the U. S. and to the EMI-World Record Club operation in Australia.

The firm is discussing releases in other English-language territories and direct translations into foreign languages of the Bible and other suitable material.

Another set of eight children's EP's will be issued by the EMI-HMV here at Easter next year.

The firm's biggest project is now nearing completion. This is the recording of 20 of Shakespeare's plays with original background score. They involve a notable collection of actors, including Richard Burton, Vivien Leigh, Peter Finch, Sir Ralph Richardson and Sir Donald Wolfitt.

## ASCAP, German GEMA Join To Fight Operator 'Monopoly'

By OMER ANDERSON

FRANKFURT — Copyright organizations in the United States and West Germany have agreed on a joint campaign against the alleged "monopoly" position enjoyed by organized phonograph operators in the two countries.

Trade sources revealed that ASCAP and GEMA, the West German ASCAP twin, intend counter-attacking U. S. and German operators on the monopoly issue.

In the U. S., ASCAP will press "monopoly" charges against the Music Operators of America in support of its demand for the exten-

sion of the copyright law to juke box music. In West Germany, GEMA is battling to impose higher royalty fees on the operators, since West Germany's copyright law already includes phonographs.

U. S. and German copyright organizations have joined forces because of the interlocking nature of the copyright problem in the two countries. ASCAP and GEMA are trying to promote uniform copyright legislation in the two countries, and uniform phonograph operator royalty agreements (though fees necessarily will vary).

(Continued on page 48)

## INDUSTRY BRIEFS

### Polished Up Spectra Reopens

HOLLYWOOD — The recently re-equipped and refurbished Spectra-Sound Studios are being re-opened October 1. The studio is offering free first sessions to new customers which will be available on a first-come, first-served basis. New consoles and mastering facilities have been installed and the total re-equipping time took 15 months.

### Heilicher in Hospital

MINNEAPOLIS — Amos Heilicher, head of Heilicher Bros. distributing operation here and in Miami, has been hospitalized with a virus attack for two weeks. The veteran distributing exec, who is also president of ARMADA, is expected to stay in the hospital another two weeks. During his illness, ARMADA management functions are being carried out by John Kaplan, vice-president, and Harry Schwartz, treasurer, according to ARMADA executive secretary, Paul Ackerman.

### Cook Disks, Pan American Hook Up in Novel Contest

STAMFORD, Conn. — Cook Records and Pan American Airways have hooked up in a special contest and promotion to hypo the sales of the firm's records and air travel to the Caribbean.

The contest has been called "On Location." It works this way: Purchasers of a Cook LP receive free, with their purchase, a seven-inch sampler of tracks taken from other Cook sets and a contest entry blank.

Contestants then fill out the entry form, stating in what country each of the eight tracks on the sampler were field recorded. The participant then indicates which of the places he would like to visit and tells why in 25 words or less. The winner receives free air travel for two with Pan American plus \$500 in spending money. The contest closes December 24.

### Classical Label Formed

NEW YORK—Two concert managers have formed a new classical records label here, Scope Records. The first release due this month

### Capitol Inks Venet To Long-Term Pact

HOLLYWOOD — Capitol Records has signed its youthful artist and repertoire producer Nick Venet to a long-term contract, making him the only member of the label's a.&r. staff to be so signed. Move came after both RCA Victor and Columbia Records tried to lure him away from the Capitol fold.

is "Ezio Flagello Sings Mozart and Rossini Arias." The accompanying orchestra is the Sinfonica di Roma under the direction of Nicolas Flagello. Mario Petti and Robert Gardiner are executives and founders of the label.

### New Outlets for Cadence

NEW YORK—Cadence Records has named Fenway Record Distributors as its new Pittsburgh outlet. The label has also made a number of other distrib switches recently: Essex is handling the label in Newark, N. J.; Merit Music is the Detroit outlet and Mainline is now the Cleveland distrib.

### Century Appoints 5 Distribs

PITTSBURGH — Century Records has appointed five more national distributors. Fenway will handle the label here, S. and L. is the outlet in Detroit, Texas Record Distributors has the Houston franchise, Lareday is the Newark rep and Heilicher Brothers handles the line in Minneapolis.

## Atlantic to Handle Newly Organized Allwood Product

NEW YORK—Atlantic Records has contracted as national distributor of the newly formed Allwood label, headed by Boots Woodall. The pact calls for a steady releasing program of Allwood material, in much the same way as the firm now distributes the Stax and Lu-Pine labels nationally.

The first sides being released by Allwood are Billy Joe Royal's "Wait for Me, Baby" and "If It Wasn't for a Woman" and "Just Remember You're Mine" and "Silly Me," by Joe South. Side are also scheduled from Paul Peek and George Scott.

Woodall is headquartered in Atlanta, and he previously operated the Fairlane label. Prior to that he produced records for NRC.

Meanwhile, Atlantic and Atco Records have further expanded their national promo team with the addition of Jack Bratel as freelance promotion man. Bratel will work in the Cleveland, Pittsburgh and Detroit areas. He is former branch manager of M. S. Distributing of Cleveland.

Bratel's appointment is another step in the expansion of the firm's promo staff which now includes Ray Meaders, named last week, Moe Shulman, Joe Galkin and Red Baldwin. All report to Bob Kornheiser, sales manager of promotion director.

## Allen Stanton Named Kapp A.&R. Man

NEW YORK — Allen Stanton, long-time publishing associate of Goldie Goldmark in the Sheldon Music axis, formerly owned by Moe Gale, has been named pop a.&r. director for Kapp Records. Mickey Kapp, executive vice-president of Kapp, said the appointment is a key move in the label's current expansion program.

Stanton, as a successful indie producer, has handled dates for such labels as MGM, ABC-Paramount, RCA Victor, United Artists and others. He was a co-producer of such hits as Paul Evans' "Seven Little Girls" and "Good Timin'" and "Handy Man," by Jimmy Jones. Stanton began his career as a stock boy in a publishing house and ultimately became general professional manager of Sheldon Music.

### COMING NEXT WEEK

A Special Editorial Section

## "HOW TO MULTIPLY YOUR SALES OF CHILDREN'S RECORDS THIS CHRISTMAS"

★ Special Features

★ Complete List of Children's Labels

★ All 1962 Children's Releases

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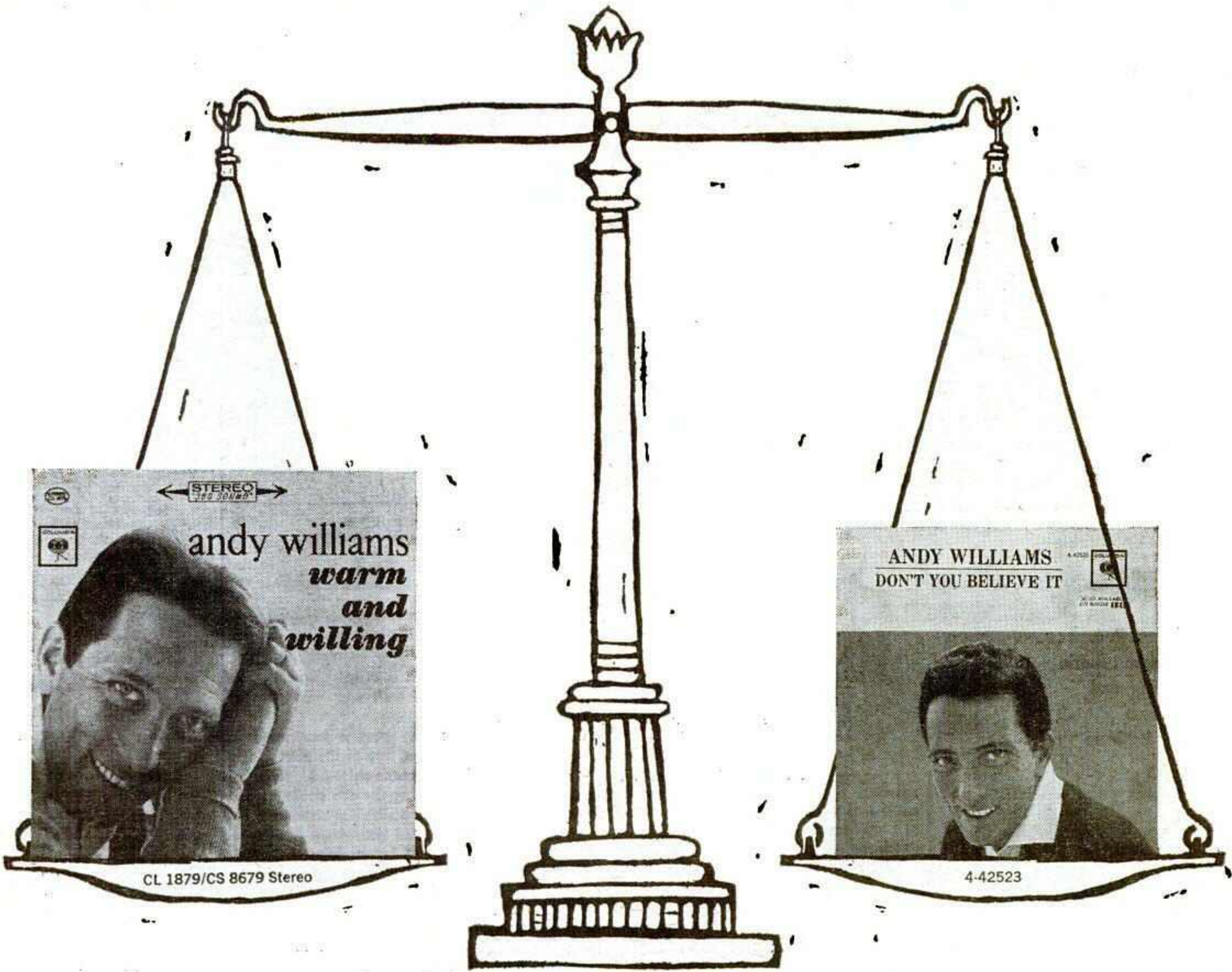
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# ANDY WILLIAMS

WITH TWO HEAVY SELLERS



ON COLUMBIA RECORDS

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WEEKLY MARKET ANALYSIS

Continued from page 1

There are a number of straws in the wind. Two one-stops, Singer and Music Box, cited demand for a record that hasn't even reached distributor shelves yet ("Big Girls Don't Cry," by the Four Seasons on Vee Jay).

In a spot-check of dealers by BMW, several reported considerable talk about WYNR among teen-agers. "You're square if you don't dig 'Winner,'" one dealer was told by a group of junior high school femmes.

But perhaps even more significant, several distributors seem to feel the new station is giving WLS some much-needed competition. "It's opening things up," a promotion man noted. "WLS now seems to be more willing to break new material and get on a tune faster than before. This is something we've needed for a long time," the same promotion man said.

Looking at record sales generally, the city is still in good shape, enjoying the tail end of what many describe as the best summer in years. Singles are down, as is to be expected this time of year, but they're still ahead of last year. Albums are continuing very strong, considerably ahead of last year, most distributors feel.

Atlanta Store Pushes Help Albums Hold

ATLANTA—After a strong July-August period in singles sales, there's been a September dip as this Southern center gets into the swing of another school year, Atlanta sources told BMW. Album sales, helped along by some strong promotions staged by the city's two largest department stores, Rich's and Davison-Paxon, have been holding fairly steady, the sources added.

Atlantans have their own likes and dislikes in the platter fare offered by local deejays, and this has sparked local action on several singles.

Starting to get sales, according to one distributor, is Little Esther's "Release Me" on the Lenox division of Ad Lib, with another distributor citing Carla Thomas' "I'll Bring It on Home to You" on Atlantic as drawing lots of re-orders.

In the album field, c.&w.-stylings continue to set a strong pace in Atlanta, with Ray Charles' ABC-Paramount package still racking up lots of sales and Connie Francis' "Country Music Connie Style" on MGM is said to be doing well. With a new TV and fall-movie season now rolling, Richard Chamberlain's "Love Me Tender" album on MGM is drawing customers from the ranks of video fans (female division), and Mitch Miller's "Longest Day" single is getting strong local air play in advance of the picture's opening in Atlanta early next month.

Exec Denies Philly Station for Sale

PHILADELPHIA—A top executive of radio station WTEL here, has stoutly denied that new interests are acquiring the station. Station President John E. Hopinson, in connection with a report in BMW (September 29) to this effect, said: "WTEL is not, and has not ever been for sale, since the present ownership acquired the station over three years ago. Nothing could be further from the truth."

Meanwhile, in another area of the Quaker City radio scene, WCAM disk jockey Jerry Blavitt told BMW last week that he was upset with the failure of radio station WIBG to accept advertising from him in connection with a drive-in record hop he planned to stage last Friday and Saturday (28-29). Locale of the hop was the Roosevelt Drive-In, in nearby Langhorne.

Blavitt said that on several recent occasions he has been glad to plug record hops being staged by such jockeys on competing WIBG as Hy Lit and Joe Naigara.

"When I went to them it was a different story," Blavitt said. "Bill Wheatly, the program director, and Joe Conway, the general manager, both told me they wouldn't accept my commercials. They said it wasn't fair to their jockeys."

Blavitt finally bought time on WHAT, local r.&b. outlet,

NEW ON THE TOP LP'S

Continued from page 1

- 115. PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644
126. MILES DAVIS AT CARNEGIE HALL Columbia CL 1812
132. EXODUS Sound Track, RCA Victor LOC 1058
133. THE BROTHERS FOUR IN PERSON Columbia CL 1828
139. THINGS & OTHER THINGS... Bobby Darin, Atco 146
140. TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690
142. AMERICAN WALTZES... Mantovani, London LL 3260
148. I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607

STEREO

- 40. A TASTE OF HONEY Martin Denny, Liberty LST 7237
44. RHAPSODY IN RHYTHM... Ray Conniff, His Ork & Chorus, Columbia CS 8678
45. RONNIE ALDRICH AND HIS TWO PIANOS... London SP 44018
46. JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432

THEMATIC

Colpix Singles Lean on Flicks

NEW YORK—The movie influence is strong in Colpix's singles releases this week.

The label is rolling with "Theme from 'Requiem for a Heavyweight'" with "Best of Enemies" on the flip side by Manny Albam, and with "Theme from 'The War Lovers'" backed with "Lonely"—a non-film

and WAAT in Trenton. In addition, Dick Clark, on whose show the 22-year-old Blavitt used to appear as one of the kid regulars, got behind the younger jock and gave his hop a number of plugs on his TV show. Two days before the hops, Blavitt bought additional spots on the Clark Bandstand TV show.

Distrib Service Moves Merchandise

DENVER—Record sales continued to hold relatively firm here after a strong summer and a slight back-to-school setback two weeks ago. The discount scene was pretty much as before, with big stores competing for the cream of the line sales and independent dealers striving to hold on to their share of market.

Distributor Bill Davis of Davis Sales has put the accent on service by instituting auto truck deliveries to dealers in the hinterlands. The first truck, which has been in operation for two or three months, is a rolling one-stop carrying all lines of singles and LP's. This wing of his operation is called Music Merchandisers.

Reason for the trucks, according to Davis, is the drastic cut in the number of downtown locations and the need for quicker dealer service throughout the surrounding countryside. Davis also mentioned that he buys all his truck merchandise locally.

Despite the serious inroads made by discounters in the former retail outlet pattern, two stores in the downtown area are thriving. They are Music for All and the Record Rack, which compete through alert merchandising and exceptional service. The Woolworth's outlet is also one of the top record outlets in town. The store, working with radio station KMIN, has reinstated its "Name It and Claim It" radio spot contest feature and is drawing strong response.

Beltone Throws Book of Charges At King, Asks \$2 Million Damages

NEW YORK—Beltone Recording Corporation has brought an action against King Records in Supreme Court here, seeking damages of \$2 million. Suit was filed by Beltone's attorney Martin J. Machat.

In 10 cases of action, the suit seeks recovering of losses alleged to have occurred as a result of a tie-up between Beltone and King, in which Sydney Nathan, King president, became an officer and director of Beltone, and under which, Nathan's firm, King, undertook the manufacture and distribution of Beltone Records.

The suit claims that King

tune—by Bernie Leighton. The "War Lover" theme, incidentally, was penned by Britain's Richard Addinsell, composer of "Warsaw Concerto," one of the very successful movie themes.

In other areas, Colpix is involved in some choreographic activities. New flyers and streamers to be displayed at the Fred Astaire Dance Studios are being distributed as part of the label's tie-in with the dance chain on the creation of a bossa nova dance step to go with Colpix's Zoot Sims album.

Dance arrangements of "Recado," one of the tunes in the Sims package, are being sent to ork leaders and ballrooms by Duke Niles, publisher. The tune is being released as a single by Colpix.

charged Beltone excessive sums, in excess of the going market rate, for pressings, and further, that King manufactured records far in excess of the demand created for same, and charged Beltone for all these disks.

It is also charged that King distributed Beltone Records and paid Beltone considerably lower for records sold than going market rates. Beyond this, the suit charges Nathan with having been in a position of conflict of interest and to have derived salaries, bonuses, dividends and other monies which should have gone to Beltone. Nathan is also charged with having allowed Beltone funds to be wasted and squandered.

At another point of the complaint, Nathan and King are charged with having sold the Beltone inventory of records as discontinued items at 5 cents a record. There has been no accounting for these records to date, says the complaint, and it is claimed that the records are now filtering back to Beltone.

Total damages of \$2 million are sought, along with interest, cost and disbursements of the action and "for such other, further and different relief as the court may deem just and proper."

BILLBOARD MUSIC WEEK

Published by

The Billboard Publishing Company 2160 Patterson St., Cincinnati 14, Ohio 381-6450

Publisher

Hal B. Cook.....New York Office

Editorial Office

1564 Broadway, New York 36, N. Y. PLaza 7-2800

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Robert Rolontz.....Music News Editor
Aaron Sternfeld.....Coin Machine Editor
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188 W. Randolph St., Chicago 1, Ill.
Central 6-9818
Richard Wilson.....Coin Machine Ad. Mgr.

Circulation Sales

1564 Broadway, New York 36, N. Y.
Walter F. Grueninger.....Circulation Manager

Subscription Fulfillment

Send Form 3579 to
2160 Patterson St., Cincinnati 14, Ohio
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European Office

Arthur Rosett.....Director
44 Curzon Street, London W. 1
GRosvenor 7496

Branch Offices

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NAtional 8-4748

Cable Address: MUSICWEEK NEWYORK

Subscription rates payable in advance. One year \$15 in U. S. A. (except Alaska, Hawaii and Puerto Rico), Canada and Europe. Rates in other foreign countries on request.

Subscribers who request change of address should give old as well as new address. Published weekly Second-class postage paid at Cincinnati and at additional entry office.

Copyright 1962 by The Billboard Publishing Company. The company also publishes the bi-monthly magazine of automatic reading: one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management: one year \$10; High Fidelity, the magazine for music listeners: one year, \$6; and American Artist: one year, \$7. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio.

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Frank Talk On FS Liner

HOLLYWOOD—Capitol Records is issuing a three-record, 36-song package spotlighting Frank Sinatra. It is called "Sinatra—The Great Years" and will sell for \$14.98.

Set may start a new trend in liner notes, due to the refreshingly direct, let-the-chips-fall style of liner-writing for the package. The liner opens with the statement that Sinatra had started on the downward trail before joining Capitol, and even touches on some of his marital difficulties. It points out that his earnings and popularity hit new peaks during the years he recorded for the label.

The liner says, of his joining Capitol: "Then, nobody wanted him. Today he is undisputedly the biggest man in the entertainment profession."

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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING OCTOBER 6

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)	6
2	4	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	3
3	2	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Sweco (BMI)	7
4	3	GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	5
5	6	LET'S DANCE	By Lee—Published by Rondell & Sherman-DeVorzon (BMI)	4
6	7	PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	5
7	5	SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	9
8	8	ALLEY CAT	By Bjorn—Published by Meteorlon (BMI)	6
9	13	VENUS IN BLUE JEANS	By Greenfield-Keller—Published by Aldon (BMI)	5
10	17	I REMEMBER YOU	By Mercer-Schertzing—Published by Paramount (ASCAP)	3
11	11	YOU BEAT ME TO THE PUNCH	By W. Robinson-R. White—Published by Jobets (BMI)	4
12	18	RAIN, RAIN GO AWAY	By G. Shayne-N. Regney—Published by Regent (BMI)	3
13	10	TEEN AGE IDOL	By Jack Lewis—Published by Nelson (ASCAP)	6
14	16	LIE TO ME	By M. Singleton-B. Benton—Published by Ben Day (BMI)	4
15	9	YOU BELONG TO ME	By P. King-R. Stewart-C. Price—Published by Ridgeway (BMI)	6
16	14	IF I HAD A HAMMER	By Seeger-Hays—Published by Ludlow (BMI)	3
17	20	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobets (BMI)	3
18	21	BEECHWOOD 4-5789	By Gaye-Stevenson-Gordy—Published by Jobets (BMI)	4
19	24	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	3
20	12	LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	12
21	23	WHAT KIND OF LOVE IS THIS	By Johnny Nash—Published by Planetary-Gee (ASCAP)	3
22	15	SHE'S NOT YOU	By Pomus-Stoller-Leiber—Published by Presley (BMI)	9
23	—	POPEYE (The Hitchhiker)	By Dave Appell-Kal Mann—Published by Kalmann (ASCAP)	1
24	—	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	1
25	29	PUNISH HER	By Nader-Gluck Jr.—Published by January (BMI)	2
26	30	ONLY LOVE CAN BREAK A HEART	By H. David-B. Bacharach—Published by Arch (ASCAP)	2
27	27	HULLY GULLY BABY	By Kal Mann-Dave Appell—Published by Kalmann (ASCAP)	2
28	28	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	By C. King-G. Goffin—Published by Aldon (BMI)	2
29	—	I LEFT MY HEART IN SAN FRANCISCO	By D. Cross-G. Cory—Published by General (ASCAP)	1
30	—	DON'T GO NEAR THE INDIANS	By Lorene Mann—Published by Buttercup (BMI)	1

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## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. SHERRY**—The Four Seasons, Vee Jay 2570; Janie Ross, Twin Hits 2022.
- 2. MONSTER MASH**—Bobby (Boels) Pickett and the Crypt Kickers, Garpax 44167.
- 3. RAMBLIN' ROSE**—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021; Woody Herman, Phillips 40064.
- 4. GREEN ONIONS**—Booker T. & the MG's, Stax 127; The Downbeats, Twin Hits 2024.
- 5. LET'S DANCE**—Chris Montez, Monogram 505.
- 6. PATCHES**—Dickey Lee, Smash 1758; Tony De Cio, Twin Hits 2021.
- 7. SHEILA**—Tommy Roe, ABC-Paramount 10329.
- 8. ALLEY CAT**—Bent Fabric, Atco 6226; Contrasts, Twin Hits 2027.
- 9. VENUS IN BLUE JEANS**—Jimmy Clanton, Ace 8001; Klt Fleming, Twin Hits 2023.
- 10. I REMEMBER YOU**—Frank Ifield, Vee Jay 457.
- 11. YOU BEAT ME TO THE PUNCH**—Mary Wells, Motown 1032.
- 12. RAIN, RAIN GO AWAY**—Bobby Vinton, Epic 9532; Chet Avery, Twin Hits 2028.
- 13. TEEN AGE IDOL**—Rick Nelson, Imperial 5864.
- 14. LIE TO ME**—Brook Benton, Mercury 72024.
- 15. YOU BELONG TO ME**—The Duprees, Coed 569.
- 16. IF I HAD A HAMMER**—Peter, Paul and Mary, Warner Bros. 5296; Janie Ross, Twin Hits 2028.
- 17. DO YOU LOVE ME**—The Contours, Gordy 7005; Billy Wade, Twin Hits 2023.
- 18. BEECHWOOD 4-5789**—Marvelettes, Tamla 54065.
- 19. SURFIN' SAFARI**—Beach Boys, Capitol 4777.
- 20. LOCO-MOTION**—Little Eva, Dimension 1000.
- 21. WHAT KIND OF LOVE IS THIS**—Joey Dee & the Starlites, Roulette 4438; Chet Avery, Twin Hits 2025.
- 22. SHE'S NOT YOU**—Elvis Presley, RCA Victor 8041.
- 23. POPEYE (The Hitchhiker)**—Chubby Checker, Parkway 849.
- 24. HE'S A REBEL**—Vikki Carr, Liberty 55493; Crystals, Philips 106.
- 25. PUNISH HER**—Bobby Vee & the Crickets, Liberty 55479.
- 26. ONLY LOVE CAN BREAK A HEART**—Gene Pitney, Musicor 1022.
- 27. HULLY GULLY BABY**—Dovells, Parkway 845.
- 28. IT MIGHT AS WELL RAIN UNTIL SEPTEMBER**—Carole King, Dimension 2000; Janie Ross, Twin Hits 2027.
- 29. I LEFT MY HEART IN SAN FRANCISCO**—Tony Bennett, Columbia 42332; Frank Sinatra, Reprise 20107.
- 30. DON'T GO NEAR THE INDIANS**—Rex Allen, Mercury 71997.

10 BILLBOARD MUSIC WEEK

OCTOBER 6, 1962

## TV GUEST APPEARANCES BY RECORD TALENT

The national network TV guest appearances listed below provide outstanding promotional opportunities for alert, aggressive record dealers and for all others who can benefit from the exposure of these record artists to millions of consumers. This chart should be used as a calendar around which to plan window, counter and other displays by which the TV appearances can be merchandised to the record-buying public.

OCTOBER

### MON. 1—TONY BENNETT

The veteran Columbia Records vocalist guests on the premier segment of "The Tonight Show Starring Johnny Carson" on NBC-TV (11:15 p.m.-1 a.m. EDT). Bennett's Columbia waxing of "I Left My Heart in San Francisco" is currently a hot chart item.

### MON. 1—MARTIN DENNY

Liberty Records' Martin Denny appears on "The Steve Allen Show," which is a late night Westinghouse Broadcasting Company syndicated show seen in 24 cities. Denny's currently represented on the charts with a hit single and LP, both called "A Taste of Honey."

### TUES. 2—EYDIE GORME

Miss Gorme, recently signed to Columbia Records, makes her first of four scheduled guest spots on "The Garry Moore Show" on CBS-TV (10-11 p.m., EDT). The songstress sings "Blues in the Night" and "It's So Nice to Have a Man Around the House." Her debut single for Columbia is "Yes My Darlin' Daughter."

### TUES. 2—SHELLEY BERMAN

Berman guests on "The Tonight Show," NBC-TV (11:15 p.m.-1 a.m., EDT). His latest comedy album on the Verve label is "A Personal Appearance."

### WED. 3—BOBBY DARIN, CHAD MITCHELL TRIO

Both make appearances on "The Tonight Show" on NBC-TV (11:15 p.m.-1 a.m., EDT). Darin will no doubt plug his new affiliation with Capitol Records and his hit single for the label (from the picture of the same name), "If a Man Answers." The Chad Mitchell Trio's new Kapp album, "The Chad Mitchell Trio at the Bitter End," is moving up rapidly on the Top Mono LP chart.

### THURS. 4—DICK GREGORY

Comedian Dick Gregory guests on "The Steve Allen Show" (Westinghouse Broadcasting Company syndication). Gregory's new LP called "Dick Gregory Talks Turkey"—just released last week—is on Vee Jay.

### THURS. 4—ANDY WILLIAMS, THE NEW CHRISTY MINSTRELS

On "The Andy Williams Show" (NBC-TV, 10-11 p.m. EDT), host Williams sings "At Long Last Love" and joins the New Christy Minstrels (regular performers) in a medley of "Things," "You Don't Know" and "Ramblin' Rose." Andy Williams' Columbia single of "Don't You Believe It" is his current chart effort. The 10-voice folk group led by Randy Sparks has a new album on Columbia called "The New Christy Minstrels," and released last week, a new single, "This Land Is Your Land" b/w "Don't Cry Suzanne."

### SUN. 7—PETER DUCHIN

Pianist Peter Duchin is set to make his TV debut on CBS-TV's "The Ed Sullivan Show" (8-9 p.m. EDT). Duchin waxes for the Decca label and his latest LP is "In the Duchin Manner."

### TUES. 9—BRENDA LEE

The Decca recording star performs on "The Red Skelton Hour" on CBS-TV (8:30-9:30 p.m. EDT). The thrush will give out with two numbers, her latest smash single "All Alone Am I" plus "Kansas City."

### SUN. 14—SERGIO FRANCHI, CONNIE FRANCIS

The recently signed RCA Victor Italian tenor is scheduled to make his U. S. TV debut on "The Ed Sullivan Show" on CBS-TV (8-9 p.m. EDT). The 30-year-old singer will perform several of the selections from his first Victor album titled, "Italy's Brilliant New Tenor: Sergio Franchi in Romantic Italian Songs." MGM Records' recording star, Connie Francis, makes another appearance on the Sullivan show and will probably plug her latest double-sided hit single, "I Was Such a Fool" and "He Thinks I Still Care." Miss Francis' latest MGM LP is titled "Country Music Connie Style."

### SUN. 14—DINAH SHORE

The Capitol Records songstress sings a program of blues, ballads and spirituals in her first "one-woman" television appearance on NBC-TV (10-11 p.m. EDT)—the season premier of "The Dinah Shore Show." Miss Shore's latest Capitol album is "Fabulous Hits of Dinah Shore."

## Wide A-A Range Gets Credit For \$1,500,000 Sales Mark

NEW YORK — Atlantic-Atco Records said last week that it had racked up its greatest total ever for a specific album sales program. Total sales for the label went well over the million-dollar mark, according to the firm. The company says final tabulation will reach the neighborhood of \$1,500,000. This total far exceeded the company's program expectations of \$250,000 to \$500,000.

According to Len Sachs, album sales chief for the firm, the figure was racked up by a broad range of catalog material, as well as with the label's hottest merchandise. That catalog consists of a large amount of jazz and r.&b. material as well as the strong pop sets that show on the album charts.

Sachs hands much of the credit for the jump to the work of distributors, fieldmen, dealers, racks and deejays who he says all work in tight unison with the company to get product exploited, promoted, and in the hands of the public. The label is known as one of the fastest moving outfits once a record gets a bit off the ground.

### Cashed in Fast

While the "Alley Cat" (Atco) and "Green Onions" (Stax) singles were at their consumer peak, for instance, the label rushed out LP's, featuring the singles tracks,

by both artists—Bent Fabric and Booker T. to capitalize on the action.

The company has cashed in handsomely on the Ray Charles success by issuing albums tailored to tie in with artist's vast popularity and the Twist fad. Atlantic has also issued a special double-package of choice Charles material from the catalog which is currently a high chart item. Len Sachs credits album a.&r. man Neshui Ertogun with close co-operation on such projects.

### Dealer, Radio Levels

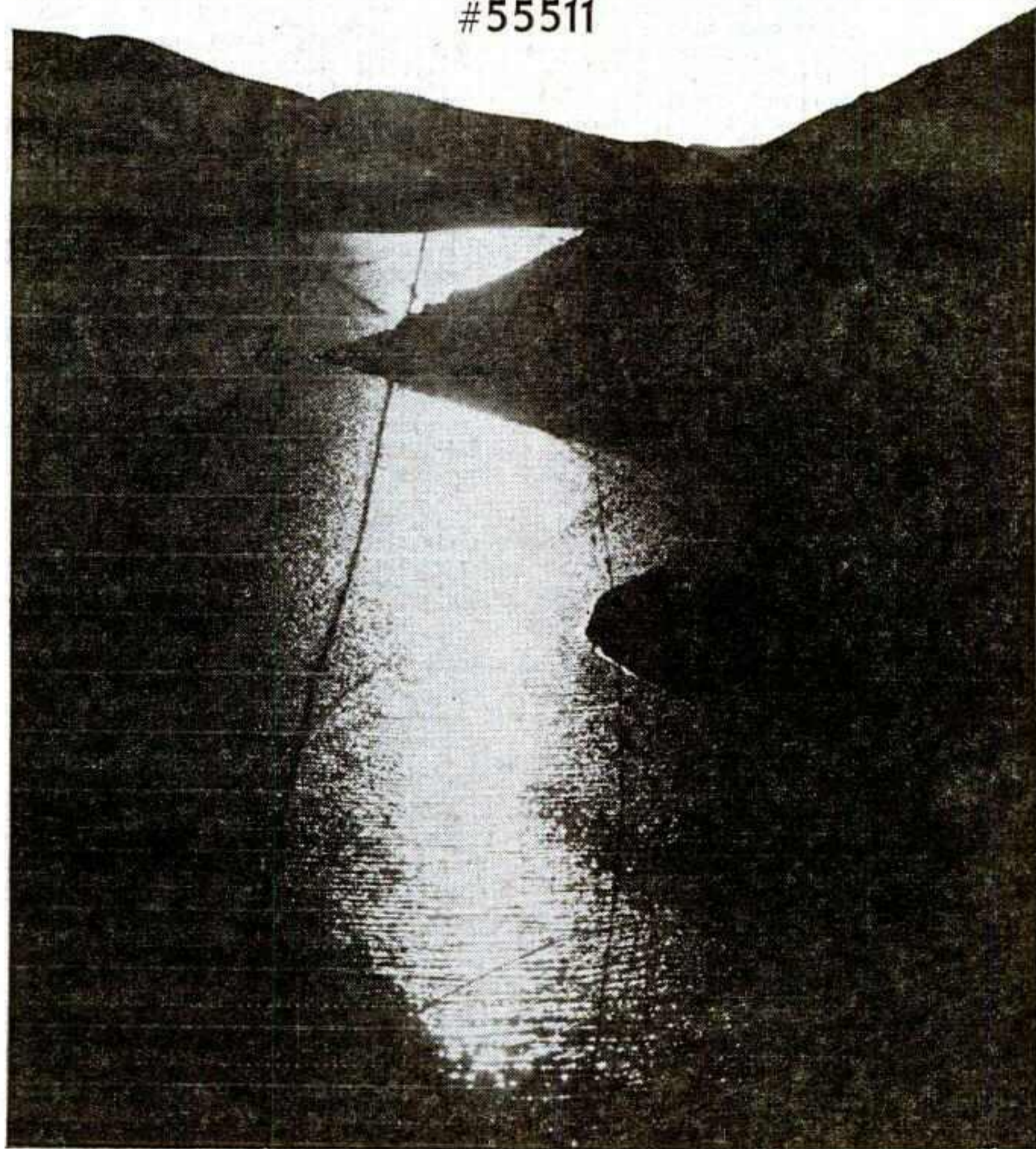
The promotion arm of the label reaches out into all types of exploitation at the dealer and radio levels. The company has designed a line of displays that can be carried in just about every size story and its field men constantly visit retailers with display material.

Firm also buys large quantities of radio time to exploit specific albums as well as general catalog. It also allows deejays freedom in creating their own Atlantic-Atco commercials. The company has received tapes of some highly imaginative one-minute spots from jocks who tie bits of album tracks to their own copy and special sound effects.

**THE ORIGINAL RECORDING**  
**NIGHT**  
**RIVER**

**THE MORGAN-CONDELLO COMBO**  
**SENSATIONAL NEW INSTRUMENTAL GROUP**

#55511



a subsidiary of Avnet Electronics Corp.

## MUSIC AS WRITTEN

### SCHROEDER COMBINES ACTIVITIES . . .

Music publisher and writer Aaron Schroeder has combined his publishing activities under a single banner to be known as A. Schroeder Music Corporation. Symbol of this parent firm is the Schroeder Bird. Affiliate firms under the new corporate name are January Music, Arch Music and Sea-Lark Enterprises. Wally Gold is the general professional manager of the music firms and co-producer of the firm's record label, Musicor. Abbey Steinberg is executive assistant to Schroeder, and Beldeen Signoretti is Miss Steinberg's assistant.

### JOE BEAL SET FOR SECOND GOOD-WILL TRIP . . .

Cleffer Joe Beal is going abroad again in the spring as good-will music ambassador in co-operation with the U. S. Travel Service. Beal was abroad last summer visiting Italy, Austria, Switzerland, France and Denmark. He presented recordings of his songs to mayors of key cities to encourage Europeans to visit the U. S. In the spring he will visit Holland, Belgium and Germany. Beal's ditty, "Jingle Bell Rock," has now sold over two million single records, and has been recorded in five languages.

### NATT HALE BACK TO WORK . . .

Natt Hale, assistant to Sam Clark, ABC-Paramount Records president, is back at his desk after a prolonged illness that hospitalized him early this summer.

### New York

Long-time jazz composer and arranger for Stan Kenton, Johnny Richards will be teaching at New York University this semester. . . . Fran Williams, former chief of the Impala and Delsey labels has been signed as host for a new television pop record show called, "Jam Session," which will be seen over a Philadelphia station. The show will be pre-recorded and will be produced by Deborah Television Productions. Pianist Ralph Sutton has settled in San Francisco and is playing the Mark Hopkins there. . . . Jack and Irving Mills are taking to the road on behalf of their company, Mills Music. Jack goes to Chicago, L. A. and Mexico City while Irving is still in Europe on behalf of the firm. . . . Elmer Bernstein has been signed to compose and conduct the "Hud Bannon" score for Paramount. . . . The Jimmy Neely Trio is playing Wells Music Bar Uptown Manhattan. . . . The Musical Theater has scheduled a song styling course for professional singers through the fall and winter. . . . Epic released an Australian side, "The Pay Off," which is a re-titling of the Ray Price Quartet's big Down Under hit, "A Moi de Payer."

Columbia has signed Bernard Krainis, noted recorder-player, to a contract. . . . Johnny Mathis set a new week-long engagement record with his September 10 to 16 show at the Greek Theater. . . . Rusty Warren still breaking records in Greensboro, N. C. . . . Larry Palatta and Rocco Riccardi have formed Larric Records in Brooklyn. . . . Hickory has taken over the Palette side "Telstar" by the Gee Sisters for distribution here. . . . The LP, "Jimmy Smith Plays Fats Waller" is on the Blue Note label and not the Verve label as stated in the issue of September 22.

Caedmon Records is issuing a new LP by the late Dylan Thomas. The album features the poet reading "King Lear" and "The Duchess of Malfi." . . . Richard Rodgers will not write the score for the Sam Spiegel-David Lean production of "Lawrence of Arabia." . . . Joe Abend of Pickwick International lost his wife after a long siege of illness. . . . Tom White, administrative assistant to Arnie Maxim at MGM has become engaged. . . . Tenor and alto saxist James Moody has replaced Leo Wright with Dizzy Gillespie's combo. . . . Decca once again recorded the winners of the Society for the Preservation and Encouragement of Barbershop Singing in America. The finals this year were held September 24, in Kansas City.

The Ivy League Trio, Coral artists, are resuming their booking engagements this autumn after serving in the Armed Forces. . . . The New York Naval Shipyard Civilian Choir, Noble Sissle and Eubie Blake, Penelope Johnson and Rita Abbey will be featured at Town Hall, October 14. . . . Dixieland drummer Abbey Foster died in New Orleans. . . . The Obernkirchen Children's Choir making Coast-to-Coast tour through December 8 when they play Town Hall here.

Lambert Hendricks and Bavan playing Sugarhill, San Francisco, for two weeks. . . . Jerry Vale at New Facks in the same city. . . . Ramblers Three signed by MGM. . . . Otto Klemperer conducting the Philadelphia in a series of concerts at Carnegie starting October 23. . . . Gene and Wendell signed by Mercury. . . . Stork delivered a daughter, Lisa, to Nina Simone. . . . Orrin Keepnews, Riverside exec, wrote the words to the Junior Mance tune "Letter From Home," that's sung on the label's new Eddie Jefferson LP. . . . The label's Battle subsid has a new one by the Staple Singers, "The 25th Day of December," due in time for Christmas.

Nat Adderley is turning into quite a pop composer. His "Sack of Woe" and "Work Song" tunes have been recorded by any number of pop as well as jazz artists. Stan Soiffer on the road to plug his "The Submarine Race" on Popular by the Visuals.

Johnny Tillotson is extending his current tour, which has already run six weeks, to take him through Far West and Southern sections. While in Los Angeles, Tillotson will talk with film and TV producers. . . . The Tommy Dorsey ork, under the direction of Sam Donahue, recorded for Victor. . . . Ford Records enters the album field with 12 albums in the country and pop grooves this fall.

JACK MAHER

Bobby Curtola will spend three days here (5-7) on a promotion tour with Donna-Del-Fi sales manager Earl Glicker. Big Daddy Earl also advises that Johnny Crawford will put out a single follow-up to his currently hot album. Johnny will also team with his brother Bob on a Nevins and Kirshner-produced single. . . . Music attorney Jordan Ross has joined Sen. Robert Cherry and Arthur Morse in the legal firm of Cherry, Morse & Ross. Ross is the attorney for the Chicago Agency for Performing Arts (the former MCA group) and is a former executive secretary for ARMADA. . . . Summit's Jack White is rushing out copies of a new George Chakiris album, "George Gershwin Songbook," put out by Horizon Records through World Pacific. It'll be running against Chakiris' other album on Capitol. . . . Singer of the "Star-Spangled Banner" at the Patterson-Liston fight was Mickey Alan, currently appearing at the Playboy Club. He's a protege of the ex-champ. . . . Promotion men are talking about a secret Hooper survey taken last week that reportedly shows WYNR in the No. 3 spot with a 14 per cent rating behind WIND (Howard Miller) with 32 per cent and WLS, 16 per cent. WLS's Dick Biondi is, of course, still the big evening power. . . . Cortland Records has added a Cortland label to its Ermine and Witch lines. "Fisherman," by Goldie Coates, is the first release. . . . Milwaukee has two versions of "Lariat," both by the Legends. Paul Glass, of All-State here, bought the master from Key Records and started pushing it out. The Legends, however, are now on contract to Cortland and immediately rerecorded the number. Like we said, two versions, and the tune was 55 on WOKY's sheet (which version?). . . . Jerry Allan is opening offices for Allan Records here—not Variety as was erroneously reported last week. . . . Vee Jay's Randy Wood is scouting for some hot material for Noreen Cochran, newly signed by the label. She's Kelley on "Bachelor Father" and is also doing a series with Paul Muni. . . . It's a busy release week at Vee Jay: Three on the Ace label, one on Mr. Peeke, one Abner, and one Vee Jay. . . . Decora-Amphora Records, Davenport, Ia., has named distributors in San Francisco (H. R. Basford), Baltimore (Free State), Detroit (Merit).

Mother Maybelle Carter is the latest country and western artist to join the roster of Smash Records. Mother Carter was recently signed by Smash a.&r. director, Shelby Singleton. . . . Teresa Brewer has signed with Philips Records and is scheduled to make her first recording for the label in Nashville with a.&r. man, Shelby Singleton. The thrush has had three singles in past years that have topped the million mark.

NICK BIRO

### Cincinnati

Mel Price, divisional sales manager for Reprise Records, was in from Hollywood last week to spend a few days with Jerry Weiner, head of the record division of Ohio Appliances, Inc., distributor for RCA Victor, Reprise and London. Ohio Appliances recently dropped the Philips line and took on Reprise three weeks ago. While here, Price made the rounds of deejays and music emporiums accompanied by Weiner's Gal Friday, Julie Godsey. Weiner and Miss Godsey will spend part of this week in Huntington and Charleston, W. Va. to plug their record wares and to scout for a new salesman to rep Ohio Appliances in the West Virginia territory.

Bobby Bare, currently riding high on the charts with his "Shame on Me" on RCA Victor, is slated to kick off a concert tour soon for the William Morris office. Bare was in last week for a visit with his old boss, Harry Carlson, Fraternity Records chief. . . . Kitty Kallen is the current headliner at the Club Diplomat, new suburban nitery. . . . Singer Aretha Franklin and the Ike and Tina Turner revue are spotted for Milt Magel's Castle Farm here Sunday night (7). . . . Mel Herman, head of Herman Enterprises, record distributing firm with offices here and in Indianapolis, last Saturday (29) celebrated the first anniversary at his Living Room, downtown nitery. The Buddy DeFranco-Tommy Gumina Quartet replaced Eddie Heywood at the spot Friday night (28).

The hottest album merchandise in the Crosley Broadcasting area these days (Cincinnati, Indianapolis, Dayton and Columbus) is Bob Braun's new Decca deck, "Till Death Do Us Part," which has kicked off in the same explosive fashion in the territory as his recent single of the same name which ranged high in the BMW's Hot 100 a few weeks back. Since its release some three weeks ago, the Braun album is reported to have exceeded 3,000 in sales in the WLW territory, and in a single afternoon's autograph session at Rike's department store in Dayton, Ohio, recently, the WLW radio and TV personality is reported to have moved more than 250 of the albums. To date, Rike's alone is said to have chalked more than 600 sales on the Braun package.

BILL SACHS

### Pittsburgh

Porky Chedwick's next show, to be produced by Tim Tormey at Syria Mosque, November 21, will feature Hank Ballard, the Coasters, Jerry Butler, the Isley Brothers, Little Willie John and Bo Diddley. . . . Booker Zeke Nicholas has set the Ink Spots for the Du Bois Fall Foliage Festival, sponsored by the Du Bois Board of Trade, October 18-27.

Dick Contino has been set for the Horizon Room in November. Homer and Jethro are there currently to be followed by Carmen Cavallaro on October 15 and Earl Grant two weeks later. . . . Richard Chamberlain, who spent a day here promoting his "Dr. Kildare" TV series, disclosed that MGM will release his first album in time for the Christmas trade. . . . Taking off strong here is Stan Kenton's new Capitol single, "Mama Sang That Song," according to branch manager, Roger Karshner.

A new tune, "The New Pittsburgh Polka," composed by Phil Davis, WWSW promotion director and Joe Lescsak, is included in the R.E.F. label LP, "Polka Rhythms and Waltzes."

(Continued on page 45)

NEXT WEEK

"POPCORN"  
WILL REALLY BE  
POPPING!





THE MOST  
TALKED-  
ABOUT  
SINGLE OF  
THE YEAR!  
STAN  
KENTON'S  
HEART-  
WARMING  
MUSICAL  
NARRATIVE  
"MAMA SANG  
A SONG"  
B/W  
"WHISPERING  
HOPE" #4847  
WITH  
ORCHESTRA  
AND CHOIR  
CONDUCTED  
BY RALPH  
CARMICHAEL



FOR ANOTHER UNUSUAL MUSICAL EXPERIENCE, DON'T MISS STAN'S CURRENT BEST-SELLING ALBUM, STAN KENTON! TEX RITTER! (S)T-1757

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

# ALBUM REVIEWS

**Pop**

**OLIVER!**



Original Cast. RCA Victor LOCD 2004 (M); LSOD 2004 (S)—The American original cast album of "Oliver" should be as resounding a smash on records here as the English waxing was overseas. The show, now on tour and due in New York in December, is a bright and tuneful rendering of "Oliver Twist" sparked by a fine English cast. The imaginative recorded LP is a fine one, with sock performances by Clive Revill (Fagin), Georgia Brown (Nancy) and Bruce Prochnik (Oliver) and the rest of the cast. Good packaging and liner notes will help sales, too.

**THE MANY MOODS OF BELAFONTE**



Harry Belafonte. RCA Victor LPM 2574 (M); LSP 2574 (S)—This album shows off the many facets of Belafonte, his way with a calypso, a folk tune, a ballad, a work song or a lullaby. The calypso is "Tongue Tie Baby," the African folk song (which also features Miriam Makeba) is "Bamotsweri," the ballad is "Summertime Love," and the work song is "Dark as a Dungeon." There are many others, all handled by Belafonte with warmth and emotion. A fine new set that should rack up solid sales with his many fans.

**BENNY GOODMAN IN MOSCOW (2-12")**



RCA Victor LOC 6008—Here's the exciting two-LP waxing of Benny Goodman's history making trip to the Soviet Union with a jazz ork made up of top American musicians. Every track shows the enthusiasm and warmth with which Goodman and Crew were greeted in the U.S.S.R. and the ork, in its performances here, shows why, for it's a swinging, pulsating band, spotlighting not only Benny but Zoot Sims, Phil Woods, Joe Wilder, Teddy Wilson, Vic Feldman, Joe Newman and many more. Fullsome liner notes by George Avakian make the most of the historical musical mission. This LP should turn into a sales blockbuster.

**LLLLLOCO-MOTION**



Little Eva. Dimension DLP 6000—The "Locomotion" gal comes through with her first album, and it looks like a virtual hit parade list of tunes from the successful Aldon Music empire. Most of the tunes were written by Goffin and King and the album in fact is the work of this successful writing and producing pair, with their singing protegee, Little Eva. She has a real touch for such songs as "Down Home," "Sharing You," "Uptown," "Will You Love Me Tomorrow," and one non-Aldon tune, "I Have a Love" from "West Side Story." Arrangements and vocal backing by the Cookies are both top-notch.

**JOE AND EDDIE**



GNP Crescendo GNP 75—Exciting new duo, with a style with traces here and there of Harry Belafonte, turns out driving and occasional standards. They sell such as "Roll On," "I've Got Shoes," "Waterboy" and "Every Night When the Sun Goes Down," with sparkle, aided by fresh and appealing arrangements.

**WHAT KIND OF FOOL AM I AND OTHER SHOW STOPPERS**



Sammy Davis Jr. Reprise R 6051 (M); R 9-6051 (S)—The label has rushed this package out, even though a very recent Davis album is just beginning to bubble, because the Davis single version of "What Kind of Fool" has taken off solidly on the national level. That's the title tune here, plus three other tunes from the same show, "Stop the World," and a flock of superior Sammy Davis performances of other standout show songs. The band swings all the way through—even though the recordings for the "Stop the World" tune had far different dates and locales

—and fans will find the singer in his very best recording form. A lot of play indicated here.

**AN ERA REBORN**



Bobby Rydell. Cameo C 4017 (M); SC 4017 (S)—Rydell and the ork of Bernie Lowe team up to re-create the sounds of the big band era. The device is unique in that hit tunes of the current era—"Tonight," "Maria," "Roses Are Red," "Stranger on the Shore" and "I Can't Stop Loving You," for instance, are in turn dressed in such ork styles as those of Glenn Miller, Benny Goodman, Tommy Dorsey and in one case each, Artie Shaw and Harry James, with young Rydell coming in as a typical band vocalist after a full ork chorus. An interesting new approach that can grab plenty of play.

**GREEN ONIONS**



Booker T. and the M.G.'s. Stax 701 (M)—"Green Onions" is a singles smash and this album could turn into a big seller, too. It features not only the hit but Booker T. instrumental versions of "Rinky Dink," "Twist and Shout," "Stranger on the Shore" and "One Who Really Loves You." Good wax for teens and adults, too.

**MR. PRESIDENT**



Lester Lanin and his ork. Epic LN 24025 (M); BN 26025 (S)—This is the first album of the score of the forthcoming Irving Berlin show "Mr. President." The tunes are played in bright, danceable style by the Lanin crew and a lot of his fans will be dancing to these Berlin ditties all through the winter. Songs include such happy items as "Pigtails and Freckles" and "The Secret Service," and the ballads "Don't Be Afraid of Romance" and "I'm Gonna Get Him." Good dance wax.

**SHERRY AND 11 OTHERS**



Four Seasons. Vee Jay LP 1053 (M); SR 1053 (S)—The unique sound of the Four Seasons is most attractively packaged here. Besides the big current hit, the boys sing a wide variety of material, all done in their own distinctive style. "Oh Carol," could be the next winner, and there's much entertainment in a Rose Murphy type "I Can't Give You Anything But Love," and wild versions of "Never on Sunday," and "Yessir, That's My Baby." Potent teen package.

**THE ONE WHO REALLY LOVES YOU**



Mary Wells. Motown 605—This album contains a neat package of great Mary Wells material, some of it already tried and proved. The lass sings in her impassioned style on 10 impressive tracks, among them such winners as "The One Who Really Loves You," "Two Wrongs Don't Make a Right" and "You Beat Me to the Punch." Backings are fitted neatly to the vocalist's style featuring vocal chorus and combo. This album should be a mighty strong seller in teen pop areas.

**JACKIE GLEASON PRESENTS HIS ORIGINAL MUSIC FOR GIGOT**



Capitol W 1754 (M); SW 1754 (S)—Jackie Gleason's upcoming, filmed-in-Paris movie, "Gigot," actually grew out of a series of musical themes composed by Gleason. Now the circle's complete, and this album represents a Gleason-supervised recording of the full-orchestra music you'll hear in the film. It's got a fine "French" flavor in terms of the American eye-view of Paris, and it's filled with a variety of Left Bank-style themes in various tempos—sad waltzes, chase music, a funeral cortege, cafe music, etc. Gleason's fans will flip over it, and it's a dandy for easy-listening stations.

(Continued on page 34)

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

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

**POPULAR**

**BENNY GOODMAN IN MOSCOW**—(RCA Victor LOC 6008) "Mission to Moscow" (MBI) (2:50)

**OLIVER!**—Original Cast Album (RCA Victor LOCD 2004, LSOD 2004) "As Long as He Needs Me"

**LLLLLOCO-MOTION**—Little Eva (Dimension DLP 6000) "Up on the Roof" (Aldon, BMI) (2:49)

**AN ERA REBORN**—Bobby Rydell (Cameo C 4017, SC 4017) "Tonight" (ASCAP) (2:39)

**JOE & EDDIE** (GNP Crescendo GNP 75) "Mack the Knife"

**WHAT KIND OF FOOL AM I AND OTHER SHOW STOPPERS**—Sammy Davis Jr. (Reprise R 6051, R9-6051) "Lost in the Stars" (Chappell, ASCAP)

**COUNTRY & WESTERN**

**WONDERFUL WANDA**—Wanda Jackson (Capitol T 1776, ST, 1776) "Don't Ask Me Why" (2:30)

**JAZZ**

**A TASTE OF HONEY**—Lloyd G. Mayers with the Oliver Nelson Ork. (United Artists Jazz UAJ 14018) "A Taste of Honey"

**EDDIE HARRIS GOES TO THE MOVIES** (Vee Jay LP 3031)—"Green Dolphin Street"

**CLASSICAL**

**ROMANTIC ITALIAN SONGS**—Sergio Franchi (RCA Victor LM 2640, LSC 2640) "O Sole Mio"

**★★★★ STRONG SALES POTENTIAL**

**★★★★ PRESENTING THE UNBELIEVABLE GEORGE YOUNG**  
 Columbia CL 1881 (M); CS 8681 (S)—George Young is a young man with a mighty aggressive style on alto sax. The style is a cross between Earl Bostic and Charlie Parker and the instrumentalist uses it with a dramatic flourish. Young is backed in the set by arrangements written and conducted by Hugo Montenegro which include strings and full ork and chorus. Most of the tunes are production numbers like "Slaughter on Tenth Ave," "Exodus," "So Rare" and "Flight of the Bumble Bee Twist."

**★★★★ FABULOUS EDDIE OSBORN AT THE BALDWIN ORGAN**  
 Audio Fidelity AFLP 1968 (M)—Organ buffs will like this set. It features organist Osborn with rhythm section in a wide variety of standards. The album is made up pretty much of peppy tunes played in a style similar to that of Milt Hirth. "Hey

(Continued on page 34)

**MANTOVANI** LONDON  
 PLAYS MUSIC FROM 2 NEW DAVID MERRICK BROADWAY MUSICALS

**STOP THE WORLD - I WANT TO GET OFF**

WHAT KIND OF FOOL AM I?  
 GONNA BUILD A MOUNTAIN  
 ONCE IN A LIFETIME  
 SOMEONE NICE LIKE YOU  
 MELINKI MELCHICK  
 LUMBERED  
 I WANNA BE RICH

AS LONG AS HE NEEDS ME  
 WHERE IS LOVE?  
 I'D DO ANYTHING  
 CONSIDER YOURSELF  
 OOM-PAH-PAH  
 REVIEWING THE SITUATION  
 YOU'VE GOT TO PICK A  
 POCKET OR TWO  
 OLIVER  
 WHO WILL BUY?

**OLIVER!**

Stereo: PS 270  
 Mono: LL 3270

**On one great LP...**

The magnificent music from 2 new David Merrick Broadway musical productions

**STOP THE WORLD - I WANT TO GET OFF**

What Kind Of Fool Am I?; Gonna Build A Mountain; Once In A Lifetime; Someone Nice Like You; Melinki Melchick; Lumbered; I Wanna Be Rich.

**OLIVER!**

As Long As He Needs Me; Where Is Love?; I'd Do Anything; Consider Yourself; Oom-Pah-Pah; Reviewing The Situation; You've Got To Pick A Pocket Or Two; Oliver; Who Will Buy?

**LONDON** RECORDS



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**

**THE ORLONS**



**DON'T HANG UP** (Kolmann, ASCAP) (2:07) — **THE CONSERVATIVE** (Kolmann, ASCAP) (2:10) — The quartet that had a smash with "Wah Watusi" has two distinctive sides here. The first is an impelling rhythm rocker that tells a potent teen story. The second is a slow gospel type effort that the gal lead singer handles with much style. Both are strong, but first has the edge. **Cameo 231**

**WALTER BRENNAN**



**MAMA SANG A SONG** (Champion, BMI) (2:46)—The inspirational piece is read with potent effect by Brennan. His infectious, folksy style is very much in the "Old Rivers" and "Dutchman's Gold" groove. Flip is "Who Will Take Gramma" (Glo-Mac & Metric, BMI) (1:48). **Liberty 55508**

**BOB BRAUN**



**IS IT RIGHT OR WRONG?** (Karolun, ASCAP) (2:55)—**OUR ANNIVERSARY OF LOVE** (Karolyn, ASCAP) (2:16)—Two strong sides from the "Til Death Do Us Part" winner here. The first is a slow, pulsing ballad done against simple and effective guitar and voices. The second contains vocal and narration that score in the nostalgia field. Both sides are from the lad's latest LP. **Decca 31330**

**TONI FISHER**



**THE MUSIC FROM THE HOUSE NEXT DOOR** (Music Productions, ASCAP) (2:18)—**Quickly My Love** (Music Productions, ASCAP) (2:22)—The first side here is a pretty ballad sung in heartbreak style. The lass' vocal builds impact with a heavy assist from quivering fiddles. The second side also has a strong chance. It's a quick-stepping plea that's showcased in a smart arrangement that uses guitar and strings most effectively. **Big Top 3124**

**THE G-CLEFS**



**A LOVER'S PRAYER** (Aldon, BMI) (2:11)—**SITTING IN THE MOONLIGHT** (Greta, BMI) (2:15)—Here's "All Through the Night," in slow tempo and with new lyrics. There's a big string sound, building from a concerto-type start. Flip showcases the group in a sharply upbeat ditty with solid rhythm backing and some good vocal gimmicks. Both sides should be watched. **Terrace 7510**

**RALPH MARGERIE**



**Night River** (Malipi, BMI) (1:55)—A fine instrumental by the Margerie crew, featuring the maestro's trumpet, Continental guitar effects and some interesting percussion touches. Side has a soft, underplayed quality and could go. Flip is "Prosciutto" (Judy, ASCAP) (2:35). **United Artists 524**

**THE CAMELOTS**



**THE CHASE (PART II)** (Angel, BMI) (2:25)—A swinging guitar against a pounding eight-to-the-bar twisting beat makes the difference for this side. There's good big sound in the lead and combo backing with hand-clapping rhythm, and it could happen. Flip is same number, first part (2:15). **Comet 2150**

**ANN COLE**



**DON'T STOP THE WEDDING**—(Figure, BMI) (2:09)—In this answer to the current Etta James hit, "Stop the Wedding," Ann Cole disagrees; she wants the wedding to go on, and sells the idea with lots of fire, backed by a catchy arrangement. Thrush's neat performance could make it a seller. Flip is "Have Fun" (Cherio, BMI) (2:53). **Roulette 4452**

**VICKI BELMONTE**



**I'M GONNA GET HIM** (Irving Berlin, ASCAP) (2:40)—A new thrush on the label and she makes an impressive debut with this catchy tune from the new Irving Berlin musical, "Mr. President." Archie Bleyer's ork lends a neat backing. Side could step out. Flip is "The Secret Service" (Irving Berlin, ASCAP) (2:26). **Cadence 1430**

**DAN FOLGER**



**THERE CAME A TEAR** (Acuff-Rose, BMI) (2:10)—A sharp arrangement is teamed with a convincing vocal by Folger, a new artist on Hickory. Chorus work also helps here. It's bright and catchy and has a real chance. Flip is "Inside My Heart" (Acuff-Rose, BMI) (2:00). **Hickory 1185**

**DINAH WASHINGTON**



**COLD, COLD HEART** (Acuff-Rose, BMI) (3:00)—Dinah follows along in the current swing to country tunes and she's right at home with this great Hank Williams ballad. She piles much heart into the reading and gets a fine string assist to boot. This should go. Flip is "I Don't Hurt Anymore" (Hill & Range, BMI) (3:09). **Mercury 23159**

**Country & Western**

**TEX RITTER**



**COOKSON HILLS** (Vidor, BMI) (3:08)—Ritter chants effectively on a ditty which has to do with Western badmen and bandits. Side has unusual dirgelike spots and a smart backing with high fem obligatos. Should be watched in both country and pop fields. Flip is "Coo-Se-Coo" (Peer Int'l, BMI) (2:25). **Capitol 4849**

**ERNEST TUBB**



**NO LETTER TODAY** (Peer Int'l, BMI) (2:35) — **A HOUSE OF SORROW** (Ernest Tubb, BMI) (2:47)—Tubb is in his usual fine, deep-voiced fettle on these two sides. First up is the great oldie and it's given much expression. Second side is a poignant ditty about love breaking up. Either way. **Decca 31428**

**BILLY WESTERN**



**HIS AND HERS** (Glad, BMI) (2:41)—A powerful country weeper ballad is delivered with much class and style here. Western gives it a strongly dramatic touch and the side rates plays and plays. Watch it. Flip is "Worn Out Words" (Glad, BMI) (2:35). **D 1239**

**SPECIAL MERIT SINGLES**

**Pop Disk Jockey Programming**

**FREDA PAYNE**

\*\*\* **SLIGHTLY OUT OF TUNE** (Desafinado) (Hollis, BMI) (2:28) **ABC-Paramount 10366**

**SHEB WOOLEY**

\*\*\* **GIVE THAT BALL TO WILLIE B** (Painted Desert, BMI) (2:53) **MGM 13094**

**SANTO AND JOHNNY**

\*\*\* **Miserlou** — CANADIAN-AMERICAN 144—The old tune is done up in a fancy upbeat version, with the familiar duo-guitar sound abetted by solid percussion. Side could get a lot of play for the lads. (Colonial, BMI) (2:14)

\*\*\* **Tokyo Twilight**—Here's a pretty Oriental side from the Santo and Johnny album, "Around the World." Neat mood wax and good for offbeat programming segs. (Trinity, BMI) (2:27)

**RAY PETERSON**

\*\*\* **If Only Tomorrow**—DUNES 2018 —The lad has a touching sentimental piece of material and sings it with feeling. The side is arranged in soft weeper style with strings and vocal chorus as backing. (Copar-Forest, BMI) (2:51)

\*\*\* **You Didn't Care**—Here's a weeper that Peterson sings with a fine touch. The backing is put together simply—strings and chorus—and the whole thing makes for a mighty attractive package. (S-P-R, BMI) (2:03)

**BOBBY CURTOLA**

\*\*\* **Aladdin**—DEL-FI 4185—The lad was wandering in search of love and he suddenly comes across the fabled character and his lamp. An interesting theme and the young Canadian, possessor of a recent hit, does a good job. Worthy of play. (Kemo, BMI) (2:05)

\*\*\* **I Don't Want to Go On Without You**—A weeper ballad, much in the country vein, with chorus and Nashville backing. Curtola hands it a lot of feeling and it's also worth a hearing. (Kemo, BMI) (1:55)

**THE RAMSEY LEWIS TRIO**

\*\*\* **Memphis in June**—ARGO 5423—Lush and warm is this pretty treatment of the Hoagy Carmichael tune, spotlighting the piano work of Ramsey Lewis and his ork and chorus. Worth spins on good music stations. (Edwin H. Morris, ASCAP) (3:05)

\*\*\* **Blueberry HBI**—Chorus and orchestra help make this oldie fresh again and the piano work is a bluesy groove, which makes it rather nice. Two pretty sides. (Chappell, ASCAP) (2:43)

**EDDIE FONTAINE**

\*\*\* **My Heart Belongs to You**—WARNER BROS. 5313—A pretty, minor-flavored ballad with a rippling, sonata backing by the piano and strings. Fontaine sings with much sincerity and swings into an Italian language seg in the middle. (M. Witmark, ASCAP) (2:47)

\*\*\* **I'm Gonna Settle Down**—Here's a ditty that incorporates the idea of "Travelin' Man," in which the guy has been all over, but now he's going to settle down with his chick. Good rockin' sound by the chanter with a swinging backing. (Lyle-Hollyjo, ASCAP) (2:15)

**JOHNNY HODGES**

\*\*\* **Theme From "The Eleventh Hour"** —VERVE 10265—Mighty pretty stuff here with the alto man in fine form on the *(Continued on page 40)*

**4 GREAT SINGLES**  
 from the new smash  
 musical **OLIVER!**

A DAVID MERRICK PRODUCTION

LONDON RECORDS

By the star of  
 the show...

**GEORGIA BROWN**

As Long As  
 He Needs Me

45-9562

**RONNIE ALDRICH**

Where Is Love B/W  
 As Long As He Needs Me  
 45-9564

**EDMUNDO ROS**

I'd Do Anything 45-9565

**MAX BYGRAVES**

Consider Yourself B/W  
 I'd Do Anything  
 45-9566

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la fama)

- 1 1 RITMO AFRICANO—Bert Kaempfert (Polydor)...

AUSTRIA

- 1 3 PARADISO—Connie Francis (MGM)...

AUSTRALIA

(Courtesy Music Maker, Sydney)

- 1 1 SILVER THREADS AND GOLDEN NEEDLES—The Springfields (Phillips)...

BRITAIN

(Courtesy New Musical Express, London)

- 1 1 SHE'S NOT YOU—Elvis Presley (RCA)...

HOLLAND

Courtesy Platennieuws Amersfoort

- 1 1 I CAN'T STOP LOVING YOU—Ray Charles (ABC Paramount)...

HONG KONG

(All records on the Qualiton label)

- 1 3 MY BLUE HEAVEN—The String-A-Longs (Dot)...

HUNGARY

(All records on the Qualiton label)

- 1 1 TWIST—Thomas Balassa and His Band—unpublished...

ITALY

(Courtesy Musica e Dischi, Milan)

- 1 1 CUANDO CALIENTA EL SOL—Hnos Riquel (RCA)...

JAPAN

(Courtesy UTAMATIC, Tokyo)

- 1 1 OUSHO—Murata Hideo (Columbia)—JASRAC...

MEXICO

(Courtesy Audiomusica, Mexico)

- 1 2 EL NIDO—Sonora Santanera (Columbia)—Pham...

NEW ZEALAND

- 1 1 BREAKING UP IS HARD TO DO—Neil Sedaka (RCA)...

NORWAY

(Courtesy Verdans Gang)

- 1 2 ROSES ARE RED—Bobby Vinton (Columbia)—Musikk-Huset...

PERU

(Courtesy La Prensa, Lima)

- 1 2 LIGADOS—Fausto Papetti (Durium); Ricardo Roda (Columbia)...

DENMARK

(Courtesy Quam Musikbureau, Copenhagen)

- 1 1 SPEEDY GONZALES—Pat Boone (Dot)—Imudico...

EIRE

(Courtesy Teenage Express, Dublin)

- 1 2 SHE'S NOT YOU—Elvis Presley (RCA)—Ronny...

FLEMISH BELGIUM

(Courtesy Juke Box Mag.)

- 1 2 SPEEDY GONZALES—Pat Boone (Dot)—Bens...

PHILIPPINES

(Courtesy So. African Mfrs. & Distrib. Assn.)

- 1 1 AL DI LA—Emilio Pericoll (Warner Bros.)—Mareco...

SOUTH AFRICA

(Courtesy So. African Mfrs. & Distrib. Assn.)

- 1 2 ROSES ARE RED—Bobby Vinton (CBS)—Leeds Music...

SPAIN

(Courtesy Discomania)

- 1 2 A STEEL GUITAR AND A GLASS OF WINE—Paul Anka (RCA)—Hispavox...

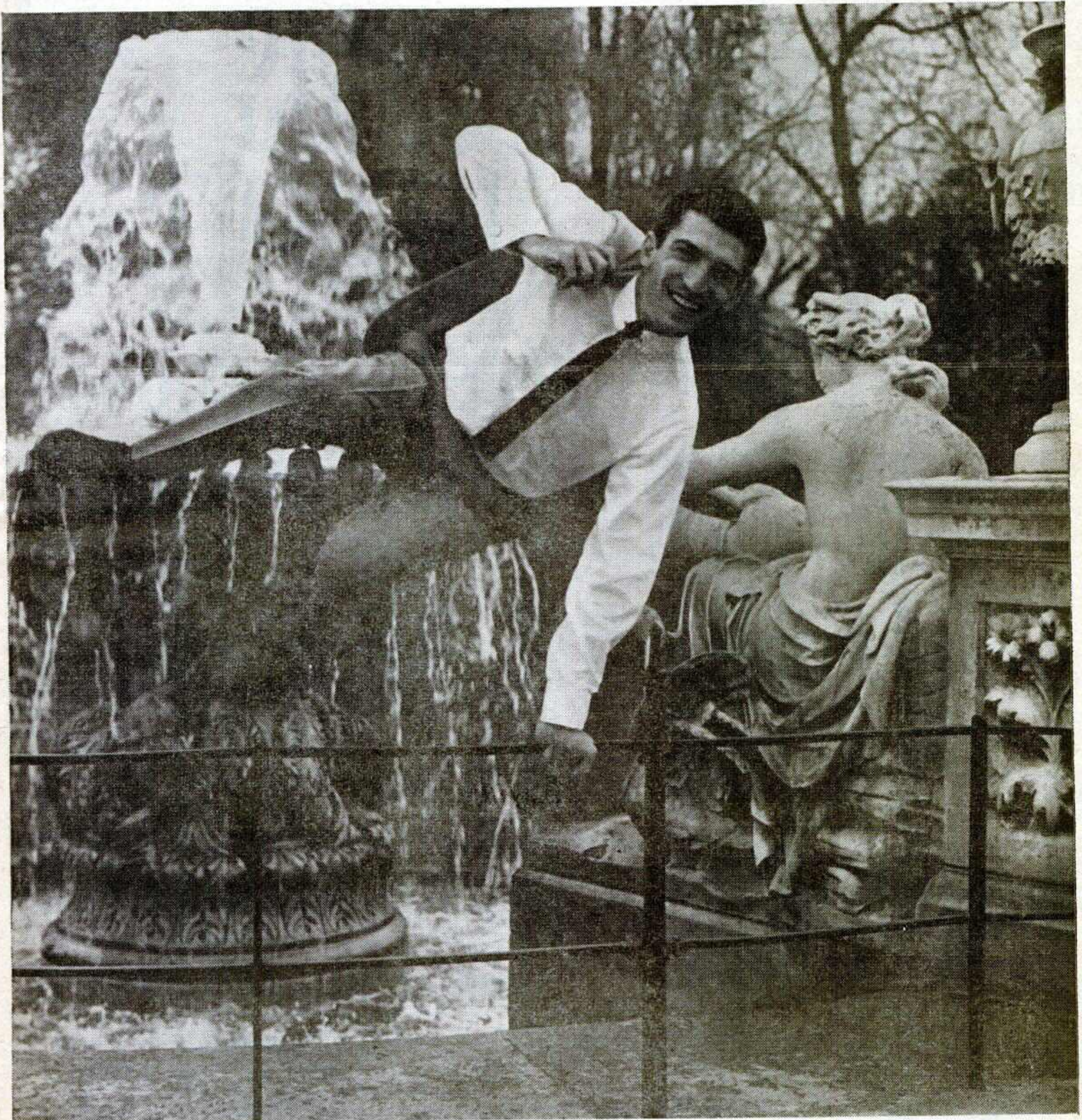
SWEDEN

(Courtesy Expressens)

- 1 1 SPEEDY GONZALES—Pat Boone (Dot)...

# What an entrance!

*Be prepared! He's coming your way! At Carnegie Hall on Oct. 21st, Sol Hurok unleashes this 6' 1" package of masculine charm with a haunting Italian tenor voice on the American public. He's made only this one recording prior to his American debut—an album of Italian love songs. Better lay in a supply, Sergio Franchi has what it takes to make hearts break. LM/LSC-2640*

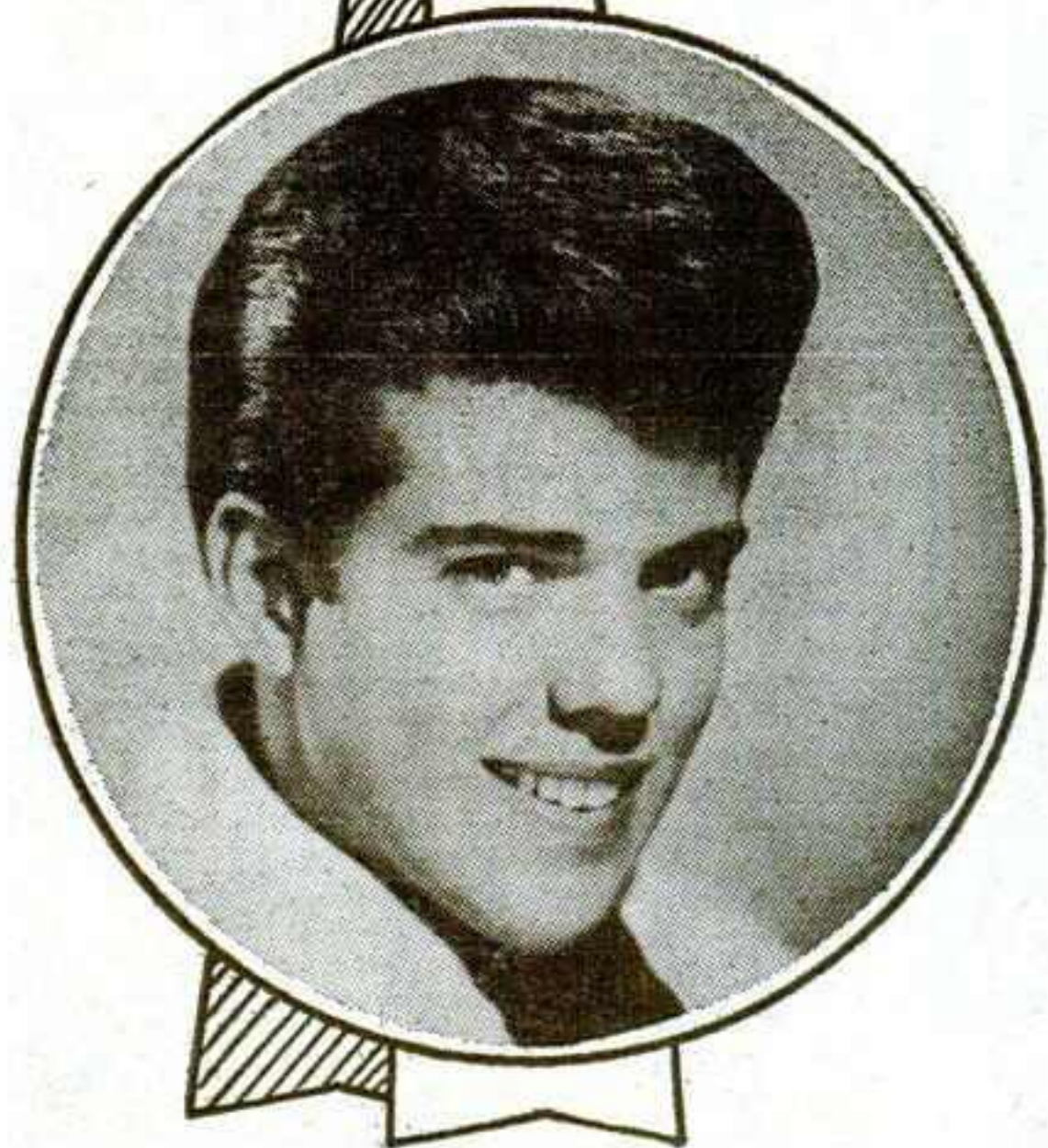


AVAILABLE IN LIVING STEREO, MONAURAL & TAPE

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

**HIS**

**ANOTHER HICKORY HIT!**



**KRIS  
JENSEN'S  
SALES SENSATION**

# TORTURE

c/w

**Let's Sit Down  
HICKORY 1173**

*..... Climbing on all charts!.....*

**Hickory**

**RECORDS, INC.  
2510 Franklin Road  
Nashville 4, Tennessee**

Exclusive Management  
**ACUFF-ROSE ARTISTS CORP.**  
Nashville 4, Tennessee  
CYpress 7-5366

**HER'S**

**ANOTHER HICKORY HIT!**



**SUE  
THOMPSON'S**

**FIFTH SMASH IN A ROW**

**JAMES**

**(Hold the Ladder Steady)**

c/w

**My Hero**

**(That's What You Are)**

**HICKORY 1183**

*..... Climbing on all Charts! .....*

*Hickory*

**RECORDS, INC.**

**2510 Franklin Road  
Nashville 4, Tennessee**

## German Disk Firms Raise Prices for Pop Singles

HAMBURG — Ariola Records has raised the price of its pop single product and dropped the price of classical singles slightly. The Ariola move follows similar hikes by Deutsche Grammophon at the beginning of September and Metronome Records in the spring. It is also understood that German Philips will soon boost its pop singles price to the Grammophon Ariola level.

Ariola has advanced its pop single price from four marks (\$1) to 4.75 marks. The classical singles price has been dropped from 5 marks to 4.75.

DGG said that its new singles price applied to all product on the

Polydor, Brunswick, Coral, MGM, United Artists and Helidor records.

The price advance amounts to a 20 per cent increase, and the dealer price is now pegged at 3.33 marks.

Grammophon will cut back Polydor production to adjust inventories. Production will be reduced over the remainder of the present calendar year, and will be cut back further in 1963.

Both DGG and Ariola blamed the price hike on increased production costs which, they said, had outstripped economies effected by improved technology.

Metronome raised prices last spring to 4.50 marks.

While the other big German disk companies, Electrola, Philips and Teledec, were holding off a price raise until they have had a chance to study the effect of the Ariola, DGG and Metronome action, it is expected that all will have boosted singles prices by year's end. Dealers here are attempting to balance the expected loss of singles turnover with increased promotion of LP's which are taking a large share of total market sales.

## ARGENTINA

### Buenos Aires Firm Gets New Studios

By RUBEN MACHADO  
Lavalle 1783, Buenos Aires

Radioproducciones inaugurated a new building in Buenos Aires. It possesses two huge recording studios, as well as an ample administration. Radioproducciones is the first organization to produce recorded radio programs. These are broadcast in Argentina and Uruguay. The firm will also issue its own records in the near future. New RCA Victor Argentina President C. R. Hottel has arrived and takes charge immediately.

## AUSTRIA

### Merger Result: New Distrib Name

By FRED ZILLER  
Mollwaldplatz 1, Vienna 4

The merger of Philips and DGG has brought about the founding of what is called "Phonogram Musik" here. The firm is distributing the following labels: Philips, Fontana, Mercury, ABC-Paramount, Caedmon and Interdisc-Riverside. New sales manager of above named labels is Wolfgang Arming (Philips). President is Gerhard Gebhard (Polydor).

A one-week course for 50 Austrian record salesmen has been given by Austrian Columbia at the Tulbinger-Kogel Hotel in lower Austria under the direction of Columbia rep Ernst Schmickel on the techniques of "how to sell pop and jazz disks."

#### Hot Wax

Home production of Austrian Columbia is ready for a new series of EP's and LP's with international songs by the SOS-Kinderdorf Choir (the Austrian organization of the Orphans' Village). Each program of the series will have a special cover painted by one of the orphan children.

#### Just Released

Two singles of hit potential are the Swedish polka "O, wie wohl!" (Oh, How Good) sung by Eva Astor, and "Endloser Fluss" (Endless River) sung by Die Rangers. They were especially written by the "Morgen composer" Peter Moesser for the Columbia label. . . . The Four Seasons (Fontana) came through on sale with "Sherry."

## GEMA COLLECTS ARTISTS' FEES

MUNICH — West Germany's copyright organization, GEMA, has signed a contract to collect artists' royalties for GVL. The contract, retroactive to last January 1, is for four years. GVL's royalty is fixed at 20 per cent of the GEMA royalty for juke boxes, radio and TV, and tape recorders, and 3 per cent for theater proprietors. The juke box operators agreed, after long controversy, to pay GVL a performing artists' royalty. GEMA then took over collection of the GVL's royalties to simplify handling of payments. Juke box operators have contended that the GVL should share the GEMA royalty and not receive a separate payment. This remains the operator viewpoint, and the entire matter of phonograph royalties is under study by the Bonn government's antitrust office.

## Non-Union Shops Are Touchable

TOKYO—At the meeting held in Atami September 12, National Phonograph and Record Dealers' Union and recording companies came to an amicable agreement in respect of the supply of product to non-union member shops.

The union will exercise no more restriction on nor make intervention in manufacturers' dealing with new record shops, and will positively co-operate with makers for the development of retail business. However, the union requested manufacturers to fully understand the current position of dealers and not employ any unreasonable step merely to promote sales.

Record producers promised to make thorough investigations about new shops whether they are financially qualified as well as to confirm there is no fear of price-cutting or other undertaking to disturb the market. Record producers already have over 500 applicants who desire to engage in the record business. The Anti-Cartel and Trust Committee which seized papers of the union early this month is moving to finish investigations and reach the final decision by the early part of October.

turing Duke Ellington and Bobby Hackett for the low price of 15 shillings, and available from Good-year dealers only.

Without Doubt,  
The Most Important  
Music Industry Publication!

BILLBOARD MUSIC WEEK'S  
1963  
WHO'S WHO IN THE WORLD  
OF MUSIC

will be published December 29, 1962. It will document the successes of record manufacturers, music publishers and recording artists all over the world. Many firms were disappointed last year by not being represented.

Contact your nearest representative or  
Frank Luppino Jr., International Director  
Billboard Music Week  
1564 Broadway, New York 36, N. Y.

## Japanese Government Loosens Restrictions on Import Disks

TOYKO — Effective October 1, Japanese Government decided to lift restriction on imports of records. Up to now approximately 20 import firms have been granted an allocation of dollars twice a year for imports of phonographic records which are exclusively used for educational and radio broadcasting purpose, although some were sold publicly.

The choice of titles salable in Japan is hard to determine for there is no way to return dead stock. These have considerably aggravated importers and retailers' business. On the other side, six Japanese diskeries represent most of all world labels, offering chances to consumers to pick up any label and title they want.

As regards price, 12-inch stereo LP's sell for 1,800.00 yen (\$5) in Japan, while the same disk sells anywhere between \$3 and \$5 in the U. S. A. The difference is very small, but when the price is compared with the average Japanese income, it is tremendously expensive. For instance, a college graduate can only get a monthly salary of about 18,000.00 yen (\$50) in

this country. Some classical sets are released here at the same time as in the country origin, but, where popular singles and LP's are concerned, they are marketed here about three months or more later. Japanese importers have a good chance to import a stack of hit selections which had already lost popularity in the States at an extraordinarily low price for sale in Japan in time for the releases of the same numbers by Japanese diskeries. However, the short life of popular makes this procedure risky.

The import tariff on records was recently revised from 20 per cent of value to 170 yen (47 cents) per LP and 70 yen (19 cents) per single or EP.

Japanese record producers are most diligently studying how they can reduce the cost of disks and work out some particular methods for sales promotion. They are now considering book stores, super markets, food stores, variety shops and tobacco stores as outlets. The quantity of each selection pressed can never be big enough to lower its cost, however. There are about 55 competing international labels being pressed every month, and additional indie logos are debuting month after month. The monthly average of international records (Japanese recordings precluded) is 450. It is rare when the sale of an LP reaches the best seller level of 50,000.

As a result of recent discussion between the National Phonograph and Record Dealers' Union and recording companies, producers became free to supply their products to any non-union member shop hereafter; this will certainly help record sales increase immeasurably. Union member shops cannot remain holed up depending on recording companies in respect of advertising subsidy, sales incentive, publicity and other matters like in the past; they must pave their own way to success by employing every method possible and in hot competition with non-union member stores.

## Jerry Thomas Hitting Top Europe Cities

LONDON—Jerry Thomas, Liberty Records' international sales manager, is currently on his first visit to Europe, meeting with officials of EMI, its branches and affiliates. EMI became Liberty's main European distributor last February, and Thomas took over as international chief the previous month.

After meetings in London, Thomas' itinerary took him to Paris, Brussels, Amsterdam, Cologne, Zurich, Milan, Barcelona and then back to London.

Following in more negotiations here with EMI officials, he was to fly on to Stockholm and Copenhagen before returning to Hollywood via New York, where he is due about October 10.

## BELGIUM

### Business Lull Hits Disk Trade

By JAN TORFS

Stuivenbergvaart, 37 Mechelen  
The record business is very, very calm. Everywhere, from distributor to record dealer, sales are very poor. One of the reasons might be the beginning of the new school year. Another reason is the release of too many records these last few weeks.

#### Disk News

A new label has been released. Distributor is Anvers Radio and the label is called Telestar. These records are imported from Germany through Telefunken and are all 12-inch LP's at the low price of 149 fr. (\$3). Twenty records have been released and are composed of light as well as of classical music.

## BRITAIN

### Fontana Artists Get U.S. Exposure

By DON WEDGE  
News Editor, New Musical Express

Most of the artists on the British Fontana label will get American releases following the introduction  
(Continued on page 22)



# PHILIPS RECORDS OFFERS YOU PRODUCT **STRENGTH** AND SELLING **POWER**

## BIG NEW HIT...BREAKING OUT BIG!! **HERCULES FRANKIE VAUGHAN**

**PHILIPS NO. 40070**  
A rocking love song with the most unique lyrics since Adam kissed Eve



## Top New LP from today's Top New Group **THE SPRINGFIELDS** **Silver Threads And Golden Needles**



PHM 200-052 / PHS 600-052

Demanded by the trade... Here it is... A powerhouse LP inspired by their high chart riding hit single of the same name. This talented group is making it BIG, so grab onto this one 'cause it's labelled "HIT"

### 4 MORE SIZZLIN' SINGLE HITS!

Sales are skyrocketing! Tremendous D.J. play!

- DEAR ADDY**  
Hash Brown **NO. 40061**

---

- IGMOO**  
Randy Lee **NO. 40063**

---

- RAMBLIN' ROSE**  
**WHAT KIND OF FOOL AM I**  
Woody Herman **NO. 40064**

---

- THE WRONG SIDE OF TOWN**  
Mel Carter & Clydie King **NO. 40049**

# International News

• Continued from page 20

tion of the mark in the U. S. by the Mercury-Philips group. Fontana has been the second subsid label in the Philips group since early 1958. At first it released much of the Epic and some American-Columbia product as well as its local artists. With the switch of the Epic repertoire to the EMI-Columbia and the American-Columbia product to the CBS label, Fontana has been looking for U. S. independent master purchases to supplement its own output.

A recent deal was with Infinity for the Victor Feldman Quartet's "A Taste of Honey." Another single made in America, but by one of the continental Fontana artists, Nana Mouscouri, is "What Now My Love," already a hit here for Shirley Bassey (EMI-Columbia).

## Show Opens

"Fiorello," which is opening in London at the Piccadilly Theater October 8 after a three-week provincial tryout, had comparatively little ballyhoo in its early stages. Capitol issued the Broadway cast LP, but there has been little disk activity.

## Legal Wrangle

A vacation court judge refused to continue the interim injunction granted earlier to Acker Bilk against Central Record Distributors and Doug Dobell, a director of the firm. The injunction sought was to restrain the sales or distribution of records of 13 tunes Bilk recorded in 1957.

## Record Business

DGG introduced a special two-for-one deal on its Heliodor LP classical series, which now get full-cover jackets. During October, dealers, by ordering two of the 10 new LP releases, get one bonus. . . . Peter Sullivan, assistant to Wally Ridley, EMI-HMV a.&r. manager, leaves at the end of the month for a senior post at Decca. The move is part of the latter group's long-term policy to improve its product of British masters. Through most of this year the group has been stepping up its purchases of independent-produced product.

CBS issued the two-sided Mitch Miller version of "The Longest Day" theme. . . . Terry Brown, a member of the Philips group's exploitation staff, has been transferred to the a.&r. department to work on the Riverside and other jazz releases in conjunction with Fontana a.&r. Manager Jack Baverstock.

## Publisher Business

Jack Heath and musical director Woolf Phillips will form a new group of companies called Baton. They will operate as publishers, talent managers and independent disk producers. Baton Music has taken over the sole agency of Good Music, Jacques Kluger's Belgium-based operation of which Heath was British director and general manager since January 1955. Good Music had several links in recent years with U. S. firms, notably Tree Music of Nashville. Heath is negotiating for these to resume and at the end of the month visits New York, and probably Nashville, in search of material and also to sell the first products of his disk operation.

Dot Records' international chief, Jim Bailey, was in London with Billy Vaughn for talks with Decca. Vaughn was laden with trophies presented to him on the Continent for big record sales and, with Bailey, was attempting to see how sales could be improved here. . . . Leroy Anderson visited London as the first stage of a continental tour. He was visiting Mills Music branches and affiliates in connection with a set of original compositions he has recorded as a U. S. Decca LP, "The New Music of Leroy Anderson." As a member of the ASCAP Board of Review he

was also visiting various performing rights societies during his European stay.

Indie producer-publisher Irving Michanik is in London while his client, Del Shannon, tours Britain. . . . Irving Mills passed through London after visiting Mills Music offices on the Continent for promotion work on his "World of Jazz" book-disk project.

## DENMARK

### Scandia Festival Showcases Music

By ARNE HANSEN, 11 Malerbakken, Holte

On September 12-16 Copenhagen was the center of the "Scandinavian Music days 1962." This festival takes place every other year (1960 in Stockholm) and has as purpose primarily of gathering composers from Finland, Iceland, Norway, Sweden and Denmark for discussions. Also featured were public concerts, and this year some 40 works (written in the respective countries within the two years and selected by the festival-jury) were presented, a member of these on radio and TV.

The Nimb restaurant, well-known establishment adjoining the Tivoli Gardens, closed with the gardens on September 16 and will undergo renovations before it re-opens on October 17 with guest appearance by the French Bob Assam Orchestra, of "Mustapha" fame.

Eartha Kitt had a tremendous success at her appearance in August at the Tivoli Variety. Manager of the Metronome label here, Bent ("Alley Cat") Fabricius-Bjerre, recorded her act on an LP which is to be released soon under the title "Eartha at Tivoli."

Deutsche Grammophon Gesellschaft (D.G.G.) held a Scandinavian meeting in Copenhagen September 14. Agenda contained sales preparations for season 1962-1963, and under this is a big campaign for Herbert Von Karajan's new recordings of Beethoven's nine symphonies to be sold on subscription in complete sets.

The film version of "West Side Story" will be presented on October 8 at Imperial Bio, Copenhagen. Everything is lined up for a big gala premiere, where representatives from the government have been invited along with celebrities within the Danish show business world. The sound track has been on the market since June 1.

## FRANCE

### Labels Make Varied Pitches

By EDDIE ADAMIS

92 quai du Mèrechal Joffre Courbevoie (Seine)

Barclay Records is preparing a promotional campaign to push sales of ballad-type songs while Philips will make special efforts to promote further the typical French musette music. Twist records still chalk up very high sales and that tango records amount to 40 per cent of French dance catalogs.

## Disk Business

Vogue will soon market Adriano Celentano's first record of his own label under the common logo of Vogue-Durium. It is estimated that five million Johnny Halliday rec-

ords have been marketed up to now.

Warner Bros. Records' prexy M. Maitland will be in Paris October 2 for talks with their French affiliate Vogue Records. . . . Beatrice Eisenzweig, SACEM's representative and BIEM's assistant in New York, was in. One may contract her for all problems concerning French copyrights. . . . Gino Cruciani, European talent scout for Televisione Italiana booked Odeon's Billy Bridge for Rome TV appearances October 13, together with Les Mustangs. Bridge's sales of Madison records are still zooming.

Gerry Mulligan and his quartet with Bob Brookmeyer and Horace Silver and his quintet will appear jointly at the Olympia Theater October 6. . . . Teddy Randazzo and Dion are slated for October but no definite date has been set. . . . Billy Vaughn promised to pick up some French melodies for his next recording sessions.

## New Releases

"Quando calienta el sol," No. 1 on the Italian hit parade, has now a French cover by Rosy Armen on Vogue. Polydor is issuing 2 EP's entitled "Anthologie des Chanteurs de Blues."

## Signings

Ricordi has signed up newcomer Colette Rivat whose first record has just been issued. . . . Vogue has signed up Mouloudji, formerly with Philips. . . . Philips is making a great promotional campaign on Claude Nougaro. . . . Pathe has signed a new author-composer Christine Fontane. . . . Barclay has Belgian girl singer Arielle. . . . Other new talents signed lately are Sophie Daumier and Dalhia Lavi by Barclay, and Jean-Pierre Eizner by Festival.

## GERMANY

### Time Payments for Disks Introduced

By BRIGITTE KEEB-ROSETT, Automaten/Markt, Braunschweig

With their recordings of the nine Beethoven Symphonies played by the Berlin Philharmonic ork conducted by Herbert Von Karajan, the Deutsche Grammophon is trying a new mode of record distribution. Buyers can sign up at their record retailer or book dealer to buy the album containing seven LP's until December 31, 1962, and can pay in installments. Limited circulation delivery will start sometime before Christmas.

## Meetings

In order to acquaint everyone with the reorganization of Ariola, the firm's new chief, Rolf Engleder, is arranging a firm and press meeting in Guetersloh October 15. Besides concentration on the pop production, Engleder's aim is to enlarge the classic production. He will start to intensify opera production. On the occasion of this meeting opera stars Erika Koeth and Rudolf Schock, who joined Engleder's former company Electrola for a number of years, will come to Guetersloh and, though not yet officially announced, both are expected to sign with Ariola.

After the Ariola-Columbia negotiations had been dropped without any results, Ariola is to start business in Spain. Together with a Spanish publishing firm, the Bertelsmann publishing concern, of which Ariola is a member, will establish a record club according to the German Bertelsmann record club, being the greatest in Europe, and will also connect it with its own record company.

## Distribution Deal

Starting September 15 Ariola took over distribution of Kapp for Germany, Austria and Switzerland. This comes on the heels of distribution contracts with Reprise, Cameo-Parkway, 20th Century-Fox, Barclay, Hispavox and Starday.

## International Stars Serve Unicef

Connie Francis, Pat Boone, Tony Curtis, Mariene Dietrich, Charles Trenet, Yma Sumac, Nina and Frederick will be only some of the internationally famous stars who will star in a huge show in the Duesseldorf Kongress Hall, October 6 for the benefit of the Unicef.

Dr. A. Busse, owner of Busse Music, Munich, reports that the current best seller of Italian star Peppino Di Capri, "St. Tropez Twist," will be followed up by an LP of the singer, pianist and band leader. Top songwriter Werner Scharfenberger ("Seemann") is to write two German titles for the artist to be recorded this autumn.

Stig Anderson, of Stockholm Bens Music AB and Schweden Music, will come to Munich during the next fortnight with the Scandinavian girls duo Tina and Marina, who will record their first German titles for Ariola. . . . Gerig Publishing, Cologne, has given the Jim Reeves best seller "Adios Amigos" (which had a good start here on RCA) to Polydor. It is by French singer, guitarist Sacha Distel in German.

Hans Sikorski Publishing, Hamburg, is introducing the Italian hit "Ciao Amore" by Adriano Celentano in a German version sung by Laila Kinnunen on Philips who is said to be the most popular Finnish songstress and shall be introduced to the German market with this, her first German language recording. . . . Theodor O. Seeger, of Peer Music, Hamburg, seems to have another best seller of the Italian style with "Quando Calienta el Sol," currently No. 1 in Italy sung by Lina De Lima on Primary.

Grace Bumbry, opera songstress who gained much popularity by her appearance at this year's Bayreuther Festival, has signed an exclusive contract with Deutsche Grammophon. The first LP with songs of Schubert, Brahms, Liszt, Wolf and R. Strauss has just been released and will be followed by another in November.

Another Scandinavian talent on the German market is Ingerlind, the "singing teacher" from Stockholm. Gunter Krenz discovered her and starred her in his famous program, "Musik kennt keine Grenzen," and Kurt Feltz will cut her with her first German recording "Ich bin noch zu haben" (I'm Still Available) on Polydor. . . . Anita Traversi, already a singing star in Switzerland, Israel, Sweden, France and England and winner of the Polish song festival in Zoppot, has been discovered for Germany by Nils Norbach in Swiss band leader Cedric Dumont's TV show. Ariola will issue her first German recording "Du weisse Taube," published by Capriccio.

Amadeo has issued first German sung recordings of "The French Pat Boone," Alain Nancey, who won the "Grand Prix du Disques de Radio Luxemburg," have been produced by Erik Wallnau.

Chubby Checker in German Chubby Checker, who brought the first Twist smash to Europe and Germany with his "Twist" and especially "Let's Twist Again," will be out with a German sung Twist title "Twist doch mal mit mir" on Ariola. Also Bobby Vinton with "Roses Are Red," currently a best seller here besides the German version by Caterina Valente on Decca, flew in from New York to Cologne to record four titles in German for Electrola.

### Kaempfert Writes 'Midnight' Music

By JIMMY JUNGERMANN 102 Ismaninger Street, Munich 27

Bert Kaempfert wrote his first movie music for the pic "90 Minutes After Midnight," produced by Luggi Waldleitner, starring Christine Kaufmann. An English version of the movie was made because distributors in the States find Kaempfert's music interesting enough to bring the movie to the

States. And a new Kaempfert record has been launched: "Golden Wings in the Sun" and "Cinderella After Midnight."

V. H. Hughes, Chappell, London, arrived in Munich to meet August Seith and Harry Blefeld, German reps for Chappell, and to see a performance of the Munich production of "My Fair Lady" at the Deutsches Theater. . . . Philips producer Theo Knobel arrived in Munich to record an album with the Munich "My Fair Lady" production. Now Philips has three "My Fair Lady" originals to offer. The Broadway cast, the Berlin cast and the Munich cast.

French singer Alain Nancey and music publisher Wallnau visited Munich to plug Nancey's first German record, "Au Revoir, Komm Bald Wieder" and "Ich Lieb' Die Bucher Der Sagan." Nancey started the world hit of Heino Gaze's "Calcutta" when he wrote the French lyrics and sang it. . . . Irving Mills, of Mills Music, came in from Hollywood on a worldwide trip. . . . Henri Rene and his wife arrived in Germany to meet music publisher Paul Siegel. Rene authorized Siegel to represent him in Germany. . . . Connie Francis and Peter Kraus guest starred in a show taped by TV and to be aired over the German TV network in October.

## HOLLAND

### Dutch Disk Award Winners Named

By HEMMY J. S. WAPPEROM Editor Platennieuws Edisonstraat 21 Amersfoort

On Septemebr 28-29, Holland's third annual disk award took place. The Grand Gala du Disque was divided into classical and popular presentations, and Edisons were presented. The Edison is the Dutch record-prize, awarded this year by a board of well-known music people from the five most important radio stations.

On the first night at the Amsterdam Concertgebouw there were performances of Renata Tebaldi and Christian Ferras with the Hague Philharmonic Orchestra conducted by Willem Van Otterloo. Edison awards were presented to Albert De Klerk (Dutch production-Telefunken), Isaac Stern (concerto's-Fontana), Colin Davis (symphonies'L'Oiseau-Lyre), Sviatoslav Richter (chamber music-His Master's Voice), Gerard Souzay (chamber-music-D.G.G.), Prof. Dr. Wilhelm Ehmann (vocal and opera-Cantate), Renata Tebaldi (vocal and opera-Decca) and Karl Bohm (vocal and opera-D.G.G.).

On September 29 the popular Gala took place at the Kurhaus Scheveningen where an enthusiastic audience cheered Conny Froboess, Los Machucambos, Gerhard Wendland, Vera Lynn, Vince Taylor, Cleo Laine, Orlando, Rudolf Schock, Melita Muszely, Kurt Edelhagen, Victor Silvester, Edmundo Ros, the Dutch Swing College and many, many others. In the pop-category three American artists were honored: Ella Fitzgerald (international vocal-Verve), Oscar Peterson (International jazz -Verve) and Brenda Lee (teen-age international-Brunswick).

Other pop-Edisons went to Cliff Richards (teen-age International-Columbia), Jules De Korte (cabaret-Philips), Ellen Craamer (vocal-Dutch-Imperial), the Diamond Five (Dutch-jazz-Fontana), Ad V. D. Hoed (instrumental-Dutch-HMV), Jacques Brel (French-Barclay), Jean Dullen (children records-Philips).

On October 5 the Dutch Cocktail Trio was awarded with a Golden record. More than 100,000 copies of "Batje Vier" were sold.

(Continued on page 46)



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# by BOB BRAUN

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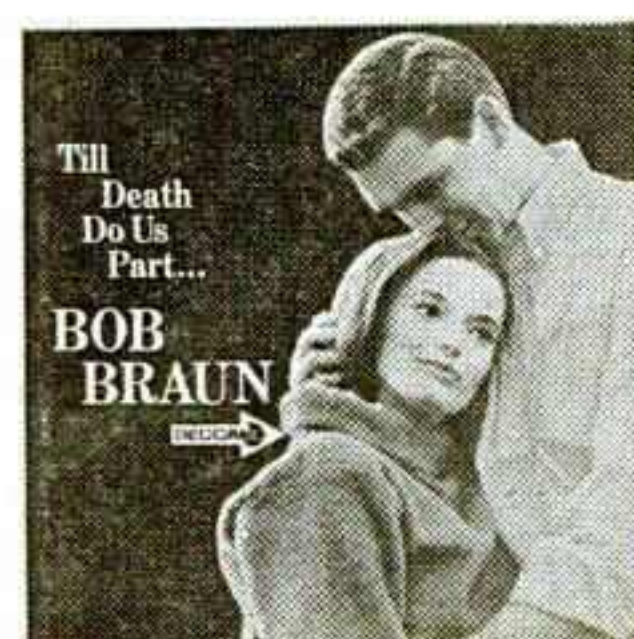
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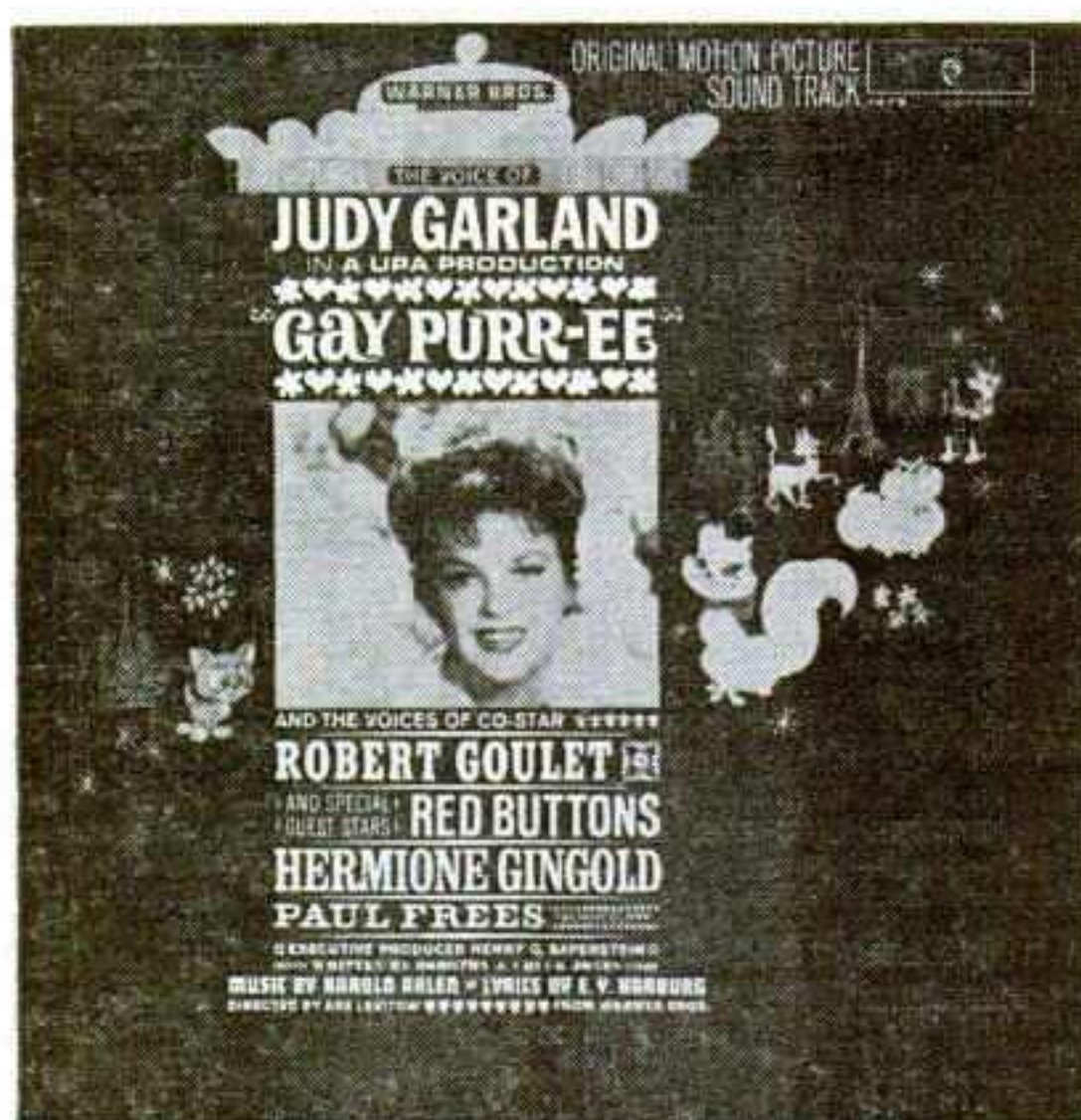
TILL DEATH DO US PART

DL 4339

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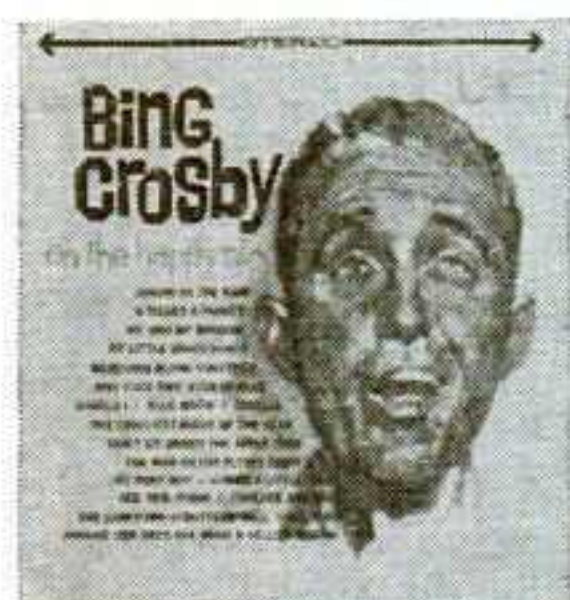


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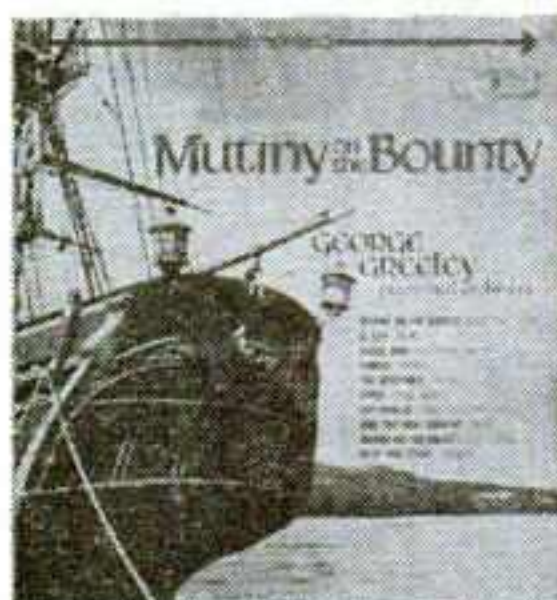


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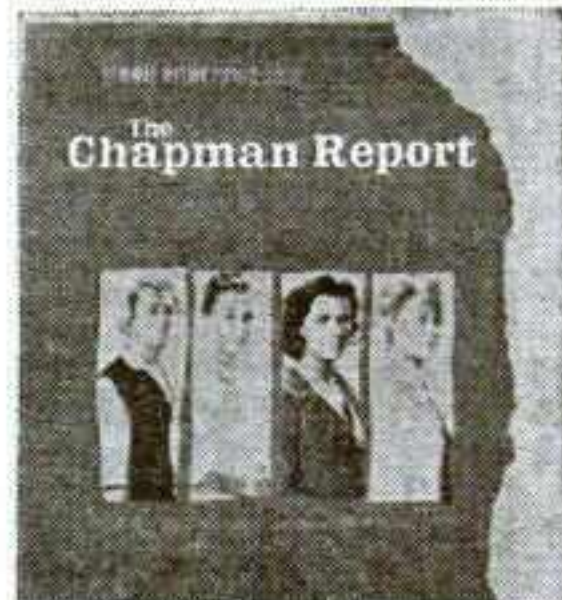
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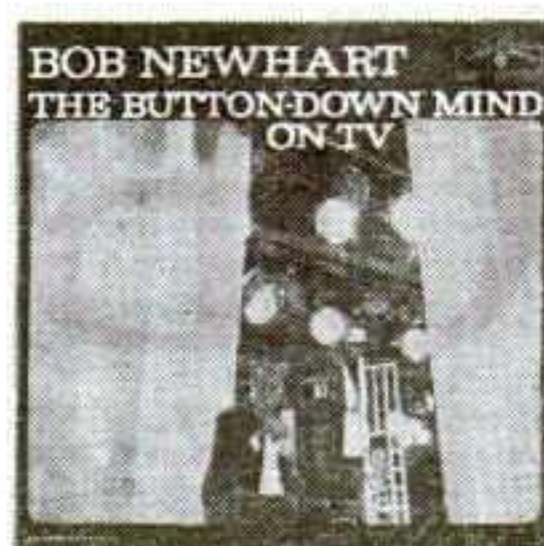
## AND THREE ALREADY ON THE CHARTS:



**Peter, Paul & Mary,**  
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**The Button Down Mind of**  
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# VOX JOX

By JUNE BUNDY

**ZANY STUNTS:** Deejays Roger Rodgers and Nat Stuckey, KWKH, Shreveport, La., are literally taking the shirt off Elvis Presley's back to promote their new 7:15 to 9 a.m. across-the-board program, "Contact." The jocks are giving the shirt away as part of an audience participation contest in conjunction with KWKH's new affiliation with ABC. Presley wore the shirt in his new movie, "Kid Galahad."

Also on the zany side was the contest staged recently by WABC, New York, to promote B. F. Goodrich's P-F Flyers. The outlet awarded a pair of P-F Flyers to the first seven listeners whose tracings of their big toes most closely resembled the big toe of deejay "Big Dan" Ingram. This contest must have thrown the post office into something of a panic, since contestants were urged to trace their big toes on post card entries.

Harv Moore, WFKY, Frankfort, Ky., formed a Hay Fever Sufferers Club last month and invited fellow hay fever sufferers to share his misery. Sniffers received a dust-free membership card, an autographed handkerchief and admittance for one to the Hay Fever Sufferers Club banquet, which, of course, was held in a pollen-free dining room. . . . Station KYW, Cleveland, aired a Twist-A-Thon from Bailey's Eastgate Department store last month. Jocks Jim Stagg and Jim Runyon emceed the contest which culminated in a new world's record of 52 hours and five minutes of continuous twisting.

In the field of hazardous activities, a group of Kentucky and Indiana jocks showed bravery beyond the call of turntable duty this summer. They drove in what was billed as the Radio Disk Jockey Race at the Sportsdrome, Jeffersonville, Ky. Jockeys included Larry Baysinger, Jim Brand, Paul Cowley, Doug Dickins, Tommy Downs, Joe Holcomb, Charlie Jenkins, Bob Lyons, Johnny Martin, Rick Morgan, Dick Myers, Tom Perry, Bill Rough, Bob Robbin, Charlie Ryle, Jack Sanders, Hal Smith and Jerry Wood. Among them, the boys repre-

(Continued on page 26)

## GONE FOR YEARS & YEARS-& THEN

HOLLYWOOD — Viewers who watch the October 14 episode of "Ensign O'Toole" on NBC-TV, produced by Four Star, may rightly wonder if they're watching the "Late, Late Show."

They'll see a scene in which a chief petty officer strolls on camera, identifies himself as being from a Navy carrier, and sings "The Song of the Marines."

And if they have a feeling they've seen it all before, they're absolutely right. Something like 30 years ago, the same singer, then a Warner Bros. contract player, sang the same song in one of those seagoing musicals.

His name is Dick Powell.

## Minow Says Tone Of Int'l Shows Up to Industry

NEW YORK—It's up to U. S. broadcasters to shoulder the responsibility for radio-TV programs bounced internationally from satellite relay stations such as Telstar since the FCC has no power to decide whether the words and music sent in such transmissions project a good image of America. That was the word September 27 from Newton N. Minow, chairman of the Federal Communications Commission, in an address before the International Radio and Television Society here. Minow stressed that "new ways" must be found for broadcasters to work together in the U. S. in preparation for new forms of international radio-TV shows.

Minow also pointed with pride to FCC having "clamped down on 'trafficking' in licenses" and is re-examining its radio licensing policies "in order to find ways to ease the crowding in AM and to prevent its happening to FM." Criticism of the FCC's get-tough attitude with stations is "the best evidence that we are doing our job," Minow said.

## David G. Taft Heart Victim

CINCINNATI — David Gibson Taft, 47, vice-chairman of the board of the Taft Broadcasting Company, died Thursday (27) of a heart attack at his summer home in Biddlefordpool, Me. He had suffered with a heart ailment several years.

The deceased was the son of Hulbert Taft Sr., editor and publisher of the former Cincinnati Times-Star, and Nellie Leamon Taft, and a brother of Hulbert Taft Jr., president and board chairman of the Taft Broadcasting Company.

Taft joined the broadcasting firm in 1940 and a year later entered the Army, where he rose to captain. He was wounded in Burma and served as liaison officer for Gen. "Vinegar" Joe Stillwell. He later was assigned to the staff of Lord Louis Mountbatten in Ceylon.

He became general manager of WKRC-FM here, in 1947, and managing director of WKRC Radio in 1951. In 1952, he was named executive vice-president of Radio Cincinnati, Taft Broadcasting's predecessor, and in 1955 was made general manager of WKRC-TV.

Surviving are his widow, six children, a brother and two sisters.

# We Swap Our Top Tunes for Theirs

Continued from page 4

titles which the station says it could not translate.

The WWDC Top 10 presumably to be broadcast over Moscow radio are "Ramblin' Rose," by Nat Cole; "Alley Cat," by Bent Fabric; "I Remember You," by Frank Ifield;

"You Don't Know Me," by Ray Charles; "You Beat Me to the Punch," by Mary Wells; "Monster Mash," by Bobby Pickett; "If I Had a Hammer," by Peter, Paul and Mary; "What Kind of Fool Am I," Sammy Davis Jr., and "King of the Whole Wide World," by Elvis Presley.

WWDC says it will try to find out by monitoring whether the Russians keep their end of the bargain and broadcast U. S. tunes. If not, the "entire deal will be dropped after this go-round."

## NEW DJ

## Duke's Son Gets Hand From Pop

NEW YORK—The city's latest jazz-pop deejay is Mercer Ellington, composer-instrumentalist son of Duke Ellington. He's been signed for a six-times-weekly 5:45-7:45 p.m. stanza by WLIB. He'll replace Billy Taylor in the time period.

Ellington Senior is very much in the act. He'll be heard during the show in a series of daily taped interviews with jazz personalities he meets as he tours with his band.

According to WLIB, Mercer El-

lington will "spotlight both jazz and pop recordings on the show, heightening his listeners' enjoyment by spinning anecdotes about the many recording artists and composers he knows intimately." The younger Ellington has penned such compositions as "Moon Mist" and "Things Ain't What They Used to Be." He recently waxed an album, "Stepping Into Swing? Society," for Coral.

## ARTISTS' BIOGRAPHIES

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

### THE BEACH BOYS (Capitol)

**NAME:** Brian, Carl and Dennis Wilson, Mike Love and David Marks. **HOME TOWN:** Hawthorne, Calif. **EDUCATION:** High school. **BACKGROUND:** Dennis Wilson was the lad who dreamed up the hit tune about the sport of surfing that has become popular on the West Coast. Dennis took the song idea to his musically talented and versatile family. His cousin, Mike Love, wrote the original tune, "Surfin'," and his brother Brian got together a vocal group consisting of cousin Mike, Dennis and a third brother, Carl. David Marks, rhythm guitar player, joined the group later. The boys' father, Murray Wilson, a long-time songwriter, arranged the recording session. The disk was very successful on the West Coast and the Beach Boys' first hit soon came to the attention of Capitol Records producer Nick Venet, who signed them to an exclusive Capitol recording contract.

**LATEST SINGLE:** The group's debut disk for Capitol, a sequel to "Surfin'," called "Surfin' Safari" is scoring well on the Hot 100. The flip side, "409," is also getting action and is high up on the "Bubbling Under the Hot 100" chart this week.



### BOBBY PICKETT (Garpax)



**BOOKING OFFICE:** Gary Paxton. **BIRTHDAY:** February 11, 1940. **HOME TOWN:** Somerville, Mass. **EDUCATION:** High school. **BACKGROUND:** After serving three years in the U. S. Army Signal Corps in Korea, Bobby Pickett took up residence in Hollywood where he appeared as a comedian in local night clubs. In 1961, after many unsuccessful attempts to become a TV and film actor, his real ambition, Pickett joined a vocal

group called the Cordials. But still eager to crack Hollywood as an actor, Pickett left the group later that year. In the meantime, the versatile lad, together with the leader of the Cordials, wrote a tune titled "Monster Mash." Since the Cordials were signed to producer Gary Paxton, the boys naturally brought the song to him. Paxton took it from there and Bobby (Boris) Pickett and the Crypt Kickers are currently enjoying their first solid hit record. Pickett still holds on to his ambition to be an actor.

**LATEST SINGLE:** "Monster Mash," spinning on the Garpax label and distributed by London Records, nears the top of the chart as it moves smartly into the No. 2 position this week on the Hot 100.

**LATEST ALBUM:** "The Original Monster Mash," also on the Garpax label and just released last week.

## BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	1	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	10
2	5	I REMEMBER YOU, Frank Ifield, Vee Jay 457	5
3	2	ALLEY CAT, Bent Fabric, Atco 6226	11
4	6	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532	7
5	3	TEEN AGE IDOL, Rick Nelson, Imperial 5864	9
6	8	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	4
7	9	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	9
8	4	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	10
9	13	ALL ALONE AM I, Brenda Lee, Decca 31424	2
10	14	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	4
11	15	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048	6
12	7	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	11
13	17	GINA, Johnny Mathis, Columbia 42582	3
14	11	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	12
15	10	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	9
16	16	A TASTE OF HONEY, Martin Denny, Liberty 55470	13
17	19	CLOSE TO CATHY, Mike Clifford, United Artists 489	4
18	18	SWEET SIXTEEN BARS, Earl Grant, Decca 25574	5
19	20	NO ONE WILL EVER KNOW, Jimmie Rodgers, Dot 16378	6
20	—	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088	2

# VOX JOX

Continued from page 25

sented Stations WAKY, WKLO, WMT and WKYW in Louisville, Ky.; WXVW, Jeffersonville, Ky.; WSLM, Salem, Ky., and WJCD, Seymour, Ind. Winner was Bill Rought, WXVW, with Jack Sanders, WAKY, runner-up.

**CHANGE OF THEME:** Ben Tracy is the new program director of KGON, Portland, Ore., and is currently in the process of lining up a complete staff to man the outlet's new music-news format. . . . New staffers at KXOK, St. Louis, are Ray Otis, ex-WHK, Cleveland, and Steven B. Stevens. Otis is taking over KXOK's midnight to 6 a.m. time slot. . . . Blake Tabor (also known as Slim Rogers and Kernel Korn) has moved from WLBE, Leesburg, Fla., to WBIL, Leesburg, Fla., where he has taken over as program director. He needs c.&w. wax. . . . Richard S. Paul and Dick Jessen have joined WWVA, Wheeling, W. Va. . . . Jim Gaines, ex-WTUF, Shreveport, La., has joined WLEE, Richmond, Va., as program director; while George Prescott has returned to the same outlet after an absence of two years.

**GAB BAG:** Bill Couse, morning man at WJLK, Asbury Park, N. J., is anxious to get in touch with singer Helen Merrill and/or her manager. He writes: "Possible recording sessions can result." Miss Merrill's former label, Atco, said Couse, couldn't give him the info. . . . Though WQUA, Moline, Ill., serves a primary market of 250,000 people, Dave Lyman, new program director of that outlet, says he is having trouble getting wax. Lyman finds this difficult to understand, because, he notes: "I came to WQUA from WLEE, Richmond, Va., in a market of similar size, and there we received everything on record."

Larry Kane, KTRK-TV, Houston, and KBMT-TV, Beaumont, Tex., starting October 1, will be on KTRK-TV, six days a week with his "Bandstand" show (Monday through Friday at 4 p.m. and Saturdays at 3 p.m.). He needs 8 x 10 glossy photos of recording artists for use on the new program. All of his six weekly shows will be video taped on Saturday afternoons, starting at 2 p.m. Kane will devote an entire show each week to a record panel of teen-agers judging new singles releases, and another entire day to the most danceable cuts from a new album.

In line with this, Kane comments "I feel that albums have never received a fair shake on the Bandstand-type show, and I hope to remedy that with our new show." Costume parties are spotlighted regularly on Kane's program (see Programming Panel, BMW, Sept. 29 issue), and the jockey notes "With the N.A.S.A. space center activities growing up here in Houston, and with the astronauts living here, we are planning a show very soon devoted strictly to this theme."

## NEW POSTS

Varner Paulsen has been appointed program director of WNEW, New York. Prior to joining Metropolitan Broadcasting's flagship station, he held a similar post at Metropolitan's WIP, Philadelphia. . . . Also at WNEW, Quincy Howe, ex-ABC commentator and editor of Atlas magazine, will shortly start a new series of capsule digests of stories and opinions in the world press.

Ben Tracy has been signed by KGON, Portland, Ore., as program director, and is now in the process of revising the station's 24-hour format. . . . Tony McFayden, formerly program director of Australia's major radio network, has been appointed music director of New York's WFM, the country's first full-time FM stereo station.

David A. McFee has been named director of program operations for WPAT, Capital Cities-owned good-music outlet in the New York area. He was formerly program director of WROW, Albany. . . . Maurice R. Povich, son of Washington Post sports columnist Shirley R. Povich, has been appointed publicity director of WWDC, Washington.

Morton Stern, formerly with Allied Outdoor Advertising, has been named merchandise manager of the QXR Network. . . . Gary Mansour, a 10-year-old viewer of WLOF-TV, Orlando, Fla., was appointed "honorary program director of the station, after having bombarded the station with letters asking to see the rerun "Superman" film series he had watched in St. Louis. WLOF-TV bought the show, and promptly sold it to a local sponsor.

R. Lee Gray has been appointed production supervisor at WIND, Chicago, one of the Westinghouse-owned outlets. Gray came to WIND

## 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 October 7, 1957

1. Honeycomb, J. Rodger, Roulette
2. Wake Up Little Susie, Everly Bros., Cadence
3. Tammy, D. Reynolds, Coral
4. Diana, P. Anka, ABC-Paramount
5. Whole Lotta Shakin' Goin' On, J. Lewis, Sun
6. That'll Be the Day, Crickets, Brunswick
7. Chances Are, J. Mathis, Columbia
8. Happy, Happy, Birthday, Baby, Tuna Weavers, Checker
9. Mr. Lee, Bobbettes, Atlantic
10. Remember You're Mine, Pat Boone, Dot

### POP—10 Years Ago October 4, 1952

1. You Belong to Me, J. Stafford, Columbia
2. I Went to Your Wedding, P. Page, Mercury
3. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
4. Jambalaya, J. Stafford, Columbia
5. High Noon, F. Laine, Columbia
6. Meet Mr. Callaghan, L. Paul, Capitol
7. Half as Much, R. Clooney, Columbia
8. Auf Wiederseh'n Sweetheart, V. Lynn, London
9. Trying, Hilltoppers, Dot
10. You Belong to Me, P. Page, Mercury

### RHYTHM & BLUES—5 Years Ago—October 7, 1957

Honeycomb, J. Rodgers, Roulette  
Diana, P. Anka, ABC-Paramount  
That'll Be the Day, Crickets, Brunswick  
Whole Lotta Shakin' Goin' On, J. Lewis, Sun  
Happy, Happy, Birthday, Baby, T. Weavers, Checker

Mr. Lee, Bobbettes, Atlantic  
Wake Up Little Susie, Everly Bros., Cadence  
Lotta Lovin', G. Vincent, Capitol  
Farther Up the Road, B. Bland, Duke  
Keep A-Knockin', Little Richard, Specialty

### Murphy in New Crosley Post

CINCINNATI—John T. Murphy, vice-president in charge of television of the Crosley Broadcasting Corporation, Thursday (27) was promoted to executive vice-president of the Crosley organization, a newly created post. He joined Crosley in January, 1949, as general manager of WLW-D, Dayton, Ohio. Prior to joining Crosley, he was associated with the National Broadcasting Company.

from WOKY, Milwaukee, where he was in charge of production and special events. . . . Merryle S. (Bud) Rukseyer Jr. has been named director of program publicity in the NBC press department in New York.

### Jimmy McClain Joins WLW-D

DAYTON, Ohio—Jimmy McClain, who for many years entertained theater audiences with his radio and television show, "Dr. I. Q.," has joined Crosley Broadcasting's WLW-D here to host-emcee a new morning program, beginning October 15, titled "The Jimmy McClain Show," and featuring guests and music, with major emphasis placed on audience participation. Jimmy rose to fame during 1939-1946 as Dr. I. Q., the Mental Banker, and the show became one of the top-rated network programs. In 1946, he left show business to enter the ministry of the Episcopal Church. For the past eight years he has been general manager of the Don Mitchell radio stations in Rome and Smyrna, Ga.

**Breaking in Chicago  
Boston Philadelphia Cleveland**

**The original vocal version**

# "Alley Cat"

**[riverside 4530]**

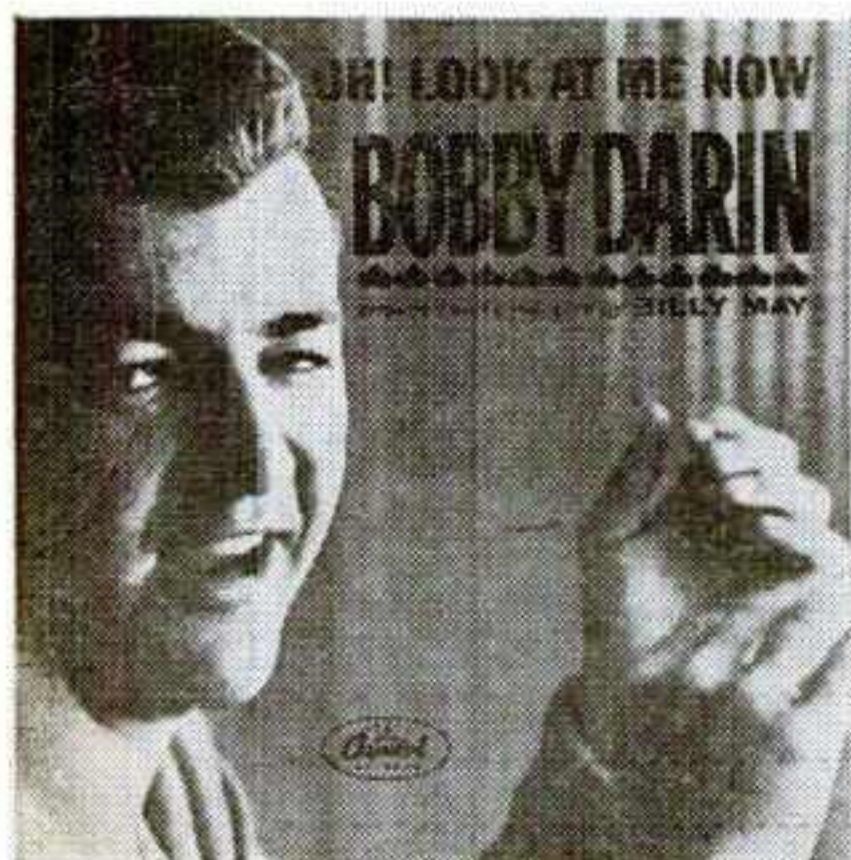
**Sung by**

# David Thorne

**on Riverside Records • 235 W. 46th St. • New York 36, N. Y.**

**RIVERSIDE**

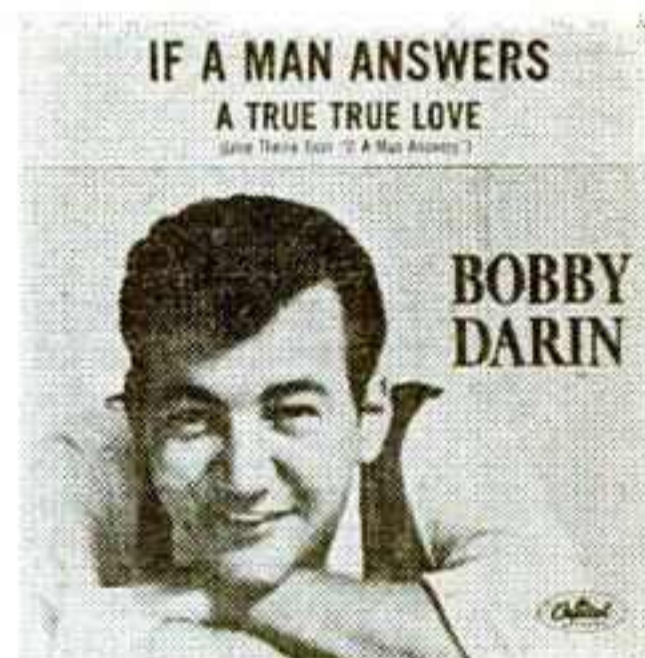
oh!  
look  
at me  
now!



(S)W-1791

The great Bobby Darin comes to Capitol. His first single "If A Man Answers" b/w "A True, True Love" #4837 is a sizzling smash. Now as a torrid follow-up, here's Darin's first Capitol album, "Oh! Look At Me Now." It too, is a sure-fire hit soon to zoom up the charts!

So see your CRDC representative and get set to cash in on Darin's million-seller sound. Stock both! Double Darin sales!



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COMPANY .....

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### BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. 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 TRANSISTOR RADIOS

This Issue	POSITION 7/7/62 Issue	4/7/62 Issue	BRAND	% OF TOTAL POINTS
1	3	3	RCA Victor	19.8
2	2	2	Zenith	16.6
3	1	4	Magnavox	11.6
4	6	1	Motorola	7.3
5	4	5	Channel Master	6.1
6	5	—	General Electric	5.8
7	—	—	Emerson	4.7
8	—	—	Admiral	3.5
9	—	—	Monarch	3.0
			Others	21.6

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.

7/7/62 Issue: Sony (7).  
4/7/62 Issue: Matsushita (6); Westinghouse (7); Toshiba (8).

#### BEST SELLING CLOCK RADIOS

This Issue	POSITION 7/7/62 Issue	4/7/62 Issue	BRAND	% OF TOTAL POINTS
1	1	1	RCA Victor	28.3
2	2	2	Zenith	20.5
3	3	4	General Electric	13.0
4	5	3	Motorola	11.4
5	4	7	Magnavox	8.7
6	8	—	Admiral	7.5
			Others	10.6

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.

7/7/62 Issue: Emerson (6); Westinghouse (7).  
4/7/62 Issue: Emerson (5); Olympic (6); Westinghouse (8).

### ONCE A FLOP

## Pre-Recorded Tape Now Gets Kind Word

CHICAGO—Pre-recorded tape, once a white elephant as far as record dealers and distributors were concerned, is now being looked on with new and friendly eyes. In fact, claims Peter Fabri, a 15-year veteran of the tape industry and president of Musictapes, Inc., here, record outlets will more than double their tape sales in 1962 over the previous year.

Fabri, who just finished a nationwide sales junket, said he noted a marked revival of interest on the part of record distributors in tape product. He cited as evidence not only his own steadily growing sales volume but the appointment of five record distributors to handle his tape lines.

"A year ago we had trouble picking up strength with distributors; now many are asking for our tape line, and all are doing a substantially improved job with it," Fabri said.

**West Coast a Hotbed**  
The West Coast in particular is a hotbed for tape, accounting for some 25 per cent of industry volume, said Fabri.

Up to now, photo distributors and electronic jobbers accounted for over 80 per cent of the tape industry's sales, Fabri noted. This year he predicted that record distributors will handle between 25 and 30 per cent of total tape sales.

He also predicted a \$15 million market (at the distributor level) for tape by the end of 1962, compared with some \$8-\$9 million last year and less than \$1 million in 1958-1959.

Other evidence of tape's inroads in the record marketing picture, said Fabri, is that One Spot, the record catalog service, is compiling a listing of tapes because of record dealer and distributor demand. Over 4,000 different tape titles are said to have been cataloged.

Fabri noted that record distributors and dealers became soured on tape in 1958 when many of them got burned with large inventories of two-track product.

At the time, tape was selling for \$12.95. Two things, introduction of stereo records at \$4.95 (with the same amount of music as two-track

(Continued on page 31)

## Philco Adds New Transistor Radio To Autumn Line

PHILADELPHIA—Philco Corporation has introduced a new transistor radio and a new stereo portable phono to its 1963 line for the autumn market.

The radio, Model T-67 a six-transistor affair, is pegged at the budget price of \$14.95, a figure competitive with the lowest priced of current American brand names. The set is a shirt-pocket model and contains provision for operating off a nine-volt battery or external AC power supply. With leather carrying case, ear speaker and battery pack, the unit sells for \$19.95.

The portable phono, Model 1532-BE employs a 20-watt stereo amplifier, four-speed, multi-mix changer, two eight-inch and two four-inch speakers, plus twin tweeter cones. The speaker units are detachable and contain brackets for wall mounting. The set weighs 42 pounds and lists at \$164.95.

## Woolworth's Hot Outlet

DENVER — The F. W. Woolworth chain store in this city is one of the hottest singles record outlets in the area, and has been for some time.

A great deal of display space is given over to the disk department with singles coming in for special consideration. The section is under the supervision of Tommy Thompson whose alert merchandising has paid off handsomely.

The entire Billboard Music Week "Hot 100" is stocked and special provisions are made for brand-new sides that are given special chance to become winners. The BMW chart (Continued on page 31)

### 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.

**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.

**AUDIO-FIDELITY**—Expires October 19, 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.

**KING**—Expires October 31, 1962. Started October 1, 1962. Label is offering to the dealer a general 15 per cent cash discount on the entire King, Bethlehem and Audio Lab mono and stereo LP catalogs plus the seven new releases. See separate story, current issue, for details.

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

**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.

## Churchill Stereo Opens Two Stores

PHILADELPHIA — Churchill Stereo Corporation will open two additional stores here within the next three months. One has just recently opened on Chestnut Street,

while the second is due to open in the Cherry Hill Shopping Center October 3.

These additions bring the number of Churchill outlets in New York City and Philadelphia to 13. Additional outlets are planned by the custom stereo cabinet firm during 1963.

**SOLD** → *The Consumer-Proven Line*

THE SHELDRAKE II DP-661  
HIGH FIDELITY FULL STEREO PORTABLE AUTOMATIC. DELUXE SOUND QUALITY...EASY ACCESS CONTROLS. \$79.95

## DECCA PHONOGRAPHS FOR 1963

THE TUXEDO II DP-653  
FULL STEREO PORTABLE AUTOMATIC  
SELF-STORING REMOTE SPEAKER \$54.95

THE ANNIVERSARY V DP-654  
DELUXE FOUR-SPEED FULL STEREO AUTO-  
MATIC PORTABLE. TWO FULL-SIZE WINGS \$64.95

All prices Suggested List — Plus 45 RPM Spindle — Slightly Higher in South, Southwest and West.

# T HANK YOU SO VERY MUCH

FOR YOUR SUPPORT!



#1 ALBUM, SEPTEMBER 24, CASHBOX!



Peter, Paul & Mary

**VOTED MOST PROMISING ARTISTS!\***



#18 ALBUM, SEPTEMBER 24, CASHBOX!



Emilio Pericoli

**VOTED FAVORITE INTERNATIONAL ARTIST!\***

the first name in sound



**WARNER BROS.  
RECORDS**  
4000 WARNER BOULEVARD • BURBANK, CALIFORNIA

**\*BILLBOARD'S 15th ANNUAL RECORD ARTIST POPULARITY POLL**



# 7TH HI FI MUSIC SHOW TO BE SEEN BY 30,000

NEW YORK—The seventh annual New York High Fidelity Music Show, encompassing exhibits of more than 100 manufacturers and occupying five full floors of exhibit rooms in the Trade Show Building here, opens Wednesday (3). The event will run four days through Saturday (6). Attendance is expected to reach 30,000.

New York's Mayor Robert F. Wagner Jr. has proclaimed the week of the show as High Fidelity Week in the city, and MGM Records' Connie Francis will reign as queen of the show. A feature will be a continuous on-location 110-hour broadcasting stint by WFRM, local FM outlet. A hospitality room and studio will be set up for trade, press and public.

Celebrities expected to attend include opera stars Cesare Siepi and Lucia Albanese and Susan Watson and Jerry Orbach, stars of the Broadway hit "Carnival."

**Award for Score**  
Latter two will accept an award from Raymond Pepe, Institute of High Fidelity Manufacturers president, on behalf of "Carnival" producers for its "outstanding

musical score." Also present will be a number of local deejays.

Other events scheduled include a "Telstar" display by the American Telephone and Telegraph Company, Ford Motors "Concert Hall on Wheels," a "decorating with stereo" clinic and a ladies' day, Thursday (4).

Audio Fidelity Records, a pioneer in the "sound" record field and one of the pioneer diskery exhibitors at the Hi Fi Show, will again be on hand. In years past the label has actually set up a complete recording studio for demonstrating stereo recording techniques.

This year the firm has outdone itself by arranging for the importation of a mammoth Belgian band organ from its home in Sikeston, Mo.

Owner of the organ, Paul Eakins, is transporting the instrument, which measures 16 by 8½ by 4 feet, from Sikeston to the New York auditorium as part of the Audio Fidelity exhibit. The label has just released an album recorded directly from the organ.

## Propose 10-Cent Rate on 1st LP Of 4th-Class Mail

WASHINGTON—In its final report, the Senate Post Office Committee has proposed a 10-cent rate on the first pound of fourth-class mail, including phonographs and other sound recordings. The hike from the present 9 cents for the first pound would be a half a cent the first year after enactment, and an additional half cent the following year. The 5-cent rate for additional pounds or parts thereof would remain as is.

The original House version of the Post Office bill (H.R. 7927) would have left the educational, fourth-class postal rates at the 9 and 5-cent levels.

The bill would raise first-class and airmail rates 1 cent per ounce, increase second-class rates in three raises of 4 per cent on editorial content, and three annual raises of 10 per cent on advertising matter. Third-class mail would also be raised.

The bill now comes up for vote in the Senate. If the House does not agree to the amendments, changes will be threshed out in conference committee, and the bill will again have to come up before both houses for approval.

## Pre-Recorded Tape

• Continued from page 29

tape) and RCA Victor's introduction of a low-priced tape cartridge, combined to bury the reel-to-reel two-track product.

The introduction of four-track reel-to-reel tape with a \$7.95 price tag in 1959 again helped to make tape competitive. Since then, tape manufacturers have been driving toward an even lower price, with several lines coming out this fall for as low as \$3.95 (BMW, September 22).

Merchandising of tape has also improved. A big problem to date has been pilferage. Now, Fabri noted, many firms, including Musictapes, Inc., are shipping duplicate empty boxes with their merchandise to be used specifically for display purposes. The empties are put in racks, enabling customers to browse through tape just as they do with records, but the actual purchases are made from behind the counter.

Fabri sees the tape industry as paralleling the record industry and he would like to see tape in the record stores "where it belongs."

He also hopes eventually to see "Top 10" or "Top 20" listings for tape, just as we now have for records, serving not only as a buying

guide for realers but as an excitement factor for customers.

The new record distributors appointed by Musictape, Inc., during the past month include Calmar, Dallas; Bertos, Charlotte, N. C.; Ward Terry, Denver; James H. Martin, Chicago, and General, Baltimore.



don't forget the kids!

AMERICA'S LEADING CHILDREN'S RECORD LINE

**Peter Pan**  
BIG 7" RECORDS

**SELL ON SIGHT**

**\$16.80**  
PROFIT ON EVERY GROSS 78 or 45 RPM

**FREE RACK**

SONGS, STORIES, POPEYE, OTHERS  
Send \$24.96 for 144 records—Guaranteed Sale

**PETER PAN RECORDS**  
461-X 8th Ave. New York 1, N. Y.

## NEW DEALER PRODUCTS

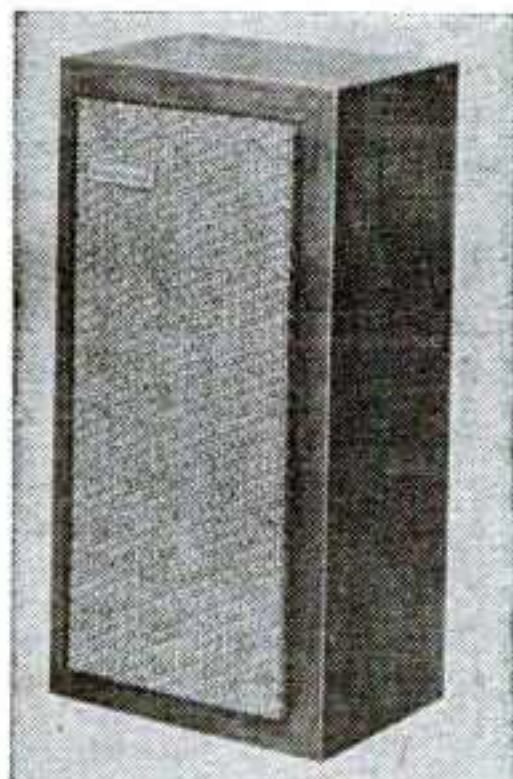
### Pad and Brush Record Cleaner



Robins Industries of New York City has marketed a new pad and brush device which attaches to tone arms and which cleans records. The unit lists for \$4 and consists of a cylindrical pad and brush which brushes the grooves of the record clean and then coats the surface of the disk with an anti-static fluid which keeps dust from reattaching itself.

### Speaker Assembly Kit

H. H. Scott has perfected the first in a new line of speaker kits. The new unit is known as the SK-4 and comes complete with cabinet in a choice of woods. The kit is patterned after the SK-3 and the cabinet is factory assembled and prefinished.



### New Car Record Player Heard In Four Speeds

TORRANCE, Calif.—A new automobile record player has made its bow here. The all-chrome unit is being marketed by the Commercial Products Department of the Sumner Corporation. Suggested list price is \$95.

It's the first major development in this field since the introduction in the mid-1950's of the CBS unit known as Hi Way Hi Fi. This was made available for the Chrysler line of cars but was dropped after the first year.

Unlike its predecessor, the Torrance unit is a four-speed device. It is claimed to be well-balanced to avoid needle jumping during driving. It contains a record storage compartment, slide-out turntable is easily installed and works on six or 12-volt, negative or positive supply.

### Denver Woolworth's

• Continued from page 29

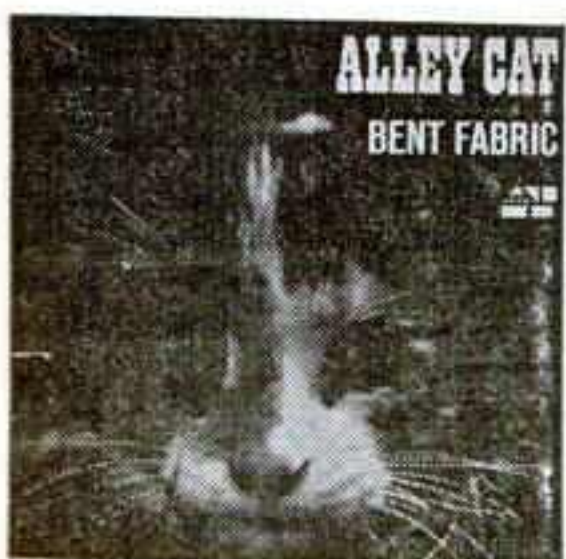
is photostated each week and copies are placed all over the singles section. LP's also get individual attention with display and promotion.

The record department is a special place for teen-agers who come in to hear as well as buy the new records. Record players are provided for listening.

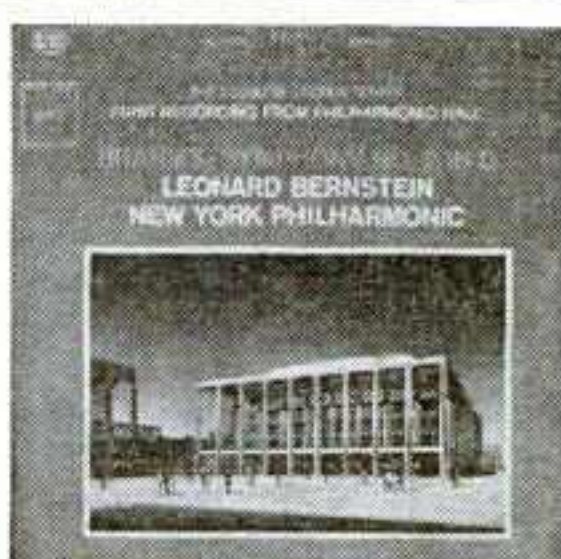
Another facet of Thompson's promotion of his disk department, especially in the singles field, is an arrangement he has with radio station KIMN. This feature is called "Name It and Claim It" and amounts to a singles record giveaway promotion to build traffic in the store. At various times throughout the day a KIMN jockey plays a record and invites listeners to call in. The first one guessing the title and artist of the mystery record gets a certificate from the station which entitles him to go to Woolworth's and pick up a free copy of the side he has named correctly.

The gimmick, which ran successfully for some time a while back, has recently been re-activated and has caused such a steady stream of calls into the station that the telephone company insisted that KIMN put in special lines to handle the calls.

## ALBUM COVER OF THE WEEK



**ALLEY CAT**—Bent Fabric, Atco 33-148. Here's a captivating cover in full color that should have feline fans as well as Fabric fans grabbing the album from the shelves. The cover was designed by Haig Adishian and photographed by Ed Gray.



**THE SOUND OF LINCOLN CENTER**—BRAHMS: SYMPHONY NO. 2 IN D—New York Philharmonic (Bernstein), Columbia MS 6374. A most timely collector's item and a natural for classical window and counter displays. The cover contains a full color architectural drawing by Tesla of the new Philharmonic Hall at Lincoln Center which is set on a tasteful blue background. Printing is in gold and white.

# 3 CHART BUSTERS!

## LA BRENDA BEN CAMEL WALK

Gordy #7009

## MARVIN GAYE STUBBORN KIND OF FELLOW

Tamla #54068

## MARTHA & THE VANDELLAS I'LL HAVE TO LET HIM GO

Gordy #7001

## TAMLA/MOTOWN RECORDS

2648 West Grand Blvd. Detroit, Michigan


# NEW FROM



STEREO

**FRANK  
SINATRA**  
**ALL  
ALONE**

ARRANGED  
AND  
CONDUCTED  
BY  
**GORDON  
JENKINS**

reprise 

STEREO

DEAN MARTIN

**DINO  
LATINO**

IN 3 CITIES SPAIN 1957  
LA PALMA \*\*\* LA PALMA \*\*\*  
ALL THE WAY TO GRAND \*\*\*  
WHAT A DIFFERENCE A DAY MAKES  
SALUD WITH MICHÉLE  
ALWAYS IN MY DREAMS \*\*\*  
ELEPHANT \*\*\*  
DON CONCHA

reprise 

# REPRISE

**NEW!**

**Dino Latino;** a bonus Dean Martin! The inimitable Martin phrasing, timbre and attitude in both Spanish and English. Dino, Dino—all the way! R-6054 R9-6054

**NEW!**

**All Alone;** Sinatra sings to, for and about the sad and the lonely. Pure, rare, memorable Sinatra—doing Sinatra things to the evocative material he does best—in the style and mood you like most! R-1007 R9-1007

**NEW!**

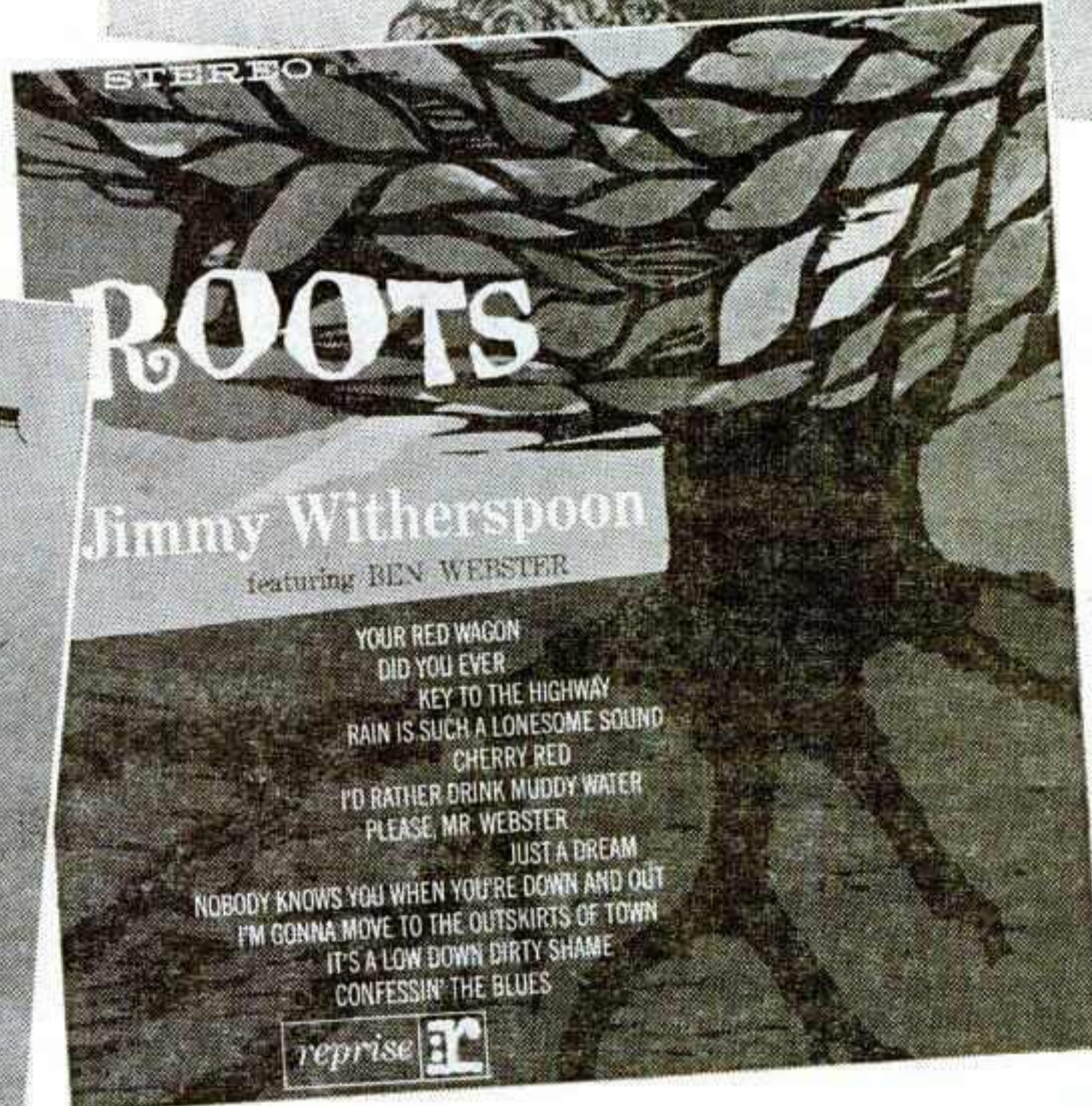
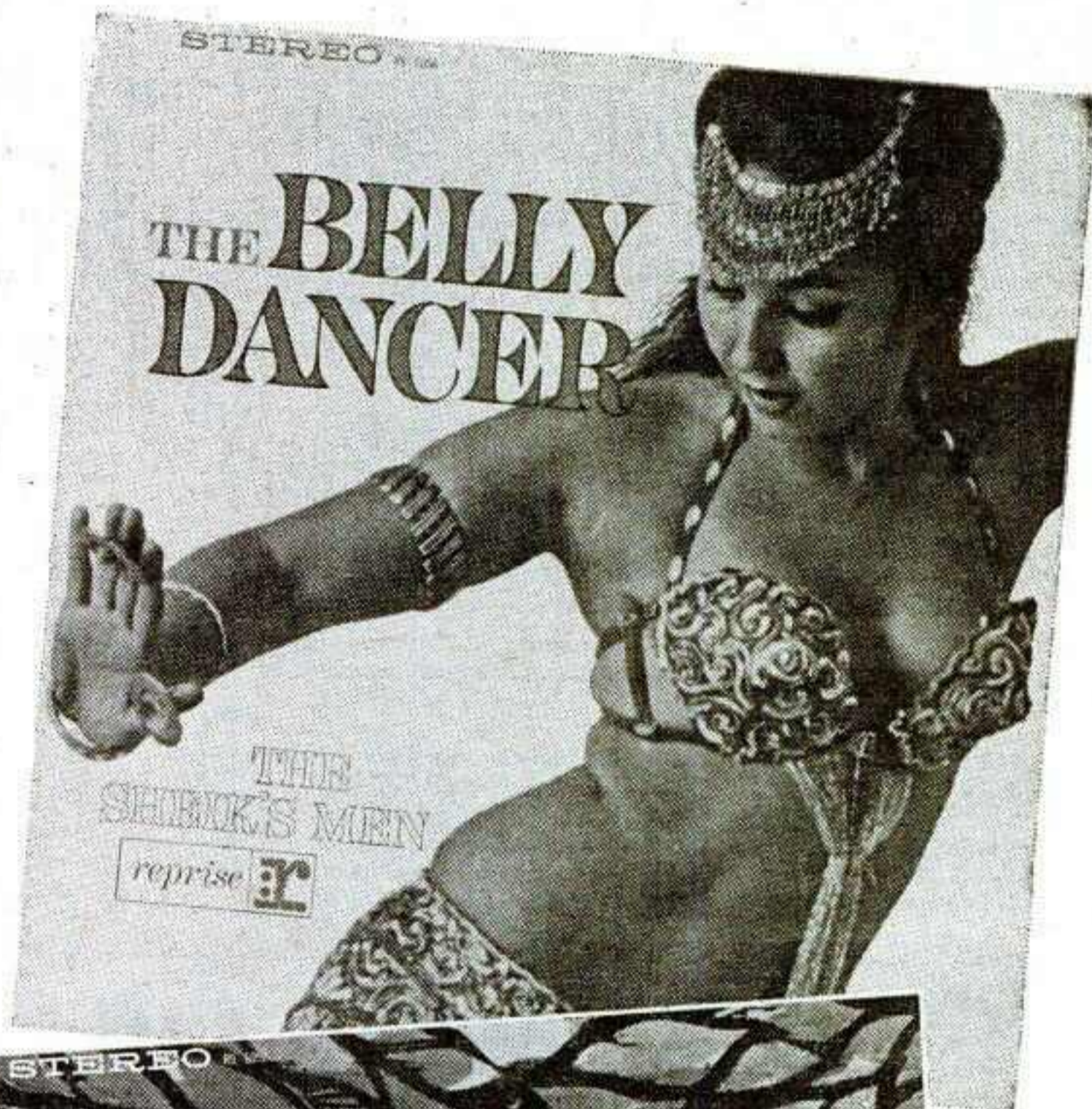
**Here's the Fabulous Eddie Cano;** the West Coast's newest small-combo rage. A runaway chart sensation at this very moment; bidding to make it two in a row, two at the same time! R-6055 R9-6055

**NEW!**

**Roots;** Jimmy Witherspoon and the Ben Webster Sextette. Spoon brings back—bigger, better, earthier than ever—the voice, style, mood and instrumentation of his best-remembered triumphs! R-6057 R9-6057

**NEW!**

**The Belly Dancer;** The Sheik's Men, topping "The Stripper" going away! An excursion into Exotica, with rhythms and sounds you've never heard...creating images you've never seen! R-6056 R9-6056



The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• *Continued from page 14***PLAYBOY**

Marvelettes. Tamla 231—The gals have been going steady with the charts since their big smash, "Please Mr. Postman," and this third album should continue to keep them up on the sales lists. A recent hit, "Playboy," is the title tune and the set also includes their current action single, "Beechwood 4-5789," plus other worthy titles like "Someday, Someway," "Goddess of Love" and "Forever." The set should do a lot of business.

**Jazz****A TASTE OF HONEY**

Lloyd G. Mayers with the Oliver Nelson Ork. United Artists Jazz UAJ 14018—Powerful performances of new and old material by Lloyd G. Mayers on organ, backed by a large and driving big band made up of top jazz men. The arrangements are by Oliver Nelson who handled the arrangements on the Jimmy Smith Verve set. It adds up to exciting instrumentals of the title tune, plus "Desafinado," "The Golden Striker" and "Alone Together."

**EDDIE HARRIS GOES TO THE MOVIES**

Vee Jay LP 3031—Eddie Harris has one of his better albums in past months in this set. The album is nicely styled and features movie music for the most part, with a few standards interwoven for good measure. The set backs the tenor saxist with broad string section and lush but nonetheless swinging backgrounds. The album features such tunes as "Tonight," "Laura," "Green Dolphin Street" and "Moonglow."

**Classical****BRAHMS: SYMPHONY NO. 2 IN D MAJOR**

Leonard Bernstein, Con., New York Philharmonic Orchestra. Columbia MS 6374—This album, subtitled "The Sound of Lincoln Center," should receive wide promotion and attention as being the first set cut in the new New York concert hall. The Philharmonic is in impressive form with Leonard Bernstein drawing the power and the majesty of the work from its massed sound. The comprehen-

sive liner also does a fine explanatory job on the Lincoln Center acoustical set-up. Much attention is also paid to the recording techniques of the album.

**Low-Priced Classical****THE WORLD'S GREAT MUSIC, VOL. 3 (10-12")**

Various Artists. Parliament WGM 3—After two earlier successful packages, Parliament has assembled a third box of 10 LP's, to retail at less than \$10. Like the others, this, too, should be a real sales-grabber, containing such commercial material as Oistrakh playing a Bach Violin concerto, Richter on a Bach piano concerto, Gilels on Beethoven's "Piano Concerto No. 1," plus such orchestral favorites as Beethoven's "Symphony No. 5" and "Tchaikovsky's "Symphony No. 4." Fine performances make this a real bargain package that should appeal especially to beginning collectors.

**Comedy****WILL THE REAL DAVE ASTOR PLEASE STAND UP**

Columbia CL 1877 (M); CS 8677 (S)—Dave Astor is not really an angry young man. He's too busy having much fun poking the sharpest kind of barbs at the topical and temporal. In this, his first album, and recorded live at New York's Blue Angel, he does six sharp routines, packed with fast-moving lines that challenge his audience to keep pace. Two of the funniest have to do with a day on President Kennedy's telephone, and a series of speeches by UN delegates and their free, Astorian translations. A funny man indeed and lots should be heard from him.

**DICK GREGORY TALKS TURKEY**

Vee Jay LP 4001—Dick Gregory has one of his funniest LP's to date here. The album was recorded on location in Chicago and features the comic in any number of routines that explore race relations and other topics in a highly individual way. Some of the biggest laughs come from Gregory's incisive wit about "moving onto the all-white neighborhood." This album is certainly one of Gregory's funniest and most provocative.

**Spoken Word****DOROTHY PARKER STORIES READ BY DOROTHY BOOTH**

Caedmon TC 1136—Shirley Booth does a magnificent job of reading four short stories written by Dorothy Parker. Miss Booth's reading brings all the sardonic wit of the Parker pen eloquently to light. The album should be a must for those who collect superlative performances of poetry and prose. "Lady With a Lamp," "The Waltz," "Cousin Larry" and "A Telephone Call" are the pieces included.

*(Continued on page 37)*

## • Reviews of New Albums

• *Continued from page 14*

Look Me Over," "Moon River," "Til There Was You," "Shine" and "Mr. Sandman" are some of the leading titles.

**★★★★ MY BIG BAND'S SHOWING**

Francis Bay. Philips PHM 200-040 (M); PHS 600-040 (S)—The Francis Bay crew is one of Europe's top bands, and this new waxing, supervised by Quincy Jones, shows off the Belgian band at its best. The Bay band drives through "My Blue Heaven," "Always," "Charmaine" and "It's a Sin to Tell a Lie," with a pulsating beat, sparked by fresh arrangements. Good album for big band fans.

**★★★★ SWING FEVER**

Si Zentner, His Trombone and Ork. Smash MGS 27013 (M); SRS 67013 (S)—The Si Zentner name could help move this album even though this LP is not up to the Zentner ork's more recent Liberty recordings. The band romps through a few originals, including "Swing Fever" and "Walkin' Home," and some standards of which "The Surrey With the Fringe on Top" and "Bye Bye Blues," are the best.

**★★★★ A SALUTE TO GLENN MILLER**

Billy May. CNP Crescendo 76—This album is a live recording of the Glenn Miller gang reunion concert held at the Shrine Auditorium in Los Angeles in April, 1954. It features most of the old Miller crew, the old Miller book, led by Billy May, also an ex-Millerite. Old Miller favorites like "Moonlight Serenade," "Little Brown Jug" and "Pennsylvania 6-5000," are included, and are played in warm fashion by the band. Its only drawback is too much talking on the disk, but the music is fine.

**★★★★ GOLDEN HAWAIIAN HITS**

Duke Kamoku and His Islanders. GNP Crescendo GNP 73—Here's a nice collection of Hawaiian melodies, most of which are familiar. The sounds of the Islands is very in evidence with strong work on steel guitar and percussion. The illusion is carried out by special sound effects and the listener hears crashing surf and sea birds as backdrop for the likes of "Harbor Lights," "Moon of Mankooora," "Sweet Lani" and "Blue Hawaii."

**★★★★ FIESTA!**

Jerry Murad's Harmoncats. Columbia CL

*(Continued on page 37)*

# POP-POPPIN' TO THE TOP!

THE NATION'S  
NEWEST  
DANCE  
CRAZE

# POP POP POP PIE

GUYDEN 2068

- SALES
- AIR PLAY
- CHART ACTION

# THE SHERRYS



Jamie / Guyden  
PHILADELPHIA, PA.

**IT'LL SELL  
LIKE  
SHEILA**

**AUGUST'S  
HOTTEST HIT!**



SOLD IN  
FULL COLOR  
SLEEVE

**TOMMY ROE**  
**SUZIE DARLIN' - PIDDLE DE PAT**

ABC-10362

**ORDER NOW!**

**ABC-PARAMOUNT**



# CARL BELEW

has THE hit single of...

# "HELLO OUT THERE"

RCA VICTOR 8058



stock up now...

**RCA VICTOR**   
THE MOST TRUSTED NAME IN SOUND

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 34

### Folk

#### JUDY COLLINS



Judy Collins. Elektra EKL 222—In her second folk collection for Elektra, Judy Collins demonstrates a strong personality, reflected in her powerful renditions. The songs are not the usual warhorses of the folk repertoire, but rather lesser known works, mainly from the English tradition. The intensity of Miss Collins' performances is unusual enough to win wide airplay and gain exceptional exposure.

### Country & Western

#### WONDERFUL WANDA



Wanda Jackson. Capitol T 1776 (M); ST 1776 (S)—The gal's fourth album for Capitol and a winner it is, with two recent hits—"In the Middle of a Heartache" and "If I Cried Every Time You Hurt Me," in addition to some fine heart songs, upbeaters and a good blues effort. With pleasant, pop-styled country backing, she offers "A Little Bitty Tear," "We Could," and a rockin', low-down, "Let My Love Walk In." In all moods, she's in fine form here and the fans will quickly dig.

#### YOU'RE FOR ME



Buck Owens. Capitol T 1777 (M); ST 1777 (S)—Sock collection of 10 vocals and two instrumentals by Buck Owens, the label's "Big B" of c.&w. music. Numbers, primarily by Owens, have nice, melancholy, c.&w. mood of unrequited love. Singer, who is frequently on tour with his own unit, should sell well with this package. Album title tune, "You're For Me," is a strong one, and deserving of air play. Also strong for radio, and an even better deejay item, is "Nobody's Fool But Yours."

#### ON TOUR



Ernest Tubb and His Texas Troubadours. Decca DL 4321 (M); DL 84321 (S)—Here's Ernest Tubb caught in an exciting live performance, with the shouts and applause of 2,000 fans at Cain's Ballroom in Tulsa, Oklahoma permeating the performance. Tubb, working with own singing Texas Troubadours band, turns in a flock of fine tunes like "Try Me One More Time" and "Watching My Past Go By." Also featured are Bud Charleton, Johnny Johnson and Leon Rhodes. Solid wax should have a long life at counters.

### International

#### ROMANTIC ITALIAN SONGS



Sergio Franchi. RCA Victor LM 2640 (M); LSC 2640 (S) Romantic Italian tenor Sergio Franchi bursts upon the American musical scene with stirring, big-voiced readings of familiar Italian melodies, both folk and operatic. He has a voice that sells songs with warmth and excitement that could well make him a big favorite in the U. S. as well as

### JUST PUBLISHED!



## JAZZ IMPROVISATION

### VOLUME II

Jazz Rhythm and the Improvised Line

By JOHN MEHEGAN

This new book by America's leading jazz piano teacher is a big companion volume to his first volume which has become a best-selling definitive text.

Many figured bass lines and solos are given for dozens of well-known tunes of all periods, among them: "High Society," "Jazz Me Blues"; "Just You, Just Me"; "Night in Tunisia," "Bernie's Tune," "Lady Bird," "Cherokee," "All the Things You Are," "Opus De Funk," etc.

The performances of famous jazz artists are presented, covering every period from NEW ORLEANS through LATE PROGRESSIVE (Lee Konitz, Chet Baker, Stan Getz, Horace Silver, Oscar Peterson.)

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### Christmas

#### THE GLORIOUS SOUND OF CHRISTMAS



Philadelphia Orchestra (Ormandy). Columbia ML 5769 (M); MS 6369 (S)—This Christmas album looks like a winner for the coming holiday season. The Philadelphia Orchestra and the Temple University Choir team up for a lovely concert of Christmas carols that include everyone's favorites. And the sound is lush and rich. "Silent Night, Holy Night," "Joy to the World," "The First Noel" and "Hark! the Herald Angels Sing" are among the familiar selections. Sure to be a big one.

## SPECIAL MERIT ALBUMS

### Specialty

#### AMERICAN HISTORY IN BALLAD AND SONG (3-12")



Folkways GH 5802 — A distinguished educational effort, compiled with taste and considerable research. The three-record set is a "Volume II" follow-up to a previous package. In general, the format is to divide a track into two segments; the first is a portion of a recorded speech (such as Kennedy's Inaugural address) and the second is an appropriate ballad (such as Pete Seeger singing "Then We'll Have Peace"). Material ranges through economic, cultural and political U. S. History, spanning period roughly from mid-19th Century to present. Detailed study guide containing texts, lyrics, etc. accompanies set. Of obvious interest to high school teachers and educational stations.

#### LEARN TO PLAY THE RECORDER



LaNoue Davenport. Music Minus One MMO 202R—The attractive boxed package includes a 36-page instruction book, a recorder and an LP with musical accompaniment for the budding student. The explanations are simple and concise, and raw beginners should be able to play simple tunes in a matter of minutes. This should be a popular family package, and is a good display item.

## ● Reviews of New Albums

Continued from page 34

1863 (M); CS 8663 (S)—The harmonica instrumental group turns its collective attention to some of the great Latin American standards on this set. Many of the tunes should be immediately recognizable to listeners. Among the titles are "The Peanut Vendor," "La Golondrina," "Siboney," "Granada" and "Mexican Hat Dance." This album should be of much interest to the many fans of the group.

#### ★★★★ LET'S DANCE TO AMERICA'S WALTZ FAVORITES

David Carroll and His Ork. Mercury MG 20739 (M); SR 60739 (S)—Very attractive instrumental readings of a lovely group of waltzes by the David Carroll ork that should appeal to the country's many waltz fans. The waltzes range from older items like "Silver Moon," "Stars in My Eyes" and "Perfect Day," to "Tenderly" and "Put Your Dreams Away."

#### ★★★★ SONGS OF THE WONDERFUL GIRLS

Richard Hayman. Mercury MG 20733 (M); SR 60733 (S)—Richard Hayman plays his usual fine harmonica on this collection of tunes with girls' names. The songs include "Ruby," "Peg o' My Heart," "Mona Lisa" and "Anna," among others. Nice jockey programming.

#### ★★★★ ALLEY CAT-GREEN ONIONS

Bill Justis. Smash MGS 27021 (M); SRS 67021 (S)—Piano man Bill Justis had a hit a few seasons back in "Raunchy," a good, down-home kind of tune with a dance beat. Here's an album full of a new brand of danceable fare, featuring Justis' piano again, abetted in turn by rhythm combo or bigger ork with brass and saxes much in view. The recording has a good sound, up-to-date arrangements and a flock of current and recent hits, splashed on the cover in big type, to catch impulse buyers. The two title tunes are heard, along with "Swingin' Safari," "Rinky Dink," "The Stripper," etc.

#### ★★★★ COME ON LET'S PLAY WITH PEARLIE MAE

Pearlie Bailey. Roulette R 25181—This album is actually a blend of two recording styles. It is not divided into "tracks," but presents the sophisticated singer in a continuous performance, backed by a small combo and with some ad-lib chatter by Pearlmae between numbers. However, it is not a "live night club" performance and there's no studio audience. Singer's fans will like her in Bailey's oldies like "A Woman's Work Is Never Done" and "Old Grey Bonnet." Not for the kiddies and definitely not for airplay. Should do well with the cafe set.

#### ★★★★ THE BEST OF DEE CLARK

Vee Jay LP 1047—Clark has had his

share of good pop single activity, and is doing well right now with his current "Back to School Again," which should also mean brisk activity for this "Best of" collection. Tracks here include such hits as "Nobody But You," "Hey Little Girl," "How About That," and the big one "Rain Drops." Clark is a fine artist and this album could easily move him into the LP derby for keeps.

### ★★★ MODERATE SALES POTENTIAL

★★★ GREATEST BANJO HITS  
Excelsior Banjo Band. GNP Crescendo GNP 71

★★★ MEET JULIE HARRIS  
Cameo C 1021 (M); SC 1021 (S)

★★★ LET'S HULA  
Maile Serenaders, Hula H 500

★★★ NA MELE OHANA  
Vicki Li and Her Family, Hula H 501

★★★ DANCING AT THE COPA  
Carmen Canava and His Group. Smash MGS 27010 (M); SRS 67010 (S)

★★★ GABBY PAHINUI WITH THE SONGS OF HAWAII  
Hula H 503

### ★★★★ STRONG SALES POTENTIAL

### CLASSICAL LP'S

★★★★ OPERA OVERTURES  
Czech Philharmonic Orchestra (Anceri and Chalabala). Parliament PLP 167 (S)—Here is a collection of some of the brightest of all opera instrumental material. In a sense it's a good sampling of this field of repertoire, what with titles like "William Tell," "Lohengrin," "The Bartered Bride," "La Forza Del Destino," "The Magic Flute" and "Der Freischutz," all here. The sound is good and the low price should make it an item of substantial appeal for novice collectors.

### LOW-PRICED CLASSICAL

★★★★ BEETHOVEN: SYMPHONY NO. 4 IN B FLAT MAJOR OP. 60  
Czech Philharmonic Orchestra (Ferenek). Parliament PLP 165 (S)—An entry which

(Continued on page 38)

## CHESS HITS...

that are here,  
or in the making

## "NEXT DOOR TO THE BLUES"

by

Etta James

Argo #5424

## "BLUEBERRY HILL"

by

Ramsey Lewis

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

## "HAPPY WEEKEND"

by

Dave "Baby" Cortez

Chess 1834

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# Reviews of New Albums

Continued from page 37

could make a noise at the bargain, \$1.98-\$2.98 price scale. The recording, from the Czech Supraphon catalog, is well made, with occasional superior spots of stereo, and the product bears the kind of name which can sell to the impulse trade, interested in starting a collection. Displayable cover offers bright contrasts of color.

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

## JAZZ LP'S

**\*\*\*\* FOUR TROMBONES**  
Various Artists. Fantasy 6005—This is another album that originally was issued some years ago on the Debut label that was owned by Charlie Mingus. The album has strong name value with J. J. Johnson, Kai Winding and Bennie Green and Willie Dennis the trombonists represented. The album also features Mingus on bass and the MJQ's John Lewis on piano. Although all the participants have been heard to better advantage, the jam session informality of the set and the name values should draw some buyers.

**\*\*\*\* THE DIXIE SOUND OF JACK TEAGARDEN**  
Roulette R 25177—If you like pure Chicago Dixieland sounds, Teagarden is the man to listen to. The album is chockful of fine trombone and vocal work from Jack, and top-flight solos by Don Goldie and other members of the group. "Mahogany Hall Stomp," "Somebody Loves Me," "Millenberg Joys" and "Runnin' Wild" are some of the strong sides.

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

## SPECIALTY LP'S

### COUNTRY & WESTERN

**\*\*\*\* DON HELMS' STEEL GUITAR**  
Smash MGS 27019 (M); SRS 67019 (S)—

A most satisfying album, with the strongly Nashville-based singing guitar of Helms neatly teamed with a solid rhythm group, accenting the rhythm guitar, and a vocal group, the Stephen Scott Singers. As might be expected, the material is largely of the country variety—"I Can't Help It," "I Walk the Line," "I Can't Stop Loving You" and "Four Walls"—for example, but this combo, which also features a sparing use of tenor sax, provides a strong, all-market flavor. Danceable and listenable.

### INTERNATIONAL

**\*\*\*\* THE ROYAL FAMILY OF THE SPANISH GUITAR**  
Celedonio, Celin, Pepe and Angel Romero. Mercury MG 50295 (M); SR 90295 (S)—The well known Romero family of Spanish guitar virtuosos is teamed up on one LP featuring gather Celedonio Romero and his three sons, aged 24, 18 and 14, playing solo and in varying combinations. The works are mainly from the traditional catalog by Granados, Tarrega, Torroba, Albeniz, etc., plus a Villa-Lobos prelude and some original compositions and arrangements by the head of the Romero family. Concerts and TV appearances will help sales in the United States.

### LATIN AMERICAN

**\*\*\*\* THE WORLD'S GREATEST LATIN BAND**  
Machito. GNP Crescendo GNP 72—Infectious performances of a collection of both Latin American and American standards by Machito and his ork, featuring through Graciella on two of the selections. Songs include "Tenderly," "Moonlight in Vermont," "Alma Con Alma" and "Bernie's Tune." Good dance wax for Latin fans.

### FOLK

**\*\*\*\* A TREASURY OF SPANISH AND MEXICAN FOLK SONGS (2-12")**  
Cynthia Gooding. Elektra EKL 218—A two-disk set listing at the price of one LP, these contain some of the finest Spanish and Mexican folk songs. Cynthia Gooding sings them with the requisite emotion, dividing them into several categories: romances and corridos, bull-running, dancing, songs of war and occupation, drinking songs, love songs, children's, and religious songs. The two dozen Spanish and dozen Mexican titles will appeal to fans of authentic folk material.

### RELIGIOUS

**\*\*\*\* FRIDAY NIGHT SERVICE WITH CANTOR JOSEPH KANEFSKY**  
Folkways FR 8917—The Jewish Friday night service is beautifully executed here by Cantor Joseph Kanefsky. The full meaning of the words spoken have much dramatic impact as a result of the eloquent way in which they are read. Included in the recorded service are Psalm 95, "The Inauguration of the Sabbath," "Psalm of David," Psalm 29, etc. This album is a perfect holiday gift.

### SPECIALTY

**\*\*\*\* FOR PIANISTS ONLY! MUSIC MINUS ONE PIANO**  
Various Artists. Music Minus One MMO 4007—Pianist-composer-arranger, Mal Waldron, has provided a new entry in the Music Minus One catalog, for pianists wishing to work as part of a small jazz combo. Ten standards are provided with the piano part missing on the disk and with the music for piano bound into the album cover. For each selection, the group plays two choruses, with a piano solo sandwiched between. Not too difficult for many amateur pianists to enjoy, this is an interesting foray outside the classical field.

**\*\*\*\* JAZZ BAND MUSIC MINUS ONE SAXOPHONE**  
Various Artists. Music Minus One MMO 4006—Amateur saxophone players have, in this package, music plus recorded accompaniment enabling them to work with a jazz group. Reed man Bob Wilber has composed and arranged eight pieces, each of which is arranged for alto (or baritone) sax, and also for tenor. All the tunes are in the modern idiom, and offer sufficiently different moods and tempos to provide a real workout for the would be jazz blower.

**\*\*\*\* GETTING ALONG IN RUSSIAN**  
I. Mikanov and Countess Buxhoeveden. Folkways FI 8161—Russian-language instruction is booming in U. S. schools as a by-product of international situation, Peace Corps, et al., and this handsome album is aimed squarely at this market. Language material is drawn from Mario Pei's pocket-sized book of same title, and thus has pre-sold audience. Voicing is done with interesting technique. To avoid single-voiced monotony, male and female voices are used, alternating with each new phrase (which is read twice). Booklet of complete set of phrases, in English, and Cyrillic and phonetic Russian, accompanies record.

**\*\*\* MODERATE SALES POTENTIAL**

### CLASSICAL

**\*\*\* MOUSSORGSKY: SONGS AND DANCES OF DEATH**  
Galina Vishnevskaya, Soprano; Mstislav Rostropovich, Pianist. Philips PHM 500-021 (M); PHS 900-021 (S)

**\*\*\* TEMPLE PAINTER HARPSICORD RECITAL**  
Artia ALP 198 (S)

### LOW-PRICED CLASSICAL

**\*\*\* JANACEK: TARAS BULBA; SINFONETTA**  
Czech Philharmonic Orchestra (Ancerl). Parliament PLP 166 (S)

### FOLK

**\*\*\* FAVORITE JEWISH FOLK SONGS**  
Tova-Ben-Tsvl. Fontana MGC 27503 (M); SRF 67503 (S)

**\*\*\* DOLICIMER SONGS AND SOLOS**  
Paul Clayton. Folkways FG 3571

### SPOKEN WORD

**\*\*\* CHAUCER**  
Victor L. Kaplan. Folkways FL 9859

**\*\*\* EZRA POUND READING HIS POETRY**  
Caedmon TC 1155

### LATIN AMERICAN

**\*\*\* GREATEST LATIN HITS**  
Rene Touzet. GNP Crescendo GNP 74

## Monument Sales

Continued from page 5

Fla.; United Record Distributing, Houston; Hart Distributing, Los Angeles; McDonald Brothers, Memphis; H. Lieberman Company, Minneapolis; Music City Distributors, Nashville; All-State New Jersey, Inc., Newark, N. J.; All-South Distributing, New Orleans; London Records Distributing Corporation, New York City; Oklahoma Record Supply, Oklahoma City, and Raymond Rosen & Company, Philadelphia.

Also, Sunland Frontier Distributing, Phoenix, Ariz.; Standard Distributing, Pittsburgh; Stone Distributors, San Francisco; Stanley Distributors, Seattle; Roberts Record Distributors, St. Louis; Gerber Distributing, Syracuse, and

# BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last Week Week By special survey for week ending 10/6 Weeks on Chart

Rank	Weeks on Chart	Title, Artist, Label & Number
1	3	SHERRY, Four Seasons, Vee Jay 456
2	1	GREEN ONIONS, Booker T & the MG's, Stax 127
3	5	LIE TO ME, Brook Benton, Mercury 72024
4	4	DO YOU LOVE ME, Contours, Gordy 7005
5	15	STORMY MONDAY, Bobby Bland, Duke 355
6	2	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032
7	26	DON'T YOU WORRY, Don Gardner & Dee Dee Ford, Fire 513
8	6	LOCO-MOTION, Little Eva, Dimension 1000
9	16	BEECHWOOD 4-5789, Marvelettes, Tamla 54065
10	20	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352
11	7	SHEILA, Tommy Roe, ABC-Paramount 10329
12	8	RAMBLIN' ROSE, Nat King Cole, Capitol 4804
13	11	PARTY LIGHTS, Claudine Clark, Chancellor 1113
14	12	RINKY DINK, Dave (Baby) Cortez, Chess 1829
15	17	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345
16	25	PATCHES, Dickey Lee, Smash 1758
17	10	TWIST AND SHOUT, Isley Brothers, Wand 124
18	14	SOMEDAY, SOMEWAY, Marvelettes, Tamla 54065
19	—	MONSTER MASH, Bobby (Boris) Pickett & The Crypt Kickers, Garpax 44167
20	9	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036
21	—	MASHED POTATOES U. S. A., James Brown & the Famous Flames, King 5672
22	29	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019
23	27	POINT OF NO RETURN, Gene McDaniels, Liberty 55480
24	21	STOP THE WEDDING, Etta James, Argo 5418
25	23	BROKEN HEART, Fiestas, Old Town 1122
26	13	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041
27	—	STUBBORN KIND OF FELLOW, Marvin Gaye, Tamla 54068
28	—	HE'S A REBEL, Crystals, Philles 106
29	—	SWEET SIXTEEN BARS, Earl Grant, Decca 25574
30	19	BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046

### SACRED

**\*\*\* THE GUIDING HANDS**  
Buddy Jack. Artem 1011

### POLKA

**\*\*\* WANNA HEAR A POLKA?**  
Various Artists. Cuca K 2001

### CHILDREN'S

**\*\*\* PIDGEN ENGLISH CHILDREN'S STORIES**  
Kent Bowman. Hula H 502

Schwartz Brothers, Inc., Washington. A Honolulu distributor will be named shortly.

With Monument going on its own October 1, Foster announced a new four-color label for all forthcoming Monument single and LP product, together with a new numbering system. First Monument single release is expected to be on the market October 10. Record manufacturing agreements have been completed with RCA Victor Custom, Rockaway, N. J., and Indianapolis, while West Coast and Western States pressings will be handled by Monarch Record Pressing, Los Angeles.

## Oldies-But-Goodies

Continued from page 5

this vein. This is not only because the indie firms have had the most hits, but the major firms appear to be more interested in straight pop-type LP's than the rock stuff.

Putting together single hits in an album is not at all new. In the modern era Columbia started it with its collection of hits by artists, and then later by groups of artists. But few traders would have expected old rock and roll hits to have appeal on albums. Feeling was that rock items were temporary things; time has proved they aren't.

Meanwhile, old rock and roll singles—or some of them anyway—have continued to have high demand in the big cities. Stores in large cities have built a whole business on selling oldies, and rare oldies command prices in the \$1 to \$5 range among true collectors. Old rock singles have the appeal that old jazz records used to have for collectors two and three decades ago.

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**I'LL BRING IT HOME TO YOU**

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*Betty Lavett*

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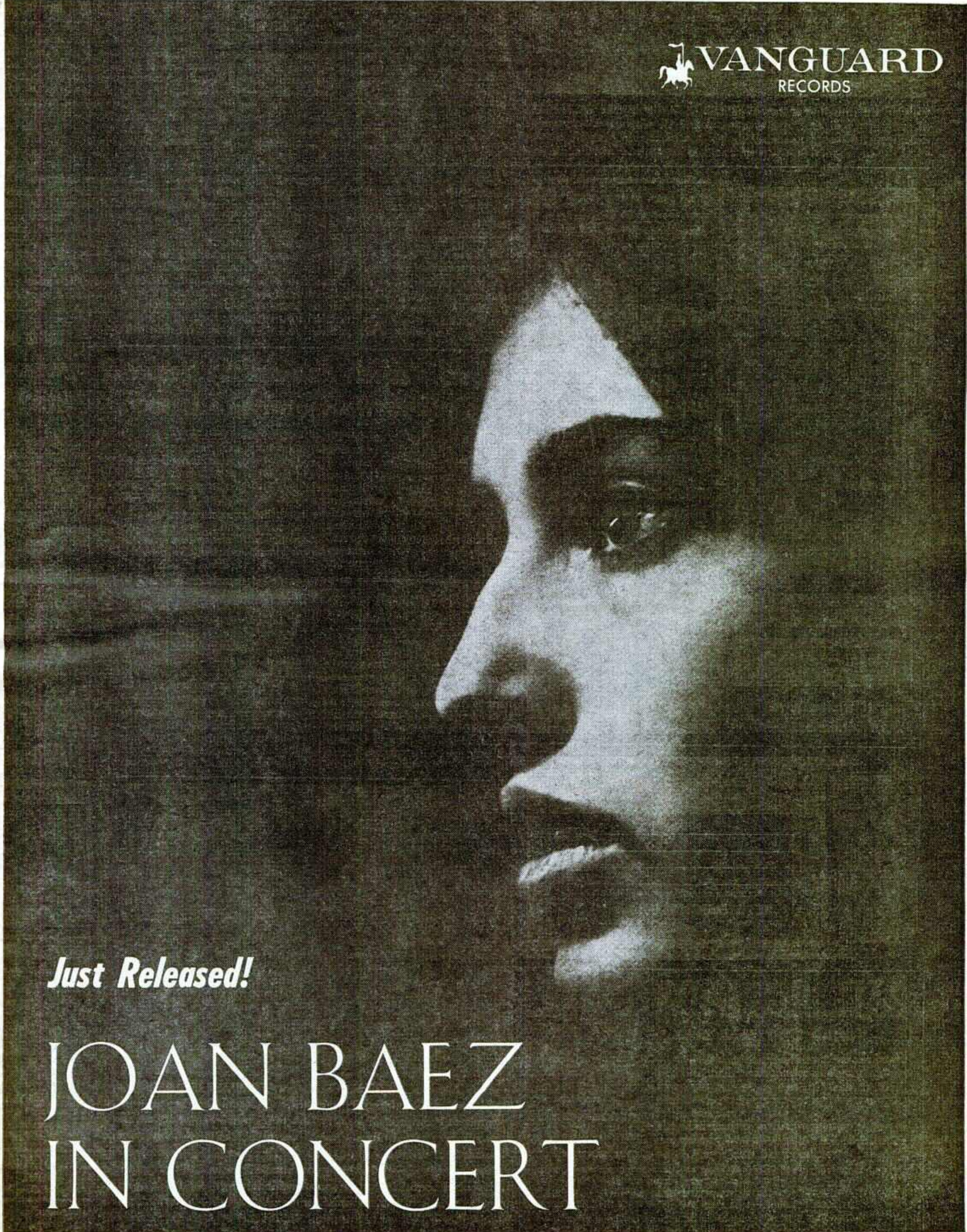


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## ● Reviews of New Singles

● *Continued from page 15*

theme material from MGM's current TV series. The horn is neatly assisted by strings. Fine programming. (Miller, ASCAP) (2:15)

★★★★ Don't Blame Me—The alto star blows in fine form here. The tune is the standard and Hodges is supported by good rhythm and string sections. Worthwhile mood programming. (Robbins, ASCAP) (2:45)

CLIFF RICHARD  
★★★★ Wonderful to Be Young — DOT 16399—Burt Bacharach and Hal David wrote this as the title tune to Cliff Richard's new movie, just being premiered here. The British rocker works neatly with a femme chorus and a neat background. Side has a real chance and it'll get heavy plugs during the singer's forthcoming promotion visit here. (Famous, ASCAP) (2:39)

★★★★ Got a Funny Feeling—A rocker blues, also taken from the score of Richard's new film. Has a good sound but the flip has an edge. (Harms-Witmark, ASCAP) (2:54)

THE TORNADOES  
★★★★ Telstar—LONDON 9561—This side is a fast chart climber in England. The instrumental group goes into an easy swing after some electronic effects and sharp organ work. It's a novelty side that might get some action. (Ivy, ASCAP) (3:14)

★★★★ Jungle Fever—Here's an instrumental that builds nicely to an easy rock tempo. The side features strong drum work, organ swing and the usual jungle sound. Could catch some play. (Southern, ASCAP) (2:10)

MANTOVANI  
★★★★ Theme From Mutiny on the Bounty—LONDON 9567—Here's the theme from the flick, given a mighty imposing reading by the Mantovani ork. The side is done in a high dramatic style. (Miller, ASCAP) (3:05)

★★★★ Love Song From Mutiny on the Bounty—Dreamy version of the tune from the forthcoming flick. The side has a Polynesian tint, and features strings with obligato female voices. (Miller, ASCAP) (2:27)

MAUREEN ARTHUR  
★★★★ Don't Make the Angels Cry—CARLTON 579—Pleasant ballad with some beat, and nice showcase for thrush's cute little voice. She's backed by small ork and femme chorus. Kids could build this one. (Pambill-Odin, ASCAP) (2:24)

★★★★ What Does He Do With Her—A pretty, soft ballad, sung with pathos by the gal. Pleasant backing helps, too. Has teen appeal. (Odin, ASCAP) (1:58)

BARRY GORDON  
★★★★ You Can't Lie to a Liar—CADENCE 1431—Barry Gordon, now an actor in the show "A Thousand Clowns," handles this catchy rocker with feeling over a tasteful arrangement by the Archie Bleyer ork. Side could break the lad through as a singer. (E. H. Morris, ASCAP) (2:26)

★★★★ You Can't See the Trees (For the Forest)—Tender ballad is sold with feeling by Barry and again the backing is groovy and warm. Two nice sides. (Barry Michael, BMI) (2:56)

BROTHERS FOUR  
★★★★ 25 Minutes to Go—COLUMBIA 42586—The lads are in good style with this pseudo comic side that tells the tale of a prisoner's last minutes. The lead sings well and the side moves right along. (Hollis, BMI) (3:30)

★★★★ The Tavern Song—This side comes from the album "The Brothers Four Song Book" and features the boys singing the old drinking traditional tune with obvious glee. (Bigareff, BMI) (2:15)

BERNIE LEIGHTON  
★★★★ Theme From the War Lover—COLPIX 658—The movie theme gets a powerful reading from pianist Leighton and a big ork featuring strings in the background. The side also features voices as it builds to climaxes. (Columbia Pictures, ASCAP) (2:27)

BILL DOGGETT  
★★★★ Choo Choo—COLUMBIA 42531—Organ man Doggett has a punching blues instrumental here that's highly danceable. The side swings in a good groove with fine solo work from tenor sax. (Islip, BMI) (2:33)

★★★★ Oops — Fast-moving, eight-to-the-bar blues here. Strong guitar work (both in a playing and talking groove). The side should make a good dance instrumental for jocks. (Islip, BMI) (2:19)

ERNIE MARESCA  
★★★★ Something to Shout About—

SEVILLE 122—The "Shout Shout" lad is shouting again on this pushing medium tempo rocker. The side moves right along on strong rough singing party atmosphere and the background of vocal chorus. (Syndicated, ASCAP) (2:17)

★★★★ How Many Times?—The vocalist sings with a good deal of country feeling on this side. The boy's vocal work is multi-tracked against easy middle beat and vocal chorus. (Syndicate, ASCAP) (2:07)

FREDA PAYNE  
★★★★ Slightly Out of Tune (Desafinado)—ABC-PARAMOUNT 10366—The thrush, newly signed by the label, has a Carmen McRae touch about her voice as she turns in an effective reading of the current Getz-Byrd instrumental hit. The gal has a sound and she could grab play here. (Hollis, BMI) (2:28)

★★★★ He Who Laughs Last—(Aldon, BMI) (2:03)

CAROL HALL  
★★★★ Hangin' On to You—COLUMBIA 42580—A soft thrashing job by the gal, full of tenderness. It's a three-beater and it employs a chorus and simple backing. Has a strong touch of the Nashville sound. (Karolyn, ASCAP) (2:28)

★★★★ Never Give Away Your Heart (Too Soon)—(Cigma, BMI) (2:54)

HUEY P. SMITH AND THE CLOWNS  
★★★★ If It Ain't One Thing It's Another—ACE 8002—Typical Huey Smith novelty is handled with verve by the leader as he takes the lead vocal with help from the boys in the band. Worth spins. (Ace, BMI)

★★★★ Talk to Me Baby—(Ace, BMI)

JOHN COREY  
★★★★ I'll Forget—VEE JAY 466—Here's an infectious rocker that has a beat, a sound, and a good vocal by Corey supported by some fresh work by the ork. Its got a chance for sales. (Bobob, ASCAP) (2:23)

★★★★ Pollyanna—(Bobob, ASCAP) (2:20)

THE DUKAYS  
★★★★ I Feel Good All Over—VEE JAY 460—Lead singer comes through with an emotional performance of this driver while a femme group lends him close support and the ork arrangement is alive, too. A side to watch. (Roosevelt, BMI) (2:05)

★★★★ I Never Knew — (Conrad-Karlan, BMI) (2:20)

JOHN LASALLE  
★★★★ Montage—WARNER BROS. 5312—A jazz-oriented instrumental with some interesting flute and percussion work. Side swings along at medium clip and it rates a listen by jocks. (DeeKay, ASCAP) (2:18)

★★★★ Stella by Starlight — (Famous, ASCAP) (2:35)

BIG DEE IRWIN  
★★★★ Everybody's Got a Dance But Me—DIMENSION 1001—The lad sings this rhythm teen item with feeling. The tune is built around the great number of dance tunes around these days. Titles are included as part of the background and the boy's vocal is multi-tracked. Side should get lots of play and is a fine dance item. (Aldon, BMI) (2:12)

★★★★ And Heaven Was Here — (Aldon, BMI) (2:47)

ETTA JAMES  
★★★★ Next Door to the Blues—ARGO 5424—Gospel-styled, solidly paced number in which the thrush is backed by punchy combo in number which tells how she has moved right into romantic troubles. Might develop well. (Figure, BMI) (2:44)

★★★★ Fools Rush In—(Bregman, Vocco & Conn, ASCAP) (1:56)

D. C. WASHINGTON  
★★★★ The Mohawk—FELSTED 8655—Singer goes on the vocal warpath with this cute semi-novelty, themed to new Mohawk dance step. Tempo is rock-style, with nice backing provided by ork, grunt-chanting chorus, and funky guitar. (Studio, BMI) (2:22)

★★★★ I Intend—(Midway, ASCAP) (2:02)

PAT THOMAS  
★★★★ Desafinado—VERVE 10269—Here is a vocal version of the current Charlie Byrd-Stan Getz tune that's stirring action around the land. The new lass sings it nicely against a bossa nova beat. Jocks might give this a spin or two. (Hollis, BMI) (2:25)

★★★★ One Note Samba—(Leeds, ASCAP) (2:00)

SHEB WOOLEY  
★★★★ Give That Ball to Willie B—MGM 13094—A rousing, exciting tale of a football hero who cuts out at a critical moment. The backing is wild, the story clever and the record is memorable. Good fun for deejays to spin this fall. (Painted Desert, BMI) (2:53)

★★★★ The Legend of Echo Mountain—(Channel, ASCAP) (2:27)

RAY JOHNSON  
★★★★ Kinda Groovy—INFINITY 024—Solid organ work gives this side a good deal of dance punch. The instrumental is done in a strong medium tempo blues groove and it should provide tasty background for teen dancing. (C. G., ASCAP) (2:35)

★★★★ Soul City—(Movie, ASCAP) (2:30)

LARRY MUHOBERAC  
★★★★ Tailspin — COVER 8201—Sprightly piano gives this highly listenable side an extra appeal. The side features some very strong work from the rhythm section and good tenor sax work, all of which add up to a record that could get much play. (Quilted, BMI) (2:11)

★★★★ Look Out—(Quilted, BMI) (2:02)

BOB SUMMERS  
★★★★ Scramble—CHALLENGE 9168—A frantic upbeat, which features some intriguing guitar sounds, in somewhat the style of Les Paul. A sharp side with a real sound. Watch it. (Exbrook, BMI) (1:58)

★★★★ One-Stop—(Four Star, BMI) (2:12)

DELLA REESE  
★★★★ As Long as He Needs Me—RCA VICTOR 8093—Miss Reese sings the ballad from the forthcoming Broadway production of "Oliver" with much style. The lass does a fine job in this production number while strings and rhythm fill the background. (Hollis, BMI) (2:30)

★★★★ It Makes No Difference Now—(Peer, Int'l, BMI) (2:25)

LENA HORNE  
★★★★ Where Is Love?—RCA VICTOR 8092—Here's a ballad from "Oliver" which is given the lush treatment by Lena. Side is sold with tenderness against string backing. Good programming. (Hollis, BMI) (2:32)

★★★★ Come On Strong—(Edwin H. Morris, ASCAP) (2:45)

LINK DAVIS  
★★★★ Little Red Boat—ALL BOY 8505—The side has a bit of spiritual sound and moves right along at an easy pace. The lad does a good singing job while a soft vocal chorus adds to the effectiveness of the side. (Longhorn, BMI) (1:45)

★★★★ Forget-Me-Nots — (Longhorn, BMI) (2:37)

JOHNNY MACRAE  
★★★★ Dow-Ditt-Dow — FELSTED 8654—Here's a cute side that swings nicely as the lad tells of his success as a country songwriter. The tune is a compilation of song titles and should tickle many teen ribs. (Garpax-Saracen, BMI) (2:15)

★★★★ Honest John — (Garpax-Saracen, BMI) (2:25)

THE LIMELITERS  
★★★★ Who Will Buy?—The Limeliters sing this tune from "Oliver" in folk style. The harmony is tight and the tune is given a rousing reading after a soft beginning. This one could get wide radio exposure. (Hollis, BMI) (2:31)

★★★★ Funk—(Amodeo, ASCAP) (2:15)

ANITA RAY  
★★★★ Wouldn't It Be Lovely? (Chappell, ASCAP) (1:34)—★★★★ I'm in Love With Jim (Hullabaloo, BMI) (2:28). CHOREO 108

STEVE CLAYTON  
★★★★ Angel in Leather (Spiral, ASCAP) (2:41) — ★★★★★ Scotty (Stay in School) (Spiral, ASCAP) (1:43). SPIRAL 3850

L. C. COOK  
★★★★ Tell Me (Kags, BMI) (2:05)—★★★★ You're Workin' Out Your Bag (Kags, BMI) (2:15). SAR 134

HAROLD BLURRAGE  
★★★★ Master Key (Vapac, BMI) (2:47)—★★★★ Faith (And Understanding) (Vapac, BMI) (2:45). M-PAC 7201

ANNE MICHAELS  
★★★★ Don't You Think I Ought to Know (Popular, ASCAP) (1:56)—★★★★ Wouldn't It Be Lovely (Chappell, ASCAP) (2:13). AMBER 209

GARY AND THE CASUALS  
★★★★ My One Desire (Tedd, BMI) (2:02)—★★★★ Someone Like You (Tedd, BMI) (2:05). VANDAN 2976

BELVEDERES  
★★★★ Lost Love (Stan, BMI) (1:45)—★★★★ Why Do You Treat Me This Way (Stan, BMI) (2:21). POPULAR 114

SHARON RHODES  
★★★★ My Man Wears a Gun (Peddy, BMI) (1:45) — ★★★★★ Billy Nowhere (Peddy, BMI) (2:03). CYPRESS 811

DOBBIE GRAY  
★★★★ Look at Me (Breezy Willow, ASCAP) (2:07) — ★★★★★ Walking and Whistlin' (Breezy Willow, ASCAP) (2:25). CORDAK 1602

JIMMY GRIFFIN  
★★★★ Girls Grow Up Faster Than Boys (Lyle-Hollyjo, ASCAP) (2:58)—★★★★ It's a Free Country (Jimskip, BMI) (2:12). REPRISE 20114

JACK CARROLL  
★★★★ Being in Love (BRB, ASCAP) (2:19)—★★★★ In the Still of the Night (Chappell, ASCAP) (2:15). TALENT 1002

MALCOLM DOGGS  
★★★★ In All My Wildest Dreams (Integrity, ASCAP) (2:58)—★★★★ A Rendezvous With a Broken Heart (Integrity, ASCAP) (2:56) AMY 861

LAFAYETTE LEAKE TRIO  
★★★★ After Hours (Popular, ASCAP) (2:55) — ★★★★★ Disgusted (Ghana, BMI) (2:35). VAL 02

PORGY AND THE POLKA DOTS  
★★★★ Say Yeah (Frisco & La Salle, BMI) (2:33)—★★★★ Riding High (Frisco & La Salle, BMI) (2:08). FRISCO 103

RAY MEARS  
★★★★ That's How Little Girls Grow Up (Mixer, BMI) (2:15) — ★★★★★ Stormy Love (Mixer, BMI) (2:27). FEDORA 1013

THE SURFMEN  
★★★★ El Toro (Dolly Bee, BMI) (1:59)—★★★★ Malibu Run (Dolly Bee, BMI) (2:20). TITAN 1727

TY HUNTER  
★★★★ Gladness to Sadness (Chevis, BMI) (2:45)—★★★★ Lonely Baby (Kapa, BMI) (2:55). CHECK-MATE 1015

CHECK-MATES  
★★★★ What Do You Do? (Voltage, BMI) (2:16)—★★★★ Shoo-Be-Shoo-Be-Do (Voltage, BMI) (2:26). REGENCY 26

BERNA DEAN  
★★★★ Morning, Noon and Night (Travis, BMI) (2:26)—★★★★ The World Keeps Changing (Travis, BMI) (1:57). IMPERIAL 5877

DAVE HOWARD  
★★★★ A Hundred (Sea-Lark, BMI) (2:20)—★★★★ In Room 202 (MMs, ASCAP) (2:33). CHOREO 106

STANLEY LIVINGSTON  
★★★★ Hairspray (RAP) (2:06) — ★★★★★ Fen Pal (Garpax) (1:58). MARILYN 83

THE VELS  
★★★★ Mysterious Teen-Age (Trecco, BMI) (2:15) — ★★★★★ Please Be Mine (Trecco, BMI) (2:20). TREBEO 702

THE HONDAS  
★★★★ Twelve Feet High (Hazelwood, BMI) (2:18)—★★★★ Send It (Hazelwood, BMI) (2:02). EDEN 4

RICKY ATERO  
★★★★ You Let Me Down (Songs of the Hill, BMI) (2:45)—★★★★ Spin, Spin the Record (Sweco, BMI) (2:05). HILLSIDE 500

THE APOLLOS  
★★★★ No Money (Cepha, BMI) (2:30)—★★★★ Forget (Cepha, BMI) (2:20). TIDE 1084

JIMMY GRESHAM AND THE GIBSON KINGS  
★★★★ Tears Won't Fall (Gresh, BMI) (2:18) — ★★★★★ Come On (Gresh, BMI) (2:21). KITTY 1004

THE VELVETONES  
★★★★ The Glory of Love (Shapiro-Bernstein, ASCAP) (2:45)—★★★★ I Love Her So (Travis, BMI) (2:16). IMPERIAL 5878

TEOLA  
★★★★ Now Is the Time (Dixiana, BMI) (2:28)—★★★★ Don't Believe It (Big Bopper, BMI) (2:44) HALL-WAY 1908

SCOTTY McKAY  
★★★★ Little Miss Blue (Lowery, BMI) (2:17)—★★★★ Half a Heartache (Little Star-Caderlane) (2:14). ACE 8003

JAY REIDEL  
★★★★ I'm Nice to Everyone But You (Merry-Go-Round Melody, BMI) (2:14)—★★★★ Little Glass House (Peer Int'l, BMI) (2:04). FORD 120

LINCOLN CHASE  
★★★★ Sweet Torture (Roosevelt, BMI) (2:15)—★★★★ I Just Couldn't Say Good-bye (Studio, BMI) (2:25). SWAN 4120

MARK VALENTINO  
★★★★ The Push and Kick (Claridge, ASCAP) (2:26) — ★★★★★ Walking Alone (Conley, ASCAP) (2:05). SWAN 4121

THE JACK HALLORAN QUARTETTE  
★★★★ Thank You Lord (E. Barton Moore)—★★★★ My New Mexico (E. Barton Moore). ATOMIC 439

LOUIS JORDAN  
★★★★ Workin' Man (Prentiss-Clark, ASCAP) (1:45) — ★★★★★ The Meeting (Tangerine, BMI) (2:59). TANGERINE 926

JOE TEMPLETON  
★★★★ Little Miss Mousey (Top Ten, BMI) (2:14)—★★★★ Lover Be Fair (Top Ten, BMI) (2:27). AMY 843

(Continued on page 42)



NEXT WEEK

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# SUE'S SWINGING WITH 2 SMASH HITS!

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## "MY PEN'S NOT FILLED WITH INK"

The Shockettes  
Symbol 914



# Sue

RECORDS 1650 BROADWAY NEW YORK 19, N. Y.

# Reviews of New Singles

Continued from page 40

**JIMMY DONLEY**  
 \*\*\* Honey Stop Twistin' (Crazy Cajun-Treetop, BMI)—\*\*\* Hello Remember Me (Crazy Cajun-Treetop, BMI), TEAR DROP 3005

**DEAN RANDOLPH**  
 \*\*\* How About That (Saturn-Satellite, ASCAP) (2:16)—\*\*\* Come With Me (Saturn-Satellite, ASCAP) (2:45), CHANCELLOR 1122

**NORMAN LUBOFF**  
 \*\*\* Seventy-Six Trombones (Frank, ASCAP) (2:33)—\*\*\* Consider Yourself (Hollis, BMI) (2:12), RCA VICTOR 8095

**THE EMOTIONS**  
 \*\*\* Echo (Spare Rib, BMI) (2:25)—\*\*\* Come Dance Baby (Spare Rib, BMI) (2:02), KAPP 490

**TOM AND JERRY**  
 \*\*\* Surrender, Please Surrender (Village, BMI) (2:10)—\*\*\* Fightin' Mad (Village, BMI) (2:05), ABC-PARAMOUNT 10363

**ENRICO**  
 \*\*\* Gigot (Songsmiths, ASCAP) (2:24)—\*\*\* Allo! Allo! Allo! (Songsmiths, ASCAP) (2:07), 20TH FOX 313

**FRANKIE VAUGHAN**  
 \*\*\* I'm Gonna Clip Your Wings (MRC, BMI) (2:22)—\*\*\* Hercules (Tobie-Ann) (1:55), PHILIPS 40070

**THE ESCORTS**  
 \*\*\* Submarine Race Watching (Champion, BMI) (2:32)—\*\*\* Somewhere (G. Schirmer, ASCAP) (2:28), CORAL 62336

**OFF KEYS**  
 \*\*\* Our Wedding Day (ASCAP) (3:10)—\*\*\* Singing Bells (ASCAP) (2:40), ROWE 003

**CHUCK AND ONEDA HARDING**  
 \*\*\* Graveyard Ghost (Pamper, BMI) (2:27)—\* Private Property (Pamper, BMI) (1:58), T.R.C.

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

### CHILDREN'S

**JIM TIMMEN'S ORK**  
 \*\*\* Touche Turtle—GOLDEN 700—

Here's the cute signature tune, done effectively by the mixed vocal group and ork, for the newest Hanna Barbera TV character. Should sell well to the juve TV fans.

**\*\*\* Dum Dum**—Yet another of the Hanna-Barbera TV friends gets the musical theme treatment here. He's a friend of Touche the Turtle, honored on the flip. Bright, breezy sound.

**GOLDEN TONES**  
 \*\*\* Woody Woodpecker March—GOLDEN 699—One of the favorite TV cartoon characters of all is the inspiration for this cute little ditty, performed appealingly by the Golden Tones vocal group and Jimmy Carroll's band.

**\*\*\* Andy Panda Polka**—Here's one of Woody Woodpecker's TV buddies, highlighted by this gay tune by the group in polka style. Two good ear catchers for the youngest set.

**ART CARNEY**  
 \*\*\* The Ugly Duckling (Parts I & II)—Golden 697—Here's a kiddie tune based on Hans Christian Andersen's tale based narrated and sung by TV star Art Carney with good backing by the Mitch Miller chorus and ork. Sad tale for the very young fry.

**LARRY HARMON'S TV BOZO**  
 \*\*\* Magic Whistle—GOLDEN 698—Larry Harmon, creator of TV 's Bozo the clown, sings and tells the story of Bozo's magic whistle. Has a soft, simple touch and the story should appeal strongly to the little ones.

**\*\*\* Belinda's Rainy Day**—A bright, breezy, tongue-twister kind of tale, told effectively by Harmon. He repeats the verses, slower each time, which makes a good gimmick. Billy May provides fine backing.

### COUNTRY & WESTERN

**\*\*\* Gee, I Feel Sorry for Me**—HALLWAY 1909—A bright sounding bouncy tune by Barnes, even though the message is on the sad side. Smart arrangement and a stylish performance could win plays. (Jack-Big Bopper, BMI) (2:03)

**\*\*\* How Blue Can You Get?**—Barnes turns in a warm and sincere weeper-styled performance. It's a pretty tune and there's effective use made of the chorus. Has a chance for good play (Jack-Big Bopper, BMI) (2:57)

**ROBIN LEE**  
 \*\*\* Dream Drifter—REPRISE 20111—Slow ballad about a lost love, with nice backing by ork and female chorus. Chanter performs in easy, relaxed style. (Glenn, ASCAP) (2:12)

**\*\*\* If That's for Me**—(Symbol, BMI) (2:00)

**JOHNNY RIVERS**  
 \*\*\* Long Black Veil—CAPITOL 4850—This side tells the story of a killing in the Western style. The lad sings it with conviction against a backing that employs chorus and country sounds although it has heavy pop flavor. (Cedarwood, BMI) (2:29)

**\*\*\* This Could Be the One**—(Pine Top, BMI) (2:21)

### JAZZ

**AL GREY-BILLY MITCHELL**  
 \*\*\* Nothing But the Truth—ARGO 5421—Here's a swinging side from the two ex-Basileites. The tune is in the preacher jazz groove with stompin' tamborines and pulsing rhythm section. The side also features fine solo work by the leaders. (Modern Art, BMI) (3:15)

**\*\*\* Dirty Low Down Blues**—(Arc, BMI) (4:13)

**\*\*\* MODERATE SALES POTENTIAL**

### COUNTRY & WESTERN

**BOB HAYES**  
 \*\*\* 1862 (Lake, BMI) (2:38)—\*\*\* Money in the Bank (Lake, BMI) (2:23), ESTRELLA 104

**JACK ANGEL**  
 \*\*\* (You're Here So) Everything's All Right (Hill & Range, BMI) (1:25)—\*\*\* When I Start Drinking (Noches, BMI) (2:37), SPINDLETOP 45003

**SMOKEY STOVER**  
 \*\*\* Sometimes You Just Can't Win (Glad, BMI) (2:35)—\*\*\* On the Warpath (Mixer, BMI) (2:00), TOPPA 1061

**EDDIE BOND**  
 \*\*\* As Long as I'll Forgive (Blakie, BMI) (2:50)—\*\*\* I Guess I've Got the Blues (Blakie, BMI) (2:02), PEN 114

**JANET McBRIDE**  
 \*\*\* Why'd You Do It (Mixer, BMI) (2:17)—\*\*\* Holding on to You (Mixer, BMI) (2:30), TOPPA 1072

**CHICKIE WILLIAMS SINGS**  
 \*\*\* When I'm Gone You'll Soon Forget (ASCAP) (3:05)—\*\*\* I'm Drifting Back to Dreamland (Edwin H. Morris, ASCAP) (3:05), WHEELING 1031

**MILT FORESTER**  
 \*\*\* Somebody Else's Dreams (Mixer, BMI) (2:15)—\* For Me and Her Memory (Mixer, BMI) (2:15), TOPPA 1070

**ADRIAN ROLAND**  
 \*\*\* Sweetheart to Friend (Glad-Mixer, BMI) (2:30)—\*\*\* Same Old Fool (Aldon, BMI) (2:35), TOPPA 1064

**DOC WILLIAMS SINGS**  
 \*\*\* Never Have I Been So All Alone (Altoona, BMI) (2:30)—\*\*\* I Couldn't Do Without My Baby (Altoona, BMI) (2:17), WHEELING 1030

**RAY MARABLE**  
 \*\*\* I Dreamed About You (Quilted, BMI) (2:13)—\* Evening Shadows (Quilted, BMI) (2:00), COVER 9122

**LITTLE JIMMY DEMPSEY**  
 \*\*\* Turn Around (Plantation, BMI) (2:04)—\*\*\* Gay Night Life (Plantation, BMI) (2:07), TANNER 9310

**MELBA MONTGOMERY**  
 \*\*\* Happy You Lonely Me (Lonzo & Oscar, BMI) (2:31)—\*\*\* Your Picture (Keeps Smiling Back at Me) (Lonzo & Oscar, BMI) (2:19), NUGGET 2800

**LONZO AND OSCAR**  
 \*\*\* Don't Want to Change It Now (Lonzo & Oscar, BMI) (2:12)—\*\*\* Catfish Dinner (Lonzo & Oscar, BMI) (2:15), NUGGET 2022

**DOTIE BRISCO**  
 Goodby Goodby Forever (Mixer, BMI) (2:30)—\* I'll Wait Till You Want Me (Mixer, BMI) (2:37), TOPPA 1067

**DOC WILLIAMS SINGS**  
 The Old Brown Coat Story (2:55)—Maple Sugar Sweetheart (BMI) (2:08), WHEELING 1028

**TED MILLER**  
 Sand in My Eyes (Slim Willet, BMI) (1:55)—Dark Cloud (Slim Willet, BMI) (2:17), WINSTON 1065

**SMOKEY PLEACHER SINGS**  
 I'm Thinking Tonight of My Blue Eyes (2:25)—Maybe (2:35), WHEELING 1029

**JAZZ**  
**JOHNNY MORRIS TRIO**  
 \*\*\* I Feel Pretty (Bernstein-Sondheim, ASCAP) (2:58)—\*\*\* Walk on the Wild Side (Columbia Pictures, ASCAP) (2:50), AMBER 211

# LIMITED SALES POTENTIAL

**JILL DONNER**  
 Bitter Tears (Winslow, ASCAP) (2:44)—Tropical Ecstasy (Winslow, ASCAP) (2:36), RONNIE 2019

**SAMMY MARSHALL**  
 Be Optimistic (McGinty, ASCAP) (2:24)—You Better Get Married (McGinty, ASCAP) (2:00), ROXIE 326

**BEN TATE**  
 It Was Early One Morning (Winslow, ASCAP) (2:29)—Kitty, the Coffee-Cup Girl (Winslow, ASCAP) (2:23), RONNIE

**THE SPARKLES**  
 He Can't Love You (Tucker, BMI) (2:30) The U. T. (Tucker, BMI) (2:28), CARON 94

**BEN TATE**  
 My Lovely Star (Winslow, ASCAP) (2:30)—Darling Ann (Winslow, ASCAP) (2:06), RONNIE 2021

**SONNY MARSHALL**  
 Dewdrops (Active, ASCAP) (1:54)—Sugar (Active, ASCAP) (2:20), CAVEMAN 81462

**JOAN AUBORN**  
 Beautiful Dream (Active, ASCAP) (2:56) I Cried Blues (Active, ASCAP) (2:02), CAVEMAN 81462

**BARBARA BERRY AND WILSON HUMBER**  
 My Song to You (Tex-Sound, BMI) (2:55)—My Symphony (Karden, BMI) (2:56), SOUND TEX 62816

**KRIS ARDEN**  
 The Baby Serenade (3:00)—The Old Clock Maker (2:30), NOVELINE 201

**CARL STEWART WITH ORK**  
 Christmas in the Pocos (Active, ASCAP) (2:45)—Good'By Mr. Hard Luck Good-By (Active, ASCAP) (2:16), AIR 5075

### COUNTRY & WESTERN

**JUNIE LOU**  
 Mountain Gold (Process, BMI) (2:30)—I'm Goin' Back to the Ozarks (Neale, ASCAP) (3:05), NEALE 8703

**BUBBA LITTRELL**  
 Ain't That Cool (Bluebonnet, BMI) (2:44)—My Heart Just Told Me So (Bluebonnet, BMI) (2:32), MANCO 1037

### CHRISTMAS

**ONEDA HARDING**  
 Don't Forget Me on Christmas Day (Pamper, BMI) (2:23)—No! No! Santa Claus (Pamper, BMI) (2:41), TRC 2021

**JAMES BROWN**  
 and his Famous Flames

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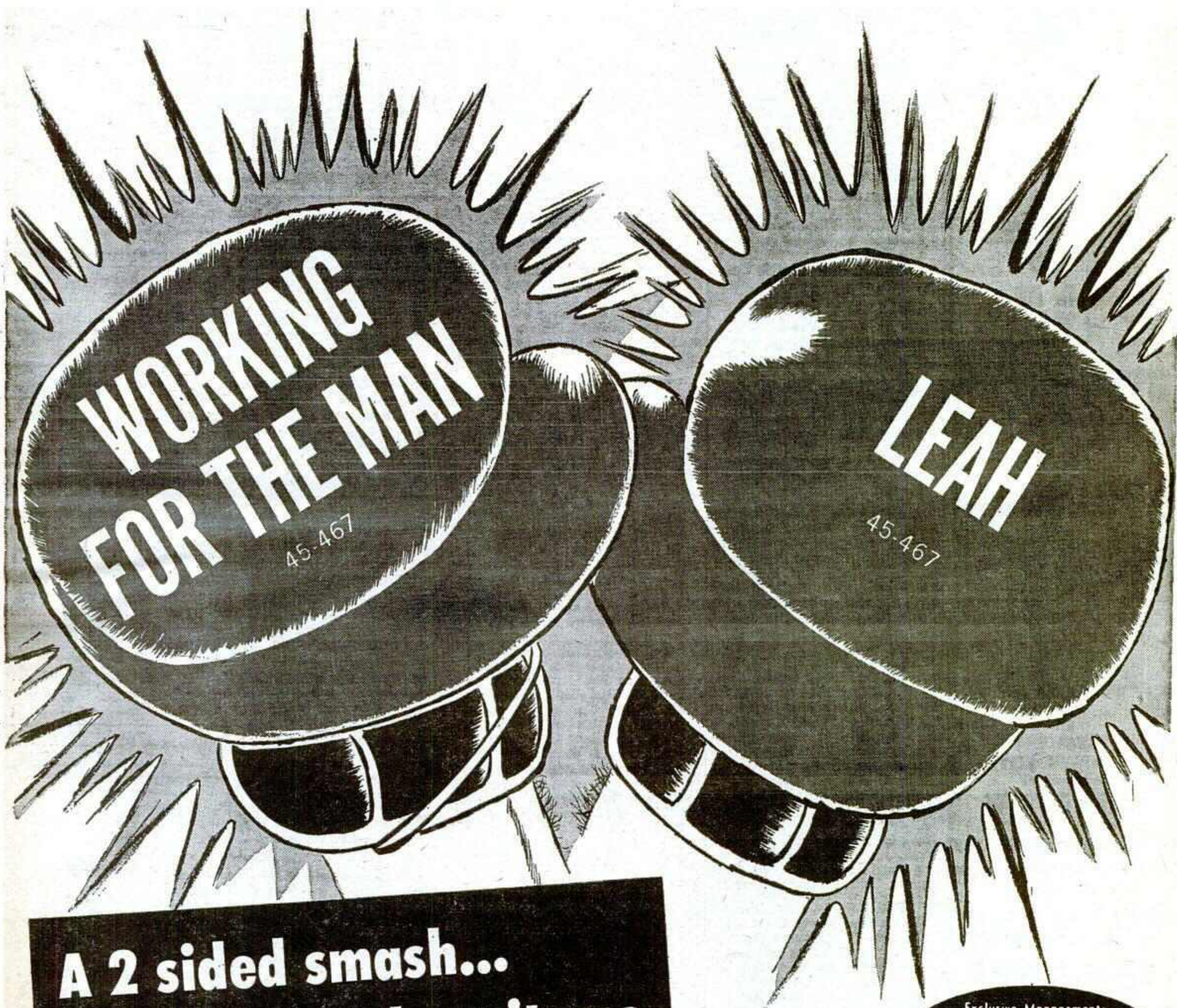
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**AMERICAN LONDON GROUP**

**BILLBOARD MUSIC WEEK HOT C & W SIDES**

This Week	Last Week	By special survey for week ending 10/6 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	DEVIL WOMAN, Marty Robbins, Columbia 42486	10
2	3	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080	6
3	5	MAMA SANG A SONG, Bill Anderson, Decca 31404	11
4	4	I'VE BEEN EVERYWHERE, Hank Snow, RCA Victor 8072	4
5	2	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	23
6	20	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	7
7	10	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	10
8	8	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	15
9	11	PRIDE, Ray Price, Columbia 42518	3
10	16	HELLO OUT THERE, Carl Belew, RCA Victor 8058	2
11	12	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	5
12	7	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	9
13	13	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	8
14	6	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	15
15	14	SO WRONG, Patsy Cline, Decca 31406	7
16	25	SILVER THREADS & GOLDEN NEEDLES, Springfields, Philips 40038	7
17	29	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	2
18	—	COW TOWN, Webb Pierce, Decca 31421	1
19	27	DON'T GO NEAR THE INDIANS, Rex Allen, Mercury 71997	2
20	17	SUCCESS, Loretta Lynn, Decca 31384	14
21	21	SHAME ON ME, Bobby Bare, RCA Victor 8032	4
22	9	WILLIE THE WEEPER, Billy Walker, Columbia 42492	6
23	—	A GIRL I USED TO KNOW, George Jones & the Jones Boys, United Artists 500	1
24	19	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	20
25	22	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	11
26	24	THE COMEBACK, Faron Young, Capitol 4754	17
27	28	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363	22
28	30	I'M THE GIRL FROM WOLVERTON MOUNTAIN, Jo Ann Campbell, Cameo 223	3
29	15	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	10
30	18	UNDER COVER OF THE NIGHT, Dave Dudley, Jubilee 5436	4

**FOLK TALENT & TUNES**

By BILL SACHS

Roger Miller, currently sporting a new release on RCA Victor, "Hey!, Little Star" b-w "Trouble on the Turnpike," has made a deal with W. E. (Lucky) Moeller, of the Jim Denny Artists Bureau, Nashville, to handle him on all personals. Miller, an exclusive writer with Tree Publishing, Nashville, recently made several appearances on the "Tonight" TV-er and negotiations are in progress for another repeat on that seg, as well as a guest shot on the Merv Griffin, NBC Network television show. . . . Georgie Riddle, following stops in Indianapolis, Louisville and Nashville, spent last week in Houston, making the rounds of deejays, distributors and record shops to hustle his new United Artists release, "Little Heartbreaker, You," which is reported to be kicking up some action with the pop jocks as well as the c.&w. platter spinners.

Little Jimmy Dickens is showing his wares this week (1-6) at the Flame Theater-Cafe, Minneapolis, set by the Jim Denny office. . . . Billy Grammer is winging it through Canada this week for the Denny office, with stops in Lacombe, Alta., Monday (1); Edmonton, Alta., Tuesday (2); Damon Creek, B. C., Thursday (4); Grand Centre, Alta., Friday (5). . . . Stonewall Jackson travels to Austin, Tex., for a single performance October 2. . . . George Morgan and Minnie Pearl are playing the big fair at Dothan, Ala., Tuesday through Thursday (2-4) of this week. . . . Webb Pierce is set for Lawton, Okla., October 5, and Tulsa, Okla., October 6.

Another Jim Denny booking finds Jimmy Newman in Texas this weekend (5-7), after which he is set for the remainder of the month, as follows: Omaha, October 11; Topeka, Kan., 12; St. Joseph, Mo., 13; Kansas City, Kan., 14; Flame Theater-Cafe, Minneapolis, 15-20; Spencer, Ia., 21; Iowa Falls, Ia., 22; Fairfax, Ia., 23; Miles City, Mont., 24; Gordon, Neb., 24; Hermosa, S. D., 27, and Topeka, Kan., 28. . . . Billy Walker is routed for Fairbury, Ill., October 5; Mason City, Ill., 6, and Hoopston, Ill., 7. . . . Ray Price, now working personals out of the Jim Denny office in a deal arranged for him by his personal manager, Oscar Davis, plays Lincoln, Neb., October 2; Sioux Falls, S. D., 3; Sioux City, Ia., 4; Salina, Kan., 5; Wichita, Kan., 6; Lawton, Okla., 12; Tulsa, Okla., 13; winds up with a three-day stand at Four Seasons Club, Aurora, Colo., starting October 18.

Dot Records artist Sonny James has named Carol A. Evisoc, 4126 Johnson Street, Gary 10, Ind., as national president of his Sonny James Fan Club. Sonny's latest on the Dot label is "Mile and a Quarter" b.w. "Just One More Lie." Dot will soon release its first album on Sonny. . . . Johnny and Vivian Cash and their kiddies hopped into San Antonio recently for a

visit with Vivian's folks, who make their home there. . . . While in Nashville recently to sign an exclusive writer's pact with Lowery Music, Kendall Hayes cut a four-song session for Palisade Records at the Bradley Studios. Hayes is currently plugging his initial release for Palisade, "Jungle of Love" b.w. "Thisaway or Thataway," which Larry Wooden, Palisade proxy, reports will soon be released in England and on the Continent.

The Wilburn Brothers, Doyle and Teddy, will appear in their home town, Hardy, Ark. (Pop 589), October 7, along with Don Helms, Slim Rhodes and His Gang, with Speck, for a performance to raise funds for a new clinic being built in Hardy. The Wilburns and Helms will also appear with the Rhodes gang in Grenada, Miss., October 1; Van Buren, Mo., 3; Walnut Ridge, Ark., 4; Cape Girardeau, Mo., 5, and Oklahoma City, 6. . . . Joseph A. Blanford, of Columbus, Ind., reports that the Pee Wee King show, with the dancing Collins Sisters, played to more than 8,000 people on a recent engagement at Ellettsville, Ind., with a population of 855. Appearing an extra feature with the King unit on the date was Mary Lou Blanford. This marked the King troupe's third appearance in Ellettsville in recent years.

"Grand Ole Opry" bookings arranged by Ott Devine find Flatt and Scruggs in Norton, Va., October 4; Elkins, W. Va., 5; Oberlin College, Oberlin, Ohio, 6; Bethel Hill, N. C., 9; Gretna, Va., 10; Laurel Hill, S. C., 11; Statesville, N. C., 12, and New Albany, Miss., 19, and the Wilburn Brothers at Omaha, October 11; Topeka, Kan., 12; St. Joseph, Mo., 13; Kansas City, Mo., 14-20, and Las Vegas, 26-November 8. . . . Art E. Satherley, well-known music business executive and a pioneer in the advancement of c.&w. music, announces that he is offering for sale his Plantation Inn and Motor Court located on the southern limits of Savannah, Ga. Art has been angling for some time to make the place a retreat for country music folk. A mere \$65,000 can wrap up the deal for anyone who's interested. Satherley claims to have invested some \$175,000 in the holdings over the years.

Leon McAuliff and His Cimarron Boys play a gig at the Four Seasons, Denver, this week (24-29), and Sunday (30) begin a seven-day trek for Hap Peebles, Wichita, Kan., promoter. Leon and his lads put in the October 8-13 period at the Flame Theater-Cafe, Minneapolis. . . . Singer-writer Tony Senn, and his manager, Harry McDowell, have their "Ain't Life a Cryin' Shame," in the new Marty Robbins album, "Devil Woman." . . . The Hubert Long Talent Agency and Moss Rose Publications last week made their official move to new quarters at 806 16th Avenue

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**JORDAN CHRISTOPHER**  
"GOODBYE MY LOVE"  
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"BROKEN-HEARTED BOY"  
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Nationally distributed by . . .  
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LIKE WOW!  
**SAM & DAVE**  
"NO MORE PAIN"  
R-4445  
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Billboard Music Week

**BILLBOARD MUSIC WEEK SALUTES COUNTRY & WESTERN MUSIC**

in its NOVEMBER 10 Issue

Distributed at the National Country Music Festival in Nashville, Nov. 7-10.

The Whole Convention in Print for those who attend and those who have to stay at home and mind the store.

- Exciting, Informative Editorial Features
- Annual Country & Western Poll Winners
- Country & Western Man of the Year
- International Outlook on Country Music

South, Nashville. . . . Ferlin Husky and Smiley and Kitty Wilson are in the midst of a three-weeker at the Mint Club, Las Vegas.

Wade Ray may be seen each Sunday on the Roy Rogers-Dale Evans ABC-TV show. The seg made its season bow Sunday (30). . . . Johnny and Jonie Mosby have just waxed four sides in their second session for Columbia in Los Angeles, with Frank Jones directing. The Mosbys will be making their first trip to Nashville for the big doings in November. . . . Ott Devine, manager of WSM's "Grand Ole Opry," last week announced the signing of country singer Loretta Lynn as an "Opry" regular. A native of Kentucky, Miss Lynn started her singing career in Custer, Wash., where she headed her own band for several years. She went to Nashville to promote her first record, "I'm a Honky Tonk Girl," and made a guest appearance on "Grand Ole Opry." The response was such that it finally led to her signing, by Devine.



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DON'T FORGET  
PFC.  
RITCHIE  
**ADAMS**  
Now playing W. Germany for Uncle Sam

GIVE TO DAMON RUNYON CANCER FUND

# MUSIC AS WRITTEN

Continued from page 12

by Eddle Liszewski and the Slovenes. The composers recently presented a copy of the LP to Mayor Joseph Barr of Pittsburgh.

Record names predominated at the United Fund show which was telecast on Sunday night, September 30, from the stage of the Penn Theater over the city's three TV stations, KDKA-TV, WTAE and WIIC-TV producers of the benefit.

Featured were Bob Newhart, Kathryn Grayson, Della Reese, Bobby Van, Erroll Garner and the Benny Benack and Walt Harper orchestras.

Lisa Kirk, who hails from nearby Roscoe, Pa., has been set for a return engagement at the Holiday House beginning October 12. . . . Harry Belafonte's astonishing take of \$140,000 as final attraction of the Civic Light Opera season topped Carol Burnett, who launched the season with \$116,000 and Jerry Lewis, who reached \$85,000. . . . Florian Zabach canceled an October date at the Horizon Room to tour Australia.

Hundreds of tickets to the Ray Charles show at the Civic Arena, September 13, were stolen from the Lomakin Music Store on Liberty Avenue a week before the show. . . . The Treniers return to Peppermint Lounge West on October 1. . . . The Pittsburgh Symphony Orchestra, under the baton of William Steinberg, launches a new season in Syria Mosque October 12. The orchestra records for the Command label.

## Hollywood

You can expect Tutti Camarata to bring the three Sylte Sisters back here in December to record their first album for his Coliseum label. In the meantime, the threesome will guest on Arthur Godfrey's radio show during the October 15 week, and has been booked into Elmwood Casino, Windsor, Ont., for a two-week stand, followed by 10 days at the Monticello Club, Farmington, Mass., and two weeks as headliners at Brown's Hotel in Upper New York.

Gisele MacKenzie will record for the first time for Mercury Records late in October under terms of a contract concluded between her husband-manager, Bob Shuttleworth, and Mercury's Hal Rooney. . . . Red Doff signed composer-arranger Jerry Fielding to a personal management contract. Fielding, who handles Eddie Fisher's night club musical arrangements, leaves for Las Vegas in preparation for the singer's October 30 opening at the Desert Inn.

Hank Levine was set to arrange and conduct an LP featuring gospel singer Doris Akers for RCA Victor, with Darryl Rice producing the session. . . . RCA Victor pianist Peter Nero will be heard playing the title tune in Paramount's "My Six Loves," and is expected to record the tune for RCA Victor to be issued in conjunction with the film's release.

ASCAP will hold its annual fall meeting here Thursday (4) at the Hollywood Palladium, with members to hear reports by President Stanley Adams, Director J. J. Bregman and Comptroller George Hoffman, who will present the treasurer's report.

Allan Jones, concert and film singer, is entering the disk derby with his own label, MJ Records (named for his wife, Mary), and will debut with a Christmas LP, "Happy Times," featuring his own new recordings. Jones plans to follow the Yuletide release with an LP devoted to concert and musical comedy selections. **LEE ZHITO**

## Duckers Give Low Prices Bad Name

Continued from page 5

its principals, Manlio Severino, a Westchester County political figure; his brother, John Severino, and George Rosett were all charged with manufacturing records with no authorization, license or consent of publishers whose tunes were used. The Treasure people were sued under the general damage provisions of the Copyright Act, which makes each defendant liable for a \$5,000 fine for each infringement.

### Other Suits Seen

The Fox office now envisions further suits of this nature. One approach being used on the problem now is to shop a number of stores in an attempt to bring dealers in line for similar actions. This has already been done in one particular case, and legal action is expected shortly.

In line with all this, it was noted that the Fox office has received the co-operation of the National Association of Record Merchandisers (NARM) and the organization's executive director, Jules Malamud. Since racks are a prime outlet for low price merchandise, the Fox office has issued a warning that any rack found to be carrying low price lines involving infringed copyrights will be sued. Malamud has expressed NARM's desire to cooperate in this matter, and has conveyed the warning to members. The current action against

Treasure Records, incidentally, was partly triggered by complaints of other low price line representatives attending the recent NARM manufacturer meetings in Chicago. These representatives, noting the presence at the meetings of Treasure personnel, complained that they were unable to compete with the firm because of its extra-low price structure, which they felt was possible only through alleged nonpayment of royalties.

Also in connection with low price operations, Berman said that a "disproportionate amount of our time has to be spent scrutinizing the operations of low price record manufacturers."

"We are continuing our active scrutiny of some and have reached what I might call temporary armed truces with others," he said.

### Temple Joins Wil-Helm Staff

NASHVILLE—Preston Temple, veteran talent agent and booker, inactive the last two years due to serious illness, has recovered and last week joined the staff of the Wil-Helm Agency here. Temple is well known in the country music field through past association with WSM's "Grand Ole Opry" and various c.&w. performers in the Nashville area.

IT'S TIC-TAC-TOE  
3 HITS IN A ROW

**"BEALE STREET POPEYE"**  
EARL FOREST—DUKE 349  
(NOW ON DICK CLARK SHOW)

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(RISING ON ALL NATIONAL CHARTS)

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**"HEARTBREAKER"**  
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AND MANY MORE!

His Newest and Biggest Hit!  
**JERRY LEE LEWIS**  
**HOW'S MY EX TREATING YOU**  
b/w Sweet Little Sixteen  
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**MONSTER MASH**  
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Parkway LP Album P 7018

An Exciting New Starr  
With a Smash Single  
**MAXINE STARR**  
Sings  
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by  
**JERRY BUTLER**  
VEE JAY #463

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

# International News

• Continued from page 22

The typical Dutch Trio sings and plays on the Omega label (Dureco L.C.).

L. C. Dureco made a single deal with the U. S. Starday label. Dureco's Rijn Maassen said the company would promote this kind of music with pleasure and strong publicity because of the increasing interests.

Sir Joseph Lockwood, president of all EMI organizations, visited Bovema's President Gerry Oord Jr. In a fortnight he presided nine dealer-conventions, organized the Warner Bros. meeting and played host to Liberty people before meeting Mr. Lockwood.

Bill C. Slinger, president of Ar-tone, acquired the Cameo-Parkway

line for distribution in the Benelux countries. Scheduled for immediate release are "Popeye"/"Limbo Rock" by Chubby Checker, "I'll Never Dance Again" by Bobby Rydell, "Hully Gully Baby" by the Dovells, "The Wah-Watusi" by Orions and "Gravy" by Dee Dee Sharp. . . . Artone's a.&r. department recorded Dutch Pi Scheffer's big band recently. This 25-piece orchestra studded with star-soloists, including saxophonist Bep Rowold and pianist Martin Gale, has become one of the nation's best big bands due to its monthly TV program "Music for You." Two Top 100 items were recorded: "A

Swingin' Safari" and "Baby Elephant Walk."

## MEXICO

### Hispavox, Col'bia In Long-Term Deal

By OTTO MAYER-SERRA  
Apartado 8688, Mexico City

Before he returned to Mexico, J. M. Vidal Zapater, general man-

ager of Hispavox (Madrid) and Gamma (Mexico), signed a long-term contract in New York with Harvey L. Schein, general manager of international operations of Columbia Records for exclusive distribution in Spain of the complete Columbia catalog (including this company's Latin American affiliates). Columbia's recordings will be pressed in Hispavox' factory in Madrid and will appear under the CBS label.

Before he returned to Madrid, where he will meet Peter De Rouge-mont, vice-president of Columbia Records, Zapater discussed with Manuel Villarreal, general manager

## BILLBOARD MUSIC WEEK

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Billboard Music Week

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## BILLBOARD MUSIC WEEK'S

1963

## WHO'S WHO IN THE WORLD OF MUSIC

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OUR SPECIALTY  
EXCELLENT PRICES  
Prompt, Exact Service  
Our Best Advertisement.  
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AMERICAN RECORDS — LEADING SPECIALIZED exporter of phonograph records and pre-recorded tapes offers all brands at competitive prices. Fast delivery. Efficient service. Albert Schultz, Inc., 116 W. 14 St., New York 11, N. Y.

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of Discos Columbia de Mexico, the presentation to the Spanish public of the best selling artists of the Mexican Columbia's roster through recordings and personal appearances. Among the first artists who will record with Hispavox in a co-production with Columbia will be the Argentinian group of the **Cinco Latinos**, actually touring in Europe. **Anibal Torres**, president of Puer-toriquena de Grabaciones and representative of Discos Mexicanos in Puerto Rico, arrived with the popula-trio of **Julito Rodriguez**, from San Juan, P. R. The trio will re-cord several LP's in Mexico for the Orfeon label. . . . **Elvira Quintana**, movie star and recording artist for Columbia, left for her first two-month Latin American tour.

Musart Records will issue locally a second LP of **Yves Montand**. . . . After a short visit to Germany, where he visited DGG and Telefunken in Hamburg, companies represented by Peerless in Mexico, **Heinz Klinckwort**, president of Peerless Records, returned to Mexico.

**Luis Adell**, international manager of Discos Mexicanos, left the company. . . . Representatives from Columbia, Musart and Orfeon will attend the second Congress of the Latin American Federation of Record Manufacturers, held in October in Lima.

## NORWAY

## Warner Bros. Execs on Tap

By ESPEN ERIKSEN  
Verdens Gang, Oslo

Manager Jorg Ellersten of Egil Monn Iversen A/S returned from the annual Warner Bros. Records meeting this week. The meeting, which took place in Amsterdam, was hosted by WB's European director **Bob Weiss** and President **Mike Maitland**.

### An Error

After the Belgian Roulette-rec-ord "Hawaii Tattoo" had been issued on the Telefunken Label in Norway (due to an agreement between Roulette in Belgium and Telefunken in Germany), the Egil Monn Iversen people found out that they have a direct agreement with Roulette in Belgium. The record therefore was withdrawn from the market in the Telefunken version and reissued on the Roulette label. Nera in Norway, representing Telefunken, sold a couple of thousand records before the error was discovered. Nera had to pay Egil Monn Iversen to make good the error.

A new songstress has been launched by Egil Monn Iversen on their Triola label. She is **Beate Brevig**, former Miss Norway, and her recordings are "Send et lite brev" (Send a Little Letter) b/w "En aftentur i maneskinn" (A Walk in the Moonlight).

Another disagreement arose between Nera and Egil Monn Iversen when the latter issued a record by Norwegian duo **Kort Foss** and **Reidar Boe** while the singers were still under contract with Nera. **Eilif Meyer** of Nera says that no steps will be taken to prevent the record's being issued. The record, incidentally, is "No ol, no vin, no dram," the same melody with which American-born singer Jack Daily has been hit parading recently.

### New Releases

After the visit to Norway by Japanese singer **Kyu Sakamoto**, Iversen & Frog issued two of his records here. On an EP they sold 300,000 copies in Japan. The diskery also issues a series of records by their local artists, among others **Hilde Carin**, **Pia Skaar**, **Hans Berggren**, **Wilfred Aanerud** and **Toralf Tollefsen**, mostly on the Columbia label.

The Norwegian and the British pop-artists, who strangely enough

OCTOBER 6, 1962

BILLBOARD MUSIC WEEK 47

both call themselves **Ray Adams**, will both simultaneously appear at the youth restaurant Rondo, to open in Oslo this week.

## PERU

## Mrs. Convene In Lima Oct. 8

By HECTOR ROCCA  
Galerias Boza 114, Lima

On October 8, 9 and 10 in Lima the Second Latin American Convention of Record Manufacturers (Segundo Congreso Latino Americano de Productores Fonograficos) will take place. Delegates from Argentina, Bolivia, Brazil, Colombia, Chile, Ecuador, Mexico, Paraguay, Uruguay and Venezuela will be present.

The organization of this convention, the second, is handled by the Peruvian Association of Record Manufacturers (Asociacion Peruana de Productores Fonograficos) including the following record factories: Industrias Electricas y Musicales Peruanas S. A., Industrial Sono Radio S. A., El Virrey Industrias Musicales S. A., Fabrica de Discos Mag., Discos Smith S. A. The principal points to be proposed at this second convention are: The rights of the record manufacturers and the copyright convention of Rome; consequences of continental record exchange; how to utilize the importance of national associations and legal proceedings for record manufacturers. This convention is recognized by Lima's city hall and will be honored by the presence of the mayor in the inaugurating session of the assembly.

## POLAND

## Polish Folk Disks Could Go in U. S.

By ROMAN WASCHKO  
Glogera 4, Warsaw 22

It seems that both American recording companies and record dealers are not aware of the potential business possibilities represented by Americans of Polish origin. Almost all these people are interested in Polish folk music performed by the best folk groups in Poland. On the other hand American Poles have their families in Poland and usually keep sending them American records. The problem is that they are completely lost as to what to choose. Families in Poland, mostly children and youth, ask for rock and roll. Twist and jazz releases and American Poles are not at all acquainted with the music. Greater publicity in Polish centers in America will probably stimulate this business.

The Polish artistic agency Pagart continues to increase its international exchange business. This year a Polish folk group **Slask** (with

85 persons) is supposed to tour India and probably Egypt. Next year a Polish folk group will tour North African countries. In a few days the Warsaw National Philharmonic Orchestra is leaving for a West German tour and next year will tour Italy and Switzerland.

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1. The names and addresses of the publisher, editor, managing editor, and secretary are: Publisher, Hal B. Cook, New York, N. Y.; Editor and Managing Editor, Sam Chase, New York, N. Y.; Secretary, J. W. Ross, Cincinnati, Ohio.

2. The owners are: The Billboard Publishing Company, 2160 Patterson St., Cincinnati, Ohio; Mrs. Marjorie D. Littleford, Ft. Thomas, Ky.; J. W. Ross Sr., Trustee, Ft. Thomas, Ky.; R. S. Littleford Jr., Fort Washington, N. Y.; W. D. Littleford, Roslyn Estates, N. Y.; Jane L. Stegeman, Ft. Thomas, Ky.; Marjorie L. Ross, Ft. Thomas, Ky.; Estate of Mariana W. Littleford; L. M. McHenry, Ft. Thomas, Ky.

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5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was: 20,265.

JOHN W. ROSS, Secretary.  
Sworn to and subscribed before me this 28th day of September, 1962.  
(Seal)

LEROY V. JOHNSON  
Notary Public, Hamilton County, Ohio.  
(My Commission expires March 14, 1963.)

# Groups Attack Op 'Monopoly' Big Seven Shuffle 1st Bally Offering of Fall

• Continued from page 6

By co-ordinating their operator counter-offensive, the royalty organizations hope to amplify the effect of their efforts. GEMA sources predict that the U. S. Congress "almost surely" will enact legislation blanketing juke boxes under the copyright law. It is understood that GEMA already has been approached by ASCAP for advice on collecting royalties from U. S. operators.

In this connection, GEMA has just issued a statement assailing what it terms the "very real monopoly" exercised over the operator trade by ZOA (the West Ger-

man Central Operators Association).

In what is understood to be a preview of the campaign to be waged by ASCAP against MOA, GEMA charges that the ZOA has organized 3,000 of the 5,000 West German operators, and GEMA says even this figure does not reflect the true extent of ZOA domination of the operator trade.

#### 90 Per Cent Control

Most of the 2,000 non-organized operators are location owners and ma-and-pa operators with only one or two machines. GEMA says ZOA embraces operators controlling 90

per cent of the juke boxes in West Germany or 50,000 juke boxes in all.

GEMA accuses the operators of high-handed and arrogant treatment of the copyright organization, charging ZOA with unilateral termination of their royalty agreement at the beginning of 1959. Since then, according to GEMA, the ZOA, in effect, has waged a "war of nerves" against the composers-authors.

GEMA says there is nothing in the economic picture to justify ZOA's complaint that royalty fees

(Continued on page 55)

## Those Yellow Page Listings Chase Blues in the Night for All Parties

SHREVEPORT, La.—C. E. Shaddock, owner of Tri State Amusement Company believes that there is no better type of promotional advertising for phonograph rentals than the yellow pages of the telephone directory — provided that the name appears under as many listings as possible.

Shaddock doesn't try to get by with a single display ad, such as is usually the case. Instead, he contracts with the telephone company for a display ad, and then for separate listings, offering rental service, under as many headings as possible.

#### New Listings

For example, Shaddock personally cajoled the Shreveport Telephone Company into adding a new listing "Phonographs-Renting" in the yellow pages, which has only one name following — Tri State Amusement Company.

Similarly, his rental service ad is under "party supplies," under "amusements," under "coin-operated machines," and even under "caterer," so that anyone interested in providing a phonograph for a party or entertainment of any sort can find Shaddock's listing under a dozen headings.

In this way, literally "homogenized" throughout all the yellow pages, the veteran Louisiana operator gets a steady flow of rentals.

#### Rental Dossiers

A separate folder is made up on every rental, which lists the name of the organization or person making the rental, the music supplied, whether the box was put on a coin basis or set for free play. Most important is the date, which Shaddock matches with a "maturity date" of his own, telephoning back the following year to learn whether the lodge or club group concerned will be inter-

ested in reserving a phonograph for the same event on the following year.

He gets around 50 per cent repeat business in this way, and finds the psychological approach, warning the customer to reserve the machine, rather than depending upon its last-minute availability, is the most important element in making sure of a sale.

Nick Putch, owner of Southern Music and Cigarette Vending Service, also of Shreveport, uses a big, colorful display ad in the telephone directory, and runs another in local newspapers during the late winter social season, when many parties and events are scheduled all the way from November 1 through New Year's Day.

#### Sales Calls

Each ad shows a photograph of a juke box with the suggestion "Rent a juke box for your next party!" Putch makes it a habit, three or four times a year, to telephone the secretaries of clubs, associations, church groups, large office building headquarters, to pass the time of day and in the process remind his listener that Southern Music and Cigarette Vending Service offers a large choice of rental juke boxes at rates which vary according to age, type of machine and the distance over which it must be delivered.

Most of these Southern operators count heavily upon the trend toward lower-cost entertainment for large groups, and maintain 10 to 12 phonographs always available for rental service.

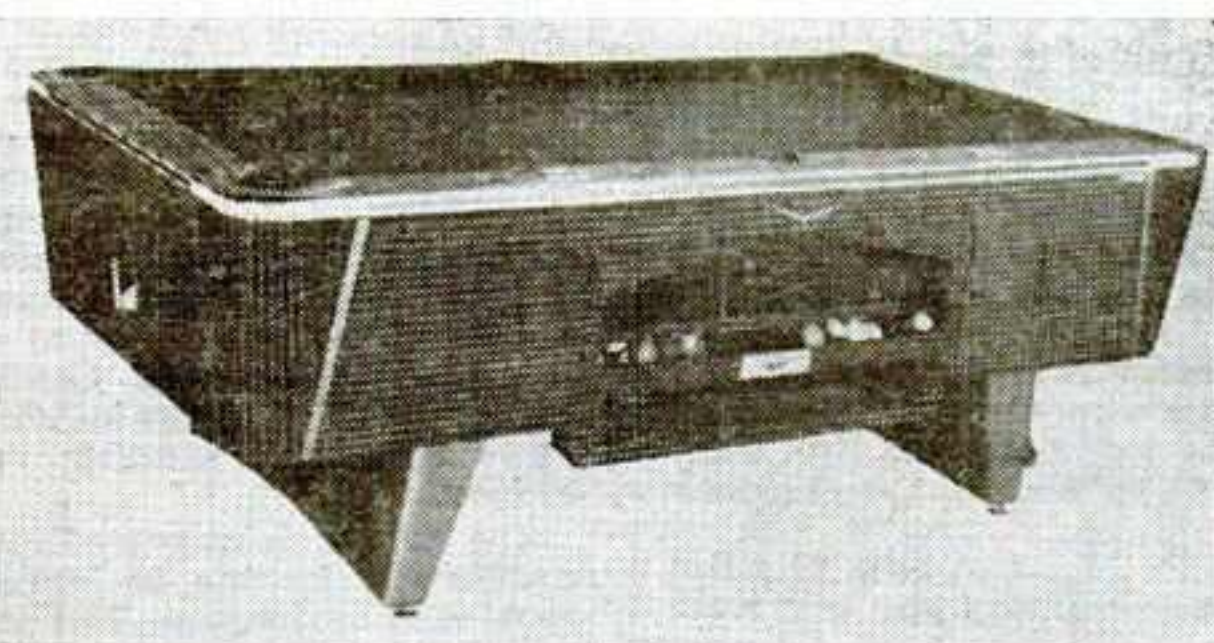
"Just like any other business, phonograph rental takes a certain amount of energy and effort, to make a success of it," Putch pointed out. "I think it is the operator's responsibility to keep after his clients, year after year, to remind them that a phonograph rental at \$20, \$25 or \$30 is just about the most reasonable guarantee that everyone will have a good time."

## Closer Tie-Up With Local Ops, Blundred Goal

SYRACUSE — Bob Blundred, managing director of the Music Operators of America, and New York State industry leaders met here and in Binghamton last week to discuss how MOA and local groups could work in closer concert. Blundred said that suggestions presented at the meetings would be placed before MOA officers and board members.

Millie McCarthy, president of the New York State Coin Machine Association, accompanied Blundred on the trip. Participating in the discussions were Lindy Nardone and Clayton Nardone, Rochester; Charles Genter and Elaine Genter, Watertown; Phil Benevento, president of the Syracuse Coin Machine Association; Jack Shawcross, Rex-Bilotta Corporation, and the following operators: Ed House, Charles Keppler, Doc Burdick,

(Continued on page 55)



MARK V IS IRVING KAYE COMPANY'S latest addition to its Eldorado six-pocket, pool table line. Dimensions are 113 by 63 inches. As slate is not available for the large size, tables come with plastic tops. The entire Eldorado line has been redesigned for 1963. Other models are the Mark I (77 by 54 inches), the Mark II (85 by 47 inches), the Mark III (92 by 52 inches) and the Mark IV (105 by 57 inches). New scoring feature, built into the top frame, is a mechanical score-keeping device manipulated by the players. The device has a chrome finish matching the chrome trim of the table. All models except the Mark V come with slate tops. Top frames are flat and oval shaped; metal corner pockets have been redesigned. A new pull-out drawer enables operators to make ball divider adjustments without removing the slate. Extruded aluminum molding masks out the screw heads, and a dual plexiglas ball viewer makes it possible to see the entire ball from any angle. All tables come with sticks, balls, professional cushions, ABT coin chute, rubber chalk holder, aluminum bridge, tips and glue.

CHICAGO — Seven different games with seven separate ways of scoring are featured in Bally Manufacturing Company's Big Seven Shuffle, first fall offering for the Chicago-based firm.

Bally's popular "super-strike" feature is incorporated into three of the seven games: Flash-Matic, in which the bowler times his shot; Jumbo, the popular old speed-control game, and Mystery, in which the value of super-strikes, strikes and spares is flashed on the back-glass before each shot.

Other games include Match-Matic, where player is required to time his shot as in Flash-Matic, but still has a chance to pick up a high score on the second shot of each frame if he misses the first.

All Strike scores strikes only. Regulation follows regular ABC rules and may be played with or without a Handicap feature. Players can set the handicap button for as many frames as are desired.

Up to seven players can play any of the games. Big Seven Shuffle is equipped with Bally's high-speed totalizers to speed play. Stainless steel railings extend the full length of the alley.



BALLY BIG 7 SHUFFLE

Standard models are equipped with combination coin mechanism offering one play for a dime or two nickels, three for a quarter, six or seven for a half dollar. Straight dime mechanism is also available.

## EUROPEAN NEWS BRIEFS

### See Franco-German Bowler Match

PARIS—Gen. Charles de Gaulle's recent visit to West Germany, the first visit by a French chief of state in modern times, indirectly is booming the bowler business in France. The French government has called for the organization of cultural and sport exchange projects with the Germans, and bowler operators have received government approval for Franco-German bowler competition. The plan is to conduct play-offs to select a national team to represent France against the Germans and, eventually, against other countries. Under impact of the international competition fervor, bowler equipment distributors are ringing up record sales. The idea for international bowler competition was pioneered by the Globus firm in Frankfurt, after it became the distributor in this country for the United bowler.

### 2-Player Unit in Germany Delivery

HAMBURG—Erich Schneider, the Williams general importer for Germany, is beginning delivery of the new Williams game, Valiant, a two-player game. Delivery is timed for the autumn operating season, which has German operators buying new equipment and rotating reconditioned equipment among locations. Trade sources predict this winter will establish new records in game collections. While phonographs are only holding ground won, games are continuing to multiply. The Germans prefer multiple-player games, the more the better.

### Film Juke Box Going Over

MUNICH—Scopitone, the film juke box, is receiving a large sales reception in West Germany, according to the distributor, Helmut Rehbock. The demand has been greater than the producer, CAMECA of Paris, has been able to supply immediately. CAMECA is organizing a large film production program for the Scopitone, featuring national top artists in the major European countries. The producer, a French radar and electronic firm of international renown, concedes that the film supply is the crux of the Scopitone's success, but says that it will supply sufficient high-caliber films to put the machine over. Operators are cautioned, however, that Scopitone locations must be selected carefully, and that not every phonograph location will do equally well for Scopitone. In general, Scopitone goes over best in locations with a transient clientele.

### New Seeburg Gets Big Hello

ANTWERP—European operators are giving enthusiastic response to the new Seeburg LP Console, which has just gone on distributor display in most of Western Europe. Operators are particularly pleased with the cabinet design, which resembles a home phonograph. Seeburg's new machine will be pro-

(Continued on page 55)

# Coin Arcades Right Down Bowling Locations' Alley

By BOB LATIMER

DENVER—Bowling alleys are proving top arcade locations for Sam and Dan Keys, owners of the Apollo Music Company here. The

Keys brothers are primarily juke box operators, but in the last couple of years they've become specialists as well.

The Keys brothers' emergence as arcade operators is directly related to the growth of bowling in Denver. The Mile High City leads the nation in bowling development, with more than 30 major centers built in the last two years.

Both brothers are ardent keglers, fact that not only helps them line up locations but also aids them in convincing the owner to provide plenty of space for the arcade.

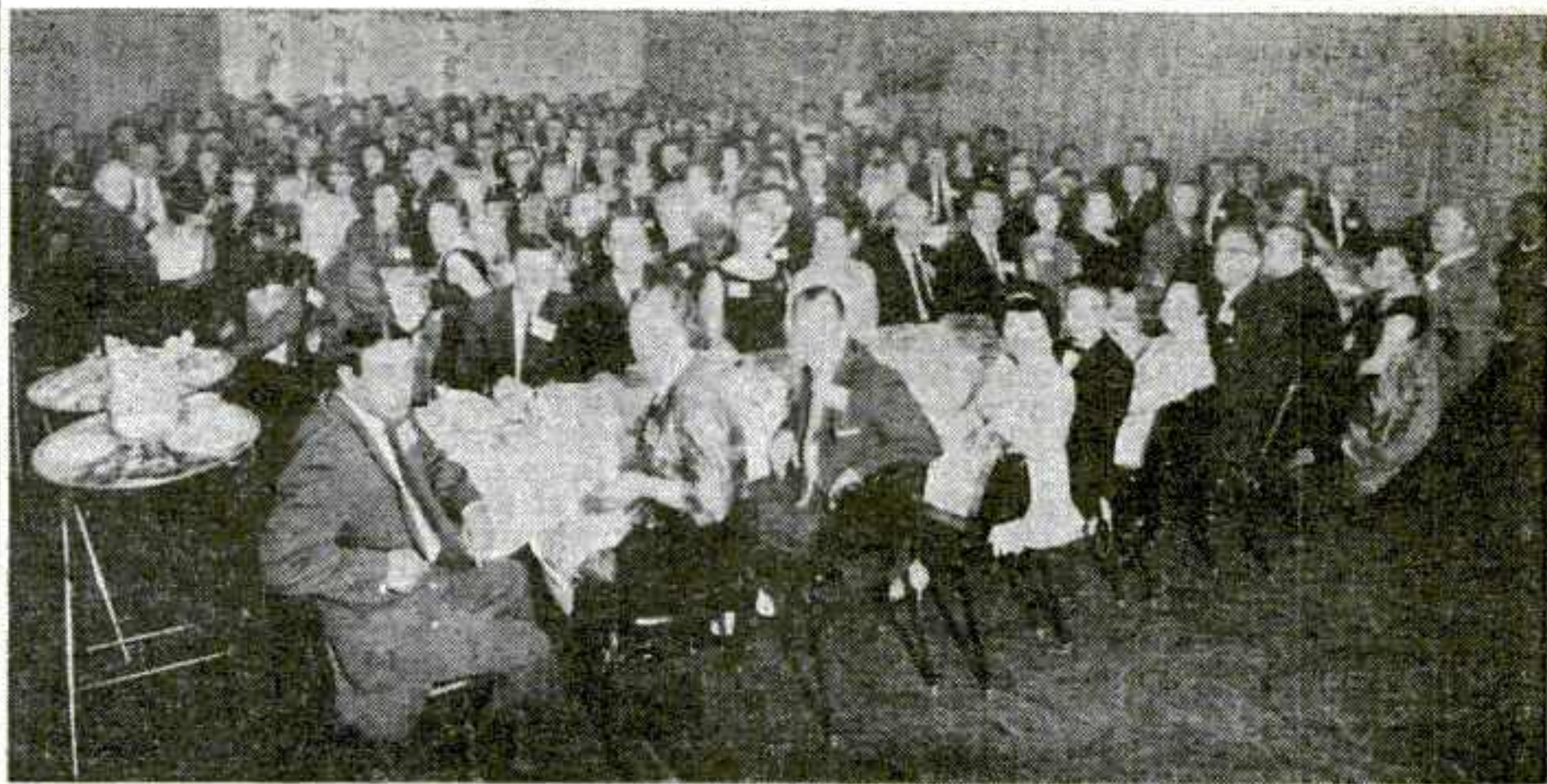
In almost every location the arcades have been successful—primarily because bowlers arriving early and awaiting their turn at the alleys are prone to step into the arcade and try their hand at pin games or participation games.

### Pins Big Earners

Most of the bowling alley arcades contain anywhere from eight to 18 games, many of them refurbished five-ball pin tables which show remarkable earning power. With so many bowling alley locations, it is a simple matter to rotate machines from one stop to another and to give them the benefit of "new exposure" at regular intervals.

The prime requirement for bowling alley arcades is plenty of color, plenty of lights and action, since few bowlers are pin game experts and don't demand new pieces to sustain their interest. Most bowling alleys have large custodial staffs which can take on the responsibility of cleaning the arcade area as well as the rest of the building, with no particular strain.

Leaving nothing to chance, however, the Keys brothers and their personnel make certain that every machine gets a weekly wash down, frequent polishing, and an immediate new-glass and repaint job whenever a machine is damaged.



SOME 300 OPERATORS AND GUESTS gathered for the unveiling of the new Seeburg line by Martin & Snyder, Seeburg distributors in Dearborn, Mich. A banquet and cocktails preceded the formal introduction of the line by Frank Martin, vice-president of the firm.

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## George Glass Firm Named By Dynamic

CHICAGO—George Glass Distributing Company, headed by coin machine and vending veteran George Glass, St. Louis, was last week named distributor for Chicago Dynamic Industries' full line of Chicago Coin amusement games.

Glass will handle full parts and service for the line. The firm covers Eastern Missouri and Southern Illinois.

Glass formed his distributorship in St. Louis two years ago. He is also a distributor for Seeburg and has a one-stop record service. The firm is located in a new building which provides some 15,000 square feet of working space.

Personnel includes Glass, president; Frank Schroeder, general sales manager; Mrs. Rosemary Vincent, bookkeeper; Wil Fournie, salesman; Russ Severin, sales manager, background music division; Pat Blunda, record department manager; Michael Wilfinger, parts manager; Norma Driemeyer, service manager.

Before forming his distributorship Glass had been a vice-president in charge of the vending division of the Seeburg Corporation. He joined Seeburg when it bought the Eastern Electric cigaret machine. He had been sales manager for Eastern Electric and with the firm some nine years.

Prior to that Glass was president of the Display Advertising Corporation, Boston. He lives with his wife, Ida, in St. Louis.

## DISK PLAY ON THE HOUSE KEEPS 'EM COMING BACK

DENVER—"Free samples" pay off in music merchandising, according to Tony Lucero, Denver phonograph and amusement machine operator.

Lucero, who has 98 per cent of his locations in neighborhood taverns, makes it a habit to "sample" his music whenever he changes records, which means a call once a week in most spots, and one at least every two weeks in others.

Doing much of his servicing in the evening by preference, Lucero invariably checks through the patronage at the tavern and asks people at the bar and in booths what number they would like to hear on the house.

Often the bar patrons have no specific selection in mind, which is fine because it stimulates them to walk to the phonograph, look over the listings and often to notice several old favorites, which they are bound to play later on.

Wherever Lucero has "sampled" records in this way, he makes it a habit to shake hands with as many patrons as possible, getting to know many of them by first names, and, of course, endowing his phonographs with much more personality in the customer's eyes.

In fact, wherever he has conducted such a sampling program, Lucero has been reasonably sure that collections for that night will be double that of an ordinary evening.

It isn't surprising that bar owners sometimes grumble at this bit of generosity on Lucero's part. All the Denver operator has to do to justify it is to point out that the bartender frequently pops for a round on the house with his regular customers, suggesting that exactly the same sort of merchandising emphasis is involved in his sampling program.

### Invite N. Y. Mechanics To Michigan Classes

NEW YORK—Local juke box mechanics are invited to attend service sessions at the Rowe AMI Little Red School House in Grand Rapids, Mich. The factory picks up the tab for room and board while school is in session, but the mechanics pay their own transportation to and from the plant.

Sessions are set for October 15-19, November 12-16 and December 10-14. Students are expected to report the evening before classes begin.

New York area mechanics can

### 4 PRICES LISTED FOR STRIPS

NEW YORK—A story in last week's issue of Billboard Music Week quoted inaccurate prices for colored title strips sold by the Mobile Record Service Company, Pittsburgh. Correct prices are \$2 a hundred for amber strips and \$3 a hundred for all other colors.

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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, C-200 Phonograph ..... \$195.00  
Advance Bowler ..... 495.00  
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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.

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## Dallas Man Puts Patrons in Mood For Music—and It's Catching

DALLAS—"Keep the music playing." That's one secret for a successful location discovered by E. R. Solomon, owner and operator of Sol's Turf Bar, a popular spot in the heart of downtown Dallas.

Solomon feels the sound of music is catching, and it is on this theory that he never lets the phonograph in his place remain idle for long at a time.

"When the customers have momentarily forgotten music and the juke box is silent, my employees or I start it going again from a central control box," he said, pointing out that this is usually all it takes to encourage customers in booths or at the bar to start thumbing through the selections, looking for tunes which strike their fancies—and paying to hear them.

Running the music side of his business on this theory, Solomon says that once the customers in his place have got into the music mood, they will continue playing the phonograph until they are ready to leave.

When those thus musically inclined have finished their drinks or their food and left and a new group has arrived, Solomon always notes a lag in the juke box play, until the new arrivals have been indoctrinated musically with the sounds of the free plays which he offers in the way of encouragement.

His phonograph, a stereo, serviced by B & B Vending Company, Dallas, features a wide selection. However, as his location is in the heart of the

downtown business district and thus attracts what might be described as the mature sort, old favorites, with a liberal sprinkling of the semi-classics make up a big portion of the selections.

In this respect, Solomon notes a definite pattern in the music which the customers prefer. It is a pattern which follows pretty closely the time of the day. For instance, from morning until about noon, when most of the customers are drinkers of the casual drop-in type, the preference is for the less conservative tunes and toward those which are louder and which have a faster beat.

From noon until about two in the afternoon he caters to the lunch crowd, a group which prefers new hits of the quiet type. At night, up until closing time, it is the old favorites which get the play.

Having noticed this pattern, Solomon uses it as a yardstick when giving the first selections on the house designed to get the customers in the juke box mood.

Solomon gives a lot of credit to music for the enviable reputation which he has in the city for running a trouble-free place.

"Good music has a calming effect on everybody," he says, "including the drinking man. Many times I've noticed that the customer who might at first appear to be a troublemaker calms down with the first strains of music. I've worked on that theory for years, and it seldom fails."

## Seeburg Console Showings Draw 680 Ops in Syracuse, Albany, Buffalo



DAVIS DISTRIBUTING AND SEEBURG top brass discuss promotion plans at the recent Syracuse showing of the Seeburg LP Console. Left to right: Al Wertheimer, Davis president; Bob Romig, Davis secretary-treasurer; Ted Burrows, Seeburg's national parts division sales manager, and Frank O'Brien, Seeburg president.

SYRACUSE — Some 680 New York State operators viewed the new Seeburg LP Console at recent showings of the Davis Distributing Company here and in Albany and Buffalo. Present were Frank O'Brien, Seeburg president; Bill Prutting, Seeburg Eastern sales manager; Ted Burrows, national sales manager of the Seeburg parts

division; Bob Moulder, field service manager of Seeburg's music division, and Frank Finneran, Seeburg's Eastern regional vending sales manager.

not to congregate there and play them.

Edward H. Newell, owner of Or-Matt Amusement Company, owns the two machines police seized. He did not know about it when called by a reporter.

At press time, he was having his attorney see about return of the machines.

John Ford and Roy Gianconda, Seeburg location specialists, operated the film and sound facilities during the presentations. Al Wertheimer, Davis president, introduced Davis and Seeburg personnel, while Bob Romig, Davis secretary-treasurer, was emcee. Henry Wertheimer, Davis vice-president and executive sales manager, made the presentation talk.

Davis district sales managers on hand were Elmer Rowe, Buffalo; Sid Gordon, Syracuse; Paul Lacuyer, Albany, and Lou Icone, Rochester.

## Memphis Police Arrest 15 Youths For Under-Age Pinball Playing

MEMPHIS—Police arrested 15 youths playing two pinball machines at the Guest House here last week, confiscated the two machines and charged the location clerk on duty with allowing minors to play.

Fourteen youths, all under 18, were charged with violating the city ordinance which prohibits anyone under 18 playing pin games.

They were turned over to Juvenile Court, later released to their parents and face a hearing. Date has not been set.

Another youth, age 18, was charged with disorderly conduct. Police testified they told him to move on, but three times he insisted on going back inside to play a machine.

City Judge Beverly Boushe dis-

missed the charge after lecturing the youth.

Arrest of the 14 on the under-age charge was the first such arrest veteran reporters here could recall in several years. The city ordinance, which also prohibits anyone under 21 playing amusement machines in places where beer is served, was passed in 1955.

Judge Boushe fined Beverly Ann Prewitt, 18, clerk on duty at the Guest House at the time, \$11 on a charge of allowing juveniles to play the machines.

Police testified in court they had warned the youths several times

# 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



**CHICAGO:**  
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# Place to Park Children & Keep 'Em Happy Turns Profit at Discount Store

FLORENCE, S. C.—To most self-service discount department stores, children are a problem. To Treasure City, which opened its doors here last month, they're a source of revenue.

After studying operations of other discount houses, the Treasure City management decided on an unusual switch—to set up a kiddieland directly at the front of the store, just inside the entrance, and to the right of the checkstands.

Separated from the remainder of the store front by a wrought-iron railing, the kiddieland occupies some 40 by 20 feet and contains 10 rides. Included are space ships, helicopters, stagecoaches, racing cars, airplanes and miniature Ferris Wheels.

### Aid Mothers

By spotting the kiddie rides at this location, Treasure City has not only insured a much heavier collection than if the rides were off to one side in a niche, or scattered independently around the store interior, but likewise, provide the ideal answer for shopping mothers as to what to do with their youngsters while shopping.

While, of course, it does require several dimes to keep youngsters thoroughly entertained for the average length of the shopping visit, many mothers

believe that this is worthwhile—particularly as it is usually necessary for youngsters to wait their turn in the crowded kiddieland.

Literally dozens of boys and girls have waited in line as long as a half hour at the busy discount house ever since the opening, according to the management.

### Free Rides

A good-will-building touch which has been developed by personnel stationed at the entrance to the big discount house is to help mothers soothe fractious, crying children by offering them a free ride on one of the kiddie rides as soon as they are spotted coming through the door.

This service—for which store personnel are, of course, reimbursed by the various kiddie ride operators involved—introduces many youngsters to such rides for the first time, and has been responsible for repeat business whenever the same family revisits the shopping center.

It's the same with vending machines which are set up in large batteries along the sides of the kiddieland area, where they are most convenient to shopping mothers who are pleased with the opportunity to use up pennies and nickels for assuaging their offspring's sweet tooth.

## MANDELL GUARANTEED USED MACHINES

- N.W. Model 49, 1¢ or 5¢ ..... \$14.50
- N.W. Deluxe 1¢ or 5¢ Comb. .... 12.00
- N.W. 15-Col. 1¢ Tab Gum Machine 18.00
- N.W. Model 233, 1¢ Porc. Con-verted for 100 ct. B. G. .... 6.80
- Silver King 1¢ B.G. or Mds. .... 8.50
- ABT Gums ..... 36.00
- Mills 1¢ Tab Gum ..... 12.00
- Model 233 Peanut, 1¢ ..... 4.50

### MERCHANDISE & SUPPLIES

- Pistachio Nuts, Jumbo Queen, Red \$ .44
- Pistachio Nuts, Jumbo Queen, White .47
- Pistachio Nuts, Large Tulip .42
- Pistachio Nuts, Vendor's Mix .52
- Pistachio Nuts, Shell, Red .50
- Cashew, Whole .68
- Cashew, Butts .63
- Peanuts, Jumbo .45
- Spanish .37
- Mixed Nuts .47
- Baby Chicks .32
- Rainbow Peanuts .32
- Bridge Mix .32
- Boston Baked Beans .32
- Jelly Beans .30
- Licorice Gems .28
- M. & M. 50¢ ct. .47
- Hershey-ets .47
- Rain-Bio Gum, 72 ct. .... \$ .32
- Maltette, 100 ct., per 100 .38
- Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct. .... .32
- Rain-Bio Ball Gum, 100 ct. .... .34
- 300 lb. minimum prepaid on all Rain-Bio Ball Gum.
- Adams Gum, all flavors, 100 ct. .... .45
- Wrigley's Gum, all flavors, 100 ct. .... .45
- Beech-Nut, 100 ct. .... .45
- Hershey's Chocolate, 200 ct. .... 1.30
- Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.

One-Third Deposit, Balance C.O.D.

## IMMEDIATE DELIVERY VICTOR VENDORAMA



**ALL PURPOSE VENDOR**  
1c, 5c, 10c or 25c Mechanisms  
All parts interchangeable in seconds.  
Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.  
Unique in beauty and design.

STAMP FOLDERS, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
L'ongacre 4-6467

## "CECIL" THE SEA HORSE

vacuum plated • assorted colors  
only \$7.00 per thousand



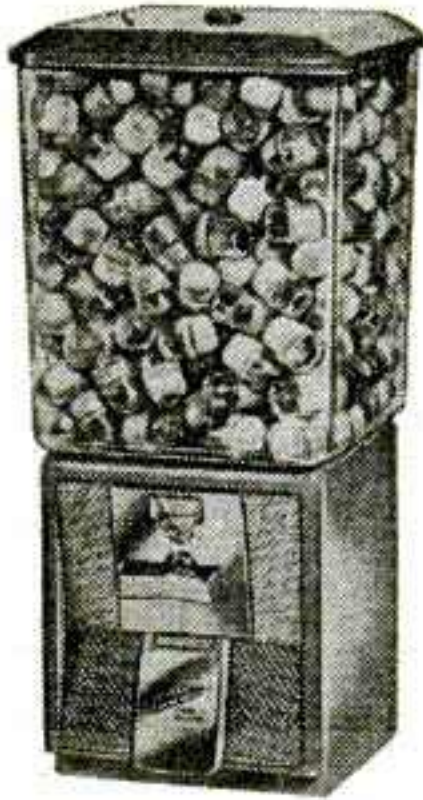
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## L. A. Grand Jury Indicts Pair Accused in Vend Machine Deals

HOLLYWOOD—The Los Angeles County Grand Jury last week indicted two men on counts of grand theft and conspiracy after listening to testimony from numerous persons claiming that they were bilked by the pair in vending machine deals. Indicted were Hilmer Nels Swanson and Robert Spofford Jarvis. Both Swanson and Jarvis were taken into custody.

Witnesses told the jury they were promised substantial profits in buying vending machines, and that Swanson made money-back guarantees on his sales. However, customers who found that the vending

machine business was not as rewarding as Swanson had said and sought their money back were given promissory notes and not cash, according to Bunco Squad Sgt. R. J. Reynolds. Swanson would acknowledge the indebtedness, but claim he was unable to come up with the cash, Reynolds told BMW.

Both Swanson and Jarvis operated as a team on some deals and individually on other transactions. According to Reynolds, the two also run the Spofford Corporation (based on Jarvis' middle name), a Nevada corporation.

(Continued on page 53)

### DAD SAYS

## Having Kid Who Uses Slugs Sharper Than Serpent Bite

HOLLYWOOD—When a parent reports his own son to the police for using slugs in a vending machine and then makes up the vendor's loss by forwarding a check for the amount—that's news!

The following letter was received here by the Oak Manufacturing Company, along with a check for \$4.40. The check and letter was forwarded by Oak to South Coast Vending, the vendor who owns the machine in question.

"Dear Sirs:

"When you service your machines of the Mayfair Market (Main Street, El Cajon) you will find some filed down pennies in a dime machine. It's the machine containing spiders, snakes, etc.

"My son brought home 44 of these weird little creatures, so he is responsible for this many. We have already gone to the police here in El Cajon and they suggested I contact you. I do hope you receive this, as Los Angeles is the only address I could find on the machine. I'm sorry about this, but all I can do now is send you the money and hope my son has learned a lesson.

"Sincerely,

"(Parent's Signature.)"

"P.S.: Another boy is being contacted by the police on the same 'fraud deal' but I can't tell you about him. The officer we talked with is (officer's name) of the El Cajon Police Department."

## BULK MACHINES LEGALLY OK IN JOLIET ACTION

CHICAGO—The clear-cut legality of all types of bulk machines in Illinois was reaffirmed by an action in Joliet, Ill., recently. Police confiscated two 25-cent capsule charm machines and arrested Wisconsin operator, Dave Hill, owner of the units. A police magistrate ruled, however, that the machines were legal, should be returned, and charges against Hill dropped. National Vendors Association counsel, Donald Mitchell, noted that bulk machines of all types have always been clearly legal in the State. NVA had arranged for legal representation for Hill in the action.



## VENDING HEADQUARTERS

for **VICTOR**

THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New 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.

## JUMBO 5¢ 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

2334 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



Penny-Nickel ATLAS MASTER Vendors

## Calif. Bulk Ops Plan A Regional Meeting

CHICAGO—A regional meeting for California bulk vending operators will be hosted by National Vendors Association Monday (15) afternoon at the Jack Tar Hotel, San Francisco.

The meeting coincides with the giant National Automatic Merchandising Association convention and follows by a day the NVA director meeting in the same city (see separate story).

NVA is planning the session together with two other California

vending associations, Western Vending Machine Operators Association and the National Automatic Vending Trade Association.

NVA counsel, Donald Mitchell, says the national bulk association hopes to organize a local chapter in co-operation with the two existing California groups.

An exchange of information among various State groups through a strong national association is vital to the bulk vending industry, he said.

QUALITY-VALUE		
BULK MERCHANDISE		
	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	.30	.65
Mixed Nuts	.30	.51
Spanish Peanuts	.30	.51
Virginia Splits Peanuts	.30	.49
Rainbow Peanuts (Candy)	.30	.58
Boston Baked Beans	.30	.58
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.49
Virginia Splits Peanuts	.30	.49
Small Pistachios, Red	.30	.58
Leaflets (M&M Style Candy)	.25	.37
Teeny Jelly Beans	.33	.37
Candy Corn	.30	.28
Hersheyettes	.25	.47
Chiclic Base Cub Chicks 25¢	.30	.43
Cherry 210 Count	.30	.42
Rainbow Tabby-Lets 520	.30	.32
Sugar Peps (Bulk Candy)	.24	.46
Maltettes (Ball Style, 100 Ct.)	.15	.35

BALL GUM VARIETIES		
	Pack Lbs.	Per Lb.
140-170-210 Rainbio Gum	.25	.33
Rainbio 100's Centuries, Ass'd.		
Colors—Grape, Cherry	.18	.34
Rainbio Screwballs, 100's	.18	.31
Rainbio 1/2 Chile 140	.25	.41
Cherry 210 Count	.35	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only Full cash with order, no C.O.D.'s.)

Adams, Wrigleys, Beech-Nut Brands, 1¢, 100's. Per Box. . . . . 47

**ACCESSORIES**

Single Floor Stand . . . . . \$ 8.50

Dbt. Cross Bars for Above . . . . . 2.00

Triple Cross Bars for Above . . . . . 10.50

4 Place Racks With Wheels . . . . . 12.50

3 Place Racks With Wheels . . . . . 8.95

1¢ Coin Counting Scale . . . . . 23.50

1¢-5¢ Coin Counting Scale . . . . . 23.50

Stamp Folders, Per 10,000 . . . . . 4.00

Ass'd. Trading Cards . . . . . 2.25

Ball Point Pen, Gr. . . . . 5.50

**RECONDITIONED & REFINISHED VENDORS**

N.W. Model 49, 1¢ or 5¢ Bulk . . . . . \$13.50

N.W. Model 49, 1¢ Ball Gum . . . . . 13.50

Silver King, 1¢ or 5¢ Bulk . . . . . 8.50

Acorn 1¢ Ball Gum . . . . . 11.00

Victor Toppers, 1¢ Bulk . . . . . 11.00

Acorns, 1¢ or 5¢ Bulk . . . . . 11.00

Silver King 5¢ Hot Nut . . . . . 13.50

Ajax 5¢-10¢ 3-Col Bulk . . . . . 39.50

Premier 1¢ Card Vendors . . . . . 14.50

2-Col. 5¢-10¢ Stamp (Folder) . . . . . 15.00

Model V 1¢ Ball Gum . . . . . 8.50

N.W. 10-Col. Tab w/removable drums . . . . . 21.50

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.

SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

**Rake Coin Machine Exchange**  
609-A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676

'DANKE SCHON'

Bulk Machines Back-Talk Patrons—Who Like It

WEST BERLIN—Bulk vending operators in West Berlin are getting highly favorable results with bulk vending machines which play tape-recorded messages for patrons.

Machines are equipped with a tape recorder unit similar to that used on the telephone. The unit is activated by insertion of the coin in the slot. The units then play tapes with appropriate messages. "Thank you for your patronage" is the standard message—but operators inject their individual personalities into the messages, some of which became quite lyrical.

Adalbert Krug, an operator and electronic technician in Munich, was one of the first German operators to experiment with taped messages for vending machines. The practice spread and is now particularly popular in West Berlin.

Some operators let themselves go on tape, making like ball-gum-and-

peanuts disk jockeys. Others prefer to tout the excellence of their vended products, while a few think it is enough to say "Thanks for your business," and let it go at that.

Kiddie locations adapt their tapes to the small-fry trade, taping jingles and other moppet material.

A few operators take the high-road public-service approach, taping brief items of general interest such as the weather forecast or road conditions in the particular area.

Whatever the approach, however, all operators using the tapes report that collections are enhanced substantially by this personalized approach to bulk vending.

Several German manufacturers plan to install message units on machines for export. German producers have experimented with the installation of tape playback units on cigaret machines exported to Middle East, the messages being recorded in Arabic.

Rock-Ola Sets Plush Preview For New Line

CHICAGO — Several hundred operators, wives and guests will see a preview of the new Rock-Ola line at gala unveiling ceremonies hosted by Empire Distributing Company at the plush new Sahara Inn Motel here Saturday (6) evening.

Cocktails and a buffet will be served from 6-9, with dancing and entertainment following. Sometime in the course of the evening the new Rock-Ola line will take stage center.

On hand will be virtually all the sales staffers from both Empire and Rock-Ola. The distributing company will be represented by Gil Kitt, Joe Robbins, Jack Burns, Bill Herbard and Norm Lieder, plus others from Empire's staff.

Rock-Ola personnel will include E. G. Doris, executive vice-president; Donald Rockola, Lester Rieck and Ralph Wycoff.



HOSTS AT EASTERN MUSIC SYSTEM'S recent showing of the new Seeberg LP console in Philadelphia were, left to right: Marvin Stein, Eastern Music; Jack Gordon, Seeberg executive vice-president; Bill Adair, Eastern Music, and Bill Adair Jr.

Michigan Pool Table Company Expands Plant

BAY CITY, Mich. — Valley Manufacturing Corporation has started an expansion program designed to add some 100,000 square feet of space to the firm's pool-table production facilities.

John Ryan, sales manager, said the expansion will be a two-part program, part of the construction being started now, part beginning in March.

Earl Feddick, president, noted that the expansion includes purchase of a large tract of land across the street from the plant for storage and additional parking.

Swank Philadelphia Athletic Club Scene of Seeberg Showing There

PHILADELPHIA — Nearly 400 operators and distributors from this area attended Eastern Music System's showing of Seeberg's LP Console at the swank Philadelphia Athletic Club recently.

Veteran coinmen agreed that the showing was one of the most lavish ever presented in this vicinity. Those attending came mainly from Pennsylvania and New Jersey.

The session, which lasted from 6 p.m. to midnight, started off with cocktails and was followed by the two-hour showing. After this a beef dinner was served.

The showing featured two dancing girls, visual aids and talks by officials of the manufacturer and the area distributor.

Speakers were William Adair, Marvin Stein and Melvin Sonier, of Eastern, and Jack Gordon, vice-president of Seeberg. They all took turns speaking, while a spotlight covered them on the one side of

the dramatic illustration of the new phonograph.

Tapes of music and an announcer talking and showing slides came from a small control board in the rear of the hall. Slides were shown of the Seeberg machines since the war.

After the showing, six of the unveiled models were on display during dinner.

L. A. Garnd Jury

Continued from page 52

Reynolds told the jury that he visited Swanson's office posing as a prospective buyer and recorded his sales pitch, using a hidden mike. Reynolds said he was assured that he would be given a contract assuring him that the money would be refunded. For investing \$5,100 in 30 used cigaret machines, he was guaranteed an annual net profit of \$6,480, Reynolds said.

**BIG SAVINGS on BALL AND VENDING GUMS**

SAME FINE FLAVORS, CENTERS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size...	28 1/2¢ lb.
Chicle Ball Gum, 130 ct.	36 1/2¢ lb.
Clor-o-Vend Ball Gum...	41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct.	41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	29 1/2¢ lb.
Tab (short stick), 100 ct.	38¢ box
5-Stick Gum, 100 packs...	\$1.90
F.O.B. Factory 150 lb. lots.	

**AMERICAN CHEWING PRODUCTS**

37 years of manufacturing experience

4th & Mt Pleasant • Newark 4 N.J.

Watch Them Jump!

**GENUINE MEXICAN JUMPING BEANS!**

REQUIRES SPECIAL VENTED CAPSULE

1 BEAN 1/2¢ per 2 BEANS 1/3¢ per IN CAPSULE 22¢ IN CAPSULE 3¢

Will be at NAMA SHOW, SAN FRANCISCO-OCT. 15-20

**PLASTIC PROCESSES INC.**

83 HANSE AVE., FREEPORT, N.Y.



SHOWBOUND TRAVELERS were (left to right) Mr. and Mrs. Bernard Stillmaker, of Stillmaker Distributing, Cincinnati; bus driver; Mr. and Mrs. James Drivakis, of Atlas Music, Cincinnati; Leo Caproni, Maysville Automatic, Ripley, Ohio; Mr. and Mrs. Art Rawlins, De Luxe Sales, Newport, Ky. The group traveled to Columbus, Ohio, for the Seeberg "Breakthrough for 1962" show held recently at the Fort Hayes Hotel there. Others, not pictured, included Ed Ates, Morton Music, Cincinnati; Charles McCaw and Charles McCaw Jr., H. & M. Novelty, Cincinnati; Bill Harris, Lincoln Amusement, Dayton, Ky.; Bob Hays, Melody Music, Hebron, Ky.; Bob Wood, Music Service Company, Lebanon, Ohio; Mr. and Mrs. Elmer Meyer, Elmer's Music, Cincinnati, and Mr. and Mrs. Charles Dunkle, G. I. Music, Cincinnati.

**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 4 1/2 inch wingspan that will make ALL machines come to life... make all machines earn more than ever.

GIANT BAT comes complete with ringhole so that kids can tie string through it and make the wings flutter.

**ONLY \$45.00 per M Capsuled**  
Order from your distributor.

**PAUL A. PRICE CO., INC.**  
55 Leonard Street, New York 13, N. Y.  
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**PEN VENDORAMA AND SCRIPTO PENS**

A Fine Combination

Holds 193 SCRIPTO Pens  
Vending at 25c Each  
Takes in \$48.25

SCRIPTO Pens — Fine Quality Mds.  
This machine is covered by U.S. Patents. Other Patents Pending.

**VICTOR VENDING CORP.**  
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715 LINCOLN PLACE, BROOKLYN 16, N. Y.  
PResident 2-2900  
PHONE or WRITE FOR PRICES

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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COMPANY \_\_\_\_\_  
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Fill in coupon, clip and mail to:  
**H. B. HUTCHINSON, JR.**  
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

**COLA OR-BITS**

M & M TYPE CANDY

A delicious cream centered hard-coated candy that has been accepted by operators everywhere as one of the best "beat the heat—no melt candies" for summer time vending.

The delicious and distinctive cola flavor is captured in every piece. A real favorite with boys and girls and Moms and Dads alike.

Handsomely designed space-type decal provides the "on-the-spot urge" for small fry to drain the nickels from Dad and Mom.

COLA OR-BITS at 5¢ vend OFFER NEW PROFIT OPPORTUNITIES TO EVERY BULK VENDING OPERATOR IN AMERICA. RUSH ORDER TODAY!

Per lb., 60c. Packaged 30 lbs. to the carton. 300 lbs. minimum.

One-third deposit on all orders — All prices F.O.B., Lancaster, Pa.

**Colabar Candy Company**

260 W. MAIN STREET, LEOLA, PA. Phone: EXpress 2-7470 at Lancaster, Pa.

# Swinging Chi Station Boost to Ops

By NICK BIRO

CHICAGO—Operators are reaping the benefit of what has been described as the hottest summer for singles since 1957. Though collections traditionally dip in September—fall shopping and the kids returning to school being prime reasons—this fall is shaping up much better than usual.

One reason, according to Fred Sipiora, of Singer One Stop, is the "residue of sales on all the hot singles from last month—this plus sales of a lot of hot new singles is helping keep operator business up."

Another reason, cited by both Sipiora and Russ DiAngelo, of Music Box, is the growing influence of WYNR, Chicago's new hard-rock-oriented radio station.

**Not in Stock**

In one instance, the station has even gone so far as to build some demand for a record so new that

distributors don't even have stock: "Big Girls Don't Cry," by the Four Seasons on Vee Jay. The song is on the group's big LP and is soon to come out as a single. (WYNR has been playing the LP band.)

"It's very rare that we get demand on a record before it has even arrived. This is exactly what Chicago has needed—a station to build demand on new material," DiAngelo said.

Not only is WYNR playing a lot of new material, but it is starting to give WLS a little competition. WLS has been the big singles-playing powerhouse and its Dick Diondi show is No. 1 in the city.

**WLS a Must**

Distributors have generally felt that records might be broken on WIND, and to a lesser degree on WGN, but to get any kind of sales, the record had to make it on WLS.

This is not to say that WLS

hasn't broken new material. On occasion it has, and a good example is "If I Had a Hammer," by Peter, Paul and Mary on Warner Bros.

But basically, WLS is known as a format station with a list of some 60 records to play. With only 10 to 15 new records added per week, WLS is not known for breaking new material.

Its big asset as far as the record industry is concerned is its strong influence on single sales.

Now, a lot of the record people feel they might be able to have their cake and eat it too. Or to be more specific, not only will WIND and WGN break new material, but

(Continued on page 57)

## Recent Stereo Releases For Juke Box Operators

All titles listed below are from the latest Rowe-AMI Top Talent 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.

**France—70, Gordon Jenkins & Orchestra, Time Record Company (Pop Instrumental)**

Under Paris Skies/Une Rose Rouge  
Fascination/Je N'en Connais Pas La Fin-Danse Avec Moi  
Danse at Bougival/The River Seine  
Paris Canaille/Comme Ci, Comme Ca  
Padam, Padam/My Man

**For the Nero Minded, Peter Nero, RCA Victor (Pop Instrumental)**

Moon River/Dancing on the Ceiling  
Don't Get Around Much Anymore/Little Girl Blue  
Ev'rything I've Got/Yesterdays  
Let's Not Waste a Moment/Isn't It Romantic  
Too Late Now/Love Is a Simple Thing

## 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.

SURFIN' SAFARI AND 409	BEACH BOYS Capitol 4777
PUNISH HER AND SOMEDAY	BOBBY VEE (Punish Her) BOBBY VEE & THE CRICKETS (Someday) Liberty 55479
ONLY LOVE CAN BREAK A HEART AND IF I DIDN'T HAVE A DIME	GENE PITNEY Musicor 1022
POPEYE THE HITCHHIKER AND LIMBO ROCK	CHUBBY CHECKER Parkway 849
ALL ALONE AM I AND SAVE ALL YOUR LOVIN' FOR ME	BRENDA LEE Decca 31424
STOP THE MUSIC AND IT'S LOVE THAT REALLY COUNTS	SHIRELLES Scepter 1237
SEND ME THE PILLOW YOU DREAM ON AND WHAT'LL I DO	JOHNNY TILLOTSON Cadence 1424
WORKIN' FOR THE MAN AND LEAH	ROY ORBISON Monument 467
NOTHING CAN CHANGE THIS LOVE AND SOMEBODY HAVE MERCY	SAM COOKE RCA Victor 8088
FOREVER AND A DAY AND BABY, THAT'S ALL	JACKIE WILSON Brunswick 55233
I WAS SUCH A FOOL AND HE THINKS I STILL CARE	CONNIE FRANCIS MGM 13096

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| Games Inc. Tim Buc Too . . 295            | Games Inc. Twin Tim Buc Too 445                |
| Games Inc. Super<br>Wildcat . . . . . 145 | Games Inc. Twin Super<br>Wildcat . . . . . 295 |

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5 Mutoscope Voica 0 Graph 45-78 . . . . .	245.00
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2 Baffing Practice . . . . .	95.00
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**HANK PETEET** (behind glass) conducted a Wurlitzer service school for Cincinnati area operators at the **Low Jones Distributing Company**, Covington, Ky. Peteet is Wurlitzer field service engineer. Attending the school were **Rudy Wiesman** and **Charles McLain**, **Corson Music Company**; **Chester Sharpe**, **Sharpe Amusement Company**; **Herb Donaldson Jr.** and **Gene Ferrel**, **Donaldson Amusement Company**; **Irv Inderly** and **Paul Kreitz**, **Dayton, Ohio**; **Ellis Hurd**, **Ace Amusement Company**; **John Peterson**, **Middletown, Ohio**; **Max Tidwell**, **T.&T. Amusement Company**, and **Harold Kleier** and **Robert Hoobler**, **Low Jones Company**.

### PITTING SINGERS ON SAME TUNE ZIPS PLAY OF BOTH

**DALLAS**—Here is a simple idea for increasing juke box collections in busy spots, as developed by **Ray Williams**, of **B & B Music Company**, Dallas.

Wherever several recordings have been made of the same hit number by different artists, Williams is careful to spot them all on the phonograph with the listings appearing side-by-side, so that everyone who scans the music menu knows that they exist.

The labels are shown in the same way whether they appear on the juke box panel, or on the wings of wall boxes along bars or at restaurant tables.

For example, during August, **B & B Music Company** was offering "Memories Are Made of This," by both **Dean Martin**, and **Gale Storm**. This popular old hit, of course, appeals to everyone, and followers of either **Martin** or **Storm** were inclined to play them both, if for no other reason than to note the difference in handling of the number.

Proof that the average person went through this sort of mental process is found in the fact that play on both versions was just about the same.

**OPERATE Williams KING PIN 5-BALL**  
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Bally Moon Raider	150.00
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Midway Target Gallery	Write
C.C. DeLuxe Ski Score	\$150.00
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Kaye Hockey	125.00
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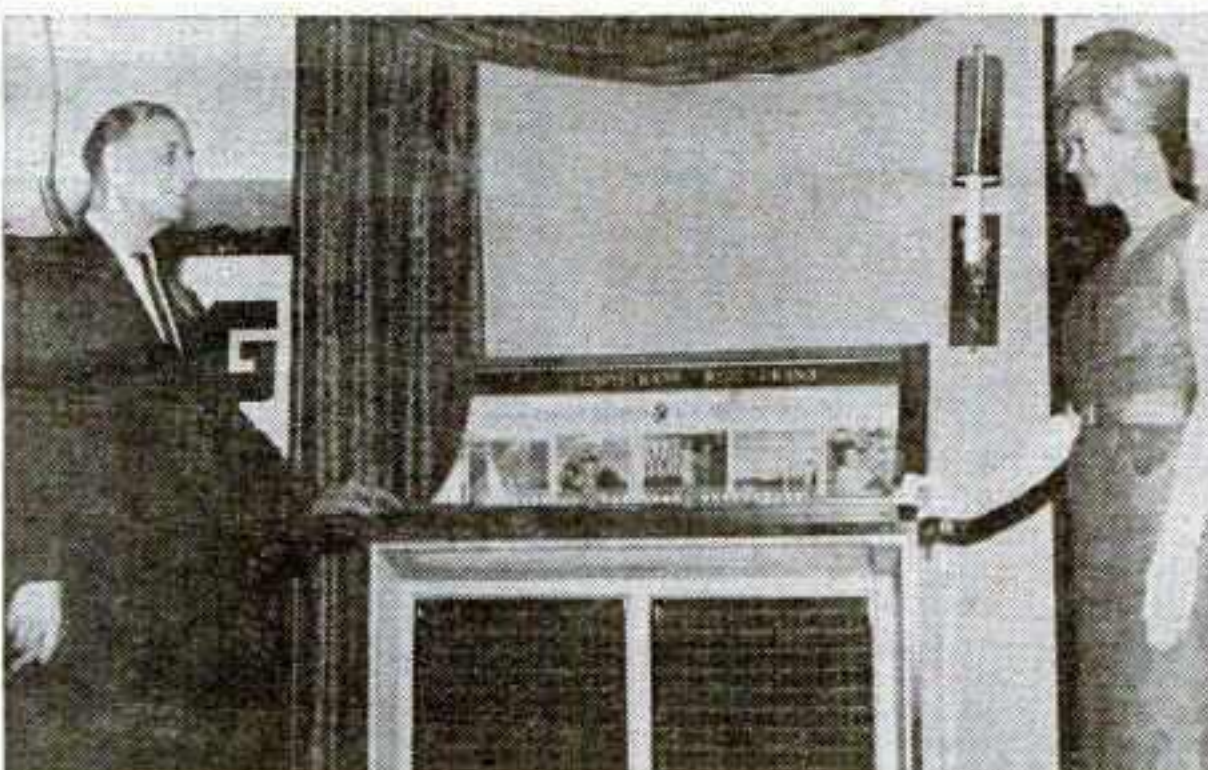
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 Gottlieb's spectacular new 1-player now available for immediate delivery! See page 37.

**PRICED TO GO!**  
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Williams ROCKET, 1-Pl.	\$115
SPOT POOL, 1-Pl.	115
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**ALWAYS A MAN TO APPRECIATE TRIM LINES**, **A. P. Sauve**, 38-year operating veteran, looks over the new **Seeburg** phonograph during recent showings by **Martin & Snyder Company**, Dearborn, Mich. Contributing to the cause is **Kay Talbot**, receptionist for the distributing firm.

**WANT MECHANICS**  
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**JFK Signing Turns Anti-Slug Bill Into Law**

**WASHINGTON** — President Kennedy has signed the anti-slug law imposing criminal penalties on both the manufacture and use of counterfeit money or tokens in coin-operated vending and other machines.

The Senate Judiciary Committee opposed penalizing "use" of a counterfeit in vending or other coin-operated machines because of stiff penalties involved, but the use penalty was inserted into the bill from the floor.

Coin-operated machines can now bear warning signs that use or manufacture of slugs or counterfeit currency to obtain goods or services is a federal offense for anyone 18 years of age or over. Penalties are fines up to \$1,000 or a year in jail, or both.

## EUROPEAN NEWS BRIEFS

Continued from page 48

moted for locations which heretofore have rejected juke boxes as undignified. LP albums are regarded as even more suited to European than to American taste, particularly since Europe is now in the midst of a classical music boom.

### Reds Seek Western Patents

**EAST BERLIN**—The Soviet Union announced through its embassy here that Russia is planning to seek Western coin machine patents and licenses within the framework of a generally expanded exchange of patents and licenses with other countries. A new patent office is being created, replacing a variety of bureaus which have handled patents in the past. The Soviet embassy here said the concentration of these operations in one organization will facilitate an extension in the exchange of patents and licenses between Russia and other countries. **Nikita Khrushchev** is currently pressing the expansion of automatic merchandising in Russia, and he said he has "nothing against having more juke boxes to brighten the life of our workers and peasants."

### Groups Attack

Continued from page 48

are excessive and threaten existence of the operator trade. What the operators refer to as an "Existenzkampf" (battle for survival) is largely a figment of their imagination, retorts GEMA.

#### Royalty Readjustment

The copyright organization points out that it has made a series of readjustments in the royalty scale to meet operator wishes, but that the operators are chronically unhappy. For example, says GEMA, the present scale is only 78 marks (\$19.50) a machine a year or 22 pfennigs (5½ cents) a day. Yet, the operators "carry on

### Blundered Goal

Continued from page 48

**Ronnie Devine**, **Mel Lawitts** and **Emil Heck**.

The operators suggested that **MOA** work more closely with the **National Coin Machine Distributors Association** and with the various manufacturers.

as if they were being subjected to medieval persecution."

GEMA officials voiced the opinion that if the operators and the **ZOA** would display a fraction of the energy they have put into the anti-royalty fight in promoting phonograph operation in a positive sense, the entire trade would be much further advanced.

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 500 Advance 1c Ball Gum 7.50  
 15 Silver King, 5c 8.50  
 50 DuGrenier 4 Sel. 1c Gum 10.00  
 U-Select 2 Col. 160 Sel. Candy 150.00  
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 25 Seeburg V 200 converted to VL and Speed Read \$225  
 50 Seeburg 3-W-1 Chrome Wallboxes.. 32

**PANORAMS**  
 20 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.... 395  
 Midway Ski Fun ..... 325  
 Write for Special Prices on the following late Up-Rites:  
 3 SUMMERTIME, 3 SUPER WILDCAT, 3 TIM BUC TOO, 1 DOUBLE TIM BUC TOO.

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 Donald Duck ..... 250  
 Elsie the Cow ..... 225  
 Old Smokey ..... 275  
 Twin Merry-Go-Round... 295  
 Toonerville Trolley ... 375  
 Big Bronco ..... 295  
 Meteor Hot Rod ..... 225  
 Twin Horse Stage Coach 425  
 Junior Jet ..... 175  
 Red Nose Reindeer ... 225  
 Tusko Elephant ..... 495  
 Miss America Boat .... 295

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WITH SECOND-SHOT SCORE-SAVER  
Strike scores up to 500. If Strike not scored, flashing lights permit player to score up to 500 on second shot.

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# Swinging Chi Station Boosts to Ops

Continued from page 54

WYNR and possibly even WLS will join the bandwagon.

## Juke Box Impact

The impact on juke box play and record sales could be considerable.

Immediate effect will be to make Chicago a "hotter" record city. New disks will take off faster—and easier. Distributors, dealers and operators will be able to get a faster reaction on a new record, and as a consequence, be able to keep it in stock during its entire life.

WYNR has been courting its new audience carefully. Battle-of-the-sound-type programs have been inaugurated along with a number of contests and gimmicks, mostly aimed at the teen-agers.

To sum up, the station's influence has already been felt by juke box operators, record dealers and distributors to a surprisingly substantial degree. It could be even more.

As far as hot new singles being bought by operators, both Sipiora

and DiAngelo report good action on Brian Hyland's "Warmed Over Kisses" on ABC-Paramount.

DiAngelo added he's getting good sales on: "Song for Belly Dancer" from the upcoming Broadway musical, "Mr. President." The tune is recorded by Ralph Burns on Epic.

Others: "What Kind of Fool Am I?" Sammy Davis Jr., Reprise; "Fiesta," Dave (Baby) Cortez on Emit; "Lida Rose," Ferrante and Teicher on ABC-Paramount; "I've Been Everywhere," Hank Snow, RCA Victor, and "Desifanado," Stan Getz on Verve.

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## Five Balls

GOTTLIEB

2 Texan	\$345
2 Melody Lane	285
2 Captain Kidd	300
2 Straight Shooter	145
1 Mademoiselle	285
2 Race Time	200
2 Picnic	195
2 Hi Diver	165
3 World Beauty	220
1 Whirlwind	165
4 Kewpie Doll	245
2 Double Action	245
2 Brite Star	175
2 Contest	250
2 Egghead	295
1 Falstaff	150
2 Miss Annabelle	175
2 Gondolier	200
2 Wagon Train	235
2 Sweet Sioux	345
1 Roto Pool	150

WILLIAMS

2 Jungle	\$200
5 3 Coin	260
2 Music Man	285
2 Hollywood	275
2 Serenade	225
2 Ten Spot	225
2 Viking	295
2 Satellite	100
2 Blackjack	200
1 Cue Ball	100
1 Steeplechase	125
2 Clubhouse	135
2 Kickoff	135
2 Tic Tac Toe	135
2 Coquette	375
2 "21"	150
2 Highway	235

## Uprights

1 Playball	\$ 50
5 Super Circus	50
30 Mialeah	100
5 Mermaid	50
1 Galloping Dominos	50
1 Circus Days	225
3 Super Wildcat	225
1 Twin Red Arrow	295

## Arcade

Criss Cross Hockey	\$150
Battling Practice	195
Heavy Hitter	150
Midway Baseball	395
Jet Pilot	195
Horses	275
Old Smokey	245
Model "9" Auto Photo	895
Road Racer	425

## Guns

Moon Raider	\$175
Gunsmoke	195
Derby	195
Sportsman	150
Carnival	150
Two Gun Fun	295
Pirate	195
Bonus	160
Midway Sh. Gallery	225
Midway Del. Sh. Gallery	295
Circus	245
Big Top	160
Sharpshooter	275



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- Scoring all cities lights targets for specials.
- Each top rollover scores when its pair of bumpers are lit.
- Targets spot rollovers indicated by lit pair of bumpers.
- Center "run up" numbers keep total of cities scored.
- 4 on-off pop bumpers for high score.
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New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



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**FOR**  
**LOCATIONS**  
**YOU**  
**COULDN'T**  
**GET INTO**  
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**...in addition to your present top locations!**

*Seeburg invented the LP Console to do two jobs for the music operator. For you. To get you into champagne locations that wouldn't have a juke box if you gave it to them. And second, to give you exclusive new money-making power in your present top locations. For the first time, you have the opportunity to expand your business both ways. Don't miss it!*

**THE REVOLUTIONARY**



# SEEBURG LP CONSOLE

# *An album that became a legend before its release!*

*The legend really began with the last "take" of the recording . . . a finale in which Nature, herself, chose to lend a hand. Through the comparatively sound-proofed studio came the crackle of lightning and a tremendous thunderburst . . . as if on cue. Belafonte continued on through the song and ended to the sound of torrential rains. And it's all in the album! It is a once in a lifetime recording, and those who were there have already made it a living legend! Album also includes "Try To Remember," "Summertime Love" and repertoire ranging from calypso and work songs to Broadway's best. Look for the ads in Time, The New York Times Magazine Section, Playboy, Cue!*



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