

# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



## Singles Surge Spreads and Dealers Beam

The surge in single record sales, which started early in June, continued last week, with better than 70 per cent of the dealers reached in major markets reporting strong business. From coast to coast, dealer comments reflected the enthusiasm. They described business as "good," "excellent," "sensational" and "terrific." Although the album business did not show the same hot action as did singles, dealers appeared to feel it was satisfactory for this time of year.

Hot cities for singles in the East included Boston, Buffalo, Hartford, New York, Philadelphia, Baltimore and Washington. In the Midwest, Chicago, Cleveland, Detroit, St. Louis, Cincinnati and Minneapolis also were strong. In the South and Southwest, there was good sales action in Atlanta, Memphis, Nashville, Miami, New Orleans, Houston and Dallas. Singles were moving nicely in San Francisco and Los Angeles.

New albums were showing initial sales action in many markets. One of these was Ray Anthony's "Worried Mind" on Capitol. Another, especially in the South, was Bobby Bland's "Here Is the Man" on Duke. The Columbia album with Julie Andrews and Carol Burnett, called "Julie and Carol at Carnegie Hall," also was showing up well, especially in the East. Where the new Elvis Presley set, "Pot Luck," had been delivered to dealers it was selling mighty well.

The old rock and roll hit packages, including Volume IV of "Oldies But Goodies," were continuing their sales streak. In Pittsburgh, deejay Porky Chedwick's new set on his own Ricky label, "Porky Chedwick Presents Dusty Disks, Volume II," was a smash there. In New York deejay Jocko Henderson's new LP of oldies also was delivering well.

## Atlanta Hasn't Forsaken the Twist

ATLANTA—Singles sales continued solidly here this week, giving a rosy hue to everybody's complexion. And while the Twist may have slowed down in some markets, it's still strong in this city. As evidence not only are there strong sales of Joey Dee and Chubby Checker records in the market but also the Roller Coasters' waxing of "Spanish Twist" on the Holiday Inn label showed growing strength. Holiday Inn is owned by the Hollywood Inn Motel chain. It is the firm's first hot single.

"Ahab the Arab" on Mercury with Ray Stevens (who happens to be an Atlanta boy) broke wide open in this city last week. According to executives at Hopkins Equipment here, 21,000 copies of the disk were sold last week and it is continuing to move.

Atlanta, which has become a hub for the entire South, has jumped from a 1.2 to a 2.9 singles market as its population has increased over the past decade. Hit singles continue to sell in increasing quantity, making distributors especially happy when they happen to be riding with hot ones.

Singles business also has been sparked by the competition between three Atlanta Top 40 stations, WAKE, WPLO and WQXI. They in turn are being influenced by Station WFOM in Marietta, outside Atlanta, which plays not only Top 40 but new r.&b. and country wax as well. Since the station covers Atlanta the other three pick up on many hot items that are broken on WFOM.

A new discount store, with a large record department, is due to open in Marietta shortly. Store is called Thriftway, and it will have all leased departments including the record department. No one knows for sure, but it is believed that racker Charlie Schlange of Mershaw, who operates the record department in the Miracle City store in Huntsville, Ala., has the inside track in taking over the Thriftway department.

## St. Louis Locals Hit by One-Stops

ST. LOUIS—"Everybody's trying to get in on the other guy's act." That's the way one disk man described the record scene here last week. To confirm that statement, two different one-stop suppliers have been involved in taking over local accounts.

Leroy Davidson, a one-stop operator in Kansas City, has taken over the stocking of both singles and albums in 22 stores of the Katz drug chain, seven of which are in the metropolitan

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### SINGLES

#### ★ NATIONAL BREAKOUTS

- IT STARTED ALL OVER AGAIN, Brenda Lee, Decca 31407
- BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046
- AHAB THE ARAB, Ray Stevens, Mercury 71966

#### ★ 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.

- TROUBLE'S BACK IN TOWN . . . Wilburn Brothers, Decca 31363 (Sure-Fire, BMI) (Detroit, Baltimore)
- COME ON LITTLE ANGEL . . . Belmonts, Sabina 505 (Glendon, ASCAP) (New York)
- THEME FROM A SUMMER PLACE . . . Dick Roman, Harmon 1004 (Witmark, ASCAP) (Chicago)
- ALLEY CAT . . . Bent Fabric, Atco 6226 (Metrolion, BMI) (Minneapolis-St. Paul)
- LIFE'S TOO SHORT . . . Lafayettes, RCA Victor 8044 (Duchess, BMI) (Baltimore)
- I'M HANGING UP MY HEART FOR YOU . . . Solomon Burke, Atlantic 2147 (Progressive, BMI) (Miami)

#### NEW ON THE HOT 100

- 57. IT STARTED ALL OVER AGAIN . . . Brenda Lee, Decca 31407
- 66. BREAKING UP IS HARD TO DO . . . Neil Sedaka, RCA Victor 8046
- 70. AHAB THE ARAB . . . Ray Stevens, Mercury 71966
- 84. IF I COULD LOSE YOU . . . Dreamlovers, End 1114
- 86. LOCO-MOTION . . . Little Eva, Dimension 1000
- 88. NOTHING NEW (Same Old Thing) . . . Fats Domino, Imperial 5863
- 89. YOU SHOULD'A TREATED ME RIGHT . . . Ike and Tina Turner, Sue 765
- 90. MARY'S LITTLE LAMB . . . James Darren, Colpix 644
- 92. WORRIED MIND . . . Ray Anthony, Capitol 4742
- 93. GOODNIGHT IRENE . . . Jerry Reed and the Hully Girlies, Columbia 42417
- 94. WHAT DID DADDY DO . . . Shep and the Limerites, Hull 751
- 95. PARTY LIGHTS . . . Claudine Clark, Chancellor 1113
- 96. LA BOMBA . . . Tokens, RCA Victor 8052
- 98. MY TIME FOR CRYING . . . Maxine Brown, ABC-Paramount 10327
- 99. CRY MYSELF TO SLEEP . . . Del Shannon, Big Top 3112
- 100. POTATO PEELER . . . Bobby Gregg and His Friends, Cotton 1006

### ALBUMS

#### ★ NATIONAL BREAKOUTS

##### MONO

- BACK AT THE PEPPERMINT LOUNGE TWISTIN' WITH JOEY DEE & THE STARLITERS, Roulette R 25173

##### STEREO

- ROME ADVENTURE, Sound Track, Warner Bros. WS 1458
- FAMILY SING ALONG WITH MITCH, Mitch Miller & the Gang, Columbia CS 8573

#### ★ NEW ACTION LP'S

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

##### MONO

- BOBBY VEE MEETS THE CRICKETS . . . Liberty LRP 3228
- THERE GOES THAT SONG AGAIN . . . Brook Benton, Mercury MG 20673
- TWISTIN' WITH DUANE EDDY . . . Jamie JLP 3022
- PETE FOUNTAIN'S MUSIC FROM DIXIE . . . Coral CRL 57401
- LOVER PLEASE . . . Clyde McPhatter, Mercury MG 20711
- DON'T PLAY THAT SONG . . . Ben E. King, Atco 142
- BLUES CROSS COUNTRY . . . Peggy Lee, Capitol T 1671
- LOVE LETTERS . . . Julie London, Liberty LRP 3231
- I CAN GET IT FOR YOU WHOLESALE . . . Original Cast, Columbia KOL 5780
- A FUNNY THING HAPPENED ON THE WAY TO THE FORUM . . . Original Cast, Capitol WAO 1717
- COME ON IN . . . Santo & Johnny, Canadian-American CALP 1006
- SHE CRIED . . . Jay & the Americans, United Artists UAL 3222
- FROM ME TO YOU . . . Connie Stevens, Warner Bros. W 1431
- LOVERS WHO WONDER . . . Dion, Laurie LL 2012
- THE MANY MOODS OF FERRANTE & Teicher . . . United Artists UAL 3211

##### STEREO

- ORIGINAL MOTION PICTURE HIT THEMES . . . Various Artists, United Artists UAS 6197
- BASHIN'—THE UNPREDICTABLE JIMMY SMITH . . . Verve V6-8474
- NANCY WILSON/CANNONBALL ADDERLEY . . . Capitol ST 1657
- COUNTDOWN TIME IN OUTER SPACE . . . Dave Brubeck Quartet, Columbia CS 8575
- DINAH '62 . . . Dinah Washington, Roulette SR 25170

#### NEW ON THE TOP LP'S

##### MONO

- 125. BACK AT THE PEPPERMINT LOUNGE TWISTIN' WITH JOEY DEE & THE STARLITERS . . . Roulette R 25173
- 137. DAVE GUARD & THE WHISKEY HILL SINGERS . . . Capitol T 1728

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## 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	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	11
2	2	WEST SIDE STORY Sound Track, Columbia OL 5670	36
3	4	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	9
4	3	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	38
5	5	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	36
6	6	WEST SIDE STORY Original Cast, Columbia OL 5230	90
7	16	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	8
8	7	COLLEGE CONCERT Kingston Trio, Capitol T 1658	17
9	8	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	30
10	9	NO STRINGS Original Cast, Capitol O 1695	11
11	14	TIME OUT Dave Brubeck, Columbia CL 1397	78
12	13	THE TWIST Chubby Checker, Parkway P 7001	77
13	20	PETER, PAUL AND MARY Warner Bros. W 1449	10
14	15	CAMELOT Original Cast, Columbia KOL 5620	75
15	12	STATE FAIR Sound Track, Dot DLP 9011	8
16	17	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	8
17	18	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	132
18	19	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	48
19	10	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	29
20	11	A SONG FOR YOUR LOVE Lettermen, Capitol T 1669	19
21	31	CRYING Roy Orbison, Monument M 4007	13
22	32	WHAT'D I SAY Ray Charles, Atlantic 8029	44
23	22	MY FAIR LADY Original Cast, Columbia OL 5090	325
24	21	JOAN BAEZ, VOL. II Vanguard VRS 9094	31
25	24	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	86
26	28	SING OUT! Limelitters, RCA Victor LPM 2445	22
27	29	ALBUM 7 BY RICK Rick Nelson, Imperial LP 9167	12
28	23	SINATRA AND STRINGS Frank Sinatra, Reprise R 1004	16
29	35	MUSIC MAN Original Cast, Capitol WAO 990	210
30	25	MOON RIVER Lawrence Welk, Dot DLP 3412	26
31	39	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	7
32	43	YOUNG WORLD Lawrence Welk, Dot DLP 3428	6
33	36	DO THE TWIST Ray Charles, Atlantic 8054	28
34	30	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	44
35	45	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	9
36	42	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	27
37	27	TONIGHT Ferrante & Teicher, United Artists UAL 3171	16
38	33	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	14
39	34	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	20
40	49	HAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol W 1675	9
41	54	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	9
42	48	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	104
43	51	THE VENTURES' TWIST PARTY, VOL. II Dotlon BLP 2014	7
44	50	"TUFF" SAX Ace Cannon, Hi HL 12007	7
45	58	JOAN BAEZ, VOL. I Vanguard VRS 9078	18
46	63	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	20
47	62	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	5
48	53	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	14
49	37	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	16
50	59	MARIA Roger Williams, Kapp KL 1266	16
51	44	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	19

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	47	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	32
53	41	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	31
54	38	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	74
55	40	MILK AND HONEY Original Cast, RCA Victor LOC 1065	32
56	61	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	11
57	36	FOR TWISTERS ONLY Chubby Checker, Parkway P 7002	30
58	57	CARNIVAL Original Cast, MGM E 3946	57
59	78	BEYOND THE REEF Earl Grant, Decca DL 4321	7
60	66	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	40
61	89	FAMILY SING ALONG WITH MITCH Mitch Miller & the Gang, Columbia CL 1773	4
62	67	SINCERELY BRENDA LEE Decca DL 4216	15
63	70	ALL AMERICAN Original Cast, Columbia KOL 5760	8
64	86	GEORGE MAHARIS SINGS! Epic LN 24001	5
65	72	KING & I Sound Track, Capitol W 740	259
66	71	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	143
67	68	RUNAROUND SUE Dion, Laurie LLP 2009	31
68	81	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve 8474	5
69	77	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	93
70	46	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	24
71	52	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	222
72	55	LIVE IT UP Johnny Mathis, Columbia CL 1711	19
73	102	ROME ADVENTURE Sound Track, Warner Bros. W 1458	3
74	88	BUDDY HOLLY STORY Coral CRL 57326	77
75	79	DO THE TWIST Connie Francis, MGM E 4022	12
76	60	CAMPUS ENCORE Four Preps, Capitol T 1647	15
77	65	KINGSTON TRIO Capitol T 996	188
78	74	RHYTHM SING ALONG WITH MITCH Mitch Miller and the Gang, Columbia CL 1727	17
79	99	ONCE UPON A TIME Lettermen, Capitol T 1711	4
80	82	DINO—ITALIAN LOVE SONGS Dean Martin, Capitol T 1659	8
81	94	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	5
82	83	TWISTIN' ROUND THE WORLD Chubby Checker, Parkway P 7008	10
83	75	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	12
84	90	SOUTH PACIFIC Original Cast, Columbia OL 4180	420
85	92	EXODUS Sound Track, RCA Victor LOC 1038	75
86	91	KING OF KINGS Original Movie Music; Miklos Rozsa, MGM 1E2	31
87	106	BEST OF THE KINGSTON TRIO Capitol T 1705	4
88	96	GOLDEN PIANO HITS Ferrante & Teicher, United Artists WWR 3505	21
89	56	BELOFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	138
90	69	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	87
91	100	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	217
92	76	VERSATILE BURL IVES Decca DL 4152	20
93	110	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	4
94	105	SUMMER FESTIVAL Various Artists, RCA Victor LM 6097	3
95	93	RUSTY WARREN BOUNCES BACK Jubilee JGM 2039	28
96	98	TWIST WITH THE VENTURES Dotlon BLP 2010	24
97	104	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LPM 2442	5
98	73	THE KINGSTON TRIO CLOSE UP Capitol T 1642	38
99	84	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PMS 1	7
100	129	IT'S MASHED POTATO TIME Dee Dee Sharp, Cameo C 1018	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	122	COUNTDOWN TIME IN OUTER SPACE... 3 Dave Brubeck Quartet, Columbia CL 1775	3
102	97	MIGHTY DAY ON CAMPUS... 15 Chad Mitchell Trio, Kapp KL 1262	15
103	112	LOVE LETTERS... 4 Ketty Lester, Era EL 108	4
104	123	AMERICAN WALTZES... 2 Mantovani, London LL 3260	2
105	113	GOLDEN THEMES FROM MOTION PICTURES... 3 Ferrante & Teicher, United Artists UAL 3210	3
106	115	HAPPY TIMES SING ALONG WITH MITCH... 68 Mitch Miller and the Gang, Columbia CL 1568	68
107	125	DINAH '62... 2 Dinah Washington, Roulette R 25170	2
108	109	ELLA IN HOLLYWOOD... 33 Ella Fitzgerald, Verve V 4052	33
109	64	HYMNS... 249 Tennessee Ernie Ford, Capitol T 756	249
110	119	A TOUCH OF VELVET... 3 Jim Reeves, RCA Victor LPM 2487	3
111	116	TWISTIN' 'N' TWANGIN' Duane Eddy, RCA Victor LPM 2525	6
112	133	THROUGH CHILDREN'S EYES... 2 Limelitters, RCA Victor LPM 2512	2
113	121	OLDIES BUT GOODIES, VOL. IV... 3 Various Artists, Original Sound OSR 5005	3
114	80	HEAVENLY... 145 Johnny Mathis, Columbia CL 1351	145
115	111	I REMEMBER TOMMY... 34 Frank Sinatra, Reprise R 1003	34
116	114	TWIST WITH BOBBY DARIN... 23 Atco 138	23
117	85	ENCORE OF GOLDEN HITS... 120 Platters, Mercury MG 20472	120
118	118	DANNY BOY & OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	18
119	127	ALWAYS YOU... 16 Robert Goulet, Columbia CL 1676	16
120	117	AFRIKAAN BEAT & OTHER FAVORITES... 11 Bert Kaempfert, Decca DL 4273	11
121	124	MY FAVORITE CHOPIN... 22 Van Cliburn, RCA Victor LM 2576	22
122	148	OLD RIVERS... 3 Walter Brennan, Liberty LRP 3233	3
123	95	YELLOW BIRD... 46 Lawrence Welk, Dot DLP 3389	46
124	103	BOBBY DARIN SINGS RAY CHARLES... 8 Atco 140	8
125	—	BACK AT THE PEPPERMINT LOUNGE TWISTIN' WITH JOE DEE & THE STARBILTERS Roulette R 25173	1
126	87	FLOWER DRUM SONG... 27 Sound Track, Decca DL 9098	27
127	108	GLORIA LYNNE AT BASIN STREET EAST... 13 Everest LPBR 5137	13
128	130	DOWN HOME... 16 Chet Atkins, RCA Victor LPM 2450	16
129	126	NEW PIANO IN TOWN... 41 Peter Nero, RCA Victor LPM 2383	41
130	131	YOUNG, ALIVE & IN LOVE... 12 Paul Anka, RCA Victor LPM 2502	12
131	135	ROGER WILLIAMS' GREATEST HITS... 22 Kapp KL 1260	22
132	101	HEY, LET'S TWIST... 20 Sound Track, Roulette R 25168	20
133	107	HORN A-PLENTY... 21 Al Hirt, RCA Victor LPM 2446	21
134	120	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT... 6 Capitol T 1684	6
135	134	ROBINSON 20'S... 57 Dorothy Provine, Warner Bros. W 1394	57
136	132	YOUR REQUEST SING ALONG WITH MITCH... 41 Mitch Miller and the Gang, Columbia CL 1671	41
137	—	DAVE GUARD & THE WHISKEY HILL SINGERS Capitol T 1728	1
138	139	PORTRAIT OF JOHNNY... 44 Johnny Mathis, Columbia CL 1644	44
139	136	CHUBBY CHECKER/BOBBY RYDELL... 28 Cameo C 1013	28
140	—	TWISTIN' THE NIGHT AWAY Sam Cooke, RCA Victor LPM 2555	1
141	137	PATSY CLINE SHOWCASE... 14 Decca DL 4202	14
142	138	SENTIMENTAL SING ALONG WITH MITCH... 103 Mitch Miller and the Gang, Columbia CL 1457	103
143	143	HELL BENT FOR LEATHER... 36 Frankie Laine, Columbia CL 1615	36
144	141	OLDIES BUT GOODIES, VOL. III... 46 Various Artists, Original Sound 5004	46
145	—	WALK ON THE WILD SIDE... 1 Elmer Bernstein, Choreo A-4	1
146	145	FLOYD CRAMER GETS ORGANIZED... 6 RCA Victor LPM 2488	6
147	—	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	1
148	147	THE ASTRONAUT... 50 Jose Jimenez, Kapp KL 1238	50
149	128	BABY IT'S YOU... 9 Shirley, Scepter SLP 504	9
150	150	HONKY-TONK MAN... 10 Johnny Horton, Columbia CL 1721	10

## 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	33
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	7
3	3	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	36
4	4	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	8
5	8	NO STRINGS Original Cast, Capitol SO 1695	11
6	10	CAMELOT Original Cast, Columbia KOS 2031	75
7	9	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	5
8	7	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	35
9	5	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	38
10	6	MOON RIVER Lawrence Welk, Dot DLP 25412	25
11	17	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	8
12	11	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	120
13	16	YOUNG WORLD Lawrence Welk, Dot DLP 25428	4
14	20	STATE FAIR Sound Track, Dot DLP 29011	8
15	12	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	16
16	27	AMERICAN WALTZES Mantovani, London PS 248	4
17	21	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 25424	4
18	13	TONIGHT Ferrante & Teicher, United Artists UAS 6171	14
19	23	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA Eugene Ormandy Conducting, Columbia PMS 1	7
20	22	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	6
21	14	MARIA Roger Williams, Kapp KS 3266	15
22	15	TIME OUT Dave Brubeck, Columbia CS 8192	47
23	19	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	48
24	28	STEREO 35/MM, VOL. II Enoch Light & His Ork, Command RS 831 SD	20
25	24	WEST SIDE STORY Original Cast, Columbia OS 2001	52
26	31	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LSP 2512	4
27	29	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CS 8490	23
28	39	BEST OF THE KINGSTON TRIO Capitol ST 1705	3
29	32	SINATRA AND STRINGS Frank Sinatra, Reprise R 9-1004	16
30	30	GREAT THEMES FROM HIT FILMS... 10 Enoch Light & His Ork, Command RS 835 SD	10
31	25	OKLAHOMA! Sound Track, Capitol SWAO 895	106
32	33	NAT KING COLE SINGS/GEORGE SHEARING PLAYS Capitol SW 1675	9
33	26	PERSUASIVE PERCUSSION, VOL. I... 119 Terry Snyder & the All Stars, Command RS 800 SD	119
34	34	SUMMER FESTIVAL Various Artists, RCA Victor LSC 6097	3
35	38	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	9
36	35	FLOWER DRUM SONG Sound Track, Decca DL 79098	23
37	41	EXPERIMENT IN TERROR Henry Mancini, RCA Victor LSP 2442	3
38	45	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 74279	3
39	37	A SONG FOR YOUR LOVE Lettermen, Capitol ST 1669	14
40	—	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	1
41	42	SO MUCH IN LOVE Ray Conniff Singers, Columbia CS 8520	20
42	40	YOUNG AND WARM AND WONDERFUL... 13 Peter Nero, RCA Victor LSP 2484	13
43	43	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KS 3276	10
44	18	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	26
45	46	WEST SIDE STORY Ferrante & Teicher, United Artists UAS 6166	28
46	47	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	43
47	44	ROMAN GUITAR Tony Mottola, Command RS 816 SD	18
48	48	SING OUT! Limelitters, RCA Victor LSP 2445	20
49	36	LET THERE BE DRUMS Sandy Nelson, Imperial 12080	22
50	—	FAMILY SING ALONG WITH MITCH... 1 Mitch Miller & the Gang, Columbia CS 8573	1

Miss Dynamite!

EXPLODES

with

A

NEW

HIT

on DECCA  naturally



BRENDA  
LEE

IT STARTED  
ALL OVER  
AGAIN

C/W

HEART IN  
HAND

31407

**★ STAR PERFORMERS**—Singles registering greatest upward progress this week.

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	1	1	1	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	9
2	2	8	15	THE STRIPPER	David Rose & His Ork, MGM 13064	8
3	3	5	9	PALISADES PARK	Freddy Cannon, Swan 4106	8
4	4	3	6	IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson, Cadence 1418	8
5	16	31	68	ROSES ARE RED	Bobby Vinton, Epic 9509	4
6	6	4	5	THE MAN WHO SHOT LIBERTY VALANCE	Gene Pitney, Muscor 1020	10
7	7	9	10	PLAYBOY	Marvelettes, Tamla 54060	9
8	8	12	25	CINDY'S BIRTHDAY	Johnny Crawford, Del Fi 4178	8
9	5	2	2	STRANGER ON THE SHORE	Mr. Acker Bilk, Atco 6217	16
10	12	16	30	AL DI LA'	Emilio Pericoli, Warner Bros. 5259	7
11	11	18	27	SNAP YOUR FINGERS	Joe Henderson, Todd 1072	7
12	9	13	23	THAT'S OLD FASHIONED	Everly Brothers, Warner Bros. 5273	8
13	20	35	51	WOLVERTON MOUNTAIN	Claude King, Columbia 42352	6
14	26	40	60	JOHNNY GETS ANGRY	Jeanie Sommers, Warner Bros. 5275	6
15	17	20	41	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka, RCA Victor 8030	6
16	18	19	31	SHARING YOU	Bobby Vee, Liberty 55451	7
17	33	41	52	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	5
18	30	60	97	THE WAH-WATUSI	Orion, Cameo 218	4
19	10	7	7	SECOND HAND LOVE	Connie Francis, MGM 13074	8
20	31	43	62	I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 217	5
21	34	61	—	GRAVY	Dee Dee Sharp, Cameo 219	3
22	24	34	36	I LOVE YOU	Volumes, Chex 1002	10
23	23	24	34	ANY DAY NOW	Chuck Jackson, Wand 122	10
24	29	36	46	HAVING A PARTY	Sam Cooke, RCA Victor 8036	5
25	13	10	8	THE ONE WHO REALLY LOVES YOU	Mary Wells, Motown 1024	15
26	15	15	22	FOLLOW THAT DREAM	Elvis Presley, RCA Victor EPA 4368 (Extended Play)	8
27	42	65	100	SEALED WITH A KISS	Brian Hyland, ABC-Paramount 10336	4
28	21	30	32	WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	8
29	37	52	74	THE CROWD	Roy Orbison, Monument 461	5
30	14	6	3	LOVERS WHO WANDER	Dion, Laurie 3123	11
31	39	44	48	BRISTOL TWISTIN' ANNIE	Dovells, Parkway 838	7
32	19	11	12	DON'T PLAY THAT SONG	Ben E. King, Atco 6222	11
33	22	25	28	VILLAGE OF LOVE	Nathaniel Mayer, Fortune/United Artists 449	10
34	57	70	—	SPEEDY GONZALES	Pat Boone, Dot 16368	3

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
35	48	62	84	JOHNNY LOVES ME	Shelley Fabares, Colpix 636	4
36	28	37	45	THEME FROM BEN CASEY	Valjean, Carlton 573	7
37	59	72	82	TWIST AND SHOUT	Isley Brothers, Wand 124	5
38	51	78	—	LITTLE BITTY PRETTY ONE	Clyde McPhatter, Mercury 71987	3
39	43	57	63	I'LL TRY SOMETHING NEW	Miracles, Tamla 54059	8
40	36	46	53	WHERE ARE YOU	Dinah Washington, Roulette 4424	7
41	46	51	57	BORN TO LOSE	Ray Charles, ABC-Paramount 10330	8
42	35	27	24	TWISTIN' MATILDA	Jimmy Soul, SPQR 3300	14
43	41	45	50	FORTUNE TELLER	Bobby Curtola, Del Fi 4177	9
44	47	59	72	WEST OF THE WALL	Tom Fisher, Big Top 3097	6
45	27	23	21	SO THIS IS LOVE	Castells, Era 3073	11
46	68	—	—	SEVEN-DAY WEEKEND	Gary (U. S.) Bonds, LeGrand 1019	2
47	78	—	—	DANCIN' PARTY	Chubby Checker, Parkway 842	2
48	25	26	31	TEACH ME TONIGHT	George Maharis, Epic 9504	10
49	44	49	59	SWINGIN' GENTLY	Earl Grant, Decca 25560	6
50	88	—	—	WELCOME HOME BABY	Shirley, Scepter 1234	2
51	69	—	—	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	Eddie Hodges, Cadence 1421	2
52	55	64	73	WHY'D YOU WANNA MAKE ME CRY	Connie Stevens, Warner Bros. 5265	9
53	63	81	89	I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 900	5
54	58	66	77	LIMBO ROCK	Champs, Challenge 9131	6
55	66	68	76	STRANGER ON THE SHORE	Andy Williams, Columbia 42451	4
56	49	42	47	HOW IS JULIE!	Lettermen, Capitol 4746	8
57	—	—	—	IT STARTED ALL OVER AGAIN	Brenda Lee, Decca 31487	1
58	62	80	93	WHERE HAVE YOU BEEN ALL MY LIFE	Arthur Alexander, Dot 16357	6
59	38	22	17	I SOLD MY HEART TO THE JUNKMAN	Blue Belles, Newtown 5000	11
60	64	69	79	WOMAN IS A MAN'S BEST FRIEND	Teddy & the Twilight, Swan 4102	7
61	77	79	—	DOCTOR BEN BASEY	Nickey Spotts & the Captives, Tuba 8002	3
62	65	77	92	KEEP YOUR LOVE LOCKED (Deep in Your Heart)	Paul Petersen, Colpix 632	4
63	73	90	—	I DON'T LOVE YOU NO MORE	Jimmy Norman, Little Star 113	3
64	76	96	—	YOU'LL LOSE A GOOD THING	Barbara Lynn, Jamie 1210	3

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
65	75	97	—	BONGO STOMP	Little Joey & the Flips, Joy 262	3
66	—	—	—	BREAKING UP IS HARD TO DO	Nell Sedgwick, RCA Victor 8046	1
67	96	—	—	STEEL MEN	Jimmy Dean, Columbia 42482	2
68	80	—	—	BUT NOT FOR ME	Ketty Lester, Era 3080	2
69	72	74	86	TENNESSEE	Jan and Dean, Liberty 55454	6
70	—	—	—	ARAB THE ARAB	Ray Stevens, Mercury 71996	1
71	74	84	88	BOOM BOOM	John Lee Hooker, Vee Jay 438	6
72	56	48	56	BALBOA BLUE	Markets, Liberty 55443	10
73	40	17	14	MASHED POTATO TIME	Dee Dee Sharp, Cameo 212	18
74	45	38	19	SHOUT! SHOUT! (Knock Yourself Out)	Ernie Maresca, Seville 117	14
75	90	—	—	LITTLE RED BENTED RHYTHM	Joe Dowell, Smash 1759	2
76	83	85	96	BABY ELEPHANT WALK	Lawrence Welk, Dot 16364	4
77	82	93	—	HAVE A GOOD TIME	Sue Thompson, Hickory 1174	3
78	84	88	91	ROUTE 66 THEME	Nelson Riddle, Capitol 4741	5
79	86	99	—	NEVER IN A MILLION YEARS	Linda Scott, Congress 103	3
80	95	—	—	SUMMERTIME, SUMMERTIME	Jamnia, Epic 9281	2
81	81	—	—	GOOD LOVER	Jimmy Reed, Vee Jay 449	2
82	67	71	78	THAT HAPPY FEELING	Bert Kaempfert, Decca 31388	6
83	70	67	61	OH, MY ANGEL	Bertha Tillman, Brent 7029	9
84	—	—	—	IF I SHOULD LOSE YOU	Donovan, East 1114	1
85	85	89	—	DOWN IN THE VALLEY	Solomon Burke, Atlantic 2147	5
86	—	—	—	LOCO-MOTION	Linda Ee, Chess 1800	1
87	93	95	98	BABY ELEPHANT WALK	Miniature Men, Dolton 57	4
88	—	—	—	NOTHING NEW (Some Old Thing)	Fats Domino, Imperial 5863	1
89	—	—	—	YOU SHOULD'A TREATED ME RIGHT	She & The Tunes, She 705	1
90	—	—	—	MARY'S LITTLE LAMB	James Brown, Colpix 644	1
91	91	92	94	GREEN LEAVES OF SUMMER	Kenny Ball, Kapp 460	5
92	—	—	—	WORRIED MIND	Ray Anthony, Capitol 4742	1
93	—	—	—	GOODNIGHT, IRENE	Jerry Reed & the Hully Girls, Columbia 42417	1
94	—	—	—	WHAT DID DADDY DO	Shep & the Limettes, Hull 751	1
95	—	—	—	PARTY LIGHTS	Claudine Clark, Chancellor 1113	1
96	—	—	—	LA BOMBA	Tokens, RCA Victor 8052	1
97	100	—	—	SHAKE A HAND	Ruth Brown, Philips 40928	2
98	—	—	—	MY TIME FOR CRYING	Maxine Brown, ABC-Paramount 10327	1
99	—	—	—	CRY MYSELF TO SLEEP	Del Shannon, Big Top 3112	1
100	—	—	—	POTATO PEELER	Bobby Gregg & His Friends, Cotton 1006	1

## HOT 100—A TO Z—(Publisher-Licensee)

Ahab the Arab (Lowery, BMI)	70	H I Should Lose You (Alan K., BMI)	84	Snap Your Fingers (Cigma, BMI)	11
Al Di La' (Witmark, ASCAP)	10	I'll Never Dance Again (Aldon, BMI)	20	So This Is Love (Patterson, ASCAP)	45
Any Day Now (Plan Two, ASCAP)	23	I'll Try Something New (Jobete, BMI)	39	Speedy Gonzales (Budd, ASCAP)	34
Baby Elephant Walk—Miniature Men (Famous, ASCAP)	87	It Keeps Right on A-Hurtin' (Tantridge, BMI)	4	Steel Guitar and a Glass of Wine, A (Spanka, BMI)	15
Baby Elephant Walk—Walk (Famous, ASCAP)	76	It Started All Over Again (Aldon, BMI)	57	Steel Men (Southside, BMI)	67
Balboa Blue (Lock-E.D.M., ASCAP)	71	Johnny Gets Angry (Yod, ASCAP)	14	Stranger on the Shore—Bilk (Mellin, BMI)	67
Bongo Stomp (Drury Lane, BMI)	65	Johnny Loves Me (Aldon, BMI)	35	Stranger on the Shore—Williams (Mellin, BMI)	5
Boom Boom (Conrad, BMI)	71	Keep Your Love Locked (Aldon, BMI)	62	Stripper, The (David Rose, ASCAP)	2
Born to Lose (Peer Int'l, BMI)	41	La Bomba (Bright Tunes, BMI)	96	Summertime, Summertime (Selroy, BMI)	80
Breaking Up Is Hard to Do (Aldon, BMI)	66	Limbo Rock (Four Star, BMI)	54	Swingin' Gently (Marvelle, BMI)	49
Bristol Twistin' Annie (Schulman, BMI)	31	Little Bitty Pretty One (Records, BMI)	38	Teach Me Tonight (Hub-Leeds, ASCAP)	48
But Not for Me (New World, ASCAP)	68	Little Red Kented Rowboat (Reis, BMI)	75	Tennessee (Wonder-Achlen, BMI)	69
Cindy's Birthday (Maraville, BMI)	8	Loco-Motion (Aldon, BMI)	86	That Happy Feeling (Northrup, ASCAP)	82
Crowd, The (Acuff-Rose, BMI)	29	Lovers Who Wander (Disal, ASCAP)	30	That's Old Fashioned (Aberbach, BMI)	12
Cry Myself to Sleep (Vicky-McLaughlin, BMI)	99	Man Who Shot Liberty Valance, The (Famous, ASCAP)	6	Theme From Ben Casey (Marfran, ASCAP)	36
Dancing Party (Kalmann, ASCAP)	47	Mary's Little Lamb (Aldon, BMI)	90	Theme From Doctor Kildare (Hastings, BMI)	17
Doctor Ben Basey (Kambler, BMI)	61	Mashed Potato Time (Rice-Mill, BMI)	73	Twist and Shout (Mellin, BMI)	37
Don't Play That Song (Progressive, BMI)	32	My Time for Crying (Saturday, BMI)	98	Twistin' Matilda (General-Pickwick, ASCAP)	42
Down in the Valley (Progressive, BMI)	85	Nothing New (Travis, BMI)	88	Village of Love (Trianon, BMI)	33
Follow That Dream (Gladys, ASCAP)	26	Oh, My Angel (Clifton, BMI)	83	Wab-Watusi, The (Kalmann-Lowe, ASCAP)	18
Fortune Teller (Kemo, BMI)	43	One Who Really Loves You, The (Jobete, BMI)	25	Walk on the Wild Side (Columbia Pictures, ASCAP)	28
Good Lover (Conrad, BMI)	51	Palisades Park (Claridge, ASCAP)	9	Welcome Home Bay (Ludix, BMI)	50
Goodnight Irene (Ludlow, BMI)	93	Party Lights (Kambler, BMI)	95	West of the Wall (Music Productions, ASCAP)	44
Gravy (Kalmann, ASCAP)	21	Playboy (Jobete, BMI)	7	What Did Daddy Do (Kael, BMI)	94
Green Leaves of Summer (Feist, ASCAP)	91	Potato Peeler (Challenham, BMI)	100	Where Are You (Feist, ASCAP)	40
Have a Party (Kaps, BMI)	77	Roses Are Red (Lyle, ASCAP)	5	Where Have You Been All My Life (Aldon, BMI)	58
Having a Party (Kaps, BMI)	24	Route 66 Theme (Gower, BMI)	78	Why'd You Wanna Make Me Cry (Aldon, BMI)	52
How Is Julie? (Sherman-DeVorzon, BMI)	56	Sealed With a Kiss (Post, ASCAP)	27	Wolverton Mountain (Painted Desert, BMI)	13
I Can't Stop Loving You (Acuff-Rose, BMI)	1	Second Hand Love (Merza, BMI)	19	Woman Is a Man's Best Friend (Claridge, ASCAP)	60
I Don't Love You No More (Nidle, BMI)	63	Seven-Day Weekend (Hill & Range, BMI)	46	Worried Mind (Peer Int'l, BMI)	92
I Love You (Crisis, BMI)	22	Shake a Hand (Aldon, BMI)	97	You'll Lose a Good Thing (David-Crazy Cajun-Jamie, BMI)	64
I Love You (Crisis, BMI)	22	Sharing You (Aldon, BMI)	16		
I Need Your Loving (Fast-Pets, BMI)	53	Shout! Shout! (Knock Yourself Out) (Broadway, ASCAP)	74		
I Sold My Heart to the Junkman (Mills, ASCAP)	59				

## BUBBLING UNDER THE HOT 100

101. TROUBLE'S BACK IN TOWN	Wilburn Brothers, Decca 31363
102. SWEET AND LOVELY	April Stevens and Nina Tempo, Atco 6224
103. EVERYBODY LOVES A LOVER	Angels, Caprice 116
104. HOT PEPPER	Floyd Cramer, RCA Victor 8051
105. EVERYTIME (I THINK OF YOU) (PART I)	Joey Dee and the Starliners, Roulette 4431
106. DARINELLA	Mr. Acker Bilk, Reprise 20090
107. LITTLE YOUNG LOVER	Impressions, ABC-Paramount 10328
108. MAKE IT EASY FOR YOURSELF	Jerry Butler, Vee Jay 451
109. TOUCH ME	Willie Nelson, Liberty 55439
110. CHARLIE'S SHOES	Guy Mitchell, Joy 264
111. BALLAD OF PALADIN	Duane Eddy, RCA Victor 8047
112. ROME	Johnny Taylor, Sar 131
113. COME ON LITTLE ANGEL	Belmonts, Sabina 505
114. IF THE BOY ONLY KNEW	Sue Thompson, Hickory 1174
115. ALL NIGHT LONG	Sandy Nelson, Imperial 5860
116. I WISH I COULD CRY	Little Willie John, King 5641
117. LOVELESS LIFE	Ral Donna, Gone 5129
118. A LITTLE HEARTACHE	Eddy Arnold, RCA Victor 8048
119. LIFE'S TOO SHORT	Lafayette, RCA Victor 8044
120. THE THIRD MAN	Highwaymen, United Artists 475



# "THE NATION'S BEST SELLING RECORDS"

## BEST SELLING SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 16368	Speedy Gonzales/The Locket	PAT BOONE	<input type="checkbox"/> 16359	Continental Melody/Born To Be With You	BILLY VAUGHN
<input type="checkbox"/> 16364	Baby Elephant Walk	LAWRENCE WELK	<input type="checkbox"/> 16361	In Other Words (Fly Me To The Moon)	TONY MARTIN
<input type="checkbox"/> 16357	Theme From The Brothers Grimm			The Rest Of My Days	
<input type="checkbox"/> 16348	Where Have You Been/Soldier Of Love	ARTHUR ALEXANDER	<input type="checkbox"/> 16369	Mumbles/Take Me Along	JACK ROSS
<input type="checkbox"/> 16348	Tribute To A Dog/Life Gits Tee-Jus, Don't It	WALTER BRENNAN	<input type="checkbox"/> 16367	Handful Of Friends/I Can't Walk Away	CHASE WEBSTER
<input type="checkbox"/> 16360	I Found The Only Girl For Me	MILLS BROTHERS	<input type="checkbox"/> 16336	Runaway	LAWRENCE WELK
<input type="checkbox"/> 16370	Queen Of The Senior Prom		<input type="checkbox"/> 16333	Cinderella	JACK ROSS
	Say Your Heart Belongs To A Soldier	CROSBY BROTHERS	<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
	The Call of Summer				

## BEST SELLING ALBUMS

MONO	STEREO	ARTIST	MONO	STEREO	ARTIST
<input type="checkbox"/> 110	<input type="checkbox"/> 110S	THE MAN WITH THE BANJO • Eddie Peabody	<input type="checkbox"/> 3314	<input type="checkbox"/> 25314	MORE MILLION SELLERS • Johnny Maddox
<input type="checkbox"/> 3001		SWEET MUSIC AND MEMORIES • Billy Vaughn	<input type="checkbox"/> 3315	<input type="checkbox"/> 25315	ACCORDION CONCERT • Myron Floren
<input type="checkbox"/> 3016	<input type="checkbox"/> 25016	THE GOLDEN INSTRUMENTALS • Billy Vaughn	<input type="checkbox"/> 3317	<input type="checkbox"/> 25317	LAWRENCE IN DIXIELAND • Lawrence Welk
<input type="checkbox"/> 3054D	<input type="checkbox"/> 25054D	THE TEN COMMANDMENTS • Sound Track	<input type="checkbox"/> 3322	<input type="checkbox"/> 25322	LOOK FOR A STAR • Billy Vaughn
<input type="checkbox"/> 3057	<input type="checkbox"/> 25057	LURE OF THE ISLANDS • Hal Aloma			THE WORLD'S GREATEST
<input type="checkbox"/> 3064	<input type="checkbox"/> 25064	MELODIES IN GOLD • Billy Vaughn	<input type="checkbox"/> 3321	<input type="checkbox"/> 25321	PIANO ROLLS • Johnny Maddox
<input type="checkbox"/> 3068	<input type="checkbox"/> 25068	HYMNS WE LOVE • Pat Boone	<input type="checkbox"/> 3338	<input type="checkbox"/> 25338	YELLOW BIRD • The Mills Bros.
<input type="checkbox"/> 3071	<input type="checkbox"/> 25071	PAT'S GREAT HITS • Pat Boone	<input type="checkbox"/> 3349	<input type="checkbox"/> 25349	THEME FROM THE SUNDOWNERS • Billy Vaughn
<input type="checkbox"/> 3086	<input type="checkbox"/> 25086	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn	<input type="checkbox"/> 3350	<input type="checkbox"/> 25350	LAST DATE • Lawrence Welk
<input type="checkbox"/> 3098		GALE'S GREAT HITS • Gale Storm	<input type="checkbox"/> 3352	<input type="checkbox"/> 25352	WONDERLAND BY NIGHT • Louis Prima
<input type="checkbox"/> 3100	<input type="checkbox"/> 25100	SAIL ALONG SILV'RY MOON • Billy Vaughn	<input type="checkbox"/> 3359	<input type="checkbox"/> 25359	CALCUTTA • Lawrence Welk
<input type="checkbox"/> 3118	<input type="checkbox"/> 25118	STAR DUST • Pat Boone	<input type="checkbox"/> 3363	<input type="checkbox"/> 25363	SAN ANTONIO ROSE • The Mills Bros.
<input type="checkbox"/> 3119	<input type="checkbox"/> 25119	BILLY VAUGHN PLAYS THE MILLION SELLERS	<input type="checkbox"/> 3366	<input type="checkbox"/> 25366	WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn
<input type="checkbox"/> 3122	<input type="checkbox"/> 25122	JOHNNY MADDOX PLAYS THE MILLION SELLERS	<input type="checkbox"/> 3368	<input type="checkbox"/> 25368	GREAT HAWAIIAN HITS • The Mills Bros.
<input type="checkbox"/> 3140	<input type="checkbox"/> 25140	LA PALOMA • Billy Vaughn	<input type="checkbox"/> 3374	<input type="checkbox"/> 25374	GREAT HITS IN BOOGIE WOOGIE • Jack Fina
<input type="checkbox"/> 3155	<input type="checkbox"/> 25155	WHEN YOU'RE SMILING • Eddie Peabody	<input type="checkbox"/> 3384	<input type="checkbox"/> 25384	MOODY RIVER • Pat Boone
<input type="checkbox"/> 3157	<input type="checkbox"/> 25157	THE MILLS BROS. GREAT HITS	<input type="checkbox"/> 3389	<input type="checkbox"/> 25389	YELLOW BIRD • Lawrence Welk
<input type="checkbox"/> 3164	<input type="checkbox"/> 25164	MR. MUSIC MAKER • Lawrence Welk	<input type="checkbox"/> 3396	<input type="checkbox"/> 25396	BERLIN MELODY • Billy Vaughn
<input type="checkbox"/> 3165	<input type="checkbox"/> 25165	BLUE HAWAII • Billy Vaughn	<input type="checkbox"/> 3398	<input type="checkbox"/> 25398	SAD MOVIES • The Lennon Sisters
<input type="checkbox"/> 3199	<input type="checkbox"/> 25199	SIDE BY SIDE • Pat And Shirley Boone	<input type="checkbox"/> 3399	<input type="checkbox"/> 25399	I'LL SEE YOU IN MY DREAMS • Pat Boone
<input type="checkbox"/> 3201	<input type="checkbox"/> 25201	GOLDEN HITS • Billy Vaughn	<input type="checkbox"/> 3406	<input type="checkbox"/> 25406	THE ANDREWS SISTERS' GREATEST HITS
<input type="checkbox"/> 3205	<input type="checkbox"/> 25205	GOLDEN SAXOPHONES • Billy Vaughn	<input type="checkbox"/> 3409	<input type="checkbox"/> 25409	GREATEST STRING BAND HITS • Billy Vaughn
<input type="checkbox"/> 3208	<input type="checkbox"/> 25208	LET ME CALL YOU SWEETHEART • The Mills Bros.	<input type="checkbox"/> 3410	<input type="checkbox"/> 25410	DOIN' THE TWIST • Louis Prima
<input type="checkbox"/> 3210	<input type="checkbox"/> 25210	LOUIS AND KEELY! • Louis Prima, Keely Smith	<input type="checkbox"/> 3412	<input type="checkbox"/> 25412	MOON RIVER • Lawrence Welk
<input type="checkbox"/> 3241	<input type="checkbox"/> 25241	BE MY LOVE • Keely Smith	<input type="checkbox"/> 3415	<input type="checkbox"/> 25415	BECAUSE YOU'RE MINE • Keely Smith
<input type="checkbox"/> 3249	<input type="checkbox"/> 25249	RAGTIME PIANO GAL • Jo Ann Castle	<input type="checkbox"/> 3417	<input type="checkbox"/> 25417	CAN'T HELP FALLING IN LOVE • The Lennon Sisters
<input type="checkbox"/> 3250		BEST-LOVED CATHOLIC HYMNS • Lennon Sisters	<input type="checkbox"/> 3422	<input type="checkbox"/> 25422	TWISTIN' TWELVE GREAT HITS • George Cates
<input type="checkbox"/> 3251	<input type="checkbox"/> 25251	SONG OF THE ISLANDS • Lawrence Welk	<input type="checkbox"/> 3423	<input type="checkbox"/> 25423	TWIST WITH KEELY SMITH
<input type="checkbox"/> 3270	<input type="checkbox"/> 25270	MOONGLOW • Pat Boone	<input type="checkbox"/> 3424	<input type="checkbox"/> 25424	CHAPEL BY THE SEA • Billy Vaughn
<input type="checkbox"/> 3275	<input type="checkbox"/> 25275	LINGER AWHILE • Billy Vaughn	<input type="checkbox"/> 3425		MILLION \$ MUSIC • Various Artists
<input type="checkbox"/> 3276	<input type="checkbox"/> 25276	THEME FROM A SUMMER PLACE • Billy Vaughn	<input type="checkbox"/> 3428	<input type="checkbox"/> 25428	YOUNG WORLD • Lawrence Welk
<input type="checkbox"/> 3280	<input type="checkbox"/> 25280	GOLDEN WALTZES • Billy Vaughn	<input type="checkbox"/> 3429		CINDERELLA • Jack Ross
<input type="checkbox"/> 3284	<input type="checkbox"/> 25284	TO MOTHER • Lawrence Welk	<input type="checkbox"/> 3431	<input type="checkbox"/> 25431	VAUGHN MONROE—HIS GREATEST HITS
<input type="checkbox"/> 3288	<input type="checkbox"/> 25288	GREAT GOLDEN HITS • Billy Vaughn	<input type="checkbox"/> 3433	<input type="checkbox"/> 25433	12 GREAT HITS IN RAGTIME • Jo Ann Castle
<input type="checkbox"/> 3289	<input type="checkbox"/> 25289	CRAZY OTTO PIANO • Johnny Maddox	<input type="checkbox"/> 3434	<input type="checkbox"/> 25434	YOU BETTER MOVE ON • Arthur Alexander
<input type="checkbox"/> 3292	<input type="checkbox"/> 25292	THE LENNON SISTERS SING 12 GREAT HITS	<input type="checkbox"/> 3437		SO RARE • Jimmy Dorsey
<input type="checkbox"/> 3295	<input type="checkbox"/> 25295	AM I THAT EASY TO FORGET • Debbie Reynolds	<input type="checkbox"/> 3438	<input type="checkbox"/> 25438	HITS OF THE '60's • The Four Lads
<input type="checkbox"/> 3308	<input type="checkbox"/> 25308	THE MILLS BROS. GREAT HITS, VOL. 2	<input type="checkbox"/> 3440	<input type="checkbox"/> 25440	CRAZY CALLIOPE • Margie Meinert
<input type="checkbox"/> 3309	<input type="checkbox"/> 25309	DUTCHMAN'S GOLD • Walter Brennan	<input type="checkbox"/> 9011	<input type="checkbox"/> 29011	STATE FAIR • Sound Track

## ALL TIME HIT SINGLES

RECORD NO.	TITLE	ARTIST	RECORD NO.	TITLE	ARTIST
<input type="checkbox"/> 15486	The Green Door/The Little Man In Chinatown	JIM LOWE	<input type="checkbox"/> 16034	Don't Forbid Me/April Love	PAT BOONE
<input type="checkbox"/> 15550	Dark Moon /Big Mike	BONNIE GUITAR	<input type="checkbox"/> 16035	Love Letters In The Sand/A Wonderful Time Up There	PAT BOONE
<input type="checkbox"/> 15805	You Cheated/That's The Way It's Gonna Be	THE SHIELDS	<input type="checkbox"/> 16036	Young Love/Ninety-Nine Ways	TAB HUNTER
<input type="checkbox"/> 15841	San Antonio Rose/Long Gone	JOHNNY MADDOX	<input type="checkbox"/> 16037	Paper Doll/Glow Worm	MILLS BROTHERS
<input type="checkbox"/> 15911	Does Your Chewing Gum Lose Its Flavor Aunt Rhody	LONNIE DONEGAN	<input type="checkbox"/> 16038	Near You/Beg Your Pardon	FRANCIS CRAIG
<input type="checkbox"/> 15956	Bei Mir Bist Du Schon/I Don't Know Why	L. PRIMA & K. SMITH	<input type="checkbox"/> 16066	Back To The Farm/Dutchman's Gold	WALTER BRENNAN
<input type="checkbox"/> 15968	Deck of Cards/Now You Know How It Feels	WINK MARTINDALE	<input type="checkbox"/> 16145	Last Date/Remember Lolita	LAWRENCE WELK
<input type="checkbox"/> 15985	Am I That Easy To Forget/Ask Me To Go Steady	DEBBIE REYNOLDS	<input type="checkbox"/> 16151	Wonderland By Night/Ol' Man Mose	LOUIS PRIMA
<input type="checkbox"/> 16022	Trying/P.S. I Love You	THE HILLTOPPERS	<input type="checkbox"/> 16161	Calcutta/My Grandfather's Clock	LAWRENCE WELK
<input type="checkbox"/> 16023	Cocoanut Grove/In The Mood	JOHNNY MADDOX	<input type="checkbox"/> 16174	Wheels/Orange Blossom Special	BILLY VAUGHN
<input type="checkbox"/> 16024	Love Walked In/From The Vine Came The Grape	THE HILLTOPPERS	<input type="checkbox"/> 16209	Moody River/A Thousand Years	PAT BOONE
<input type="checkbox"/> 16025	Till Then/Only You (And You Alone)	THE HILLTOPPERS	<input type="checkbox"/> 16220	Blue Tomorrow/Red Wing	BILLY VAUGHN
<input type="checkbox"/> 16026	Melody Of Love/Sail Along Silv'ry Moon	BILLY VAUGHN	<input type="checkbox"/> 16222	Yellow Bird/Cruising Down The River	LAWRENCE WELK
<input type="checkbox"/> 16027	Hearts Of Stone/Seventeen	FONTANE SISTERS	<input type="checkbox"/> 16236	Whispering Bells/Come Go With Me	THE DELL-VIKINGS
<input type="checkbox"/> 16028	Ain't That A Shame/I'll Be Home	PAT BOONE	<input type="checkbox"/> 16255	Sad Movies (Make Me Cry)/I Don't Know Why	LENNON SISTERS
<input type="checkbox"/> 16029	The Crazy Otto/Eight Beat Boogie	JOHNNY MADDOX	<input type="checkbox"/> 16262	Berlin Melody/Come September	BILLY VAUGHN
<input type="checkbox"/> 16030	The Shifting Whispering Sands/Part 1 and 2	BILLY VAUGHN	<input type="checkbox"/> 16299	Auctioneer/I Fell In Love With A Pony-Tail	LEROY VAN DYKE
<input type="checkbox"/> 16031	I Hear You Knocking/Ivory Tower	GALE STORM	<input type="checkbox"/> 16309	You Better Move On	ARTHUR ALEXANDER
<input type="checkbox"/> 16032	Dark Moon/Memories Are Made Of This	GALE STORM	<input type="checkbox"/> 16312	A Shot Of Rhythm And Blues	
<input type="checkbox"/> 16033	I Almost Lost My Mind/Friendly Persuasion (Thee I Love)	PAT BOONE	<input type="checkbox"/> 16329	I'll See You In My Dreams/Pictures In The Fire	PAT BOONE
				Chapel By The Sea/One Love, One Heartache	BILLY VAUGHN

MAIL NOW TO YOUR NEAREST *Dot* DISTRIBUTOR  
 OR WRITE: *Dot* RECORDS, INC., 1507 N. Vine St., Hollywood 28, California

## Liberty Rack Pitch: 25% Off Catalog

HOLLYWOOD — Liberty Records made a special price pitch to rack jobbers last week, offering racks a 25 per cent functional discount on its entire catalog for a period of one month, instead of the usual 10 per cent functional. The special promotion, which started June 15 and ends July 15, is offered exclusively to rack jobbers and carries the title "Rack Merchandisers Catalog Program."

Liberty exec Don Blocker said that the rack promotion was being offered in an attempt to get rackers to carry catalog merchandise. He pointed out that most racks do not carry catalog merchandise, and that the firm hopes its special program will get them to try it.

The Liberty 30-day deal to racks offers them, along with the 25 per cent discount on all catalog, an advertising program, exchange privileges, and states that all merchandise ordered under the program is 100 per cent returnable.

### One-Fourth Off

Blocker said that rackers have to order their catalog merchandise under the program from Liberty distributors just as they do for any Liberty records. He said that Liberty is extending to its distributors a 25 per cent discount on merchandise

ordered by racks under the special program.

Liberty has been working on this program for rack merchandisers for many weeks. Liberty, like many other firms, has been less than happy about the fact that racks, which continue to grow in importance as record outlets, do not have much of a spread in stock and have a tendency to shy away from catalog. Many firms with a deeper catalog than Liberty have been even more concerned.

### Tailored to Fit

Liberty's rack jobber offer is interesting on a number of counts. It is one of the first programs by an established regular price label aimed only at the rack merchandiser, and tailored to specific rack problems—at least as far as the manufacturers is concerned.

It also comes at a time when racks have been pushing to obtain the same price for records as that paid by the distributor. Many manufacturers, recognizing the importance of racks, have been trying to work some sort of program that would keep both their distributors and racks happy. The Liberty program, though aimed at placing catalog on racks, also could be looked upon as an exploratory program to find that middle way between distributors and rackers.

## 'I'LL SUE 'EM,' SAYS SAM GOODY

NEW YORK—Sam Goody spoke out this week against attempts by rack jobbers to obtain better pricing arrangements from record manufacturers. "We will not hesitate to sue any manufacturer who gives any rack jobber a better price than we get," snorted the veteran discount disk retailer, who operates four stores in this area and one in Philadelphia.

"Let's face it," said Goody, "no matter what anybody says, a rack jobber is still a retailer, just like me. He has no right to a distributor pricing arrangement, any more than I have. The law requires that there be no price favoritism between competing retailers in a given area. Let these sellers and buyers beware. We're watching them and we'll sue if we have to, to protect our rights."

## Coast Store Ends Discounts

HOLLYWOOD — Clyde Wallich's Music City Stores (three) are dropping their in-depth discounting policy after a month-long test proved that price cutting had no effect on business volume, BMW learned last week. Ethan Caston, Music City vice-president in charge of the record department, said that the stores found discounting only served to trim the profit margin without delivering an increase in sales.

During the month the stores dropped their discounting policy, volume increased, proving discounting is not a factor in sales increases. The stores had run an in-depth discounting program where specific lines each month were cut by 40 per cent. Items offered were the cream titles in the lines and ranged in total number for the over-all discounted merchandise from more than a 100 LP's to sometimes more than 300.

New policy will be to run specials on a small group of albums. During the test month, Music City ran a 40-off sale on Montavani LP's only, numbering some 20 albums. This had the same effect in traffic pull, Caston said, as if the stores had cut price on several hundred packages.

major portion of the show to them.

Beyond this, Fred (Rockin' Robin) Robinson on WHAT is  
*(Continued on page 46)*

## Hal Cook Is BMW Publisher; Record Source, Inc., Acquired

NEW YORK — Record Source, Inc., the radio station programming service, has been acquired by The Billboard Publishing Company. Roger S. Littleford made the announcement in conjunction with the appointment of Hal Cook as Publisher of Billboard Music Week. Cook formerly headed RSI.

Founded by Cook in January, 1960, RSI was immediately successful serving the interests of broadcasters requiring a fast and economical source from which to acquire records for music programming.

Actually, much of the success of the company was based on its original agreement with BMW for RSI to select record releases and/or complete catalogs of recordings as such records are spotlighted or reviewed in BMW or pointed up by BMW's research.

The company now offers 10 different continuing programs or catalogs to subscribing broadcasters.

A broadcaster may buy annual subscriptions entitling him to a monthly package of the 10 best pop LP's as selected by the Billboard Music Week staff. Or he can receive the 10 best classical LP's or five best jazz LP's each month as selected by the Billboard Music Week staff. Equally popular are the annual subscriptions for weekly releases of singles. These include 10 best new singles, or six best "easy listening" releases, or eight new country and western singles each week plus two c.&w. LP's per month.

The catalog services now offered to broadcasters on a package basis are 100 "Easy Listening" LP's, 50 Broadway show LP's, 50 classical and light classics, or 100 "Golden Hits" LP's. Also, a new package of 50 religious titles will soon be offered.

In commenting on the acquisition, Littleford stated that RSI would be operated as a separate division of The Billboard Publishing Company. Although Cook will continue to supervise basic programming, and all programming will be dependent upon BMW reviews and research, Caroline Collett will be General Manager and in charge of operations.

Miss Collett has been with Cook as private secretary since 1952 and was instrumental in founding RSI. She will be headquartered in New York. Shipping and warehousing operations shortly will be transferred to Billboard's building in Cincinnati.

NEW YORK—Hal B. Cook will become Publisher of Billboard Music Week on July 1. Announcement of Cook's appointment and the acquisition of Record Source, Inc., which Cook headed, was made Friday (22) by Roger S. Littleford, vice-president of The Billboard Publishing Company. In addition to his corporate responsibilities, Littleford has been Publisher of BMW.

Littleford declared that the Cook appointment completed the publication's reorganization, begun in January 1961, when The Billboard was split into two magazines, Billboard Music Week and Amusement Business.

"With Hal Cook heading the organization as Publisher," Littleford stated, "the management team is complete and consists of Sam Chase, who became Editor in May; Andy Csida, who has been Advertising Co-Ordinator since January, 1961; C. J. (Charlie) O'Connor, Circulation Director since August, 1961, and Tom Noonan, who continues as Director of Research."

"The addition of Cook gives us the management strength we feel is needed to make Billboard Music Week of increasing service to the entire music-record-phonograph industry during this period of rapidly changing distribution patterns. BMW's position as communication center of the industry has never been stronger. Cook's appointment now adds as Publisher a man who has extensive music industry experience. He will devote all his time to leading the magazine into new areas of reader service opportunities."

Cook has had a wide and varied career in the record business. A native of Indiana, he is a graduate of the University of Indiana, where he majored in merchandising.

He entered the record business as Sales Manager for the old Vitacoustic Record Company, of "Peg o' My Heart" note. In 1948 he joined Capitol Records in Chicago as a salesman and became a regional promotion manager and manager of the St. Louis branch. In 1950 he moved to the Hollywood headquarters of Capitol.

From 1951 until 1955 he was located in New York as vice-president of Capitol Records Distributing Corporation, then moved to Columbia Records as vice-president in charge of sales. In 1958 he left Columbia to join Warner Bros. in New York as vice-president of sales, a position he held until 1960 when he became a partner in Scott-Tector Productions. He was responsible for establishing Record Source, Inc., as a subsidiary of Scott-Tector.

## Old Rocks Still Rock 'Em On Ol' Philly Air Waves

PHILADELPHIA—The "old record" fever has hit the Quaker City in much the same way it has gripped New York and other markets in recent months. One of those responsible for the current interest in old rock hits here is a store in Center City known as the Record Museum.

Record Museum is operated by Jerry Green, an alumnus of Irving (Slim) Rose's Times Record store in New York. Rose, through an arrangement with deejay Alan Fredericks and later through his own radio deejay show, managed to promote a flock of old rock titles, mostly by vocal groups, into renewed prominence on the hit scene, sometimes generating enough excitement to prompt re-release of the old hits.

Green, employing a similar arrangement, is working closely with

Jerry Blavitt, a deejay on WCAM, Camden, one of the hottest now on the air here. Blavitt, formerly a teen regular on the Dick Clark American Bandstand TV show, has been programming his 9 p.m. to midnight radio show heavily with old rocking favorites, again mostly by vocal groups. One of the show's sponsors is the Record Museum.

The store is charging up to \$2 a copy for an old record, and it's reported that customers have to wait in line outside the store on Saturdays, so heavy is the traffic.

In the wake of the interest already generated by the Blavitt show on WCAM, the city's leading outlet, Storer's WIBG, has swung over to increased oldie programming. Hy Lit is sprinkling in a generous helping of the oldie disks on his regular show, and on Sunday evening he devotes the

## Berlin Show To Columbia

NEW YORK — Columbia Records has acquired original cast album rights to the forthcoming Irving Berlin musical, "Mr. President." Deal was set last week and was reported to involve a near record royalty percentage to the producers. Show, produced by Josh Logan, and starring Nanette Fabray, Robert Ryan, Anita Gillette and Jack Cassidy, is due to hit Broadway about the middle of October.

In another deal, Columbia has also required the sound-track rights to "Jumbo," a new movie version of the 1930's Rodgers and Hart show.

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## WB in All-Out Push for Disk Of 'Music Man'

LOS ANGELES—Warner Bros. is planning a full-scale promotion campaign backing up its release of "The Music Man" sound-track album, June 25, simultaneously with the opening of the movie at key theaters around the country.

Planned is a national "Music Man" day, kicking off a "Music Man" month with promotion utilizing AM and FM radio, newspapers and dealer tie-ins.

"Music Man" publishers, Frank  
*(Continued on page 46)*

# ARMADA-Less Labels Consider Own Group

## 1962 ARMADA CONVENTION

FONTAINEBLEAU HOTEL,  
MIAMI BEACH, FLORIDA

### PROGRAM

Registrations begin Thursday, June 28, at 3:00 P.M. in the lobby of the Fontainebleau and will continue on Friday the 29th beginning at 8:00 A.M. Meetings will be held in the East Ballroom.

Official meeting begins Friday, June 29, at 9:00 A.M.

WEDNESDAY, JUNE 27, 1962

8:00 A.M.—Executive Board Meeting, Suite 1641

THURSDAY, JUNE 28, 1962

3:00 P.M.—8:00 P.M.

REGISTRATION—LOBBY

FRIDAY, JUNE 29, 1962

8:00 A.M.—Registration—Lobby

8:00 A.M.—Breakfast, Fontaine Room  
(Badges required for admittance)

9:00 A.M.—Meeting called to order—  
East Ballroom  
(Badges required for admittance)

9:30 A.M.—Invocation—Reverend Charles  
Meeker, Church-By-The-Sea

9:40 A.M.—President's Annual Report  
Art Talmadge

10:00 A.M.—Treasurer's Report  
Harry Schwartz

10:15 A.M.—Executive Secretary's Report  
Jordan Ross

10:20 A.M.—Report by Sigmund Steinberg  
Legal Counsel for ARMADA

10:45 A.M.—New Business

11:30 A.M.—Appointment of Nominating  
Committee

12:30 P.M.—LUNCHEON—FONTAINE ROOM  
(Badges required)

2:00 P.M.—Convening for general discussion and  
report of Nominating Committee

2:30 P.M.—Election of Officers—East Ballroom

3:00 P.M.—Installation of New Officers

4:00 P.M.—Adjournment of 1962 Convention

6:00 P.M.—Cocktail Party in Garden Patio

7:00 P.M.—Dinner and Show, La Ronde Room.  
Presenting Wes Harrison, comedy  
and Ferrante and Teicher in concert.

### MANUFACTURER ACTIVITIES

TUESDAY, JUNE 26

UNITED ARTISTS RECORDS

6:00 P.M.—Cocktail Party—Suite 1461-2-3  
Distributor and Field Men

WEDNESDAY, JUNE 27

UNITED ARTISTS SALES MEETING

8:30 A.M.—Breakfast

9:30 A.M.—Meeting—Fontaine Room

20th CENTURY-FOX RECORDS

5:00 P.M.—Sales Meeting and Cocktail Party—  
Civic Room

THURSDAY, JUNE 28

UNITED ARTISTS RECORDS

9:00 A.M.—Disc Jockey Promotional Men Sales  
Meeting—Pasteur Room

VEE JAY RECORDS

11:30 A.M.—Brunch, followed by meeting—  
Louis Philippe Room

ATLANTIC RECORDS

3:00 P.M.—Sales Meeting—Lafayette Room

ATCO RECORDS

4:30 P.M.

ATLANTIC & ATCO RECORDS

7:00 P.M.—Cocktail Party Dinner—  
Voltaire Room

FRIDAY, JUNE 29

ARMADA MEETING

SATURDAY, JUNE 30

REPRISE RECORDS

9:00 A.M.—12:30—Breakfast and meeting—  
Fontaine Room

3:30 P.M.—Synthetic Plastics—Sales Meeting—  
Pasteur Room

## Miami Caucus Set For Thursday P.M.

By SAM CHASE

NEW YORK—On the eve of the opening of the ARMADA Convention on Thursday (28) at the Fontainebleau Hotel in Miami Beach, the possibility began to develop that a new independent record manufacturers' trade organization might emerge from those sessions. Already in the cards, of course, is the takeover of ARMADA by its distributor members.

Several indie disk manufacturers, it was learned, have been conferring on their organizational future following the revision of the ARMADA by-laws. They currently can anticipate receiving "associate member" status in ARMADA, but the organization itself will no longer aim to represent their interests, and they will not be likely to have a real voice in its operations.

Some ARMADA manufacturer members are known to be planning to join the Record Industry Association of America (RIAA). However, as the swimming trunks were coming out of mothballs in anticipation of the southward hegira, so too were some new plans. Apparent spokesman for the diskeries who feel a need for an organization to defend the interest of the indie manufacturers is Sidney Frey, president of Audio Fidelity, Inc. Frey will play host to a caucus of manufacturers on Thursday night (28) at 9:30 at his suite in the hotel. He and the others with whom he has been meeting on this subject will then unveil their blueprint, apparently in the hope that action can be obtained, effective with the takeover of ARMADA by the distributors the next morning.

### Forces Sought

It is known that a letter has been circulated privately to some 75 indies, inviting their attendance at this caucus. Perhaps half of those receiving the letter are not even ARMADA members, but they were urged to come to Miami Beach for the purpose of joining in the establishment of a new indie diskery organization.

In proclaiming the need for such a group, the letter cites the apparent advantages which major manufacturers can obtain in the deals they get on royalty payments to publishers. It notes that while the indies pay a flat 2 cents per tune on an LP, or 24 cents per record, major "often" are granted a rate of 1½ cents per tune, or 18 cents per album, and that this is reduced by a further 25 per cent to 1¼ cents per LP for product distributed through record clubs.

Queried about this, Frey said that whereas in other nations a single organization has represented manufacturers in negotiating a blanket and uniform deal with publishers, the RIAA has not done

(Continued on page 46)

### EDITORIAL

## The Next Challenge

The big question in Miami Beach is not whether the distributors will take over ARMADA (doubtless they will) or even whether independent record manufacturers form an organization of their own (see separate story). Much more urgent at the moment is, what will distributors do now that they are on the verge of having an organization that is truly their own?

The health of the record distributor traditionally has been a barometer showing the true condition of the record industry itself. It is thus a matter of concern to everyone associated with this field that many distributors have fallen into considerable difficulties.

At such a time, it is easy to seek and find scapegoats. It is not uncommon for distributors today to blame their plight, not on changing patterns of record merchandising, but on the instruments of that change such as one-stops and rack jobbers, yet the clock cannot be turned back and new changes will follow those already under way.

The basic problem facing distributors is actually one of survival, and beyond that accommodation with the changes taking place. It is here that the greatest challenge faces the new leadership of the distributor-governed ARMADA. A declared intention merely to defend the distributor against all incursions brought about by changing conditions will, it seems to us, provide no solutions. Rather, what faces the new ARMADA is the need to help its members adapt to new merchandising techniques and, indeed, to provide the advice and assistance which will enable distributors more easily to profit from them.

The forward-looking distributor has long since ceased to look upon such activities as rack-jobbing and one-stopping as necessarily being inimical to him. The story on this page is one of many which make this clear. More and more distributors have learned how to work with rack jobbers and one-stops and, with increasing frequency, have entered into those activities directly themselves.

As ARMADA begins the most fateful convention of its young life, the good wishes of the entire industry go with it, along with the hope that its new leaders will clearly set new goals in relationship to other industry groups and to the servicing of its own members. Of these, doubtless the most difficult yet essential will be to counsel its members on how to live with or enter into the various new techniques of record merchandising which are definitely here to stay.

## Charlotte Distribs Form Own One-Stop

By REN GREVATT

NEW YORK—On the eve of the annual ARMADA conclave in Miami Beach, Fla., this week, dramatic evidence of just what distributors can do for themselves if they set their minds to it comes from numerous sources, including Charlotte, N. C.

This Midsouth sector has been troubled by continuing incursions of out-of-State suppliers moving into key accounts, and four distributors in Charlotte recently decided to take action. The decision resulted in the formation of a jointly held combination one-stop and rack jobbing operation, known as Southeastern Record Merchandising Association.

The new firm, according to Phil Goldberg, head man of Bertor Distributors in Charlotte, and one of the four principals of Southeastern,

has a threefold purpose. "We hope to render a pure one-stop service, a service of taking over of leased departments in stores and a direct sales service to military bases," says Goldberg.

There are four independent Charlotte distributors involved, including Herb Weissman of Mangold, Bert Fleischman of F. & F., and Joe Voynow of Carol (Decca) Distributing. The aim of the group is to hold on to some of the business being lost to out-of-State operators.

### Taking Action

"I'm spending time and money getting air play for records in my Carolina territory," Goldberg continued. "And I can't for the life of me see why I should give up the sales I should get as a result of my own promotion efforts to Music Box from Chicago, Pat's from Richmond, L. & F. from Atlanta and Mobile trucks from Pittsburgh. But that's what's happening in the Carolinas and we decided to take some action.

"We believe that between us we can supply most of the important lines and we'll, of course, do business with the factory branches that are not members of our new combine. We can save ourselves a lot of money by avoiding duplication of promotion men, sales personnel, the machinery of supplying, etc. Already things look good."

### Another Example

The Carolina combine is simply one example of what wide-awake distributors are up to. Another example, well over a year old, is that of Mel Herman Enterprises, with

(Continued on page 40)

## ARMADA Past Efforts Paying Off, Declares Art Talmadge

NEW YORK—On the eve of the annual ARMADA convention, Art Talmadge, president of the organization, held high hopes for the future and reviewed the accomplishments of the organization during his two-year tenure. He noted that ARMADA's efforts to reach a solution on the counterfeiting and bootlegging problems had brought action on a legislative level and that he was certain that there soon would be federal legislation against these practices.

He pointed out that the last two years had been critical ones for the industry. Talmadge said that the record setting attendance expected for this year's ARMADA conclave illustrated the deep interest in the record industry by ARMADA members. He concluded his review saying he expected ARMADA members to succeed in their task of trying to build a more effective and stronger association, and that ARMADA would go on to greater achievements in the coming years.

# LIBERTY TIES VICTOR FOR SINGLES LEAD

## Mercury, Decca 45 Runners-Up

By BOB ROLONTZ

NEW YORK—Liberty Records tied RCA Victor for first place in the singles race for the first six months of 1962 by placing nine records in the Top 50 of BMW's "Hot 100," the same number as Victor. This was the first time in the past three years that any label had come close to Victor's dominance in the singles field. Liberty, runner-up to Victor last year in singles, is for the first six months of 1962, far ahead of last year's pace.

Tied for second place in the singles battle for the first six months of 1962 were Mercury and Decca Records, each with seven in the top 50 of the "Hot 100." In third place were five labels, all with five records in the top 50. They were Atco, Parkway, Colpix, Cameo and Tamla.

Companies with four records each in the top 50 so far this year were Columbia, Warner Bros., Dot, MGM and ABC-Paramount. Those with three records each were Kapp, United Artists Hi, Imperial, Capitol, Roulette and Del-Fi. Labels with two records in the top 50 were Hickory, Fury, Cadence, Swan, Argo, King, Monument, Era, Atlantic, LeGrand, Caprice, Wand and Scepter. A total of 34 other labels had one record each in the top 50.

### Scattering Trend

So far in 1962 the trend toward more labels making the top 50 of the "Hot 100" continued. A total of 67 labels placed records in the top 50 from January 1 through June 30. These 67 labels placed a total of 159 records in the top half of the "Hot 100" chart.

It is important to note that the number of records a firm may place in the top 50 over a certain period does not necessarily reflect the label's exact sales position in the singles market. A firm with five 200,000 sellers in the top 50 of the "Hot 100" is not as well off as a firm that has two million sellers in the top 50. But the more disks a firm places in the top 50 the more chances it has to break hits. For example, Victor has had two hot Presley singles and one hot Presley LP going for it so far this year, so its sales position is still extremely potent.

### Subsidiaries Counted Apart

Another important item to note is that many of the labels rated here for records in the top 50 are part of, or subsidiaries of other labels. If parent firms and subsidiary labels are added together the results might be much different. For instance, Cameo and its subsidiary label Parkway each had five records in the top 50; Atco and its parent label Atlantic had five and two records respectively that showed up in the top 50, etc.

So far in 1962 a flock of artists showed power enough to have two or more releases in the top 50. Artists who had three records in the top 50 during the first half of 1962 included Jimmy Dean, Brenda Lee, Elvis Presley, Brook Benton and Chubby Checker.

Those artists with two records in the top 50 of the "Hot 100" were Joey Dee, Bobby Darin, Sue Thompson, Jimmy Darren, the Chipmunks (also known as David Seville), Patti Page, Ace Cannon, the Marvelettes, Connie Francis, Ray Charles, Johnny Tillotson, the Everly Brothers, Johnny Crawford, Bobby Vee, Paul Anka, Sam Cooke, the Lettermen, the Dovells, Bobby Rydell, the Marketts, Dee Dee Sharp, Roy Orbison, Brian Hyland, the Miracles, Shelley Fabares, Pat Boone, Clyde McPhatter, Garry Bonds and the Shirelles.

## Prestige Widens Jazz, Diversifies Catalog

By JACK MAHER

BERGENFIELD, N. J.—Prestige Records, one of the more successful independent jazz labels, continues its growth in diverse fields. The label has added two new subsid banners to its already healthy number of specialty lines, and continues to put emphasis on pop-jazz styled material as well as expanding catalog in the international, spoken word and folk fields.

The addition of the new Near East and Irish subsidiary lines brings the total number of labels, to 10, including the parent Prestige, Moodsville, New Jazz, Tru-Sound, Swingsville, Lively Arts, Prestige-International, and Bluesville. As the new names indicate, the two latest label entries are devoted to music with an international flavor. Four Greek albums are the opening items on Near East, while two albums of traditional music from the Ol' Sod are covered in the second.

### International Grows

The Prestige-International catalog also continues to grow. It covers folk music from lands around the world and numbers almost 60 individual titles. An important part of this catalog is the work of a number of America folk and country and western artists. Among them Jack Elliott, who cut his first in-person LP recently, Ewan MacColl, Ed McCurdy, Jean Ritchie and Jean and Harry West. In addition the label has signed Tossi Aaron to an exclusive contract.

The Lively Arts spoken word label has added a number of packages since its inception a little over a year ago. The latest include Burgess Meredith reading the science fiction of Ray Bradbury, a set by Larry Storch and a recent taping of James Mason reading Edgar Allen Poe and other works.

The firm's mainline jazz activities continue to grow on the steady sales of Gene Ammons, Shirley Scott and Jack McDuff. The firm also has steady sales in its catalog of early material by Miles Davis, Sonny Rollins, Herbie Mann and other artists who have hit it big in the pop as well as jazz markets after moving to larger labels. Prestige expects solid action on its recently recorded King Curtis sets which appear on the Tru-Sound line. (Capitol recently signed Curtis and is preparing a huge promo on his first LP for them.)

### Increase Pop Emphasis

The label has also signed Oliver Nelson, who did the arranging on the Jimmy Smith "Walk on the Wild Side" smash as musical director.

Nelson is a Prestige discovery as artist and composer. He is responsible for another set of albums slated for pop-jazz appeal on the Moodsville subsid. These feature artists like Coleman Hawkins, Sam (the Man) Taylor, and Clark Terry playing music from current Broadway shows like "All American" and "No Strings."

## Finfer Departing Jamie-Guyden To Run Philles on Big Scale

PHILADELPHIA — Harry Finfer is selling his stock in the Jamie-Guyden labels to Harold Lipsius, his partner, and is also selling out

his share of Universal Distributors in this city. Finfer will retain his interest in the Philles label and is buying Lipsius' share in that label. Philles, which has had hits with the Crystals, is a firm owned by Finfer, Lester Sill and Phil Spector.

Finfer is getting out of Jamie firms and Universal so that he can devote full time to Philles. He will run the Philles label, and Sill in Hollywood and Spector in New York will continue to make masters for the firm. The Philles distributors will remain the same.

Finfer expects to complete his negotiations to leave Jamie and Universal by July 15. Lipsius, who has been associated with Jamie since its founding, will take over the reins of the Jamie-Guyden-Landa labels, the two music firms Dandelion and Jamie, and Universal Distributors here.

## UA Appoints Price Director of Sales

NEW YORK — United Artists records has named Morris S. Price as national sales director. Price, a 20-year veteran of the disk industry, joined UA last September and will head up all phases of the firm's selling operation. Before his current promotion, he was director of regional operations and headquartered in Chicago. In his new post he will work out of the firm's main offices here.

## INDUSTRY BRIEFS

### New Job for Carol Burch

NEW YORK—Carol Burch has been appointed co-ordinator of information services for Columbia Records. Miss Burch will be responsible to John Kurland, public relations chief for the label, for the distribution of news releases, photos and general data on artists to all news media. Miss Burch, who succeeds Myrna Greenfield, most recently was secretary to Kurland. Miss Greenfield has joined Mercury Records.

### Four Win WB Contest

BURBANK, Calif. — Four winners of Warner Bros. national promotion contest were announced last week. They receive an all-expenses, week's vacation in Hollywood. Winners were: Bruce Hinton, Dale Enterprises, Boston; Bob Lippert, Commercial Music, St. Louis; Carl Maduri, Benart Distributing, Cleveland, and Joe Liptak, Tell Music, Madison, Wis.

### WB Records Names Calmar

BURBANK, Calif. — Calmar Distributing Company was named to handle the Warner Bros. record line in Dallas last week. Calmar, headed by Bill Caldwell and Bob Marquiss, also handles Warners in Oklahoma City.

### Bonnie Records Formed

PHILADELPHIA—Bonnie Records has been formed here by Marshall Verbit, son of Nelson Verbit, chief of Marnell Distributing, with outlets in this city and Baltimore. Bonnie begins talent auditions and a finished master search July 2.

### Dumont on Red Square

NEW YORK—Donald E. Dumont, president of Dumont Distributors, Boston, flew to London on the first leg of a three-week tour of Europe last week. Dumont, winner of the Artia-Parliament 1961 Summer Sales contest, is being accompanied by his wife. The couple will fly from London to Paris and Geneva on their way to the Carlsbad Film Festival in Czechoslovakia. They will be met there by J. Jay Frankel, president of Artia, who will accompany them to Moscow.

### New Post for Apfel

NEW YORK — Ed Apfel, a member of MGM Pictures advertising and publicity staff, joins MGM Records to work on planning and production of album covers, liners, point-of-sale material, advertising and promotional material. Apfel replaces Harry Anger Jr., who has resigned.

### Mercury Gets Gina Bachauer

CHICAGO—Mercury has signed pianist Gina Bachauer. She will record several large scale works during the coming months, according to Wilma Cozart Fine, vice-president in charge of classical recordings.

### MCA Completes Stock Deal, Acquires Decca

NEW YORK—MCA's exchange offer to stockholders of Decca Records, Inc., was declared effective as of the close of business, June 18, according to Jules C. Stein, MCA board chairman.

Stein said that MCA will announce plans regarding the termination of its artists' representation activities within 30 days.

## But Columbia Albums Pacer

NEW YORK—Columbia Records continued to show its heels to all the other labels in the mono album charts for the first six months of 1962 with more new mono albums in the top 50 of BMW's album chart than any other firm. Columbia placed 15 mono sets in the top 50 from January 1 to June 30, 1962. Capitol was second in the mono race with eight new albums, Victor third with six, and Decca fourth with five.

In the stereo listings, however, RCA Victor edged out Columbia with 10 in the top 50 as against Columbia's nine. Dot and Capitol tied for third slot on the stereo side with seven each.

In monos, three firms were tied for fifth place with four new LP's in the top 50 for the first half of 1962. They were Chess, United Artists and Kapp. ABC-Paramount and Imperial followed with three each. Mercury, Parkway, Atlantic, MGM Original Sound, Dolton, Warner Bros., Hi and Vanguard each had two new mono chart albums during the January through June period. And six other labels had one each.

Added up for the first half of 1962, this means that 23 firms placed 73 different mono albums on the top 50 of BMW's mono album charts for that period.

### 17 Labels Score

After Victor's 10 and Columbia's nine in the top 50 of the stereo charts, were Dot and Capitol tied with seven. These leaders were followed by Decca with five, Command with four, United Artists and London with two, and nine other labels with one each. This made for a total of 17 labels getting 55 new albums on the stereo charts during the first half of 1962.

There were a number of artists who scored with two or more new albums on the charts during the first half of the year. Leading all others with mono albums was Lawrence Welk with four, followed by Ray Charles, Dave Brubeck, Ray Conniff, Johnny Mathis and Mitch Miller with three each. Artists with two new albums on the mono chart were Chubby Checker, Frank Sinatra, Paul Anka, Burl Ives, Moms Mabley, Sandy Nelson and the Ventures.

Enoch Light led all other artists with three new stereo sets that made the top 50 of BMW's stereo charts during the January-June period. Following him were a flock of artists with two new stereo albums each. They included Frank Sinatra, Ray Conniff, Henry Mancini, Billy Vaughn, the Limeliters, Ferrante and Teicher, the Kingston Trio, Roger Williams and Burl Ives.

## Roulette Shows New Product at Meeting

NEW YORK—Roulette Records held its annual distributor meetings last week at the Park Sheraton Hotel. Thirty-five U. S. and Canadian distributors were present.

In addition to the distributors, promotion men and salesmen also were on hand. They met Friday (22) to attend a special promotion seminar for field reps. Besides the general open meeting, personal conferences with individual distributors were held.

During the general meetings Saturday, Roulette unveiled its new fall product and sales program. The executive staff of the label, headed by President Morris Levy and Bud Katzel, general sales manager, was on hand.



Steve Lawrence ALSO AVAILABLE ON SINGLE #318  
HOUSE WITHOUT WINDOWS



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# WEEKLY MARKET ANALYSIS

Continued from page 1

St. Louis area. The local Katz outlets have been supplied with singles by One-Stop Record Service, Inc., of this city.

Roberts Records' one-stop subsidiary, Missouri Disk, has expanded its operation to include a Woolworth store on Sixth Street and downtown Kresge store here. Some local distributors already have complained that on their lines Roberts is extending an extra 10 per cent to these new accounts. "Don't quote me, but I don't expect to sit around and twiddle my thumbs while this goes on," one competing distributor noted.

Meanwhile, on the radio front, one distributor, Al Chotin of Record Merchandisers, Inc., said: "With three Top 40 stations battling each other all the time, it's tough getting something new exposed. They'll play a few each night on their listener balloting spots, but the ones that don't win the polling get lost forever. We're getting better play on the newer things from the smaller stations, some of them rhythm and blues-oriented, like KATZ, KXLW and WBBR. You can get a record played a few times on those outlets."

Singles sales have improved," said Chotin, "and we've stepped up our activity on budget-priced lines and find it's paying off. "We've got a special promotion man pushing them now and we have most of the important lines. We have to operate on a tighter basis, but there's a lot of profit to be made just the same."

Local spinners, meanwhile, have turned to "Bring It On Home to Me," flip side of the current Sam Cooke hit, "Havin' a Party." The side is getting good play as is "There Is No Greater Love," by the Wanderers.

## Trade Mulls Milwaukee Shakeup

MILWAUKEE—The departure of two key air personalities from WOKY, leading singles-playing radio station here, has the record trade pondering the future.

Jim Stagg, program director and on the air from 3 to 7 p.m., leaves to join KTW, Cleveland. Mitch Michael, on the air from 6 to 10 a.m., leaves for a post as station manager at WGKV, Charleston, W. Va.

Station manager John Reddy has indicated there would be no change in the WOKY's programming format but the record industry still is understandably interested. WOKY is the big powerhouse for singles promotion here, and Stagg and Michael played a key role in the station's activities.

Reddy told BMW that no immediate replacement was contemplated. Programming, he said, will continue to be a "combination effort," directed by management.

On the discount front, distributors said the situation was static. Arlens, which opened some two months ago, is the latest outlet in Milwaukee, and Morway opened a store in Madison. The discount price has been pegged at \$2.87 (monaural) and \$3.87 (stereo) for some time.

Dealers describe business as ahead of last year. At least one distributor credited more aggressive programming by radio stations as being responsible for the rise. Along this line, WOSH, Oshkosh, recently reverted to a Top 40 format—much to the delight of those in the singles business.

Among some of the hottest of the new singles—according to Stu Glassman of Radio Doctors—are: "Ahab the Arab," Ray Stevens, Mercury (hitting BMW's Hot 100 in position 70 for the first time); "Baby Sittin' Boogie," Ralph Bendix, ABC-Paramount, and "Little Bitty Pretty One," Clyde McPhatter, Mercury, position 38 on BMW's Hot 100.

## All's Fair in Seattle as Racks Grow

SEATTLE—Local distributors and dealers are facing a growing influx of discounting and rack jobber activity in this city. The large Suvall rack outfit bought into the territory by taking over accounts formerly handled by the Burke firm. The Suvall company is one of the largest in the West, operating under the

## NEW ON THE TOP LP'S

Continued from page 1

- 140. TWISTIN' THE NIGHT AWAY  
Sam Cooke, RCA Victor LPM 2555
- 145. WALK ON THE WILD SIDE  
Elmer Bernstein, Choro A-4
- 147. THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY...  
David Rose and His Ork, MCM E 4062

### STEREO

- 40. ROME ADVENTURE...  
Sound Track, Warner Bros. WS 1458
- 50. FAMILY SING ALONG WITH MITCH  
Mitch Miller and the Gang, Columbia CS 8573

names of Arizona and Utah Sundries in other areas. Another rack jobber, Treco, Inc., bought out Gordon Sales. Among the investors in the Treco firm is one of the city's larger indie distributors, C.&C.

One of the disturbing aspects of the rack activity here, according to the distributors, is the fact that many of these firms do not buy locally. In addition to Suvall and Treco, Monroe Goodman and Eddie Mason, who service large record discount locations, buy from outside the local market. Goodman gets his records from San Francisco and Mason from Los Angeles.

Tradesters here are divided as to the effect the World's Fair is having on business. Some think that money is being taken away from the record business by the large entertainment facilities which are outside the general shopping area. Others think that the influx of tourists has been good for all retailers. Two records about the Fair seem to have passed their peak. "Meet Me in Seattle at the Fair" by Joy and the Boys, and the Lancers' "See You at the Fair" are acknowledged as two of the best selling entries.

Among the national chart items, "Wolverton Mountain" and Ray Charles' disk is the fact that the flip "Born to Lose" pulled initial action here while the rest of the country was going for "I Can't Stop Loving You." Though it's still too soon to tell, strong initial action was reported on Tennessee Ernie Ford's latest, "Rags and Old Iron."

## New Chain Makes Move in Chicago

CHICAGO—Polk Brothers, a chain of eight Chicago stores, is making a strong bid in this area for top record sales. The firm calls itself the world's largest retail outlet of nationally advertised brand name appliances. It has been in the record sales business for seven years, growing a little bit each year. Record sales at Polk last year amounted to approximately a million dollars.

Most of the major labels are already represented in Polk Brothers' retail outlets (which many people still prefer to call a discount operation). But a company spokesman said the firm is instituting a new policy to stock all labels, large and small. In addition to the expansion to new labels, the store is expanding its depth by carrying all categories of music, jazz, classical and pop.

In line with the new policy, Polk Brothers has named Allen J. Mollinger as merchandising manager of the record division. Mollinger spent 20 years with the Davega Stores in New York before joining Polk in 1959 as electronics merchandising manager.

Chicago dealers and one stops report sales up for the third straight week, and they predict it is going to continue getting better. Again, as of last week, both segments of the business report most of the buying is by kids, which accounts for singles sales topping albums.

The big selling LP's here still were David Rose's MGM waxing of "The Stripper" and "Lovers Who Wander," by Dion on Laurie. Starting to sell fast is the Julie Andrews-Carol Burnett album on Columbia, "Julie and Carol at Carnegie Hall."

## 'Hard Bop' Group Set for Newport

BOSTON—The Wreckers, a Polish band which won acclaim at the International Jazz Festival in Washington recently, has been engaged for "Newport 62," according to George Wein, the festival's director. Wein says the Wreckers favor the driving style of what is known as "hard bop." They will play at Newport Sunday evening, July 8, on the same program with Duke Ellington.

Wein and his Newport Jazz Festival All Stars had an unusual distinction this week when they played in the rotunda of the old Senate Office Building at the noon hour in Washington, D. C. Sen. Claiborne Pell (R. I.) arranged the performance.

## HOUSE URGED TO FACE THE MUSIC

WASHINGTON — Congressional endorsement of a Country Music Week was strongly urged by Rep. Otis G. Pike (D., N. Y.) last week. The observance of Country Music Week, already set for Nov. 4 through 10, by the Country Music Association, would be particularly appropriate by Congress, said Pike: "We will be winding up a few activities of our own, then, and we are going to need music."

Pike told congressmen that the Country Music Association membership includes over 750 of the nation's top country music performers, authors, composers, recording executives and others. Pike's list included Connie Francis, Ernie Ford, Jimmie Davis ("You Are My Sunshine"), Burl Ives, of the perennial record favorites, "Blue Tail Fly," and "On Top of Old Smoky."

The country music is literally the music of the whole country, and includes all types of folk, jazz, rhythm and blues, hillbilly, bluegrass, country or western, CMA's president Ken Nelson has pointed out. Congressman Pike adds, "It blends the pioneer with the present-day American scene."

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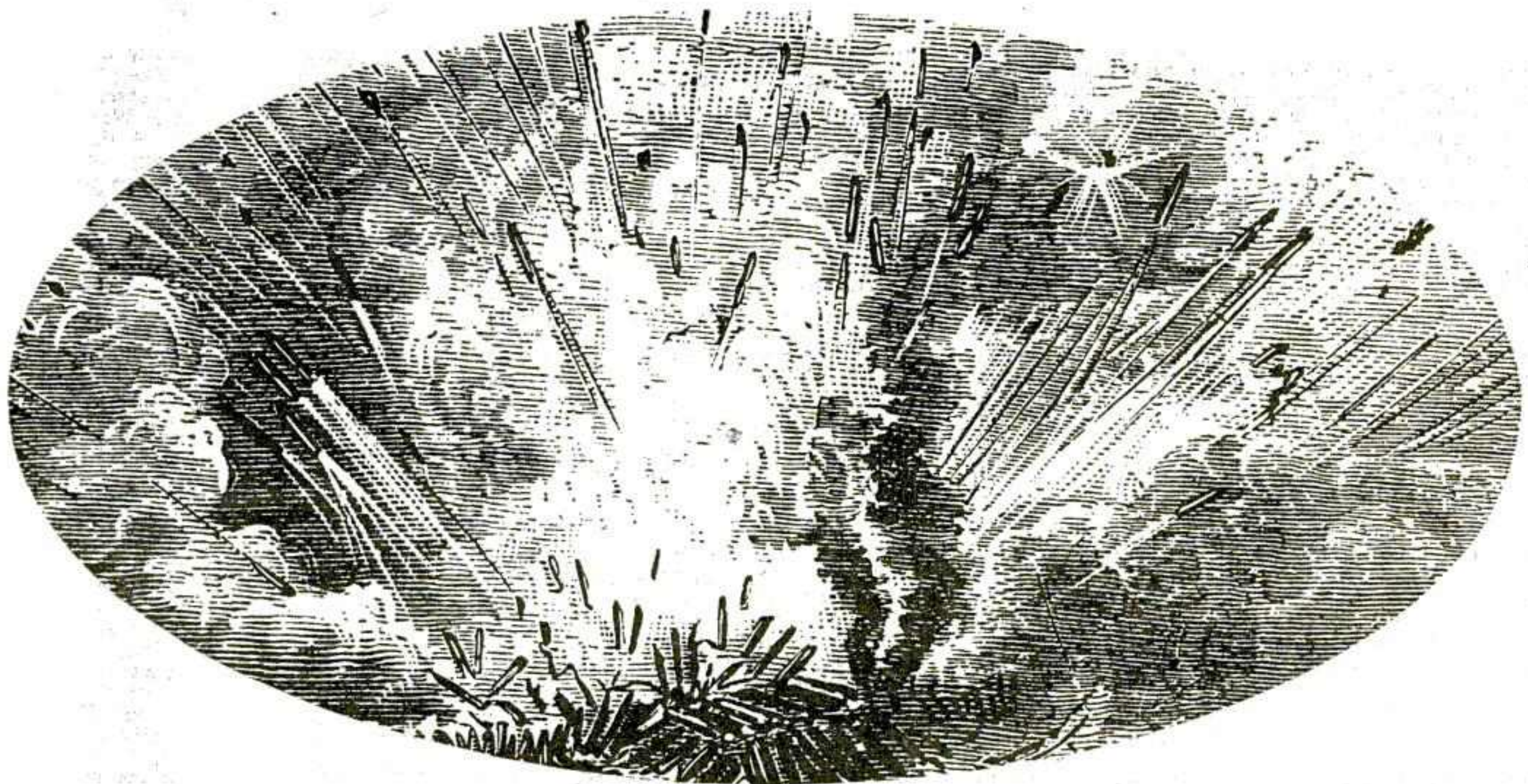
## Three Gal Artists—Greta, Chita & Judy—Sign Record Pacts

NEW YORK—Three prominent indie disk firms announced new artist signings this week. Those pacted include continental singer, Greta Keller; fiery Latin thrush, Chita Rivera, and country singer-comedienne, Judy Canova.

ABC-Paramount completed negotiations to record Miss Keller last week. The artist is expected to cut her first Am-Par sides upon her return from a three-month European tour. She recently closed a stint at the Waldorf Astoria here.

Chita Rivera was signed to Seeco Records by the diskery's president, Sidney Siegal. The star of "West Side Story" and "Bye Bye Birdie" will do both albums and singles.

Miss Canova, a veteran in her field, comes to Chancellor Records. Chancellor country a.&r. chief, Jimmy Bowen, said her first session will occur in a few weeks.



# FIREWORKS FROM CAPITOL

## RECORD-BREAKING REPEATERS

 Primed to explode all over the charts 

BETWEEN THE WINDOW AND THE PHONE b/w I MISUNDERSTOOD  
★★★★★★★★★★★★★ WANDA JACKSON (#4785) ★★★★★★★★★★★★★★

RAGS AND OLD IRON b/w WORK SONG ★ ERNIE FORD (#4793)

 **BRIGHT NEW SPARKLERS**   
From hit-makers new to Capitol

**SURFIN' SAFARI b/w 409 ★ THE BEACH BOYS (#4777)**

HOW DO I TELL MY HEART NOT TO BREAK? b/w  
TOO LATE TO WORRY, TOO BLUE TO CRY (#4783) ★ **GLEN CAMPBELL**

★ ★ ★ **STILL SKY-ROCKETING** ★ ★ ★

ROUTE 66 THEME ★ NELSON RIDDLE (#4741) ★ SCOTCH & SODA ★ KINGSTON TRIO (#4740)  
WORRIED MIND ★ RAY ANTHONY (#4742) ★ HOW IS JULIE? ★ THE LETTERMEN (#4746)

# LOLL

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WORLD'S LARGEST  
DANCE ORCHESTRA***

Scored by Don Costa

**SONODOR RECORDS** (A Product of Miller International)

Manufactured by Miller International, Swarthmore, Pa.

**TTA**



# TOP LP's BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the chart nine weeks or less.

## VOCAL LP's

Title (Label) Top LP Rank (Stereo) Mono

### Male Vocalists

Album 7 by Rick (Imp).....	27
Always You (Col).....	119
Paul Anka Sings His Big 15 (ABC).....	42
● <b>BACK AT THE PEPPERMINT LOUNGE (ROU)</b> .....	125
Belafonte at Carnegie Hall (RCA).....	89
Chubby Checker/Bobby Rydell (Cameo).....	139
● <b>NAT KING COLE SINGS/GEORGE SHEARING PLAYS (CAP)</b> .....	(32) 40
Crying (Monu).....	21
Danny Boy & Other Songs I Love to Sing (Col).....	118
● <b>BOBBY DARIN SINGS RAY CHARLES (ATCO)</b> .....	124
● <b>DINO-ITALIAN LOVE SONGS (CAP)</b> .....	80
Do the Twist (All).....	33
Doin' the Twist at the Peppermint Lounge (Rou).....	19
● <b>DON'T KNOCK THE TWIST (PARK)</b> .....	93
For Teen Twisters Only (Park).....	38
For Twisters Only (Park).....	57
Heavenly (Col).....	114
Hell Bent for Leather (Col).....	143
● <b>HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT (CAP)</b> .....	134
Buddy Holly Story (Cor).....	74
Honky-Tank Man (Col).....	150
Hymns (Cap).....	109
I Remember Tommy (Rep).....	115
● <b>IT'S JUST MY FUNNY WAY OF LAUGHIN' (DEC)</b> .....	(38) 47
Johnny's Greatest Hits (Col).....	91
Jump Up Calypso (RCA).....	(46) 34
Let's Twist Again (Park).....	60
Live It Up (Col).....	72
● <b>GEORGE MAHARIS SINGS! (EPIC)</b> .....	64
● <b>THE MIDNIGHT SPECIAL (RCA)</b> .....	(20) 16
● <b>MODERN SOUNDS IN COUNTRY &amp; WESTERN MUSIC (ABC)</b> .....	(2) 1
● <b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES (COL)</b> .....	(7) 7
● <b>OLD RIVERS (LIB)</b> .....	122
● <b>POINT OF NO RETURN (CAP)</b> .....	(35) 56
Portrait of Johnny (Col).....	138
Runaround Sue (Laurie).....	67
Sinatra and Strings (Rep).....	(29) 28
● <b>TOUCH OF VELVET (RCA)</b> .....	110
Twist (Park).....	12
Twist With Bobby Darin (Atco).....	116
● <b>TWISTIN' THE NIGHT AWAY (RCA)</b> .....	140
Twistin' Round the World (Park).....	82
Versatile Burl Ives (Dec).....	92
Young, Alive & in Love (RCA).....	130
Your Twist Party (Park).....	9

### Female Vocalists

Joan Baez, Vol. I (Van).....	45
Joan Baez, Vol. II (Van).....	24
Patsy Cline Showcase (Dec).....	141
Connie's Greatest Hits (MGM).....	69
● <b>DINAH '62 (ROU)</b> .....	107
Do the Twist (MGM).....	75
Ella In Hollywood (Ver).....	108
● <b>IT'S MASHED POTATO TIME (CAMEO)</b> .....	100
Judy at Carnegie Hall (Cap).....	(23) 18
● <b>LOVE LETTERS (ERA)</b> .....	103
Gloria Lynne at Basin Street East (Ever).....	127
Roaring 20's (WB).....	135
Sincerely Brenda Lee (Dec).....	62

### Duos and Groups

● <b>BABY IT'S YOU (SCEP)</b> .....	149
● <b>BEST OF THE KINGSTON TRIO (CAP)</b> .....	(28) 87
Campus Encore (Cap).....	76
College Concert (Cap).....	(15) 8
Encore of Golden Hits (Merc).....	117
● <b>DAVE GUARD &amp; THE WHISKEY HILL SINGERS (CAP)</b> .....	137
Kingston Trio (Cap).....	77
Kingston Trio Close Up (Cap).....	98
Mighty Day on Campus (Kapp).....	102
● <b>ONCE UPON A TIME (CAP)</b> .....	79
Peter, Paul and Mary (WB).....	13
Sing Out! (RCA).....	(48) 26
A Song for Young Love (Cap).....	(39) 20
● <b>THROUGH CHILDREN'S EYES (RCA)</b> .....	(26) 112
Twist With the Ventures (Dolt).....	96
● <b>THE VENTURES' TWIST PARTY, VOL. II (COLT)</b> .....	43

### Choruses

● <b>FAMILY SING ALONG WITH MITCH (COL)</b> .....	(50) 61
Happy Times Sing Along With Mitch (Col).....	106
Rhythm Sing Along With Mitch (Col).....	78
Sentimental Sing Along With Mitch (Col).....	142
Your Request Sing Along With Mitch (Col).....	136

### Mixed Voices

Oldies But Goodies, Vol. I (OS).....	66
Oldies But Goodies, Vol. III (OS).....	144
● <b>OLDIES BUT GOODIES, VOL. IV (OS)</b> .....	113

## CLASSICAL & SEMI-CLASSICAL LP's

Title (Label) Top LP Rank (Stereo) Mono

● <b>THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. (COL)</b> .....	(19) 99
My Favorite Chopin (RCA).....	121
● <b>SUMMER FESTIVAL (RCA)</b> .....	(34) 94

## INSTRUMENTAL LP's

### Mood and Dance

Afrikaan Beat and Other Favorites (Dec).....	120
● <b>AMERICAN WALTZES (LON)</b> .....	(16) 104
● <b>BEYOND THE REEF (DEC)</b> .....	59
● <b>CHAPEL BY THE SEA (DOT)</b> .....	(17) 81
● <b>FLOYD CRAMER GETS ORGAN-IZED (RCA)</b> .....	146
Down Home (RCA).....	128
Drums Are My Beat (Imp).....	83
Golden Piano Hits (UA).....	88
Let There Be Drums (Imp).....	(49) 70
Maria (Kapp).....	(21) 50
Moon River (Dot).....	(10) 30
New Piano in Town (RCA).....	129
Persuasive Percussion, Vol. I (Com).....	(33)
Roman Guitar (Com).....	(47)
● <b>'S CONTINENTAL (COL)</b> .....	(11) 35
So Much in Love (Col).....	(41) 39
Stereo 35/MM (Com).....	(9)
Stereo 35/MM, Vol. II (Com).....	(24)
● <b>STRANGER ON THE SHORE (ATCO)</b> .....	(4) 3
● <b>THE STRIPPER (MGM)</b> .....	147
Tonight (UA).....	(18) 37
● <b>"TUFF" SAX (HI)</b> .....	44
● <b>TWISTIN' 'N' TWANGIN' (RCA)</b> .....	111
Roger Williams' Greatest Hits.....	131
Yellow Bird (Dot).....	123
Young and Worm and Wonderful (RCA).....	(42)
● <b>YOUNG WORLD (DOT)</b> .....	(13) 32

### Jazz

● <b>BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE)</b> .....	68
● <b>COUNTDOWN TIME IN OUTER SPACE (COL)</b> .....	101
Horn A-Plenty (RCA).....	133
Midnight in Moscow (Kapp).....	(43) 49
Midnight Special (B-N).....	46
Time Further Out (Col).....	(27) 36
Time Out (Col).....	(22) 11
What'd I Say (All).....	22
● <b>NANCY WILSON/CANNONBALL ADDERLEY (CAP)</b> .....	41

## SHOW MUSIC

### Original Cast

● <b>ALL AMERICAN (COL)</b> .....	63
Camelot (Col).....	(6) 14
Carnival (MGM).....	58
How to Succeed in Business Without Really Trying (RCA).....	53
Milk and Honey (RCA).....	55
Music Man (Cap).....	29
My Fair Lady (Col).....	23
No Strings (Cap).....	(5) 10
Sound of Music (Col).....	(12) 17
South Pacific (Col).....	84
West Side Story (Col).....	(25) 6

### Sound Track

Blue Hawaii (RCA).....	(8) 5
Exodus (RCA).....	85
Flower Drum Song (Dec).....	(36) 126
G.I. Blues (RCA).....	90
Hey Let's Twist (Rou).....	132
King and I (Cap).....	65
King of Kings (MGM).....	86
Oklahoma! (Cap).....	(31)
● <b>ROME ADVENTURE (WB)</b> .....	(40) 73
South Pacific (RCA).....	(44) 71
● <b>STATE FAIR (DOT)</b> .....	(14) 15
West Side Story (Col).....	(1) 2

### Music From Musicals, Films and TV

Breakfast at Tiffany's (RCA).....	(3) 4
● <b>EXPERIMENT IN TERROR (RCA)</b> .....	(37) 97
● <b>GOLDEN THEMES FROM MOTION PICTURES (UA)</b> .....	105
Great Motion Picture Themes (UA).....	54
Great Themes From Hit Films (Com).....	(30)
● <b>ORIGINAL MOTION PICTURE HIT THEMES (UA)</b> .....	31
● <b>WALK ON THE WILD SIDE (CHERO)</b> .....	145
West Side Story (UA).....	(45) 52

## COMEDY LP's

The Astronaut (Kapp).....	148
Knockers Up (Jub).....	25
Moms Mabley at Geneva Conference (Chess).....	48
Mike Nichols & Elaine May Examine Doctors (Merc).....	51
Rusty Warren Bounces Back (Jub).....	95

# MUSIC AS WRITTEN

## GAC HIRES JAMES ARNOLD . . .

General Artists Corporation (GAC) hired James Arnold to work in its personal appearance division. Arnold has acted as representative for Wilbert Harrison, Jerry Butler, Barbara George, Dee Clark and Brook Benton. He has also produced the Howard Theater, Washington; Apollo, N. Y. C.; the Uptown, Philadelphia, and Regal, Chicago. He will report to Bob Weems, who heads up the one-nighter division.

## New York

An intriguing backstage story surrounded the making of the Ray Charles "Modern Sounds in Country and Western" LP. Ray used Braille lead sheets for the first time on the date. Cutting cost approximately \$22,000. The resulting smash, of course, is recording business history.

Philips Records has signed and cut Robert Farnon. . . . MGM-Verve distribs have been alerted to appearances by Victor Borge, the Seattle Fair June 30 and July 1, and Oscar Peterson, Philadelphia's Showboat June 25-30. . . . Diamond Records out there pitching for Gary Criss' "Our Favorite Melodies," and Dickie Goodman's "Ben Crazy," both comers. . . . Ben E. King headlines a road tour covering a dozen States with concert dates. Lad is capitalizing on action on his "Don't Play That Song" LP and single on Atco.

Atlantic Records has signed Sonny Stitt to an exclusive pact. . . . Finished with shooting on the forthcoming flick "Two Tickets to Paris," Joey Dee is back in the recording night club groove. He and Henry Glover composed the score for the soon-to-be-released Roulette LP "Twisting Around the World." After a stand at Brooklyn's Town and Country, the lad moves to Revere Beach, Mass., for a week July 7, and the Steel Pier, Atlantic City, August 25-26. . . . J. Frank Falanga named to promotion manager post at Mercury. . . . Century Records re-activating. First sides by the Doubles: "Makin' Tracks" b-w "Little Girl From the Hop." Firm is seeking material. . . . Alegre Records, the Latin-American label, has appointed Yamaha Music as Japanese outlet, Saul Lampert as the Philly distrib and Eastern Records as the Hartford, Conn., rep.

Summertime means an altered two-month entertainment policy at the Persian Room of the Plaza Hotel here. July 9, Florian ZaBach takes over the stand. Kitty Kallen follows with Hildegarde and Russell Nye to follow. . . . A flock of stars and personalities paid homage to Richard Rodgers on the occasion of his 60th birthday, June 28. . . . Independent producer Hecky Krasnow's daughter Judith Gail was married to Daniel Markewich June 17. . . . Irish thrush Carmel Quinn headlines the Copa July 5. . . . Mike Clifford contracted for a tour of the Playboy Club circuit. . . . Lad has also been signed to a UA recording contract, with Lieber and Stollar cutting his first dates.

Guy Lombardo marked a first when he played the Shoreham Hotel, Washington. . . . Reprise cutting new Dorsey Burnett sides. . . . Linco Music is publisher and Billy Smith writer of Johnny Cash's "Blue Train" on Sun. . . . Luther Henderson has cut an instrumental version of the "Bravo Giovanni" score for Columbia. . . . George Maharis, recovered from an attack of hepatitis, recorded his second LP for Epic. . . . Mills Music has acquired "Norma," a hit in Peru, for the American market.

Ray Meinberg, president of U. S. Record Distributing, will set up distribution promotion, distribution and advertising for Da Vinci Records. . . . ABC-Paramount to record Greta Keller. . . . Ray Passman has joined the professional department of Robert Mellin, Inc., "Twist and Shout," which was in Russber Music, is now handled by the Mellin firm. . . . Verve Records distribs in Chicago have been alerted to push album and single product by Kai Winding, who is appearing at the London House. . . . Ella Fitzgerald at the Crescendo, Hollywood.

Southside Records has signed Billy Wilde. His first release is Summer School." RCA Victor's big man with a horn, Al Hirt, taped eight hours of jazz concerts while in Europe last month. . . . Patti Page performs her first non-singing role in the MGM comedy, "Boy's Night Out." Bobby Rydell was the big treat for students in St. Gabriel, Calif., when he appeared at a huge party thrown by KFWB for graduating teen-agers there. . . . Jim Wasdin assumed the post of a.&r. director for B.-W. Music, Inc., Wooster, Ohio. JACK MAHER

## Pittsburgh

Timi Yuro makes her local night club debut at Holiday House July 2 for four days. Don Cornell follows her on July 6 for 10 days. . . . Guy Lombardo played a one-nighter June 8 at the New Mission Inn in nearby Latrobe. Les Brown's orchestra plays the spot August 2.

Rusty Warren is duplicating the standout business she did in her Horizon Room debut six months ago. Jill Corey followed her June 18. Set at the Airport Room in September are Woody Woodbury and Homer and Jethro. . . . The McGuire Sisters are the current attraction at the Twin Coaches.

Picking up momentum in this area is "Love Me Do" on Dot by local singer Joey Costa. . . . The Four Coins, a big hit recently at the Caravan in New Castle, go back there June 29. . . . Ray Charles spent a day here visiting the deejays to promote his ABC-Paramount platter of "I Can't Stop Loving You." LEONARD MENDLOWITZ

## Philadelphia

Marshall Verbit, associated with his father, Nelson Verbit, in the Marnel Records Distributing Company here, was a week-

(Continued on page 52)

**A SMASH!**

# THE BELMONTS

with PETE BENNETT orch.



GLENDEN MUSIC  
ASCAP  
505B  
Time: 2:58

# COME ON LITTLE ANGEL

(E. Maresca—T. Bogdany)

**SAB 505**

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everyone for our 5th  
chartmaker in a row  
Freddie, Carlo, Angelo*



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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JUNE 30

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	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	7
2	2	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	5
3	3	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	6
4	5	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	6
5	4	STRANGER ON THE SHORE	By Bilk-Mellin—Published by Mellin (BMI)	12
6	18	ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	2
7	6	THE MAN WHO SHOT LIBERTY VALANCE	By Bacharach-David—Published by Famous (ASCAP)	6
8	9	AL DI LA'	By Mogol-Donida-Drake—Published by Witmark (ASCAP)	3
9	7	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	5
10	8	CINDY'S BIRTHDAY	By Winn-Hooven—Published by Maravilla, BMI	4
11	13	SNAP YOUR FINGERS	By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	3
12	21	WOLVERTON MOUNTAIN	By M. Kilgore-C. King—Published by Painted Desert (BMI)	2
13	10	THAT'S OLD FASHIONED	By Giant-Baum-Kaye—Published by Aberbach, BMI	4
14	27	JOHNNY GETS ANGRY	By Edwards-David—Published by Tod (ASCAP)	2
15	11	SECOND HAND LOVE	By Hunter-Spector—Published by Merna (BMI)	6
16	19	A STEEL GUITAR AND A GLASS OF WINE	By Paul Anka—Published by Spanka (BMI)	3
17	20	SHARING YOU	By Goffin-King—Published by Aldon (BMI)	3
18	—	THEME FROM DOCTOR KILDARE	By Goldsmith-Winn-Rugolo—Published by Hastings, BMI	1
19	12	THE ONE WHO REALLY LOVES YOU	By Robinson—Published by Jobete (BMI)	8
20	—	THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe, ASCAP	1
21	—	I'LL NEVER DANCE AGAIN	By Mann-Anthony—Published by Aldon, BMI	1
22	15	FOLLOW THAT DREAM	By Welsman and Wise—Published by Gladys (ASCAP)	5
23	16	DON'T PLAY THAT SONG	By Nugetre—Published by Progressive (BMI)	6
24	24	ANY DAY NOW	By Bacharach-Hilliard—Published by Plan Two (ASCAP)	3
25	25	I LOVE YOU	By Ewing-Newson—Published by Criss (BMI)	2
26	—	GRAVY	By Mann-Appell—Published by Kalmann, ASCAP	1
27	14	LOVERS WHO WANDER	By DeMucci-Maresca—Published by Disal (ASCAP)	8
28	30	HAVING A PARTY	By Sam Cooke—Published by Kaga (BMI)	2
29	—	SEALED WITH A KISS	By Udell-Geld—Published by Pogo, ASCAP	1
30	22	WALK ON THE WILD SIDE	By Bernstein—Published by Columbia Pictures (ASCAP)	2

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garnett, Operators 2012.
- THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- PALISADES PARK**—Freddie Cannon, Swam 4106; Timmy Reynolds, Operators 2014.
- IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
- STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 617; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- ROSES ARE RED**—Bobby Vinton, Epic 9509.
- THE MAN WHO SHOT LIBERTY VALANCE**—Gene Pitney, Musicor 1020; Fairmont Singers, Dot 16340; Ray Garnett, Operators 2014.
- AL DI LA'**—Ray Anthony, Capitol 4742; Maria Candido, Decca 31291; Tony Daliara, Vesuvius 1024; Janice Harper, Capitol 4578; Al Hirt, RCA Victor 8016; Gino Paoli, Warner Bros. 5205; Fausto Papetti, London 10502; Emilio Pericoli, Warner Bros. 5259; Joe Rene & Ork, Epic 9510; Luciano Tajoli, Bravo 4510; Jerry Vale, Columbia 42027; Carnea Villani, Chancellor 1114.
- PLAYBOY**—Marvelettes, Tamla 54060.
- CINDY'S BIRTHDAY**—Johnny Crawford, Del Fi 4178.
- SNAP YOUR FINGERS**—Joe Henderson, Todd 1072.
- WOLVERTON MOUNTAIN**—Claude King, Columbia 42352.
- THAT'S OLD FASHIONED**—Everly Brothers, Warner Bros. 5273.
- JOHNNY GETS ANGRY**—Joanie Sommers, Warner Bros. 5275.
- SECOND HAND LOVE**—Connie Francis, MGM 13074.
- A STEEL GUITAR AND A GLASS OF WINE**—Paul Anka, RCA Victor 8030.
- SHARING YOU**—Bobby Vee, Liberty 55451.
- THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622.
- THE ONE WHO REALLY LOVES YOU**—Mary Wells, Motown 1024.
- THE WAH-WATUSI**—Orions, Cameo 218.
- I'LL NEVER DANCE AGAIN**—Bobby Rydell, Cameo 217.
- FOLLOW THAT DREAM**—Elvis Presley, RCA Victor EPA 4368.
- DON'T PLAY THAT SONG**—Ben E. King, Atco 6222.
- ANY DAY NOW**—Chuck Jackson, Wand 122.
- I LOVE YOU**—Volumes, Chex 1002.
- GRAVY**—Dee Dee Sharp, Cameo 219.
- LOVERS WHO WANDER**—Dion, Laurie 3123.
- HAVING A PARTY**—Sam Cooke, RCA Victor 8036.
- SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336.
- WALK ON THE WILD SIDE**—Brook Benton, Mercury 71925; Elmer Bernstein, Choro 101; Marilyn Brown, DRA 7007; Contrasts, Operators 2013; Jimmy Smith, Verve 10255; Titus Turner, Jamie 1213.

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

## Case for Quality Bill Strong, But FTC Foresees Price Fixing

WASHINGTON — Proponents of the Quality Stabilization Bill put up a strong case during hearings by the House Commerce Committee last week. The bill would permit record manufacturers, among others, to set resale prices on brand-name goods, and to outlaw bait-switch and loss-leader practices.

However, Chairman Paul Rand Dixon of the Federal Trade Commission said the legislation would foster price-fixing. Also, Dixon said the government had designated the FTC to handle bait advertising cases and unfair competitive practices. Justice Department strongly opposes the bill as a disguised "fair trade" and "resale price maintenance" type of legislation which is harmful to the public interest.

**Not Same Old Thing**  
Rep. Ray J. Madden (D., Ind.) emphatically denied that the Quality Stabilization Bill is the same as the old-style fair trade bills which have gone down to defeat as price-fixing measures for over a decade. Madden said the bill provides for "voluntary" action by a manufacturer in deciding whether or not to set resale price on trade-marked product. Wholesalers and retailers can bypass the name-brand product if they do not want to go along with the resale price assigned.

Madden said the bill would help the small businessman and would safeguard the consumer from being bilked by bait-switch sales and loss leaders. It would also give manufacturers incentive to keep the qual-

ity of brand-name goods high, said Madden, who is jointly sponsoring his bill with Senator Capehart (R., Ind.).

Chairman Dixon of the FTC said the agency has made exhaustive studies of the effects of allowing manufacturers to set resale prices, and finds that it is just as detrimental to small business and to the public interest as any other form of price fixing. He said the bill would create a paradox in exempting certain manufacturers from the very antitrust and price-fixing legislation the FTC is supposed to uphold.

**Dixon Asks for Action**  
Dixon asked, instead, for congressional action on a bill currently before it which would give the FTC temporary cease and desist orders. The FTC chairman said this would be preferable in stopping bad practices than to authorize "private lawsuits by owners of the involved brand name or trade-mark."

The Madden bill, and a Senate counterpart by Senator Humphrey (D., Minn.), would allow manufacturers to "stabilize" prices of their product by declaring the amount of resale prices to be charged by retailers. The manufacturer of disks or other trade-marked product would have the right to revoke use of his label when a dealer used the records in bait-switch or loss-leader sales. Retailers selling the brand-name product can be sued by the manufacturer for damages and injunctive relief in case of violation.

## Legacy Records Formed; Release Old Master Piano Rolls on Disks

HOLLYWOOD — Legacy Records, a label devoted exclusively to issuing modern-day recordings (stereo and mono) of actual performances by concert piano immortals of the past half century, was formed last week by Walter S. Heebner.

In addition to having access to performances by some of the foremost concert pianists of the past, Legacy also will be able to release for the first time in disk form the actual performances by noted composers playing their own works, including such late greats as D'Albert, Bartok, Debussy, Dohnanyi, De Falla, Gabriel Faure, Glazounov, Grieg, Leoncavallo, Mahler, Ravel, Reger, Saint-Saens, Scriabine, Sch arwenka, Richard Strauss, among others.

Despite the fact that most of the artists long have passed from the scene, Legacy will start recording sessions this weekend at Radio Records' Studio 10-H, using Steinway piano No. 261 (instrument used by Artur Rubinstein in all his recording sessions). Legacy will achieve the seemingly impossible by utilizing the Welte-Mignon "vorsetzer," a device developed before the turn of the century by the Welte Piano Company. This consists of felt-covered wooden levers, one for each key on the keyboard. The device is placed in front of the keyboard (i.e., "vorsetzer") and is activated by a piano roll. The Welte differs from the American player pianos in that it is able to reproduce a complete range of dynamic shading, thereby re-creating the performer's initial phrasing and expression.

The Welte Company recorded some of the most prominent pianists of the day to provide buyers of its equipment with a library of rolls. Heebner concluded a contract with Richard C. Simonton, who owns the rights to the Welte library, acquiring complete repro-

duction rights to the Welte treasures.

Heebner told BMW that Legacy's initial release will be made this fall and consist of albums featuring present-day reproductions of Welte recordings by Jan Paderewski, Josef Hoffman, and an album of Claude Debussy performing his own compositions. Polymax LP pressings will be de luxe boxed packages, listing at \$10.40 per numbered copy.

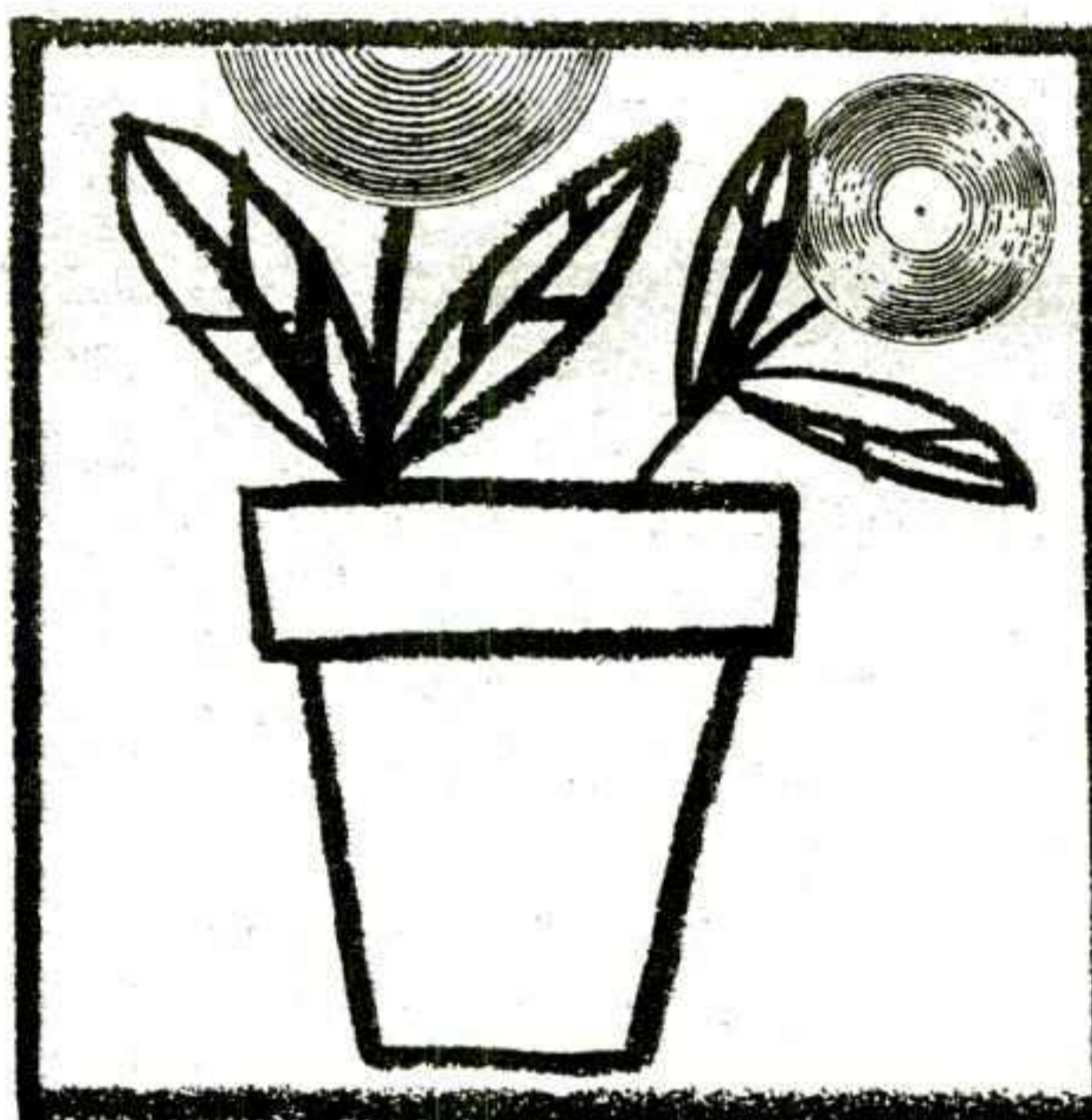
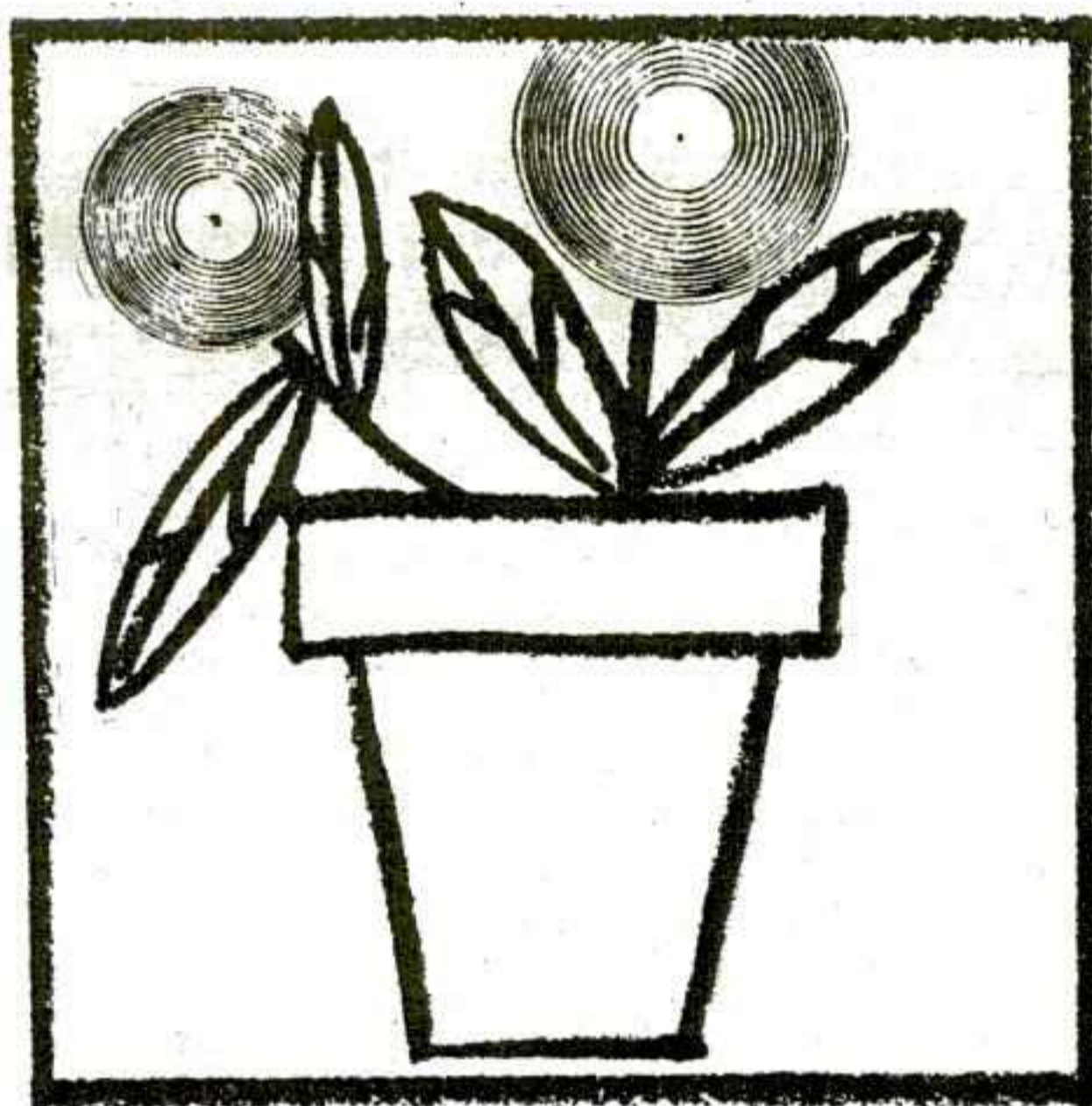
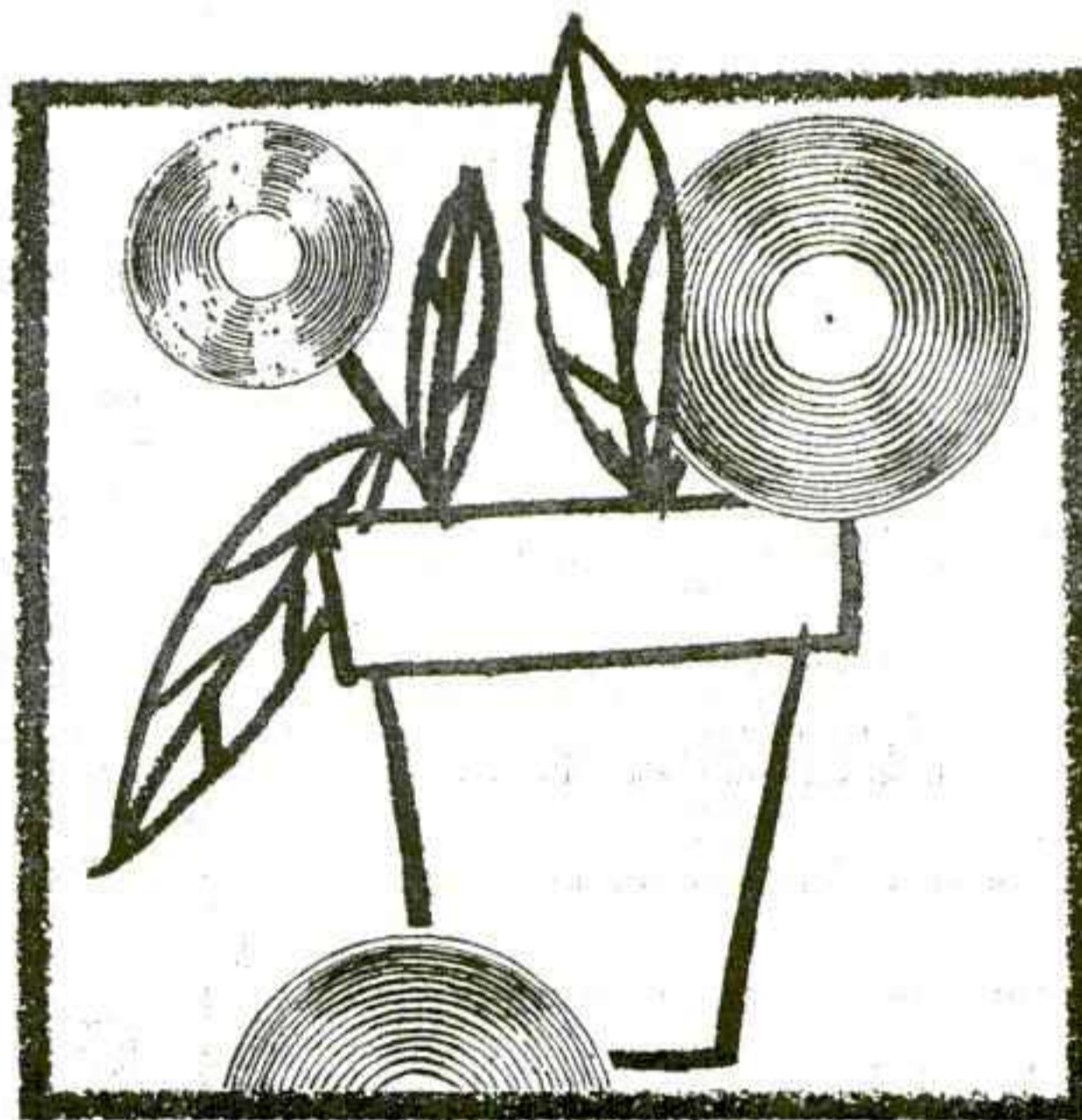
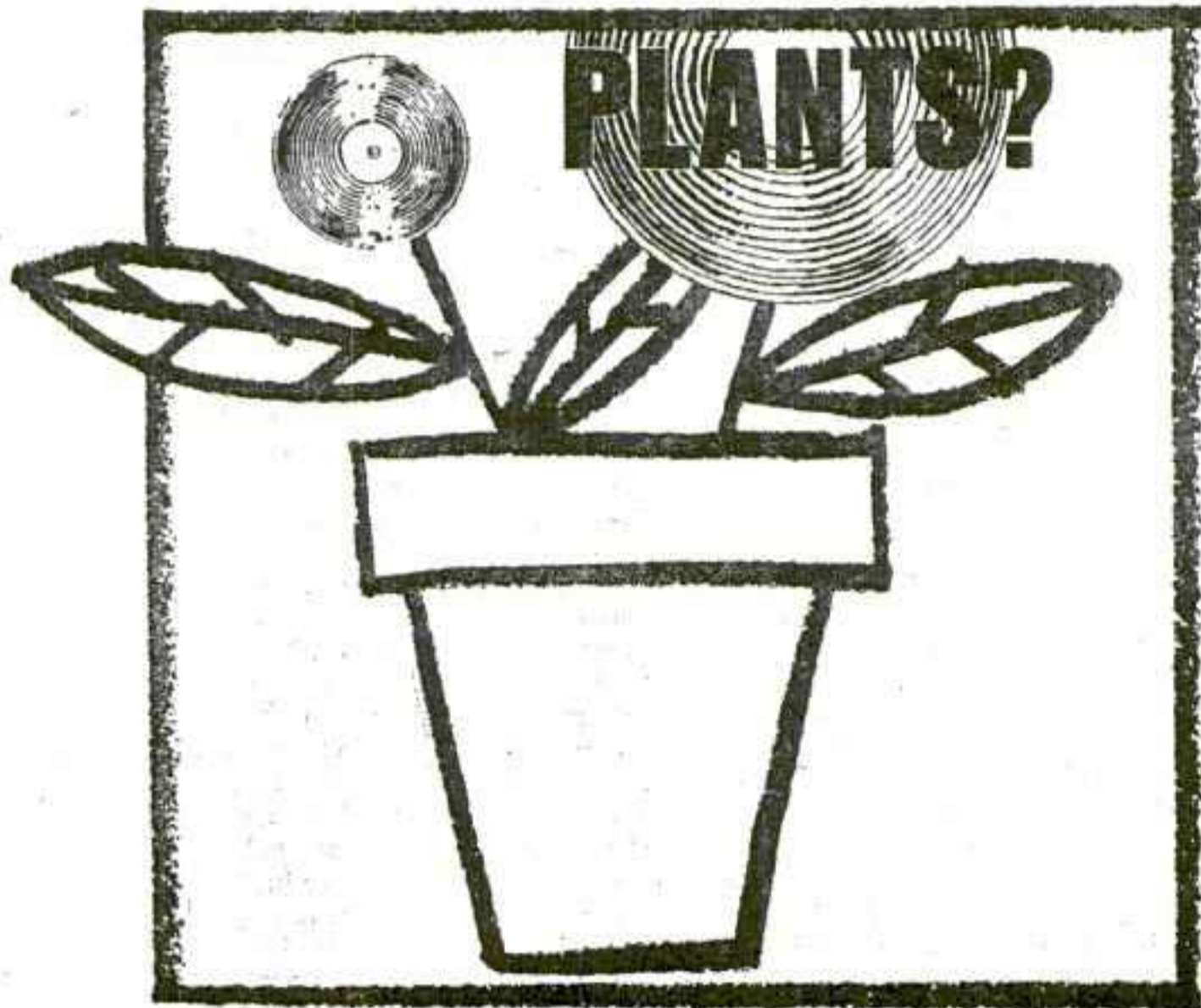
Legacy has concluded an exclusive distribution agreement with JBL International (James B. Lansing Sound Company's marketing subsidiary) whereby its LP's will be handled through JBL's 26 reps for sale to music dealers and hi-fi stores. This marks JBL's initial entry into the disk field. Heretofore, the marketing firm has limited itself in distributing and marketing hi-fi components, and, more recently, pre-recorded tapes. Deal was concluded between Ray Pepe, JBL vice-president, and Heebner, Legacy's president. Leonard Marvin, pianist and collector of antique musical instruments, serves as secretary-treasurer of the Legacy firm.

Heebner told BMW that extreme care is being taken in making the recordings "definitive preservations of the immortal performances for the generations to come." In addition to using the two-track recording facilities of Radio Records' Studio 10-H, Legacy has flown in Ken Caswell from Houston, an expert on Welte equipment, to stand by during the recording sessions for special adjustments of the "vorsetzer." Heebner retains his post as Radio Records sales vice-president, reporting to RR President Martin Hersh.

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## COLUMBIA RECORD PRODUCTIONS

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

- (Courtesy Escalera a la Fama)  
 \*Denotes local origin
- This Last Week  
 1 1 MIDNIGHT IN MOSCOW—  
 \*Stirlyn Brandy (Tonodisc);  
 Mac Ke Macs (Victor)—  
 Tyler Melody-Novel
- 2 3 MULTIPLICATION—Bobby  
 Darfin (Atco); Los Salvajes  
 (Columbia)—Adaris Music-  
 Feremata
- 3 2 NATA PER ME—  
 Adriano Celentano (Microfon);  
 Los Santos (Music Hall);  
 Tony Villar (Columbia—E.A.R.—  
 Fortissimo)
- 4 6 EL POETA LLORO—  
 \*Los Fernandez (Odeon)—Korn
- 5 4 POPOTITOS—Los Teen Tops  
 (Columbia)—Edami
- 6 5 LA BALADA DALLA  
 TROMBA—Gastone Parigi  
 (Microfon); Los Cinco Latinos  
 (Columbia)—Titanus-Feremata
- 7 7 COME SEPTEMBER—  
 Billy Vaughn (Dot); Jose Carli  
 (Columbia)—Adaris Music-  
 Feremata
- 8 10 PALOMA—Los Andariego  
 (Tonodisc)—Korn
- 9 11 THE NIGHT I CRIED—  
 Brian Hyland (Ariel)
- 10 9 BAMBINA BAMBINA—Tony  
 Dallara (Columbia); Luis Aguile  
 (Odeon)—E.A.R.—Fortissimo

AUSTRALIA

- (Courtesy Music Maker, Sydney)  
 \*Denotes local origin
- This Last Week  
 1 1 I'VE BEEN EVERYWHERE—  
 \*Lucky Starr (Festival)—Belinda
- 2 2 HAVE YOU EVER BEEN TO  
 SEE KINGS CROSS—\*Frankie  
 Davidson (W. & G.)—Womera  
 (RCA)—Chappell
- 3 3 MOON RIVER—Henry Mancini  
 (RCA)—Chappell
- 4 6 CATERINA—Perry Como (RCA)  
 —Southern Music
- 5 — THAT HAPPY FEELING—  
 Bert Kaempfert (Polydor)—  
 No Publisher
- 6 — WEST OF THE WALL—Toni  
 Fisher (London)—No Publisher
- 7 12 THE MAN WHO SHOT  
 LIBERTY VALANCE—  
 Gene Pitney (United Artists)—  
 No Publisher
- 8 — SOUTHERN RORA—\*The Joy  
 Boys (Festival)—No Publisher
- 9 4 DEAR ONE—Larry Finnegan  
 (London)—Alberts
- 10 7 DONDO—Warren Carr (Festival)  
 —Victoria
- 11 10 SI SENOR—\*Rob E. G. (Festival)  
 —Leeds
- 12 11 FUNNY WAY OF LAUGHIN'—  
 Burl Ives (Festival)—Acuff-Rose
- 13 5 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—Belinda
- 14 8 TODAY'S TEARDROPS—  
 \*Col Joye (Festival)—Belinda
- 14 9 WONDERFUL LAND—  
 The Shadows (Columbia)—  
 Alberts

BRITAIN

- (Courtesy New Musical Express, London)  
 \*Denotes local origin
- This Last Week  
 1 2 \*COME OUTSIDE—Mike Sarne  
 (Parlophone)—R.S.A. Music
- 2 1 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—Belinda
- 3 4 \*PICTURE OF YOU—Joe Brown  
 (Piccadilly)—Michael Reine
- 4 3 \*I'M LOOKING OUT THE  
 WINDOW—Cliff Richard  
 (Columbia)—Chappell
- 5 5 GINNY COME LATELY—  
 Brian Hyland (HMV)—  
 Spanka Music
- 6 6 \*LAST NIGHT WAS MADE FOR  
 LOVE—Billy Fury (Decca)—  
 Good Music
- 7 9 \*I DON'T KNOW WHY—  
 Eden Kane (Decca)—  
 Francis, Day & Hunter
- 8 7 \*AS YOU LIKE IT—Adam Faith  
 (Parlophone)—Downbeat Music
- 9 24 I CAN'T STOP LOVING YOU—  
 Ray Charles (HMV)—Acuff-Rose
- 10 8 NUT ROCKER—B. Bumble  
 (Top Rank)—Ardmore &  
 Beechwood
- 11 12 \*DO YOU WANT TO DANCE—  
 Cliff Richard (Columbia)—  
 Sherwin
- 12 17 \*AIN'T THAT FUNNY—  
 Jimmy Justice (Pye)—  
 Essex Music
- 13 14 DR. KILDARE THEME—  
 Richard Chamberlain (MGM)—  
 Robbins
- 14 10 \*THE GREEN LEAVES OF  
 SUMMER—Kenny Ball (Pye)—  
 Robbins
- 15 13 \*STRANGER ON THE SHORE—  
 Acker Bilk (Columbia)—Sherwin
- 16 11 \*JUST A LITTLE LOVE—  
 Karl Denver (Decca)—  
 Chappell/BIEM
- 17 19 FOLLOW THAT DREAM (EP)—  
 Elvis Presley (RCA)—Seventeen  
 Savile Row

- 18 22 SHARING YOU—Bobby Vee  
 (Liberty)—Aldon
- 19 18 \*WONDERFUL WORLD OF THE  
 YOUNG—Danny Williams  
 (HMV)—Leeds Music
- 20 15 UNSQUARE DANCE—Dave  
 Brubeck (CBS)—Derry Music
- 21 23 HOW CAN I MEET HER—  
 Evely Brothers (Warner Bros.)  
 —Aldon
- 22 30 ENGLISH COUNTRY GARDEN  
 —Jimmy Rodgers (Columbia)—  
 Planetary-Kahl
- 22 25 \*JEZEBEL—Marty Wilde (Philips)  
 —Campbell-Connelly
- 24 — YES, MY DARLING  
 DAUGHTER—Eydie Gorme  
 (CBS)—Chappell
- 25 21 \*LONELY CITY—John Leyton  
 (HMV)—Most Music
- 26 30 SOLDIER BOY—Shirelles (HMV)  
 —Ludix
- 27 — \*FAR AWAY—Shirley Bassey  
 (Columbia)—Apollo
- 28 19 \*WONDERFUL LAND—Shadows  
 (Columbia)—Francis, Day &  
 Hunter
- 29 16 LOVE LETTERS—Ketty Lester  
 (London)—Chappell
- 30 — DREAMIN' UP A STORM—  
 Sandy Nelson (London)—Jewel

BRITISH WEST INDIES

- This Last Week  
 1 THE END OF THE WORLD—  
 Johnny Nash (ABC-Paramount)
- 2 PEANUT VENDOR—Joey Lewis  
 (Telco)
- 3 REMEMBER ME—Nap Hepburn  
 (Telco)
- 4 THE YOUNG ONES—Cliff Richard  
 (Odeon)
- 5 AFRIKAAN BEAT—Fritz Vaughn  
 Bryan (RCA)
- 6 DON'T BREAK THE HEART THAT  
 LOVES YOU—Connie Francis  
 (MGM)
- 7 WHERE HAVE ALL THE FLOWERS  
 GONE—Kingston Trio (Capitol)
- 8 A VOICE IN THE WILDERNESS—  
 Cliff Richard (Odeon)
- 9 SALUT D'AMOR—Silver Stars Steel  
 Ork
- 10 SWEET THURSDAY—Johnny Mathis  
 (U. S. Columbia)

DENMARK

- (Courtesy Quam Musikbureau, Copenhagen)  
 \*Denotes local origin
- This Last Week  
 1 2 THE YOUNG ONES—  
 Cliff Richard (Columbia)—  
 Dacapo
- 2 1 WALK ON BY—\*Cliffert  
 (Philips); \*Grethe Sonck (Sonet)  
 —Winckler
- 3 4 LA NOVIA—\*Poul Bundgard  
 (Polyphon)—Multitone
- 4 3 ZWEI KLEINE ITALIENER—  
 Conny (Electrola)—Winckler
- 5 5 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—Belinda
- 6 6 CHARLIE—Anita Lindblom  
 (Fontana)—Mork
- 7 7 HAWAII TATTOO—  
 The Waikiki's (Palette)—  
 Winckler
- 8 — EN LILLEBITTE TARE—  
 Burl Ives (Decca); Helle Wilke  
 (Triola)—Mork
- 9 — DANSE MED DIG IND I  
 LYKKEN—Gustav Winckler  
 (Tono)—Multitone
- 10 10 WHEN MY LITTLE GIRL IS  
 SMILING—Craig Douglas  
 (Top Rank); Jimmy Justice (Pye)  
 —No Publisher

EIRE

- (Courtesy Dublin Evening Mail)  
 \*Denotes local origin
- This Last Week  
 1 1 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—Belinda
- 2 3 NUT ROCKER—B. Bumble/  
 Stingers (Top Rank)—Ardmore
- 3 2 I'M LOOKING OUT THE  
 WINDOW—Cliff Richard  
 (Columbia)—Chappell
- 4 4 KATIE DALY—\*Eamonn O'Shea  
 (Glenside)—Walton's
- 5 6 DREAM BABY—Roy Orbison  
 (London)—Acuff-Rose
- 6 — PICTURE OF YOU—Joe Brown  
 (Piccadilly)—Michael Reine
- 7 5 LAST NIGHT WAS MADE FOR  
 LOVE—Billy Fury (Decca)—  
 Good
- 8 8 KATIE DALY—\*Royal Showband  
 (HMV)—Walton's
- 9 7 HEY LITTLE GIRL—  
 Del Shannon (London)—Vicki
- 10 — LET'S TALK ABOUT LOVE—  
 Helen Shapiro (Columbia)—  
 Lorna

FLEMISH BELGIUM

- (Courtesy Juke Box Magazine)  
 Two Weeks Ago
- This Last Week  
 1 1 ZWEI KLEINE ITALIENER—  
 Conny (Electrola)—Frankie  
 Music

- 2 2 YA YA—Joey Dee and the  
 Starlites (Roulette)—Southern
- 3 6 SHOUT—Joey Dee and the  
 Starlites (Roulette)
- 4 3 GOOD LUCK CHARM—Elvis  
 Presley (RCA)—Belinda
- 5 10 FOLLOW THAT DREAM—  
 Elvis Presley (EP RCA)—  
 Belinda
- 6 5 NORMAN—Sue Thompson  
 (Funckler)—Southern
- 7 4 LOVE ME WARM AND  
 TENDER—Paul Anka (RCA)—  
 Spanka Music
- 8 8 LA PALOMA TWIST—  
 Chubby Checker (Columbia)—  
 Belinda
- 9 7 THE YOUNG ONES—Cliff  
 Richard (Columbia)—Essex
- 10 — CATERINA—Perry Como (RCA)  
 —Class Music

GERMANY

- (Courtesy Automaten-Markt)  
 This Last Week  
 1 1 HEISSER SAND—Mina (Polydor)  
 Gerig
- 2 2 ICH SCHAU DEN WEISSEN  
 WOLKEN NACH—  
 Nana Mouskouri (Fontana)—  
 Schaeffers
- 3 4 SCHAU MIR NOCHMAL IN DIE  
 AUGEN—\*Gerhard Wendland  
 (Philips)—Melodie der Welt
- 4 3 AUF WIEDERSEH'N  
 MARLENE—Bob Moore  
 (London)—Acuff-Rose
- 5 10 BLAUES BOOT DER SEHN-  
 SUCHT—Blue Diamonds  
 (Fontana)—Aberbach
- 6 5 GOLDEN GLANTZ DAS MEER—  
 Blue Diamonds (Fontana)—  
 Capriccio; ZWEI KLEINE  
 ITALIENER—Conny (Columbia)  
 Intro
- 7 6 ALO-AHE/UND DAS WEITE  
 MEER—Freddy (Polydor)—  
 Esplanade
- 8 7 SILVER MOON—Peter Kraus  
 (Polydor)—Gerig
- 9 9 EINE ROSE, AUS SANTA  
 MONICA—Carmella Corren  
 (Ariola)—Francis, Day &  
 Hunter
- 11 13 NO MORE/SENTIMENTAL ME  
 —Elvis Presley (RCA)
- 12 16 TU MIR NICHT WEH—  
 Connie Francis (MGM)
- 13 12 GELD WIE HEU—Gerd Boltcher  
 (Decca)—Budde
- 14 — AUF MEINER RANCH BIN ICH  
 KONIG—Peter Hinnen (Ariola)  
 —R. M. Siegel
- 15 — GEH NICHT VORBEI—  
 Rex Gildo (Electrola)—  
 Melodie der Welt
- 16 19 NORMAN—Danny Mann  
 (Electrola); Sue Thompson  
 (Funckler)—R. M. Siegel
- 17 — DER BADEDANNENTANGO—  
 Peter Alexander (Polydor)—  
 Gerig
- 18 14 HAWAII TATTOO—The Waikikis  
 (Telefunken)—Trumpf
- 19 11 NO BIER, NO WEIN, NO  
 SCHNAPS—Gus Backus  
 (Polydor)—Tonleiter
- 20 — CATERINA—Willy Hagara  
 (Philips)—Silvio Francesco  
 (Decca)—Selth

HONG KONG

- This Last Week  
 1 1 PLEASE DON'T ASK ABOUT  
 BARBARA—Bobby Vee  
 (Liberty)
- 2 3 QUANDO, QUANDO, QUANDO  
 —Pat Boone (Dot)
- 3 4 COUNT EVERY LITTLE STAR  
 —Linda Scott (CA)
- 4 — I NEVER KNEW YOUR NAME  
 —Paul Anka (RCA)
- 5 — GINNY COME LATELY—  
 Brian Hyland (ABC-Paramount)
- 6 6 INSTANT MASHED—  
 The Ventures (Dolton)
- 7 9 YOU DON'T KNOW ME—  
 Patti Page (Mercury)
- 8 — DEEP IN THE HEART OF  
 TEXAS—Duane Eddy (RCA)
- 9 8 SHARING YOU—Bobby Vee  
 (Liberty)
- 10 — MANDOLINO—Tony Williams  
 (Reprise)

INDIA

- (Courtesy The Voice, Calcutta)
- This Month  
 1 HEY LITTLE GIRL—Del Shannon  
 (London)
- 2 JOHNNY WILL—Pat Boone (London)
- 3 SPANISH TWIST—Bill Haley and the  
 Comets (London)
- 4 THE YOUNG ONES—Cliff Richard  
 and the Shadows (Columbia)
- 5 THE TWIST—Chubby Checker  
 (Columbia)
- 6 COUNTEIN' COLORS IN A RAINBOW  
 Nina and Frederik (Columbia)
- 7 THE MAIGRET THEME—Joe Loss  
 Ork (HMV)
- 8 PRISONER'S SONG—  
 Adam Wade (HMV)
- 9 HEY LET'S TWIST—Joey Dee and the  
 Starlites (Columbia)
- 10 BERLIN MELODY—Billy Vaughn  
 (London)

ISRAEL

- (Courtesy Kol Israel Broadcasting)  
 This Last Week  
 1 1 WONDERFUL WORLD—  
 The Shadows (Columbia)—  
 Hunter
- 2 9 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—  
 Gladys Music
- 3 2 LOVE LAND—Paul Anka (Arlon)  
 ABC-Paramount—(BMI)
- 4 — STRANGER ON THE SHORE—  
 Acker Bilk (Atco)—Pub. Mellin  
 —(BMI)
- 5 10 HEY LITTLE GIRL—  
 Del Shannon (London)—Vicki  
 Music
- 6 6 BRAZILIAN LOVE SONG—  
 Nat King Cole (Capitol)
- 7 7 TOWN WITHOUT PITY—  
 Gene Pitney (Musicor)—  
 United Artists Music
- 8 3 TELL ME WHAT HE SAID—  
 Helen Shapiro (Columbia)—  
 Ardmore-Beechwood, Mecolico  
 —(BIEM/NCB)
- 9 5 DREAM BABY—Roy Orbison  
 (London)—Acuff-Rose
- 10 — WHAT'D I SAY—Bobby Darin  
 (London)—Progressive Music

ITALY

- (Courtesy Musica e Dischi, Milan)  
 \*Denotes local origin
- This Last Week  
 1 1 MOLIENDO CAFE—\*Mina  
 (Italdisc); Digno Garcia (Palette)
- 2 2 ST. TROPEZ TWIST/DANIELA  
 —Peppino Di Capri (Carisch)
- 3 3 LA PALOMA—Elvis Presley  
 (RCA)—Aberbach
- 4 8 \*STAI LONTANA DA ME—  
 Adriano Celentano (Clan)
- 5 4 \*LET'S TWIST AGAIN—  
 \*Peppino Di Capri (Carisch);  
 Chubby Checker (GC)
- 6 10 \*EVELYNE—Nini Rosso  
 (Sprint)
- 7 11 \*TIGER TWIST—Armando  
 Sciascia (Vedette)
- 8 5 MOON RIVER—\*Nico Fidenco  
 (RCA); \*Michelino (Primary)—  
 Ricordi
- 9 6 LA RAGAZZA COL MAGLIONE  
 \*Pino Donaggio (Columbia)
- 10 — CUANDO CALIENTA EL SOL—  
 Lina De Lima (Primary);  
 Macellos Ferial (Durium)
- 11 7 LIKE I DO—Nancy Sinatra  
 (Reprise)—Ricordi
- 12 9 QUANDO, QUANDO, QUANDO  
 —\*Tony Renis (VdP); Pat  
 Boone (London)—Ricordi
- 13 14 ABAT-JOUR—\*Henry Wright  
 (GC)
- 14 15 AMOR, AMOR, AMOR—  
 \*Tony Renis (VdP); Ben E.  
 King (Atlantic)
- 15 — RENATO—\*Mina (Italdisc)

JAPAN

- (Courtesy UTAMATIC, Tokyo)  
 \*Denotes local origin
- This Last Week  
 1 1 TOO MANY RULES—  
 Connie Francis (MGM)—  
 Columbia
- 2 2 \*OUSHO—Murata Hideo  
 (Columbia)—Columbia
- 3 3 LIMBO ROCK—The Champs  
 (London)—King
- 4 6 \*GARASU NO JOHNNY—  
 Al George (Teichiku)—Teichiku
- 5 7 \*WASURENAISA—Kitahara Kenji  
 (Columbia)—Columbia
- 6 5 \*ERIKO—Hashi Yukio (Victor)—  
 Victor
- 7 4 \*TABI NO YOKAZE—Takaishi  
 Katsue & Fujiwara Ryo—  
 (Columbia)—Columbia
- 8 8 \*AME NO HANAZONO—  
 Nakasone Miki (King)—King
- 9 — ONE MORE CHANCE—  
 Teddy Randazzo (ABC-  
 Paramount)—King; Katsumi  
 Shigeru (Toshiba)—Toshiba
- 10 — \*AKASHIYA NO AMEGA  
 YAMUTOKI—Nishida Sachiko  
 (Polydor)—Grammophon

MEXICO

- (Courtesy Audiomusica, Mexico City)  
 \*Denotes local origin
- This Last Week  
 1 1 EL GRAN TOMAS (Norman)—  
 \*Mayte (RCA)—Brambila
- 2 2 MARIA LA BANDIDA—  
 \*J. A. Jimenez (RCA)—Emmi
- 3 3 EL LOCO—\*Javier Solis  
 (Columbia)—Pham
- 4 4 TRIANGULO—\*Los 3 Reyes  
 (RCA)—Grever
- 5 6 EDI, EDI (Steady Eddy)—  
 \*Angelica Maria (Musart)—  
 Emmi
- 6 5 MUNEQUITA (Roly Poly)—  
 \*Enrique Guzman (Columbia)—  
 Emmi
- 7 9 NENA BAILAMOS TWIST—  
 \*Rebeldes del Rock (Orfeon)—  
 Brambila
- 8 7 VAGAR ENTRES SOMBRAS—  
 \*Alvaro Zermeno (Orfeon)—  
 Emmi

- 9 — JAMAS, JAMAS—\*Javier Solis  
 (Columbia)—Pham
- 10 10 TE NECESITO (To cerco te)—  
 \*Enrique Guzman (Columbia)—  
 Reimsa

NEW ZEALAND

- This Last Week  
 1 2 JOHNNY ANGEL—  
 Shelley Fabares (Pye)—Chappell
- 2 3 WONDERFUL LAND—  
 The Shadows (Columbia)—  
 Alberts
- 3 1 SOLDIER BOY—The Shirelles  
 (Top Rank)—Belinda
- 4 4 MASHED POTATO TIME—  
 Dee Dee Sharp (Top Rank)—  
 Belinda
- 5 — THE BIG DRAFT—The Four  
 Preps (Capitol)
- 6 9 LOVE LETTERS—Ketty Lester  
 (London)—Sterling
- 7 10 SHOUT SHOUT—Ernie Maresca  
 (London)—Cop Control
- 8 5 YOUNG WORLD—Rick Nelson  
 (London)—Cop Control
- 9 8 P. T. 109—Jimmy Dean (Coronet)  
 —Southern
- 10 — DANG DANG—The Cousins  
 (Palette)

NORWAY

- (Courtesy Verdens Gar)  
 This Last Week  
 1 1 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—Belinda
- 2 2 I'M LOOKING OUT THE  
 WINDOW—Cliff Richard  
 (Columbia)—Musikk-Huset
- 3 3 AILLE SA NER SOM A  
 INGEBJORG—\*Nora Brockstedt  
 (Karussell)—Musikk-Huset A/S
- 4 4 ZWEI KLEINE ITALIENER—  
 Conny Froboesa (Columbia)—  
 Sweden Music
- 5 5 SANT'AR LIVET—  
 Anita Lindblom (Fontana)—  
 Sweden Music
- 6 10 SCHWARZE ROSE ROSE-  
 MARIE—Peter Kraus (Polydor)  
 —Carl M. Iversen A/S
- 7 6 DREAM BABY—Roy Orbison  
 (London)—Acuff-Rose, Scandia
- 8 8 THE YOUNG ONES—  
 Cliff Richard (Columbia)—  
 Musikk-Huset A/S
- 9 9 SPEAK TO ME PRETTY—  
 Brenda Lee (Brunswick)—  
 Bens Music A/B
- 10 7 LET'S TWIST AGAIN—  
 Chubby Checker (Columbia)—  
 Stockholm Musikproduktion

PERU

- (Courtesy La Prensa, Lima)  
 This Last Week  
 1 1 NORMA—Gustavo (Hits) Moreno  
 (Sono Radio); Juan Sanchez  
 Gorio (Columbia)—Eulogio  
 Molina (MAG)
- 2 2 MUNECO DE TRAPO—  
 Hector Carbrera (Kubaney);  
 Trio Fantasia (Odeon)
- 3 3 PUEBLO SIN COMPASION  
 (Town Without Pity)—Gene  
 Pitney (United Artists); Anita  
 Rodriguez (Odeon)
- 4 7 MOON RIVER—Carmen  
 Cavallaro (Decca); The Four  
 Saints (Odeon)
- 5 6 MULTIPLICATION—Bobby Darin  
 (Atco); Gustavo (Hit) Moreno  
 (S. Radio); Mike Oliver (Odeon)
- 6 — MERECEMUNO NO. 8—  
 Sonora Sensacion (Sono Radio)
- 7 4 THE JET—Chubby Checker  
 (Odeon)
- 8 — QUE TE HAN HECHO—  
 Raul del Mar (Virrey)
- 9 8 TWISTIN' U.S.A.—  
 Chubby Checker (Odeon)
- 10 — BALADA DE LA TROMPETA—  
 Gastone Parigi (Durium)—  
 George Jouvin (Odeon)

PHILIPPINES

- This Last Week  
 1 2 MOON RIVER—Henry Mancini  
 Ork and Chorus (RCA)—  
 Filipinas
- 2 1 HIGH NOON—Connie Francis  
 (MGM)—Mareco
- 3 3 SOUTH PACIFIC—Rockyfellers  
 (Parkway)—Dyna Products
- 4 10 STEEL GUITAR AND A GLASS  
 OF WINE—Paul Anka (RCA)—  
 Filipinas
- 5 4 SEND ME SOMEONE TO LOVE  
 —Steve Lawrence (UA)—Mareco
- 6 5 GOOD LUCK CHARM—  
 Elvis Presley (RCA)—Filipinas
- 7 7 THAT'S OLD FASHIONED—  
 Evely Brothers (Warner Bros.)  
 —Mareco
- 8 — TEEN-AGE SENORITA—  
 Teddy Randazzo (ABC-Para-  
 mount)—Dyna Products
- 9 9 DEAR LADY TWIST—  
 Charlie (Hoss) Singleton Combo  
 (RCA)—Filipinas
- 10 6 MASHED POTATOES—Sidney  
 Sharp (Warner Bros.)—Mareco

(Continued on page 54)



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 **SMASH**



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## Garner Special Observes 1st English Tour

LONDON — British Philips issued a special edition of Erroll Garner's "Closeup in Swing" LP to mark the pianist's first concert dates in that country. The album, which is produced by Garner's own firm, Octave, and released throughout Europe by Philips, featured an extra cover marking the tour.

The firm also issued an ambassador's portfolio with material for press, dealers and trade people. The Philips p.r. department also set up TV shots for the artist in Amsterdam and Italy and over a dozen TV and radio interviews throughout the tour, which covered London, Berlin, Munich, Zurich, Berne, Paris and other cities on the Continent.

Garner's "Dreamstreet" LP is also being released to cash in on the momentum of his tour. His representatives, both here and in Europe, are also investigating scattered unauthorized releases on other labels that have turned up during the tour.

Before returning to the U. S., at the end of the month, Garner receives the Golden Brigadoon award at a press reception in Rome, June 22.

At Dobell's in this city, Garner pulled large crowds, who wished his autograph. Some 400 copies of his "Closeup" album were sold during the autograph period.

Similar appearances have been set up for the United States when the artist returns. Bamberger's Newark, N. J.; Korvette's New York City and some of the Clador stores in Connecticut have already made bids to have the artist on hand to make with his John (Garner) Hancock.

### ARGENTINA

## Mac Ke Macs Get Las Vegas Date

By REUBEN MACHADO  
Lavalle 1783, Buenos Aires

The Mac Ke Macs, no doubt the best vocal team in Argentina, have signed a contract to go to Las Vegas. Some years ago they were in the United States on Ed Sullivan's show. They have now a hit record "Midnight in Moscow" (Victor). Afterward, they have engagements in Spain and other European countries.

Two gold records were awarded at a going-away party for the Cinco Latinos, who are touring in Europe. They received the plaques from Peter De Rougemont, vice-president of Columbia in Latin America. . . . Philips has given one to Los Fronterizos, four folk singers. . . . Credit manager of RCA Victor Argentina, Oscar Pardo, died at the age of 45.

### Business Problems

Record sales have worsened in this country to a point where many firms are unable to meet their financial obligations. Many of the labels and distributors are thinking of meeting the emergency with streamlined methods of selling. Distributors, particularly, are in a bad position because some company's are studying ways and means of bypassing the usual distributor-manufacturer structure.

Members of the Musicians Trade Unions have added to the record industry troubles in this country.

## John Phillips, Record Executive, Dies at 46

LONDON—John Phillips, highly respected British disk executive, died here June 6. He was 46 and had been dogged by ill health in recent months. Phillips was general manager of the Deutsche Grammophon firm in this country. He had previously served in executive capacities at Philips, Pye, EMI and Allied Records. He leaves a wife and daughter.

The union has balked at having its members perform for disk companies until their demands for wage raises are given serious consideration. This latest development is another serious blow to the trade which is already suffering from a drastic decline in sales caused by political unrest and a devaluation of currency.

### Disk Shorts

Ricardo Korn, of Korn publishing, is presently touring Europe to place Argentine tunes with European representatives. . . . Peter De Rougemont, vice-president of Columbia Latin America, is in the United States attempting to assemble filmed material made by Columbia disk artists that might provide the basis of a promotional drive on TV here. . . . The same label is readying the new "S Continental" LP by Ray Coniff, one of this country's most popular foreign artists. . . . Los Tres Sudamericano, the vocal group from Paraguay, sails for Europe in August.

### AUSTRALIA

## Change 'Lisa' Title For Movie & Disk

By GEORGE HILDER  
19 Todman Ave., Kensington,  
Sydney, N.S.W.

The Australian Record Company has announced that the Ferrante & Teicher single, "Theme From Lisa," will be retitled "Theme From the Inspector." 20th Century-Fox changed the title of the film to "The Inspector" for release in most European countries. A.R.C. proposed releasing the disk by the end of June, but as no date has been set for the movie release the record will be restricted until theater contracts have been signed.

First record of the Columbia subsidiary label, Okeh, has been issued in Australia on the Coronet label and is beginning to show up on the prediction chart. It is "Dr. Feelgood" by the Interns.

RCA will rush-release Elvis Presley's latest album "Pot Luck" which is scheduled for the last week in June. Bob Whitty, distribution manager, stated that the low-priced Camden label has been redesigned and it is hoped that it will attract more sales. . . . The Swan label previously released here by Festival on the Top Rank label has now reverted to E.M.I. issuing all material from Swan on their H.M.V. label. First to hit the market will be "Palisades Park" by Freddy Cannon.

### Disk Markets

Castle Music acquired the Australasian rights to the film score of "Play It Cool." The flick stars Billy Fury and features Bobby Vee, Helen Shapiro and Danny Williams. This acquisition gives Castle the action on the new releases by the above-mentioned artists. Also acquired by Castle is the music from "Waltz of the Toreadors," the new Peter Sellers movie just released in England. Both ac-

## MILLS SCOUTS MUNICH SCENE

MUNICH—Irving Mills of Mills Music visited here to scout new jazz talent and to cut a number of albums. During his tour of Europe he has visited Lisbon, Madrid and Tel Aviv. His itinerary for further stops includes:

Hilton Hotel, Istanbul (July 1-4); Hotel Grande Bretagne, Athens (4-7); Hotel Excelsior, Rome (7-10); Hotel Grand, Florence (10-13); Hotel Palace, Milan (21-26); Hotel Frankfurt Hof, Frankfurt (26-29); Hotel Kempinski, Berlin (29-Aug. 1); Grand Hotel Stockholm (1-4); Hotel d'Angleterre, Copenhagen (4-6); Hotel Dorchester, London (6-21).

quisitions were from Filmusic, London.

J. Albert & Son, music publishers, have lifted the restriction of Bob Merrill's music of "Carnival" which is due to open in Sydney early September. E.M.I. is putting out the M.G.M. original cast recording featuring Anna Maria Alberghetti, also the Mantovani album which features the theme from "Carnival" as its first track.

After having been restricted since November, 1961, the Cliff Richard film, "The Young Ones," was released suddenly, necessitating an emergency program to release the Cliff Richard and the Shadows recordings of numbers featured in the film. The main record involved is the sound track L.P.

At the conclusion of the New Zealand tour of the "My Fair Lady" company, the entire production is to be sent to South Africa for presentation there by J. C. Williamson Theaters in association with African Theatres, Ltd. The production, including costumes, scenery and technicians, will be shipped from Lyttleton to Cape Town at the conclusion of the New Zealand season in July.

### BELGIUM

## Orbison Maps Plan For Benelux Tour

By JAN TORFS  
Stuivenbergvaart, 37-Mechelen

Roy Orbison and publisher Wesley Rose were in Brussels accompanied by Jean Kluger and Jan Theys. They paid a visit to Waterloo, where they visited the museum. During their short visit, arrangements were made for a tour in the Benelux countries where at this moment Roy's "Dream Baby" is selling very well.

Greetje Mona, who made her debut for Palette Records with the Dutch version of Sue Thompson's "Sad Movies" (Trieste film), has two new recordings: "Als je lacht ben ik verloren" (When you smile, I'm lost) and "Morgen mag ik naar mijn eerste bal." Greetje Mona's records are issued in Germany under the name of Gitta Mona.

The Waikiki's have had their new Palette record released: "Sugar Moon" and "I'll Remember Sweet Hawaii." Their first recordings, "Hawaii Tattoo" and "Waikiki Welcome" were hits in Belgium, Holland, Germany and Sweden.

Two versions of "Zwei kleine Italiener," a German (the original one) and a Dutch, have been joined by Conny's Italian and English versions, which will be released this week. By the same Conny Froboess,

## Top-Selling Prado Arrives in Munich

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 78

Perez Prado arrived in Munich. All of his records are top sellers, especially "Patricia." On the Twist, Prado said: "Twist is here to stay like Mambo, Samba, Cha Cha Cha." After meetings with the GEMA in Munich, Prado will leave for Italy, to guest star in a picture there.

### Industry News

Two numbers by Helno ("Calcutta") Gaze will be issued by the Overseas Music Publishers Ltd., in Tokyo: "Boulevard d'Amour" and "Harry's Kleiner Ballsalon." Both are published in Germany by Montana, Munich.

a new single has been released, "Lady Sunshine and Mr. Moon."

### Disk Business

In the next few days, Gramophone is about to release a new label on the Belgian market: Stateside. All records on this label are exclusively American and the first ones to be released are Freddy Cannon's "Palisades Park," Chuck Jackson's "Any Day Now" and Jimmy Soul's "Twistin' Matilda."

According to Phillips, the international song contest winner Robert Cogoi (a contest organized by Volkswagen in the Benelux countries) whose first record "Si un jour" (If One Day) and "Si je t'ai fait d'la paine" (If I Did You Wrong) is doing well. Cogoi not only had a breakthrough as a singer, but as soon as his songs were heard over radio stations in Belgium and France, including Radio Luxemburg and Radio Europe No. 1, several professional singers or renown immediately asked to record his compositions.

### BRITAIN

## Hill & Range Sets Disk Production

By DON WEDGE  
News Editor, New Musical Express

The Hill & Range publishing group has registered its own independent production firm here. It is called Belinda (Recordings), Ltd., and is already operational under the group's British head, Cyril Baker. Directors include Julian and Joachim Aberbach, Freddie Bienstock and Stanley Rubinstein. Hill & Range is also connected, as previously reported here, with Shad-Rich, an independent production firm being set up by Cliff Richard, the Shadows and associates.

### Launching Completed

EMI's new Stateside label is now under way. The firm has options on 46 of the singles on last week's (23) "Hot 100." Seven others were heard and turned down. Additional deals already reported for Stateside are with SPQR for Jimmy Soul's "I Can't Hold Out Any Longer," and Neal Sedaka's "Oh Delilah" has been obtained from Pyramid. First LP is planned for October. It will probably be by Gary (U. S.) Bonds from Legrand.

The Jazz Scene, EMI's new monthly magazine, has made its bow. It concerns itself mainly with EMI group issues, but there is some mention of rival product. Paper is edited by Peter Leslie, Denis Preston's publicist. Preston supplies most of EMI's British jazz releases through his indie production firm, Lansdowne, and is as much re-

sponsible as anyone for the current success of British recorded jazz.

### Visitors

Capitol President Glenn Wallichs, a director of Electrical and Musical Industries, was here on his annual visit for board meetings. . . . Arnold Maxin, MGM president, was due this week for talks with EMI and to supervise Connie Francis' recordings for her film "Follow the Boys," which is being made here this summer. . . . Also due this week for talks with EMI were Harry Levine and Nat Hale of ABC-Paramount Records.

Pye's New York representative Irving Chezar returned after a London stay discussing fall release plans. . . . Frank Sinatra spent a further week in London recording his Reprise LP "Great Songs From Great Britain." Titles were all ballads, most of them written here. He plans to return next year to do an album of British "swingers." . . . Decca is planning more sessions with Delbert McClinton, harmonica player-singer, currently touring with Bruce Channel. . . . Rosemary Clooney arrived for U. S. forces' concerts. . . . Ray Martin is due in next month on vacation.

### Publisher Business

Filmusic is handling the score of the "Tiara Tahiti," major British movie starring James Mason and John Mills. There is a Norman Newell theme song recorded by Danny Williams (HMV; UA in America) and instrumentals by Frank Chacksfield (Decca) and Philip Green (Columbia). . . . Dick James has closed a deal to represent Shelley Berman publishing interests.

### Record Business

There is mounting activity by small indie firms. Island Records, a Caribbean-based organization, began distribution. . . . Globe Records is planning "Portrait of a City—Berlin" LP release featuring Horst Buchholz. The firm is part owned by the actors' fan club. . . . Aral Records is planning its first LP and two more singles—all British releases, July 6. . . . Publisher Allan Crawford has started Flair Records, issuing singles with both sides covering American hits. Crawford had been associated with an earlier similar venture. Sales are being handled direct.

Associated-Recordings has offered co-operative advertising to dealers in connection with its club scheme. . . . Derek Lawson, former sales manager of A-R, has started a deletions wholesale house. . . . Melodisc launched a new label, Check, aimed at the West Indian market. . . . The Decca-owned specialist line, Argo, recorded material for an LP of the last run of a steam train from London to Aberdeen.

### DENMARK

## Public Goes for Modern Musicals

By ARNE HANSEN  
11 Malerbakken, Holte.

Not very long ago it was considered more than risky to put a modern musical on stage in Denmark, but after the recent unequalled success of the London cast of "West Side Story" the public has become more musical-minded. Cinema and theater owners hastened to take advantage with old film versions of "Kismet," "Can-Can" and "Bells Are Ringing." A stage production of "Pajama Game" with new talent has just been enthusiastically received. A Danish production of the British long-time-runner "Fings Ain't Wot They Used T'be" is soon to be pre-

(Continued on page 20)

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Music Disks, Inc.  
1343 S. Michigan Ave.  
Webster 9-5474

**CINCINNATI, OHIO**  
Supreme Dist. Co.  
1000 Broadway  
Garfield 1-0747

**CLEVELAND, OHIO**  
Concord Dist. Co.  
620 Frankfort Ave.  
Main 1-7274

**DALLAS, TEX.**  
Big State Dist. Corp.  
1337 Chemical Street  
Melrose 1-1100

**DENVER, COLO.**  
Waller Slagle & Co.  
725 S. Broadway  
Spruce 7-2645

**DETROIT, MICH.**  
S & L Dist. Co.  
7717 Lynden Street  
UN 1-8776

**EL PASO, TEX.**  
Sunland Supply Co.  
1200 E. Missouri Ave.  
KE 3-5901

**GREAT FALLS, MONT.**  
Music Service Co.  
204 Fourth St., South  
Glendale 2-2784

**HARTFORD, CONN.**  
Trinity Record Dist. Corp.  
477 Park Avenue  
Butler 9-4349  
(will cover Albany area)

**HIALEAH, FLA.**  
Tone Record Dist.  
495 S.E. 10th Court  
Tuxedo 7-7546

**HONOLULU, HAWAII**  
Eric of Hawaii  
607 Coral Street  
511657

**HOUSTON, TEX.**  
United Record Dist. Co.  
1613 St. Emanuel  
Capitol 8-8151

**INDIANAPOLIS, IND.**  
Associated Disks, Inc.  
210 E. Meridian Street  
Melrose 4-2591

**LOS ANGELES, CALIF.**  
Record Sales Co.  
2818 W. Pico Blvd.  
Republic 1-9474

**MINNEAPOLIS, MINN.**  
Harold M. Lieberman Co.  
257 Plymouth Ave. N.  
FE 2-3336

**NASHVILLE, TENN.**  
Southern Record Dist.  
147 Lafayette St.  
Alpine 4-1991

**NEWARK, N. J.**  
Wendy Disks, Inc.  
270 Halsey Street  
Market 3-5845

**NEW ORLEANS, LA.**  
Record Sales, Inc.  
640 Baronne Street  
Jackson 2-9956

**NEW YORK, N. Y.**  
Superior Record Sales Co.  
656 Tenth Avenue  
CI 5-3655

**OKLAHOMA CITY, OKLA.**  
B & K Dist. Co.  
129 Northwest 23rd  
JA 5-7509

**PHILADELPHIA, PA.**  
David Rosen, Inc.  
835 N. Broad Street  
CE 2-6905

**PHOENIX, ARIZ.**  
Sunland Frontier Dist.  
2833 N. 16th Street  
CR 4-3451

**PITTSBURGH, PA.**  
Standard Dist. Co.  
1705 Fifth Avenue  
Atlantic 1-8831

**ST. LOUIS, MO.**  
Roberts Record Dist. Co.  
1906 Washington Avenue  
Main 1-0075

**SALT LAKE CITY, UTAH**  
Great Western Record Co.  
1544 South Redwood Road  
P. O. Box 2063  
EM 3-3801

**SAN FRANCISCO, CALIF.**  
Mainland Dist. Co.  
235 Ninth Street  
Underhill 1-1872

**SEATTLE, WASH.**  
C & C Dist. Co.  
3711 Hudson Street  
Parkway 5-0070

**SHREVEPORT, LA.**  
Stan's Record Shop  
728 Texas Street  
422-7182

# International News

Continued from page 18

sented. (A Danish recording of the show has been considered, but given up because of its difficult lyrics.) "Take Me Along" will open the season at Folketeatret.

Teen-age idols are filling picture houses right now, with **Cliff Richard** in "The Young Ones," **Elvis Presley** in "Blue Hawaii" and **Connie Francis** in "Where the Boys Are." Tunes from these films are creeping up the best seller lists.

As a whole, though, the record market has slowed down now with steady sellers, but no sensational hits. The big companies raised the prices on practically all types of records a few weeks ago. An extra purchase tax of 9 per cent of net price was added as of August 1.

## EIRE

### Irish Self-Taught Disks Hit in U.S.

By **KEN STEWART**  
Dublin Evening Mail

Gael-Linn, the all-Irish disk company, recently announced that the "Teach Yourself Irish" set of language records is in greater demand in the U. S. than any other album the label has marketed there. It has also enjoyed steady sales in this country. Recording of the course was done in Dublin by the Peter Hunt Studios.

Following the first two modern singles issued by Gael-Linn, "Sinu-inin" and "An bfuil An Fonn Sin Ort," the company soon may market similar disks by **Joe Lynch** and **Roy Donnelly**. Sales of the label's pop releases were aided greatly by bands throughout the country who featured the songs regularly.

**Eamonn O'Shea** and the **Royal Showband** have notched big sales with "Come Down the Mountain, Katie Daly," recorded on Glenside and HMV respectively, and both handled by EMI (Ireland), Ltd. Dealers are now wondering what will be the next disks by these artists. To date, there has not been any American coverage of the song.

Right now there is the usual slump in the business here. In some shops records are being sold at several shillings less than the list price. Jazz is selling quite consistently and seems to gain in popularity every year. Shops are ordering and stocking for the expected rise in sales toward the end of summer. The tourists' annual buying spree—generally only albums of native ballads are purchased—should start shortly and this accounts for a sharp upward trend in business.

## GERMANY

### Dr. Schulze Heads Parlay Delegation

By **BRIGITTE KEEB**

Automaten-Markt, Braunschweig

From June 14 to 23 the Confederation Internationale des Societes d'Auteurs et Compositeurs (CISAC) held its convention in Rome. German performance rights society GEMA was represented by General Manager **Dr. Schulze**, **Hans Carste**, **Kurt Schwabach**, **Ralph Maria Siegel**, **Dr. Hans Sikorski**, **Prof. Ph. Mohring**.

Pubber Row

**Karl G. Breuer** of **Hans Sikorski** Publishing House, Hamburg, who currently has a best seller with "Ein

Schiff fuhr nach Santiago de Chile" by **Ann Louise Hanson** on **Metro-nome**, reports that they have sold the **Friedel Wende** ork waxings of "Two Lips" and "Symphony d'Amour" to **Jamie Records**, to appear soon on the U. S. market. **Theodor O. Seeger**, president of the German Peer Publishing House, Hamburg, announced that their copyrighted "Until Again My Love" will be released on **Decca** under the German title "Wer liebt mich so wie ich bin" (Love Me the Way I Am), German lyrics by **Menke**, sung by **Freddy Davis**.

#### Personals

**Sigi Sturzer-Stenford**, 52-year-old dancing and light music department chief of **Teldec**, died from a serious illness recently. . . **Werner Mertin**, German promoter and representative of **Belgian Palette Records**, has left the firm to settle down in Berlin. . . **Brigitte Bardot** will be available on a record to be released by **Ariola** on the **Barclay** label. The actress will sing the chanson "Sidonie" from the pic "Vie Privee."

#### New Talent

In July, **Ariola** producer **Nils Nobach** will introduce his new discovery, **Jackie Lee**, niece of **Peggy Lee**, with her first releases "Tschau, tschau, Amigo" and "Nichts geht uber unsere Liebe."

**Teldec** is introducing another vocal duo, the **Selveras**, from the Dutch Artone label. The **Selveras**, holders of a platinum disk for their hit "De Postkoets" and one golden record for "Reebruine Ogen," will be pushed in Germany with two waxings soon. Another new vocal and instrumental group, the **Tielman Brothers** from Indonesia, have been signed by **Ariola**. The group will soon be out with their first waxings here produced by **Nils Nobach**.

#### Answer Disks a Success

Although the first German answer disk, "Ja, ich bin einsam heut nacht" (Yes, I'm Lonesome Tonight), was not a success here, the new answer disk on **Charles Aznavour's** chanson "Du lasst dich geh'n" (You Let Yourself Go), entitled "Mein Ideal" (lyrics by **Ernst Bader**) sung by **Caterina Valente** on **Decca** and **Friedel Hensch** on **Polydor**, has been continuously climbing the charts and has now reached No. 32 on the German best selling lists. The original version, "Du lasst dich geh'n" by **Charles Aznavour** on **Barclay**, had been a best seller here for several weeks.

#### New LP's

**Ariola** is pushing LP's by **Frank Sinatra's** Reprise label. This firm is distributing exclusively in Germany.

## HOLLAND

### Dietrich Cheered By Dutch Audience

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

**Marlene Dietrich** was a smash here. Some 2,000 people were at the Kurhaus Scheveningen to hear her sing and they gave her a standing ovation.

#### Record News

A maniac set fire to the **Fugram-works** in **Zantvoort** recently. Damage has been estimated at about \$30,000. **Artone's** technical staff did a quick job in bringing the plant in full swing again within a week.

**L. C. Rood** sued the famous singing duo the **Selveras** for breach of contract, but the trial ended in

satisfactory agreement between the parties.

**Europhone Muziek** announced the winners of the song contest 1962. About 800 new Dutch compositions were turned over by the judging committee **Willem O'Duys**, **Jack Millar** and **Gus Jansen Jr.** The first prize went to "Zonder Jou" (words, **G. J. Kroon**; music, **G. J. P. Christenhuus**) and the second prize went to "Diligence" (words, **Pieter Goemans**; music, **Ted Powder**).

## HUNGARY

### Seven in Finals Of String Contest

By **PAUL GYONGY**  
Derekutca 6, Budapest

For the **Liege, Belgium International String Quartet Competition**, in which five Hungarian composers took part, 66 works were submitted. The jury selected seven of the works to be presented in public concert in September. Winners will be decided then. The composers of the seven works have been invited to attend the final stage of the competition. Neither the public nor the jury will know who the composers of individual works are.

As one of the seven, Hungarian composer **Gyula David**, has been invited. The competition is being sponsored by the **Belgian Queen Mother** and the first three prizes are \$1,200, \$600 and \$300.

#### Open Air Concerts

The **Budapest summer concert program** consists of 30 open-air orchestra concerts, in which guest artists and conductors will take part.

Among these are **David Wilde**, British pianist, first prize winner of last year's **Liszt piano competition** held in Budapest, and the American Negro conductor **Dean Dixon**. West Germany's **Frankfurt-am-Main Radio's** musical chief, who will conduct **Verdi's "Requiem"** twice.

#### Authors Congress

The **Confederation Internationale des Societes d'Auteurs et Compositeurs (CISAC)**, which includes some 30 countries, held its biannual Congress in Rome, from June 17 to 24. Hungary was represented by **Dr. Gyorgy Doman**, the Hungarian Performing Right Society's director, and composer **Paul Kadosa**, professor at the **Music Academy of Budapest**.

Host of the Congress was Italy's Performing Right Society, the **Societa Italiana degli Autori ed Editori (SIAE)**, invited as honorary guest octogenarian **Zoltan Kodaly** and his 22-year-old, charming wife.

## ITALY

### Big Things Seen For All-Star LP

By **SAML STEINMAN**  
Piazza S. Anselmo 1, Rome

An unusual LP, composed of 11 top-name artists doing the leading songs of the **San Remo Festival** and of the season under the title of "Un Disco Dall'Italia," is certain to hit the top of the lists.

**Voce del Padrone**, using its own artists and those of its associates, **Columbia** and **Pathe**, has come up with this production. Big names include **Tony Renis**, **Sergio Bruni**, **Pino Donaggio**, **Nicola Arigliano**, **Corrado Lojacono**, **Luciano Virgili**, **Bruno Martino**, **Pino Calvi**, **Gian Costello**, **Elvio Favilla** and the **Four Saints**.

Big things are expected of **Cam's** sound-track releases of three of Italy's top films—"Divorzio All-Italiana," with music by **Carlo**

**Rustichelli**; "Senilita," scored by **Piero Piccioni**, and "Mondo Cane," whose tunes are by **Riz Ortolani** and **Nino Oliviero**. . . In addition to scouting available music, **Jack Mills** will meet with officials of **Carisch** in Milan during his four-city visit to Italy July 7-26. . . Importance of **RAI-TV** broadcasts to musical names can be seen in fact that Italians devote average of 270 hours to TV, 40 to cinema and only one to theater. . . **Helen Merrill** and **Chubby Checker** are latest names to be booked on "Early Evening Songs" TV show.

**Franco Nebbia** is back on the **Jolly** label with his two latest compositions, "Borsa Cha Cha Cha," a number which is being recorded by a variety of artists, and "Latin Passion." . . **Mario Rucione** has composed the "Cantagirotto Twist" and recorded it for **RCA Italiana** as the theme song of the current auto-song tour of the peninsula. Same label has brought forth **Miranda Martino** with "The Eternal Song," theme of "Our Friends" TV show, and **Perry Como** with "Caterina" and "The Island of Forgotten Lovers."

Latest from **Capitol** is "Swinging in a Tender Mood," with 14 selections by **Vic Damone**. . . **Stella Dizzy**, whose march through Italy's labels has been at a pace akin to her name, is now a member of the **Fonit** stable with two introductory disks. The same company is now distributing the U. S. label, **Hi-Fi Records**.

Primary has taken on **Lina De Lima**, a Peruvian who came to **San Remo** for the **World Coffee Congress** and who is now being compared to **Yma Sumac**. . . **Mina**, **Joe Sentieri** and **Tony Renis** are starred in the new film, "Riviera Adventure." . . An unusual new item in the **RI-FI** literary series of disks is a selection from the **Eichmann trial** with Italian commentary. . . Graz, lots!

## ISRAEL

### Interest Still High In Shalom Aleichem

By **AZARIA RAPOPORT**  
3 Ahad Haam St., Tel Aviv

Interest in the record containing excerpts from a **Shalom Aleichem** show in **Israphon** has been heightened by the recent announcement that **Eliahu Goldenberg** and the two **Habimah** actors, **Rodensky** and **Segal** will record the entire show. The disk is made up of two 12-inch LP's and is being distributed through the **Ha'aretz Daily Subscribers' Disk Club**. The paper has been approached by the government tourist office, which has received many visitors' inquiries about the disk.

## PHILIPPINES

### Villar, Mabuhay 33 EP's Debut

By **LUIS MA. TRINIDAD**  
264 Escolta, Manila

A new concept in TV viewing will be introduced tonight when **DZMT-TV**, Channel 5, begins a four-day series of shows using **Teleprompter units** and **giant screens**. The whole operation involves a **Teleprompter transmitter-projector**, which is completely portable and a **giant screen**.

The **Philippine market** has been introduced to **Villar 33 EP records**. Initial release is "Sylvia Sings Kundiman (Philippine love song)," featuring **Leopoldo Silos** and his **Symphonette**.

Also released is a **Mabuhay 33 EP** by **Ronnie Villar** and the **Fire Dons**.

## SOUTH AFRICA

### Ballad on Poor Folk Selling at Top Rate

By **H. KLEIN**  
55 Fox St., Johannesburg

Netting over 30,000 sales in 10 days, a single release of "The Ballad of the Southern Suburbs" is a fast selling disk in South Africa.

Originally featured in a **Musical Review**, "Wait a Minim," the ballad is a takeoff of life on the "wrong side of the tracks." It is written and sung by guitarist **Jeremy Taylor**.

An LP of the entire "Wait a Minim" review recorded at a live performance in **Johannesburg** is (Continued on page 38)



WHAT

EVERY NEEDLE DEALER SHOULD HAVE...

### DUOTONE'S NEW DIAMOND NEEDLE DISPENSER!



Because...your needle sales will skyrocket! This attractive display contains the most wanted stereo and monaural diamond needles. The dispenser, by being constantly in front of your customers, will stimulate point-of-purchase needle sales...and it will save you Inventory Time. The dispenser is FREE! You just pay for the 32 Duotone Diamond needles it contains. They're newly and handsomely packaged for customer eye appeal.

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BETWEEN**



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GONNA DO,  
LEROY?**

DECCA 31405

Copyrighted material

## How to Bottle Elixir of Theater for Sales Binge

By JACK MAHER

NEW YORK—Record retailers looking for something to freshen up wilting summer sales need look only to the powerhouse potential of sound-track and original cast LP's. Special promotions, tie-ins with theaters and movie exhibitors, along with normal radio station exposure when a new show comes to town, can make this summer a Broadway-to-Hollywood festival for disk retailers.

The amount of original cast and sound-track material on the BMW charts is imposing. More than a fourth of the top 50 sets on the BMW mono LP chart are of this type. Other sets are scattered throughout positions on the mono chart, and many occupy prominent places on the stereo list. LP's composed of movie themes, though not played or sung by the original artists, contain more solid ammunition for promotion.

Record firms, realizing the power of these sets, are marshaling all their promotional guns in sup-

port of this merchandise. Any and all firms should jump at the opportunity to work with retailers in special attention-getting promos. Movies and theaters playing road company or straw hat touring companies should be equally willing to co-operate.

### 'Music Man' Example

By way of example, the local Warner Bros. distributor in Houston is holding special pre-premiere dealer and deejay showings of the "Music Man" flick. The movie and disk distributor are working in close co-operation and the sound-track set will form a vital part of the total effort. A substantial renewal of interest in the original cast album on Capitol can also be expected, and dealers all over should prepare for this.

Something akin to this happened with the release of the "West Side Story" sound track on Columbia. The picture revitalized the original casters in such hefty proportions as to lift it back into a significant position on the chart.

(Continued on page 31)

## Webcor Brings Out New Line Of 17 Units

CHICAGO — Webcor has announced an extensive new 1963 line of console and portable phonos and tape recorders. The line includes eight portable phonos, seven consoles and two self-contained stereo tape machines.

In the tape field, the Regent Model at \$179.95 records monaurally and plays back in stereo. The Music Man unit, which includes two mikes, both records and plays back in stereo. The unit contains a number of professional features and lists at \$299.95. The firm's monaural line of tape units range from \$79.95 to \$149.95.

In the phono field, the Inverness and the Monterey both include stereo tape recorders. The Fairfield, Nueva and Edgewood all are stereo console models with stereo FM tuners. Also among the new consoles are the Montclair and the Sierra.

Two new portable stereo phonos, the Studio (\$129.95) and the Coronet (\$144.50) both feature detachable wing speakers and both play only 33 and 45 speeds. Other new portable automatic units in the stereo line include the Companion (\$79.95); the Holiday (\$89.95), and the Music Man (\$99.95).

The Melody, a four-speed manual player, lists at \$29.95. The Lark, at \$39.95, is a manual stereo unit, while the Maestro, at \$54.95, is an automatic portable monaural machine.

## List Sylvania De Luxe: 5G

CHICAGO — Sylvania Electric Products has introduced a new phono line consisting of six stereo consoles, four stereo portables, one monaural portable and a deluxe home entertainment center to list at \$5,000.

The home entertainment unit consists of six separate electronic amusement devices in one double-tiered cabinet. Components include 23-inch TV, stereo tape recorder, stereo phono, AM-FM and FM stereo tuner, a public address system and a remote controlled automatic 33-mm. slide projector. Space is also provided for a closed circuit TV camera. All units are built into the single hutch-styled cabinet and are operated from a single master control panel through push-button networks.

The regular stereo line includes four consoles with FM stereo tuner, ranging from \$199.95 to \$469.95; two non-tuner consoles, listing from \$139.95 to \$189.95; three portables with a range of \$99.95 to \$129.95; a leader portable with an open list, and a monaural portable with a suggested tag of \$49.95.

layout. Others can use help in planning what to promote and when to promote it.

Particularly applicable to record sales is the market aid suggestion about stock control for the small or medium retailer. "A good control system should help the manager to see at least four things: slow moving items; neglected items; stock shortages, and fast-moving items."

Many alert retailers are "visual" stock control experts, and know what's what just from being on the floor. But a really good stock control system needs to be more detailed. It should help the re-

(Continued on page 30)

## BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

### BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

Pos. This Issue	Pos. 3/31/62 Issue	Brand	% of Total Points
1	1	Webcor	32.1
2	3	RCA Victor	17.0
3	2	Voice of Music (V-M)	16.2
4	5	Wollensak	8.2
		Others	26.5

### BEST SELLING STEREO TAPE DECKS AND RECORDERS

Pos. This Issue	Pos. 3/31/62 Issue	Brand	% of Total Points
1	1	Webcor	22.9
2	2	Voice of Music (V-M)	12.4
3	—	RCA Victor	10.3
4	3	Ampex	8.7
5	—	Roberts	5.5
6	4	Wollensak	4.8
6	—	Sony	4.8
8	—	Viking	3.5
		Others	27.1

## CUSTOMER OWN BOSS

# He Buys From Dealer Who Meets His Needs

WASHINGTON — Major mistakes made by small marketers and distributors in handling old accounts are costing them both sales and customers, a Small Business Administration study has found.

A primary mistake is to take the old customer for granted, and a second is to send salesmen to pressure for bigger orders when the retailer is already at the saturation point. "In a free economy, the customer—whether new or old belongs to no one. They tend to buy from the distributor who best meets their needs. They want to buy goods they can sell at a profit."

The right approach to the old customer, generally a small retailer, is to look at the additional buys from his point of view. The marketer must help him do two things: sell more of the goods, and in-

crease his profits on those goods. If a saturation situation exists, and the retailer cannot make a profit by selling more of the product, pressure from the marketer's salesman may only drive him away.

How can the marketing salesman help his retail customer? The SBA Marketing Aid leaflet recommends that the salesman first study the customer's needs. The likeliest areas for help are in sales promotion, stock control, or cost control. The answer lies in analyzing the retailers buys as low, medium or high in volume, and finding out why he has bought from this particular distributor or wholesaler. The SBA Marketing Aid suggests that salesmen simply ask the retailer why he buys and what determines the volume of his buying.

The best opportunities for building more sales from the old customer are more likely to be in the buyers of low-to-medium volume. The marketing aid points out that the lower sales volume retailer may welcome management help and suggestions, if they are put forth tactfully.

The salesman needs first to guard against tromping on the independent toes of old established retailers, say Prof. Rowe Meador, Business Administration, North Texas State University, Denton, Texas, author of this 79th study in a series of Small Business Administration's marketing aids. The salesman can't be brash with too many suggestions at first. Nor should he push for short-range tricks that may increase sales temporarily, but alienate the customer from the distributor in the long run.

Suggestions about advertising and use of different media are a good approach. A good salesman can help a retailer plan his advertising campaign, or build a mailing list, or supply new material for his mailing list.

Salesmen can help with in-store promotion by point-of-purchase displays, and plans for demonstration. Sometimes a fresh slant is helpful to the retailer in product

## Design, Styling Mark 1963 Line For Symphonic

NEW YORK — Symphonic has introduced its 1963 line of portable and console phonos with the emphasis on design and styling. Built-in FM stereo is a feature of several of the new units while two models in the console series include a new "resist-a-mar" surface which guards against heat, scratches, alcohol, crayons, ink and impact.

Six basic units, ranging in price from \$99.95 to \$239.95 are included among the consoles. Two of these contain AM radio, three others have FM-AM radio, while seven different units are equipped with FM stereo and AM.

An even dozen portables round out the line. This series is topped by a deluxe stereo phono with FM stereo, with a brushed aluminum finish. In all, among the portables, there are two monaural and 10 automatic units of which seven are stereo.

## 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.

**L. P. SALES CORP.**—Expires June 27, 1962. Started May 21. The firm is national distributor for Riverside, Jazzland, Washington and Offbeat and offers two free albums for every 10 ordered on all new releases and catalog items of these labels. Deferred billing also offered. Promotion kits, best seller lists and display materials also available on program.

**DECCA**—Expires June 29, 1962. Started June 11, 1962. Country and Western Month. Dealer Incentive Plan is part of special merchandising program on label's 12 new c.g.w. releases plus entire c.g.w. catalog.

**EPIC**—Expires June 29, 1962. Started May 21, 1962. International Music Tour. Label is offering 15 per cent discount on complete international album catalog plus six new international releases. Label is also offering 10 per cent on three pop albums: "George Maharis Sings," Roy Hamilton's "Mr. Rock and Soul" and Ralph Burns' "No Strings."

**DEL-FI**—Expires June 30, 1962. Started June 1, 1962. Johnny Crawford Month. One-for-10 on all Del-Fi and Donna LP's.

**MGM**—Expires June 30, 1962. Started June 1, 1962. June Sales Plan and Hank Williams Month. One album free for every 10 purchased. Program covers complete catalog plus new release of 20 albums.

**SMASH**—Expires June 30, 1962. Started May 7, 1962. Sounds of Spring. A 10 per cent discount on all merchandise, including new releases.

**COLUMBIA**—Expires July 15, 1962. Started June 15, 1962. Label is offering 10 per cent discount on the introductory release of 11 LP's in its new Electronically Re-Channeled for Stereo series.

**ANGEL**—Expires July 25, 1962. Started June 4, 1962. Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.

**LIBERTY**—Expires July 30, 1962. Started June 15, 1962. Fifteen per cent discount on two new LP's: Sound-track album of "Road to Hong Kong" and Si Zentner's "The Stripper and Other Big Band Favorites."

**ARTIA-PARLIAMENT**—Expires July 31, 1962. Started June 4, 1962. Summer Dividend Days. Program gives distributors and dealers a 25 per cent discount on all Artia, Parliament, MK and X Supraphon LP's and 10 per cent discount on all "World's Greatest Music" series albums.

**ANGEL**—Expires July 31, 1962. Started May 14, 1962. Special period deal on Moura Lympary's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.

(Continued on page 31)



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Because its product advantages make it easiest to sell – because there are **bigger profit margins that you can keep**. Customers choose Magnavox because of obvious, tangible product benefits – recognizable superior values.

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- In high quality Stereo about 50% of all, according to Billboard's survey.
- 25% of all Stereo High Fidelity radio-phonographs, as reported by E.I.A.
- More than one-fourth of all Stereo Theatre combinations.
- In big picture TV (330 and 400 sq. in.), more than the rest of the industry combined.
- In the cheap, profitless small-picture TV bottom of the business – not so good.
- In color TV – our hat's in the ring.

Bear in mind, this high percentage of the industry's most profitable business is sold by fewer than 2% of the nation's dealers – that it's sold at the full price – that it's sold at a "money in the bank" profit!

The believability of all this depends on whether you are a Magnavox franchised dealer or one of the surviving "successful" dealers who reported a "profit on sales" increase from 0.02% in 1960 to 0.49% in 1961 (as reported by NARDA).

This year Magnavox will again lead in technological advancements – and in sales, because we are selling factual benefits that your customers can see, hear and touch – not just claims.

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**Magnavox**

## IN TV-ONLY FROM MAGNAVOX

**BIGGER, BETTER PICTURES** – Magna-vision 330 and Spectacular 400 Models at prices at or below smaller picture TV of other brands.

**VIDEOMATIC** – the automatic TV that always gives you the best pictures, day or night – and without tuning or picture adjustments.

**GOLD SEAL WARRANTY** that provides one year on parts and service – three year picture tube warranty.

**CHROMATIC (SEPIA) PICTURE FILTER** that eliminates glare and reflections that cause eyestrain. Adds picture beauty.

**HIGH RELIABILITY CIRCUITRY AND CONSTRUCTION**, using the modern scientific techniques of this missile age – no old-fashioned, hand loomed wiring here – that's for the house!

**TOTAL REMOTE CONTROL** – with silent, all-function transmitter and automatic contrast and brightness control.

**WIDEST CHOICE OF STYLING, PICTURE SIZE . . . ALL** encased in beautiful furniture – ALL in popular price range – 170-260-270-330-400 sq. in. pictures.

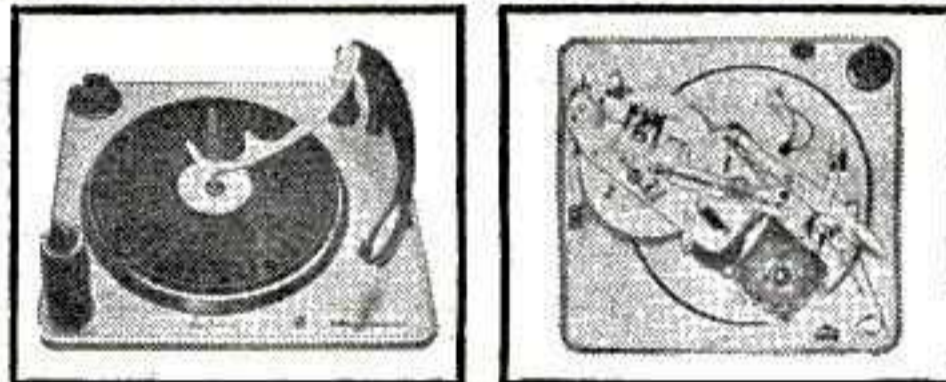
## IN STEREO HIGH FIDELITY

*Do you have two hours? No? So we will give you the high spots in three minutes.*

**Only Magnavox offers these product advantages.**

**THE MICROMATIC RECORD PLAYER** eliminates discernible record wear – because there is no "wear" the stylus lasts a lifetime too, so we guarantee it for ten years!

"No scratch" record changers are this year's fashion; since this is where the music (and distortion) starts, we will start here too. The Magnavox Micromatic automatic record player is not just the best – it's the **only** precision mechanism now made. A claim? Just look at it from the top to the bottom – and hear it? – **NO** – all you'll hear is the music. What does it do that makes it so great? Why, it just "plays" and changes records quietly and with loving tenderness. It doesn't damage them, it doesn't wear them – it doesn't scratch them – and the pickup tracks and traces at only one-tenth ounce touch – also the stylus stays in the groove where it belongs.



We have been bouncing the arm over the records for two years, but deliberately – to show that it doesn't damage the records (we didn't know it was such great news).

Do the arm and pickup do all this? No. The arm is just a non-resonant thermoplastic molding that doesn't transmit noise because it isn't supposed to be a microphone – it's just a dynamically counterbalanced arm that holds the high compliance pickup in the groove with great accuracy, permitting it to track and trace without distortion at one-tenth ounce or less touch.

But this is only one element of precision. There is also a dynamically balanced four pole motor with heavy turntable and fine bearings. A patented record selector that selects any size or undersize record with great accuracy. It's the overall fineness of all elements working together that enables us to reproduce beautiful music without "changer induced" noises such as rumble, flutter and wow but with speed accuracy, guaranteed to be within  $\pm 1\%$ .

Besides making great music, it is the easiest player to operate . . . one knob control, easily accessible (above the records). It's jam-proof, fool-proof and has all that you would expect from Magnavox . . . and it's been working with perfection for two years . . . in over 1/2 million Magnavox Stereo High Fidelity phonographs.

**TRUE STEREO HIGH FIDELITY** – Only Magnavox attains this spectacular dimension of stereophonics and the tonal purity of High Fidelity with an advanced acoustical system that projects sounds from the sides as well as cabinet front – to surround you with the beauty of music. Stereo separation extends far beyond the space between the speakers – to the width of the walls.

True Stereo High Fidelity means no meaningless gadgets – no reverberation – no mythical "extra channels" – Magnavox just makes thrillingly great music.

You already know Magnavox comes in magnificent furniture – good style, good taste – that's because it is hand-crafted and home-made in highly mechanized, efficient furniture plants – our own.

**INCOMPARABLE VALUES** – We modestly apologize here, because people believe Magnavox is the best and therefore should also be the highest priced – this costs us sales, too – but as an example, Magnavox Model 285 Stereo FM/AM Radio-Phonograph, beautiful furniture, sells (retail) for only \$198.50. It contains woofers (10") as well as tweeters and amplifiers with Magnavox watts and, of course, a Micromatic record player – with Stereo FM that works, it's only \$229.50.

From here on, up you go "out of this world" with performance . . . but not price. The greatest Stereo High Fidelity that can be made is less than \$700.00 – and Magnavox makes it!

**Magnavox**

**Magnavox**

## **IN STEREO TV COMBINATIONS-MAGNAVOX, THE ORIGINATOR OF THE STEREO THEATRE, CONTINUES TO ENJOY THE FRUITS OF THIS PIONEERING**

Magnavox dealers do the lion's share of this highly profitable business because Magnavox "big picture" TV with its many exclusive features, combined with Magnavox Stereo High Fidelity make this an incomparable product in performance, styling and value.

Prices for complete FM/AM Stereo TV combinations range from \$399.50 to a "colossal" \$895.00 for the Normandy 422 Stereo Theatre that has the "best of everything" including the Spectacular 400 - the biggest pictures in TV with a total remote control that operates the radio-phonograph as well as TV. It also includes components indispensable to its high quality, such as 1000 cycle exponential treble horns, 15" woofers, 30 watts of music power, Stereo FM, Micromatic automatic record player ... of course it comes in magnificent furniture.

## **AND NOW—ANOTHER STARTLING AND REVOLUTIONARY DEVELOPMENT FROM MAGNAVOX**

### **The Astro-Sonic Stereo High Fidelity System**

This "space age" development utilizes all the current "state of the art" technology in electronic science. It is the greatest innovation since the development of Stereo.

The Astro-Sonic employs NO TUBES - not one! - yet develops more than 100 watts of music power to reproduce fundamental bass with definition never before attainable ... it surpasses all other Magnavox achievements in recreating music with incredible fidelity and beauty.

But just think of this! No tubes to burn out or get noisy - no heat, so no more of those service problems - parts are guaranteed for five years. The power consumption is only one-tenth of a comparable tube set. Yet this solid state circuitry provides greater radio (FM/AM) sensitivity, better selectivity, greater noise immunity than any tube receiver - it provides more undistorted audio power with greater efficiency than any tube amplifier ever could.

To match this spectacular performance, other components had to be perfected - a new automatic record player that exceeds even the now fabulous Micromatic in accuracy and dependability - for example, it provides absolute pitch - for the turntable speed is as exacting as an electric clock; a new pickup that tracks and traces the most complex wave forms without distortion and at less than the 1/10 ounce touch of the Micromatic and does this with complete stability; exponential 1000 cycle crossover horns for the treble, and more efficient 15" woofers to handle the power.

**THE ASTRO-SONIC** can fill a concert hall with music - but it was designed for the home, to "whisper" the full beauty of music or to "shake" the walls with the crescendo of a great symphony - so it is encased in magnificent furniture - in choice of French Provincial, 18th Century English, or Contemporary.

Yes, it is more expensive when compared with lesser Magnavox models - but costs far less than you would think!

*You are invited to...*

**See this great innovation during the Music Show - and hear it, too, at a concert hall demonstration, on June 25, 2:30 P.M., in the Ambassador Theatre, 215 West 49th Street, New York City.**

**Magnavox**

**Magnavox**

## AND HERE'S ANOTHER UNBELIEVABLY SPECTACULAR DEVELOPMENT FROM MAGNAVOX!

A line of revolutionary electronic organs – revolutionary because they have no tubes – NOT ONE – to burn out, get noisy or drift. The almost total absence of heat makes them virtually service-free, and they consume less power than an electric light bulb. There are no motors or other moving parts in the tone generation or audio system.

But the big news is the most beautiful tone you've ever heard, with the widest frequency range and the greatest variety of orchestral voices.

There is Spatial 3-D Sound, a startling new invention that enhances the new tones with thrilling depth and dimension, but without distortion – without whirling speakers – it is totally electronic and works instantly.

There is a new, all-transistor organ – a beautiful, complete musical instrument (not a toy) that retails for only \$495.00, and exceeds by far existing higher priced organs in playability, beauty of tone and reliability. In addition, a surprising new keyboard design that contributes tonal versatility and offers the maximum in playing flexibility.

Then, there is a new step-up model to retail at \$795.00, with more playing features, more voices and more music power.

At \$1195.00 a sales irresistible model with a tone range unequalled at any price. Features galore, including five speakers, 50 watts of audio output, with stereophonic sound (reflected from the walls) to surround you with the full beauty of the music.

At the top of the line a two-manual, 25-note pedal instrument, equivalent to any three-manual organ, and exciting features too numerous to mention!

*See and hear the  
"Great New Dimension in Sound"  
from Magnavox at the*

**Magnavox**

**CONCERT**

2:30 P.M., on Monday, June 25,  
in the Ambassador Theatre,  
215 West 49th Street, New York City

**Magnavox**

**BILLBOARD  
MUSIC WEEK**  
**1962  
MUSIC  
MERCHANTS  
SURVEY**

The tenor of the equipment and accessory business is definitely up, according to the broad sample of record dealers handling these products who have participated in this year's annual Billboard Music Week Survey. Results of the 1962 edition of the survey are published in these and following pages.

Two charts published herein, and based on the poll results, deal specifically with sales of phonos, radio, tape and tape equipment and accessories in terms of brand preferences of dealers. The phono and radio chart indicates the number of dealers reporting each of the various brands as best seller in each category, as well as the average number of units sold in that category.

This same chart projects figures of the number of record-selling dealers who carry each type of equipment, their average sales of each and the total number of units sold of each type in the period January to May. The tape and accessory chart, similarly, reports the number of record-selling dealers reporting each brand as best seller.

To many record-selling dealers, faced with the footballing of their basic commodity, disks, results of the survey may be regarded as encouraging. Phonos, radios, tape and accessories tend to lend stability to any dealer's business. It is an encouraging sign when these items are on the upswing, for, using an old analogy, when the razors are selling well, the blades are bound to sell well too. Taken another way, the dealer who builds a solid clientele for equipment is at the same time building his market for all related products.

It may also be noted that 40 per cent of this year's reporting dealers have diversified into various related and non-related items. This leads to the same conclusion. The more reasons the smart dealer gives the customer for entering his store, the more sales—in all categories of product—will that dealer enjoy.

published in conjunction with  
the annual convention of  
The National Association  
of Music Merchants

**Transistors, FM Units  
Pace Radio Sales Rise**

Last year, some 57 per cent of the nation's record dealers sold radios, according to the 1962 survey of equipment sales released this week by Billboard Music Week. And, except for the sale of standard AM radios, business was up considerably from the previous year.

Most marked improvement was in AM/FM radio, with 46 per cent of the dealers reporting improved sales, another 33 per cent listing sales as about the same, and only 15 per cent noting a decline. Among the reasons listed for the improvement was better FM programming.

Transistors, too, made a good showing last year. Some 31 per

cent of the dealers noted improved sales, 42 per cent failed to detect a change and 24 per cent noted a decline.

Pocket-sized transistors coupled with low-priced imports are held responsible for the brighter transistor picture.

Slight gains were recorded in FM stereo sets, with 36 per cent of the dealers reporting improved sales, 9 per cent noting no difference, and 22 per cent citing a decline.

These gains are obviously being made at the expense of standard, non-transistor AM radios. Only 7 per cent of the dealers said they sold more sets

(Continued on page 54)

**Phono Sales Stage Comeback**

Phonograph sales are showing considerable new life, according to the results of Billboard Music Week's annual Music Merchants Survey, 1962 edition. Latest upward indications revealed in the survey confirm factory sales figures recently released by the Electronics Industry Association.

By their answers to a single question as to whether phono sales have been better, about the same, or worse in the first five months of this year as against the same period in 1961, the dealers showed conclusively that the current direction is definitely up.

For example, nearly 20 per cent of the dealers reporting this year said business was better than last year. In 1961, only 13 per cent reported better conditions. Last year, close to 50 per cent of surveyed dealers said business was worse than a year ago, while this year only slightly more than 30 per cent reported decreased activity.

One of the prime reasons given for improved conditions was the Magnavox anniversary sale, indicating the high standing this manufacturer enjoys with record dealers selling phonos. It may be noted in passing that the same firm again came out close to the top of the class in a question asked of the dealers in connection with the manufacturer which extends the best merchandising, promotion and service help.

Magnavox finished first in this category last year and was second this year, a few slim percentage points behind the winning VM.

An increased emphasis on the part of manu-

facturers in TV advertising is also credited with helping lift the sales curve. Beyond this, advertising in general has been stepped up considerably, with several manufacturers having earmarked near record ad and promotion budgets last fall.

Yet another factor in better sales levels is the continuing increase in styling of cabinetry Advertising, more and more, has focused on the luxury furniture aspects of a phonograph as much as its working and unseen interior. Higher end phonographs particularly have been marketed in numerous alternate versions of styling with identical electronic equipment. The dealer has thus been able to give his customer a feeling that he is virtually buying a custom job.

As was the case last year, discounting was given as a cause for both better and worse sales. Obviously those dealers preferring to operate at a close-to-list level may have seen sales dwindle as a result of discount stores moving into their area to provide a sharp new competitive factor. On the other hand, discounting undoubtedly has increased sales for those who have used this approach intelligently and in a way that enables them to retain some profit.

Economic factors, too, have had their effect. Last year, the nation was still feeling recessionary economic trends. This year, 12 months further away from that period, there are far fewer depressed areas, although some remain. The fewer of these, the better business is likely to be, a fact borne out by the current survey results.

**Tape Recorder Sales  
Up in Mono and Stereo**

Spurred by the new low-priced Japanese models and discount store promotion, the sales of tape recorders and pre-recorded tape last year showed a marked increase over the preceding year.

Some 45 per cent of the dealers polled in Billboard Music Week's annual survey of equipment sales at the record dealer level said they sold tape recorders, while slightly more than half reported sales of pre-recorded tape.

Biggest improvement in tape recorder sales was in stereo units, where 37 per cent of the

dealers said 1961 sales topped the previous year. Another 35 per cent judged 1961 sales as about the same, while only 18 per cent reported a fall-off. The remaining 10 per cent didn't know or didn't answer the question.

On monaural tape recorder sales, the picture was nearly as bright. Improved sales were reported by 24 per cent of the dealers, while 51 per cent said that sales maintained 1960

levels. Only 17 per cent said that sales were off.

In addition to the discount store push and the impetus given by low price Japanese models, the use of tape as a teaching aid was credited with boosting tape recorder sales.

Some 207 of the dealers surveyed listed Webcor as their best selling monaural tape recorder, while another 84 said that Webcor was their best selling stereo make. No other make came close in either category.

Runner-up in recorder sales was VM, which rated the nod from 64 dealers in the monaural category and from 53 dealers in the stereo category.

The Japanese-made Sony  
(Continued on page 36)



Carol Trombley, 19-year-old salesgirl at House of Music, West Springfield, Mass., has been chosen Music Queen of 1962 by a panel of judges, including Bing Crosby, Mitch Miller, Jose Melis and Robert Preston. Miss Trombley, a pianist since the age of 7, is seen here trying her hand at the maracas. She will reign over the Music Industry Trade Show in New York this week.

**National Association of Music Merchants  
1962 Convention and Trade Show  
Events of Interest to Record & Phono Dealers**

**Sunday, June 24**

10:00 A.M. to 5:00 P.M. Exhibit area open

**Monday, June 25**

9:00 A.M. to 6:00 P.M. Exhibit area open

12:00 Noon Convention opening luncheon—

Grand Ballroom

Guest speaker, George R. Marek,  
vice-president and general manager,  
RCA Victor Record Division

Subject: The Music Merchant's Responsibility  
to Music

6:00 P.M. Fisher Radio Corporation Reception—  
Boston and Washington Rooms

**Tuesday, June 26**

9:00 A.M. to 6:00 P.M. Exhibit Area Open

10:00 A.M. Electronics Industry Association  
Symposium of Home Entertainment Products  
—Terrace Room

2:30 P.M. NAMM True-Klemp Sales "Idea Fair"—  
Grand Ballroom

5:30 P.M. Magnavox Company Reception—  
Hotel Waldorf-Astoria

8:00 P.M. NAMM—Problems in Buying and Selling  
Sheet Music—North Ballroom

8:00 P.M. Society of Record Dealers of America  
Annual Meeting and Election of Officers

**Wednesday, June 27**

9:00 A.M. to 6:00 P.M. Exhibit area open

7:00 P.M. NAMM—Annual Music Industry Banquet  
Headliner: Henny Youngman—  
Hotel Waldorf-Astoria Grand Ballroom

**Thursday, June 28**

9:00 A.M. to 12:00 Noon Exhibit area open

## THE STAND-OUT STEREO LINE!




MARK VI 3VF51

Exciting new Spinnet in Danish Modern Walnut veneers and hardwoods. "Ear Level" sound from tweeters and mid-range speakers plus bass from woofers. Built-in FM, AM, FM Stereo Tuner. Studiomatic Changer. 58 watts maximum output (32 watts EIA).

Now, in new RCA Victor Total Sound Stereo for '63!

# New Total-Sound Stereo New FM-AM Consoles

 New styling concepts! Major step-up features! 23 step-up stereo models from \$79.95, optional with dealer\* for the 3VCL. New Step-up features: FM Stereo Radio! New Diaphonic speakers! New Studiomatic Changer! New True-track tone arm! New ear-level sound! The world of music's most beautiful furniture! Only RCA Victor gives you stereo sales power like this!

In the new 1963 line RCA Victor gives you *more* of what you need to sell *more* stereo than ever before! You can feature new Diaphonic Speakers for *true* tone, brilliantly clear tone. Records are tracked with professional precision. FM Stereo

broadcast radio is here both as a built-in feature and as an adapter unit in many models. Let them look, let them *hear*. Your customers will sell themselves!

See Walt Disney's "Wonderful World of Color" Sundays, NBC-TV Network.

See a complete line of RCA Victor 1963 merchandise at the Music Show  
Space 202-203 N. Y. Trade Show Building



**TENOR 3VE07**

Lowest price Total-Sound Stereo Console. Handsome all-wood contemporary cabinet in Mahogany veneers and selected hardwoods.



**MADRIGAL 3VF04**

Lowest price Total Sound Stereo Console with FM-AM Tuner. AFO. Mahogany-grained or Walnut-grained finish on hardboard.



**HUMORESQUE 3VF22**

For versatile selling this Danish lowboy Stereo Console is available two ways: 1. FM-AM Tuner with FM Stereo Jacks. 2. FM-AM Tuner with FM Stereo adapter built-in.



**MARK IX 3VF34**

French Provincial Serpentine-front lowboy. Diaphonic speakers. FM Stereo. Antiqued Parchment White or Chateau Walnut veneers and selected hardwoods.



**MARK VIII 3VF40**

Contemporary lowboy in Antiqued Caramel Mahogany veneers and selected hardwoods. 58 watts maximum output (32 watts EIA). 6 speakers including two 12" Diaphonics, Studio-matic Changer.



**MARK IV 3VF53**

Early American Spinnet in Antiqued Colonial Maple veneers and selected hardwoods. "Ear Level" sound from two 3 1/2" tweeters plus two 5" x 7" mid-range speakers. Bass from two 12" woofers.

**Consoles from \$149<sup>95</sup>\*!**  
optional with dealer

**from \$199<sup>95</sup>\*!**  
optional with dealer

**NEW STUDIOMATIC RECORD CHANGER**

Plays all-size records with studio-like precision! This superb new RCA Victor record changer, available on many models, is precision-engineered to extract all the tonal fidelity pressed into modern-day stereo and monophonic records. The massive 12" turntable is balanced and cushioned to minimize rumble, supports record across the entire surface. Plays same speed records intermixed in any sequence, shuts itself off after last record has played. In "Off" position, driving mechanism is automatically disengaged to prevent flat spots on the drive wheel . . . assures smooth, virtually constant-speed rotation.

An ultra-sensitive "Living Stereo" ceramic pickup rides in the true-track Tone Arm which is scientifically angled to insure virtually perfect tracking from outer edge to innermost groove. Most models feature a long-life diamond stylus for microgroove records! \*Manufacturer's nationally advertised prices shown. Slightly higher some areas West, South. Prices, specifications subject to change.



**The Most Trusted Name  
 In Sound**

BILLBOARD MUSIC WEEK 1962 DEALER SURVEY			
TAPE AND TAPE EQUIPMENT SALES IN RECORD-SELLING OUTLETS (JAN-MAY 1962 VS. JAN-MAY 1961)			
TAPE EQUIPMENT SALES		PRE-RECORDED TAPE SALES	
% OF DEALER REPLIES		% OF DEALER REPLIES	
	Mono	Stereo	
BETTER	24	37	33
ABOUT SAME	54	35	38
WORSE	17	18	21
DON'T KNOW	5	10	8

BILLBOARD MUSIC WEEK 1962 DEALER SURVEY				
RADIO SALES IN RECORD-SELLING OUTLETS (JAN-MAY 1962 VS. JAN-MAY 1961)				
	% of Dealer Replies			
	Better	About Same	Worse	Don't Know
TRANSISTOR PORTABLES	31	42	24	3
STANDARD AM RADIOS	7	50	40	3
AM-FM RADIOS	46	33	17	4
FM STEREO RADIOS	36	9	22	33

### Customer Own Boss

Continued from page 22

tailor see the exact rate of movement in a given period. The marketing aid also points out that some retailers could grow into bigger buyers if the wholesaler or distributor or jobber can give them a boost in more frequent deliveries and in extended credit.

Another vital factor in profit to the retailer is his cost base. Some old-time retailers are too hard-headed to listen to a salesman's suggestions, the marketing aid is frank to point out. But others will be glad to have a salesman help plug up cost leaks, which he can spot in visits to the retailer over a period of time.

Prime requisite of good selling by a small marketer is that their salesmen "have a retail outlook." The salesman also needs an interest in the customer's long-range growth, and a tactful approach, the study says.



## Needles and Raw Tape Sales Increase in 1962

Sales of record and associated accessories enjoyed an across-the-board increase in the first five months of 1962, according to dealers reporting in Billboard Music Week's annual Music Merchants Survey. In five separate basic categories, the upswing was noted.

Classifications showing the most marked increases include needles and raw tape. In the case of needles, 45 per cent of participating dealers said business was up this year as against the same period a year ago. This, in fact, marked close to a 10 per cent increase over the number of dealers reporting better business in needles a year ago.

In the field of raw tape, 44 per cent of the dealers said sales were up this year as against 1961. In like manner, sales were up in significant amounts in record carrying cases, record cleaners and phono cartridges.

In other than these basic categories, dealers also reported brisk activity in a number of other accessory areas. Record racks were indicated as fast

moving items. In addition, record brushes were brisk movers and the activity in 45-r.p.m. spindles was excellent for a number of retailers. In another field, batteries for portable radios also were named an important and growing accessory item by various dealers.

Beyond this, at least a score of other types of accessories were named as sellers for various stores. In addition, a number of other dealers reported taking on new lines of accessories during the past year, including such tape items as splicers, cleaners, clips and threaders. Stereo headphones, too, came in for some mention.

Lower prices on diamond needle lines was given as a prime reason for the extra movement in that category. It's also worth noting that as the pace of phono sales increases, so must the pace of replacement needle sales also increase. Increased advertising budgets, too, are listed as contributors to a healthier volume, not only in needles and cartridges, but in other phases of the accessory business as well.

# BILLBOARD MUSIC WEEK Survey of Phonographs and Radio Sales in

PERCENT OF RECORD-SELLING DEALERS HANDLING PHONO EQUIPMENT FROM JAN. 2 THRU MAY 12, 1962	UNIT SALES BY RECORD-SELLING DEALERS FROM JAN. 2 THRU MAY 12, 1962 (base-7800 dlrs)	AVERAGE UNITS SOLD PER RECORD-SELLING DEALERS FROM JAN. 2 THRU MAY 12, 1962	TYPE OF PHONOGRAPH EQUIPMENT & RADIOS SOLD BY RECORD-SELLING DEALERS FROM JAN. 2 THRU MAY 12, 1962	BRANDS	BAETSCH	BIRCH	CAPITOL	COLUMBIA	CURTIS MATHES	DECCA	DUMONT	DYNAVOX	EMERSON	FISHER	GENERAL ELECTRIC
<b>PHONOGRAPHS</b>															
61.6%	48,500	10.1	PORTABLE MONAURAL PHONOGRAPHS BOTH MANUAL & AUTOMATIC	Percent Reported as "Best Selling Line"	♦	2.0%	4.7%	1.3%		31.5%			♦		♦
				Average Number Units Sold		12.3	6.1	8.5		11.1					
19.4%	6,150	4.1	PORTABLE STEREO PHONOGRAPHS MANUAL	Percent Reported as "Best Selling Line"			♦			21.3%					
				Average Number Units Sold						3.5					
56.2%	48,400	11.0	PORTABLE STEREO OR TABLE MODEL AUTOMATIC PHONOGRAPHS	Percent Reported as "Best Selling Line"		♦	4.4%	2.2%		16.9%		♦			2.2%
				Average Number Units Sold			16.3	6.3		12.5					6.0
38.0%	23,200	6.1	STEREO CONSOLES OR CONSOLETTES WITHOUT AM/FM RADIO OR TV	Percent Reported as "Best Selling Line"			♦	♦		3.3%			♦	♦	
				Average Number Units Sold						2.0					
36.8%	37,000	12.7	STEREO CONSOLES OR CONSOLETTES WITH AM/FM RADIO	Percent Reported as "Best Selling Line"				♦	♦	♦	♦		♦		3.4%
				Average Number Units Sold										8.0	
14.0%	8,600	7.8	STEREO CONSOLES (THEATRES) WITH AM/FM RADIO AND TELEVISION	Percent Reported as "Best Selling Line"					♦				♦		
				Average Number Units Sold											

PERCENT OF RECORD-SELLING DEALERS HANDLING RADIOS FROM JAN. 2 THRU MAY 12, 1962	UNIT SALES OF RADIOS BY RECORD-SELLING DEALERS FROM JAN. 2 THRU MAY 12, 1962 (base-7800 dlrs)	AVERAGE UNITS SOLD PER RECORD-SELLING DEALERS FROM JAN. 2 THRU MAY 12, 1962	TYPE OF RADIO SOLD BY RECORD-SELLING DEALERS FROM JAN. 2 THRU MAY 12, 1962	BRANDS	ADMIRAL	AMICO	ARVIN	CHANNEL MASTER	COLUMBIA	CROWN	DELMONICO	EMERSON	FUTURA	GENERAL ELECTRIC	GRANCO
43.4%	184,300	54.2	PORTABLE TRANSISTOR RADIOS	Percent Reported as "Best Selling Line"			♦	4.8%	♦	♦		♦			2.9%
				Average Number Units Sold				6.8							26.7
31.6%	61,900	25.1	STANDARD AM RADIOS	Percent Reported as "Best Selling Line"	3.8%	♦	♦								6.4%
				Average Number Units Sold	9.0										6.0
25.0%	19,100	9.8	AM/FM RADIOS	Percent Reported as "Best Selling Line"				♦			♦		♦	♦	3.2%
				Average Number Units Sold											2.0

\*INDICATES BRANDS ALSO SOLD BY RECORD-SELLING DEALERS BUT REGISTERED LESS THAN ONE PERCENT AND IS INCLUDED IN "ALL OTHERS" COLUMN.



# How to Bottle Elixir of Theater

Continued from page 22

Road company tours also can be a hypo to original cast sales. Capitol Records is currently planning a big splash in San Francisco to tie in with the forthcoming opening of the road company version of "The Unsinkable Molly Brown." In addition, there are numerous straw hat theaters playing topflight Broadway material only too willing to work out exchange promotion deals with local retailers. Suburban areas, in particular, are dotted with such theaters.

To milk the potential out of local showings of movies and legit shows, the record retailer must go a step beyond the usual streamers, window displays and the like. Large helpings of imagination are needed and it's up to the individual merchandiser to supply them. The further out the ideas—the better.

### Dazzle Customers

One word—excitement—is the key to these promotions. People associate glamour, lights, color and personality with the entertainment capitals. Humor and novelty form prominent parts of the total picture too. The retailer should use his imagination, and his sharp business sense, in creating an aura

of excitement which will center on and sell sound-track and original cast merchandise.

Dealerships would do well to set aside a permanent section of the location for the express purpose of displaying original cast and sound-track LP's. The section can be dressed up with special Broadway and movie posters—originals if possible. A member of the sales staff might be installed in a booth—a reasonable facsimile of a box office—from where he might sell specially printed tickets which can be redeemed at disk counters for sound-track and original cast merchandise.

If the movie operator or theater manager is agreeable, the same kind of arrangement might be worked out in the theater lobby. In return, the dealer would do a strong selling job to get people to go see the film or stage presentation.

### Package Deal

The same kind of exchange publicity deal might be worked with the local book outlets. For the forthcoming showings of "Lolita," for instance, a dealer might advertise "The Complete 'Lolita.'" This would entail a

window showing book, movie and sound track.

One of the most captivating facets of this area of show business deals with opening night. The enterprising record merchandiser might stay open before, during and after the first night showing of a new film or play in his town. Customers might be referred to as first-nighters and a marquee of wood, paper and paint might shout the merits of the new album associated with the film. If the disk shop is near the theater, klieg lights, banners, etc., can be used to draw attention to the new album.

Another first-nighter stunt would be to send out special invitations to regular customers to come hear the "first night" performance of the sound track or cast LP. Set a special time for the hearing, a theater time, 8:40 p.m. for instance, and, once the first-nighters have arrived, seat them in numbered rows of folding chairs and play the new set for them. This can be done whether the actual film stage play has arrived in town or not.

Nothing draws a crowd like a name, so record retailers would do well to work on personal appearances and autographing parties when stars come to town to play the local theater or to appear on local disk jockey shows.

## DISK DEALS FOR DEALERS

Continued from page 22

- CONGRESS-CAPRICE**—Expires July 31, 1962. Started June 25, 1962. Two LP's free for every 10 purchased on three LP's by Linda Scott, James Ray and the Angels.
- LONDON**—Expires July 31, 1962. Started June 1, 1962. Label suggests an extra 15 per cent discount on the Phase 4 series—nine new releases plus 12 original LP's.
- BLUESVILLE**—Expires August 15, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.
- PRESTIGE**—Expires August 15, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.
- CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distributors.
- MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.
- PHILIPS**—No expiration date. Started April 8, 1962. Label is offering one-for-nine in the same price category on their new "Encore" releases.
- SONODOR**—Limited time only. Started March 31, 1962. One LP free for every five purchased.
- ROULETTE**—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.
- AD LIB**—No expiration date. Started February 18, 1962. One free LP for every five purchased.
- LIBERTY**—No expiration date. Started May 25, 1962. All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.
- REQUEST**—Limited time only. Started May 5, 1962. Buy 10, get two free on new album releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

# Record Selling Outlets—Jan. 2 Thru May 12, 1962

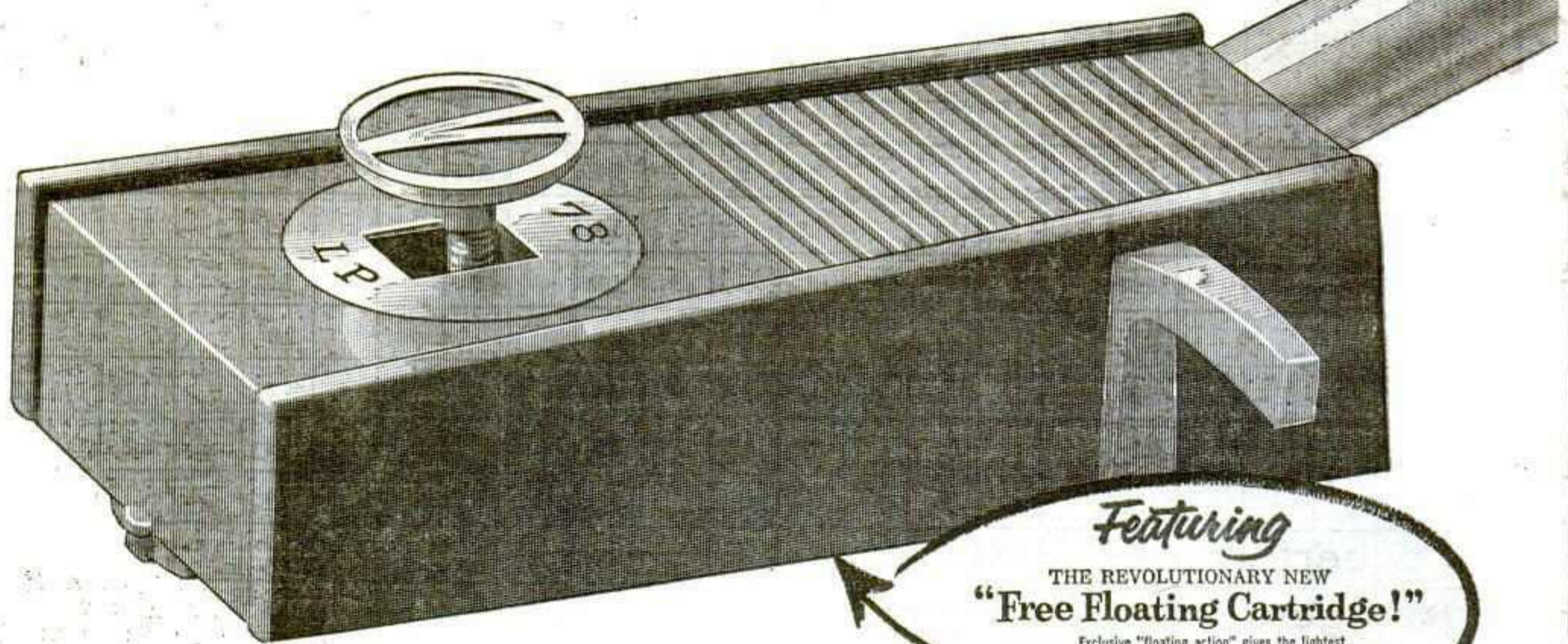
GRUNDIG	MAGNAVOX	MAJORETTE	MERCURY	MITCHELL	MOTOROLA	OLYMPIC	PACKARD-BELL	PHILCO	PHILHARMONIC	PHONOLA	PHONOMASTER	PILOT	RCA VICTOR	STROMBERG-CARLSON	SYMPHONIC	TELEFUNKEN	TRAVLER	VM	VOCALION	WEBCOR	WESTINGHOUSE	ZENITH	ALL OTHER	NO RESPONSE
	4.7%	*	*		2.7%	*		*		1.3%	*		3.4%		2.0%			10.1%	*	2.0%			6.1%	28.2%
	5.3				5.8					25.5			3.8		6.0			5.3		2.7				
	*	*		*	6.4%			*	*		*	4.3%		*				8.5%			*		7.1%	52.4%
					4.0								8.0					2.0						
	14.7%				6.6%			*		1.5%	1.5%	*	4.4%		*		*	14.7%		3.7%		2.2%	4.4%	20.6%
	6.2				9.2					1.0	6.5		2.5					5.1		5.2		0.7		
	22.8%				3.3%			*					6.5%		*			15.2%			*	*	7.0%	41.9%
	5.4				10.0								3.7					2.4						
	2.2%	25.8%			3.4%	*	*	*				2.2%	6.7%	*	*	*		3.4%				*	10.6%	42.3%
	3.0	19.1			8.0							2.5	2.2					1.3						
	35.3%							*	*				8.8%									5.9%	3.5%	46.5%
	4.7												2.0									2.5		

GRUNDIG	HITACHI	JEWEL	MAGNAVOX	MATSUSHITA	MORSE	MOTOROLA	OLYMPIC	OMSCOLITE	PACKARD BELL	PHILCO	PILOT	RCA VICTOR	SAMPSON	SONY	SUPREME	SYLVANIA	TELEFUNKEN	TOSHIBA	UNITED ROYAL	YORK	ZENITH	ZEPHYR	VARIOUS JAPANESE	ALL OTHER	NO RESPONSE
	3.8%	*	13.3%	1.9%	*	2.9%	*	*		1.9%		3.8%		2.9%	*	*		2.9%		*	11.4%	*	*	11.7%	35.8%
	4.5		11.9	3.5		10.7				3.0		44.0		14.0				6.0			24.6				
			6.4%			5.1%	*		2.6%			16.7%	*	*	*			2.6%			12.8%		*	6.2%	37.4%
			2.0			8.3			8.0			20.8							6.5		6.3				
*			19.4%	3.2%			3.2%	*			*	4.8%		*			*				21.0%		*	8.9%	36.3%
			9.8	1.5			3.5					8.0									6.2				

# AMAZING ZENITH MICRO-TOUCH 2G TONE-ARM

TWO GRAMS

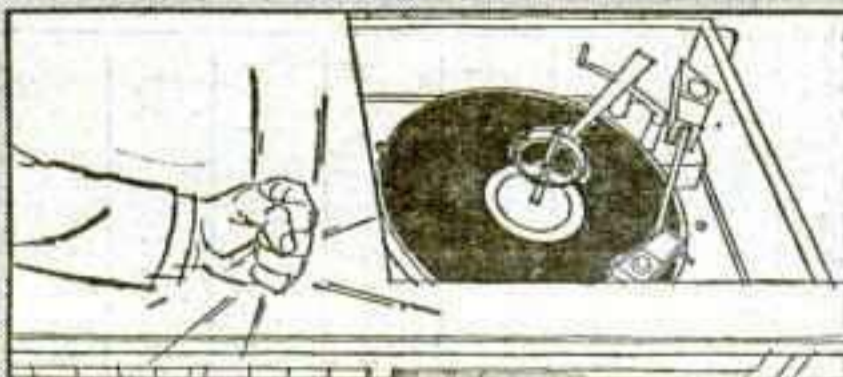
with the lightest needle  
pressure in any automatic  
changer\* (only 2 grams)



*Featuring*  
THE REVOLUTIONARY NEW  
"Free Floating Cartridge!"

Exclusive "floating action" gives the lightest,  
most accurate tracking in an automatic changer—  
ends accidental record damage forever.  
A joint development of Zenith and CBS Laboratories.

JAR IT!



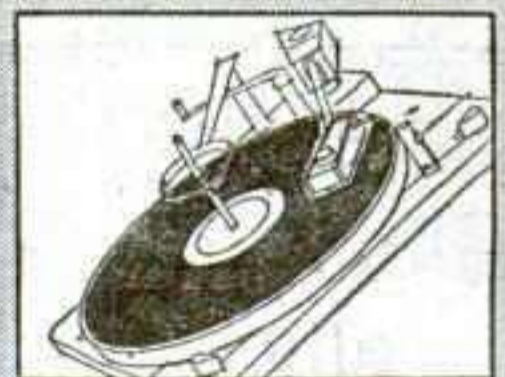
SLIDE IT!



DROP IT!

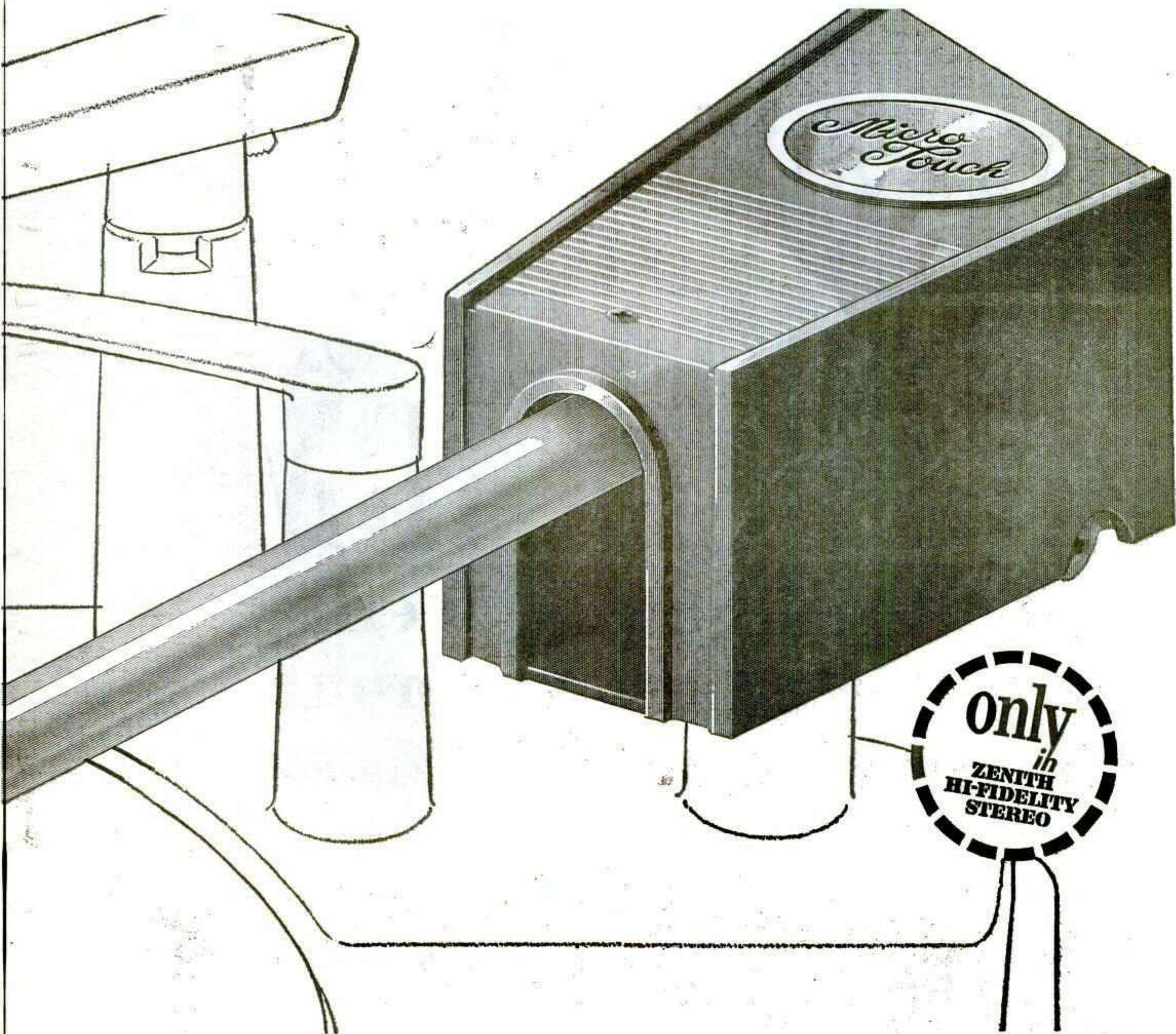


EVEN TILT IT!



IT'S IMPOSSIBLE TO ACCIDENTALLY RUIN A STEREO RECORD!

THE MOST DEMONSTRABLE SALES AND PERFORMANCE  
FEATURES EVER BUILT INTO STEREO INSTRUMENTS!



**Twice the stereo separation...the most perfect sound reproduction ever!\***

- Outperforms all other automatic record changers.
- Doubles stereo separation.
- Reproduces every note with truest frequency response.
- Ends accidental record damage FOREVER.
- Plays records up to 2000 times with virtually NO record wear.
- Even plays warped records...flawlessly.

**THE MICRO-TOUCH 2G TONE ARM IS FEATURED IN 29 ALL-NEW 1963 ZENITH STEREO CONSOLES AND PORTABLE TABLE MODELS**



**ZENITH**

*The quality goes in  
before the name goes on*



ZENITH SALES CORPORATION, CHICAGO 39, ILLINOIS, IN CANADA: ZENITH RADIO CORPORATION OF CANADA LTD., TORONTO, ONTARIO. The Royalty of television, stereophonic high fidelity instruments, phonographs, radios and hearing aids. 44 years of leadership in radionics exclusively. Specifications subject to change without notice. \*In Complete Home Entertainment Units



THE  
"SAD MOVIES"  
and  
"NORMAN"  
girl

**SUE THOMPSON**  
**SUE THOMPSON**

PRIZE RIBBONS BY THE SCORE

**SUE THOMPSON**

FROM BILLBOARD'S HOT 100

**SUE THOMPSON**

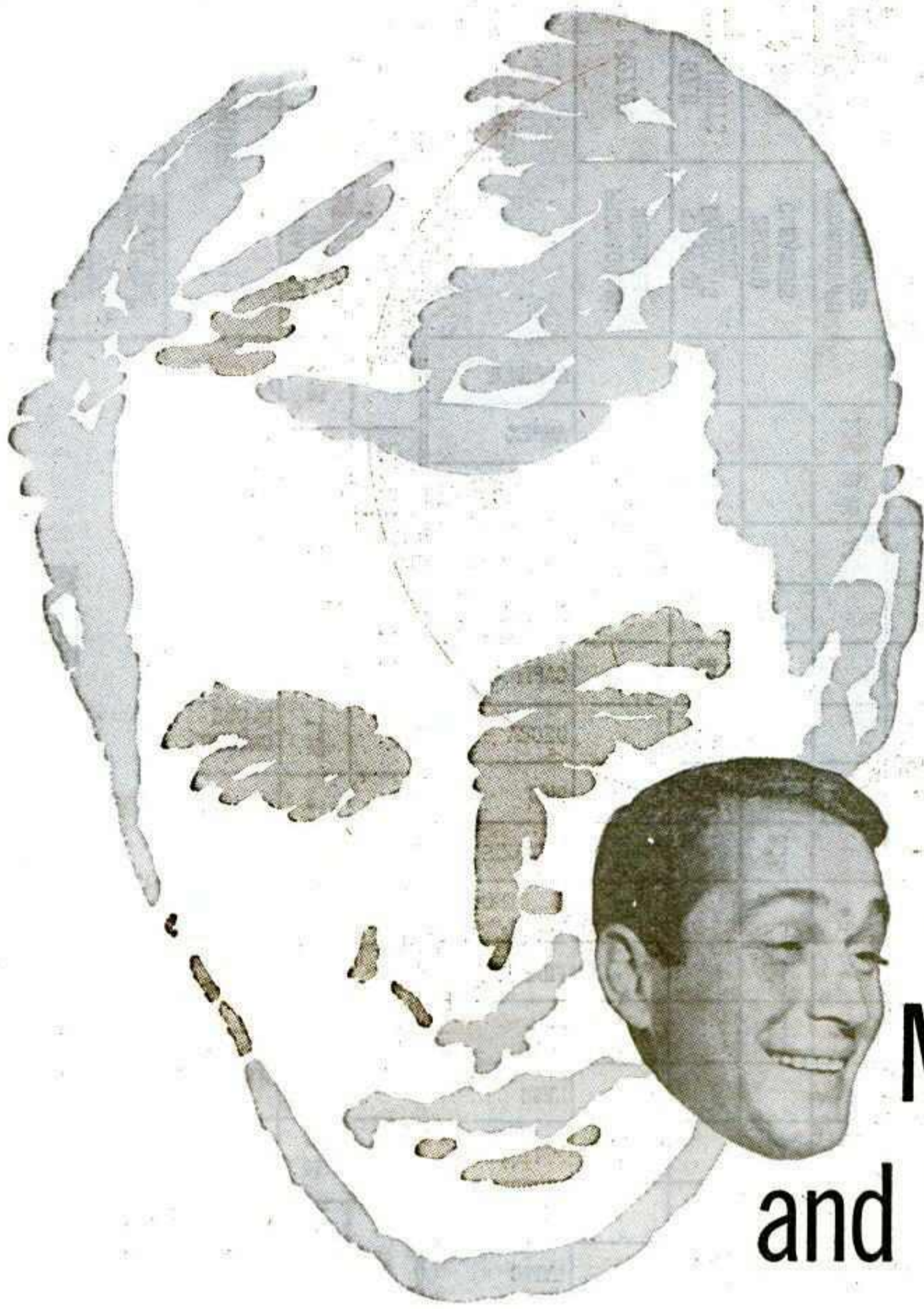
★★★ TO CASH BOX TOP 100 ★★★

<b>SINGLES</b>	<b>ALBUMS</b>
ANGEL, ANGEL	MEET SUE THOMPSON
SAD MOVIES	TWO OF A KIND
TWO OF A KIND	
NORMAN	

**FOR ALL  
TELEVISION AND  
PERSONAL APPEARANCES**

CURRENT RELEASE  
HAVE  
A GOOD TIME  
B/W  
IF THE BOY  
ONLY KNEW  
ON  
HICKORY  
RECORDS

CONTACT: HANK PENNY, 130 S. 4th ST., LAS VEGAS, NEV., PHONE: DU 4-5208



My sincere thanks  
and best wishes to my  
NAMM dealer friends...

Perry Como



# Tape Sales Up in Mono, Stereo

Continued from page 27

placed third in the polling, with 38 votes for monaural and two for stereo. And Japanese makes as a category were cited by 152 dealers, with Webcor the only U. S.-made recorder getting more votes.

Nearly 60 per cent of the dealers said that either VM (34 per cent) or Webcor (25 per cent) provided the best merchandising, promotion and service assistance. Other leaders included RCA (11 per cent) and Sony (9 per cent).

Pre-recorded tape was sold by slightly more than half of the dealers replying, with virtually all of this tape of the four-track reel-to-reel variety. Only a handful carried cartridge tape.

Exactly a third of the dealers selling pre-recorded tape reported 1961 sales ahead of the previous year, and another 38 per cent judged them about the same.

Another 21 per cent reported a decrease, and 8 per cent didn't know.

## BILLBOARD MUSIC WEEK 1962 DEALER SURVEY

QUESTION: Which Phono manufacturer provided the best merchandising, promotion and service help to you?

Manufacturer	Percentage of Dealers Voting		Ranking Last Year
	1962	1961	
VM	23.3	10.1	3
MAGNAVOX	20.4	19.4	1
DECCA	19.1	12.2	2
RCA	9.0	5.5	6
MOTOROLA	6.5	3.4	9
WEBCOR	5.4	5.5	5
CAPITOL	3.0	4.2	8
ZENITH	3.0	5.1	7
FISHER	1.8	—	—
PHILCO	1.8	—	—
BIRCH	1.2	—	—
SYMPHONIC	1.2	—	—
ALL OTHERS	4.3	—	—

## BILLBOARD MUSIC WEEK 1962 DEALER SURVEY

QUESTION: Which Tape manufacturer provided the best merchandising, promotion and service to help you?

Manufacturer	Percentage of Dealers Voting		Ranking Last Year
	1962	1961	
VM	34.4%	21.6%	2
WEBCOR	25.0%	26.1%	1
RCA	11.9%	—	—
SONY	9.4%	2.7%	3
ROBERTS	6.3%	—	—
REVERE	4.7%	1.8%	4
TELECTRO	4.7%	1.8%	4
WOLLENSACK	3.1%	1.8%	4
COLUMBIA	1.5%	—	—

QUESTION: Which Radio manufacturer provided the best merchandising, promotion and service to help you?

Manufacturer	Percentage of Dealer Voting		Ranking Last Year
	1962	1961	
MAGNAVOX	20.8%	11.4%	2
ZENITH	15.7%	14.3%	1
RCA	13.6%	10.9%	3
CHANNEL MASTER	12.6%	4.0%	6
MOTOROLA	7.3%	6.9%	5
GE	6.3%	9.7%	4
PILOT	3.1%	—	—
EMERSON	2.0%	—	—
SONY	2.0%	—	—
TOSHIBA	2.0%	—	—
ARVIN	2.0%	—	—
ALL OTHERS	12.6%	—	—

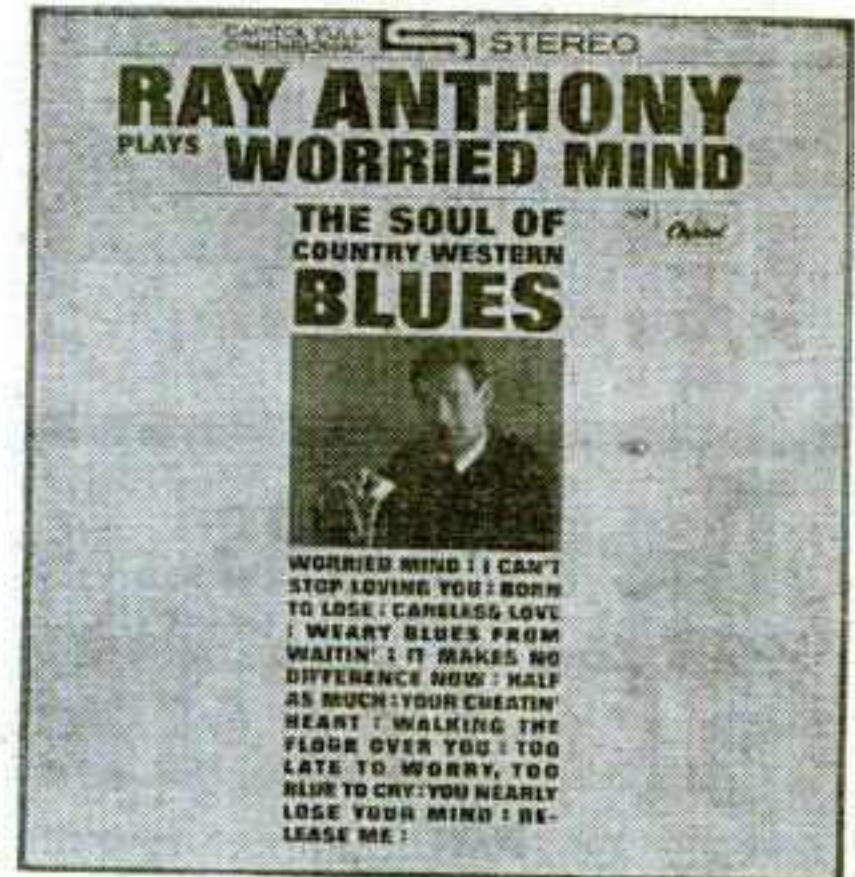
PERCENT OF RECORD SELLING DEALERS HANDLING TAPE RECORDERS &/OR ACCESSORIES FROM JAN. 2-MAY 12, 1962	AVERAGE UNITS OR AVERAGE DOLLARS PER TAPE RECORD SELLING DEALER FROM JAN. 2-MAY 12, 1962	TYPE OF TAPE RECORDER AND/OR ACCESSORIES REPORTED AS "BEST SELLING LINE" FROM JAN. 2-MAY 12, 1962	Tape Recorders		ACCESSORIES
			MONAURAL TAPE RECORDERS	STEREO TAPE RECORDERS	
37.2%	7.4		2.2%	APOLIC	AMPHILE
28.9%	4.7		1.4%	BELL-O-MATIC	AMPEX
			1.4%	COLUMBIA	ASTATIO
			5.6%	CONCERTONE	AUDIO EMPIRE
			1.4%	GLOBE CANDOR	AUDIO TAPE
			1.1%	LUJUJA	CAPITOL
			3.3%	NORELCO	DECCA
			1.4%	PENTRON	DISC
			1.4%	ROBERTS	DUOTONE
			3.3%	SONY	ELECTRO-VOICE
			1.4%	TANDBERG	FIDELITONE
			1.4%	TELECTRO	HI FI
			3.3%	TELEFUNKEN	IRISH
			5.7%	VOICE OF MUSIC	JENSEN
			1.1%	WOLLENSACK	LE-BO
			4.4%	VARIOUS JAPANESE	LYRIC
			1.4%	ALL OTHER	PFANSTIEHL
			2.9%	NO RESPONSE	PLATTER PAK
			4.4%		RCA VICTOR
			1.4%		RECOTON
			1.4%		RONETTE
			20.0%		SCOTCH
			14.4%		SHURE
			15.6%		SONOTONE
			1.1%		STATI-CLEAN
			2.2%		TELECTRO-STAT
			22.4%		TOTE-A-TUNE
			14.4%		WALCO
			4.5%		ALL OTHERS
			57.1%		NO RESPONSE
48.8%	\$226.00	RAW TAPE	6.6%		
37.2%	63.3 AVG. UNITS	PHONOGRAPH CARTRIDGES	3.3%		
47.5%	\$ 74.00	RECORD CLEANERS	5.4%		
43.0%	37.8 AVG. UNITS	RECORD CARRYING CASES	52.4%		
63.6%	\$427.00	PHONOGRAPH NEEDLES	57.1%		

BILLBOARD MUSIC WEEK SURVEY OF TAPE RECORDER AND ACCESSORY SALES IN RECORD SELLING OUTLETS

JANUARY 2 THRU MAY 12, 1962

the 1962 sound

of **RAY ANTHONY**



ALBUM #(S)T-1752

**WORRIED MIND**  
**THE SOUL OF COUNTRY WESTERN BLUES**



**ALL WINNERS!**

**The Drifters**  
**SOMETIMES I WONDER**  
 2151

**The Falcons**  
**LAH-TEE-LAH-TAH**  
 b/w  
**DARLING**  
 2153

**Bobby Peterson**  
**TELL ME WHAT YOU GONNA DO**  
 b/w  
**EVERY NOW AND THEN**  
 2152

**ATLANTIC RECORDS**  
 1841 Broadway, New York 23

More will **LIVE**



the more you **GIVE**

**HEART FUND**

**HAVIN' A HIT WAVE!!**

**GENE KENNEDY**  
**"DON'T TEAR MY PLAYHOUSE DOWN"**  
 -1121

**THE FIESTA'S**  
**"BROKEN HEART"**  
 -1122

**LARRY FINNEGAN**  
**"PRETTY SUZY SUNSHINE"**  
 1120



1697 Broadway, New York 19, N. Y.

**International News**

• *Continued from page 20*

reported by dealers to be the best seller since "My Fair Lady." The LP and single have been released on the Gallotone label by Gallo (Africa) Limited.

**SWEDEN**

**Radio Pirate Ship Gets Last Rites**

By HANS FRIDLUND

Aftonbladet, Vattugatan 12, Stockholm

The Swedish government finally had its way: Radio Nord, the so-called pirate ship operating in the Baltic just outside Stockholm and Swedish territorial waters, is now illegal. The law will be put into effect this fall.

With a government against him and no sponsors in support, the station's Swedish head, Jack Kotschack, has announced that he will quit business at the end of June.

The action was taken with full agreement of the Danish government which also is disturbed by the presence of a similar pirate radio ship in the Oresund, the bay between Sweden and Denmark connecting the North Sea and the Baltic. Many of the station's staff members have already abandoned the sinking ship and joined the Swedish Radio.

To calm irritated Radio Nord listeners, Swedish Radio started a so-called Programme 3, a third channel broadcasting light music 24 hours a day. Non-commercial, of course.

Aside from Columbia-Philips "First Time" LP by Count Basie and Duke Ellington and jazz pianist Jan Johansson playing Swedish folksongs, the jazz record business is slow. . . . A new record company will go into business in early July. The label is Dux, a well-known firm in the Swedish radio and television industry, which will add records to its products. The label's first item will be a jazz-oriented LP arranged and conducted by trumpeter Bengt-Arne

Wallin. The material is Swedish folk music and the idea was given to Wallin by Quincy Jones when he visited and worked Sweden a few years back. Quincy has already explained his interest in the work and will probably release the LP on Mercury later on.

The pop record market reached its usual standstill at the beginning of June. Elvis and Floyd Cramer sell fairly well, but otherwise nothing much happens. Record company executives state that this last spring has been exceptionally bad business-wise.

Anita Lindblom, also among the top pop crop, is doing no less than five TV shows in Germany during the summer. . . . Lars Lonndahl, the third of our top four pop singers, was offered a tour in the Soviet Union. No deal because of contractual reasons. . . . Philips has taken over the whole Interdisc catalog from Nordiska Musikforlaget. This fall Philips will distribute Mercury in Sweden. . . . Long-time resident in the Nordiska offices, Sture Borgedahl went to Philips. He is to head the Philips-Sonora Music Publishing.

**Recorders Cut Into Disk Sales In W. Germany**

WEST BERLIN—By 1965 the number of tape recorders in West Germany will nearly equal the number of record players, according to market projections by the Bundesverband der Phonographischen Wirtschaft e.V., trade organization of the diskeries.

The result inevitably must be a steady decline in phonograph record production and sales, with substantial loss of revenue to U. S. diskeries catering to the German market.

At present West Germany has around 3,500,000 privately owned tape recorders and 6,500,000 record players. Tape recorder sales are soaring, while record players are declining. By 1965 it is estimated that tape recorders and record players will be nearly in balance with 5,500,000 of each in use.

Grundig, West Germany's (and Europe's) largest tape recorder manufacturer, is vastly expanding its production facilities at Nuremberg. The firm will hire an additional 2,500 workers for its new tape recorder production facilities.

Uher, which ranks fifth among German tape recorder producers, is spending \$500,000 to expand its tape recorder output in its Munich plant. Production of tape recorders is to be increased from 150 machines daily to 500 units.

The result of the tap recorder boom is tumbling disk sales, from 50 million in 1960 to 49.5 million last year. Sales this year may fall below the 49-million mark. Meanwhile, sales of magnetic recording tape are soaring, and BASF, Germany's biggest producer, has tripled its tape output in the last five years.

SMASH ALBUM!

**ARTHUR PRY SOCK**  
**"SINGS ONLY FOR YOU"**  
 LP (2004)

ARTHUR PRY SOCK SINGS



GROWING EVERY DAY!

Heading for the Top  
**LLOYD PRICE COUNTERFEIT FRIENDS**  
 ABC 10342



**"STAND UP"**

FERLIN HUSKY  
 CAPITOL  
 4779

FREDDIE HART  
 COLUMBIA  
 4-42491

**CENTRAL SONGS, INC.**  
 1483 NORTH VINE STREET  
 HOLLYWOOD 28, CALIF.  
 HO. 9-2239

**SHANE**

\*A GREAT NEW SINGER  
 A GREAT NEW RECORD  
**"ON A NIGHT LIKE THIS"**  
 c/w **"'TIL I FOUND YOU"**

Unity #CP 2112

(Arranged by HANK LEVINE)

If you haven't received your copy

—please send us a postcard:

**UNITY RECORDS**

1560 N. LaBrea, Hollywood 28, Calif.  
 Telephone 466-7359

A GEM!

Bobby Lord

**THE PRECIOUS JEWEL**

HICKORY 1169

GOING STRONG!

**STATE FAIR**

The best selling instrumental album by

**SONNY LESTER**

FOX #3057  
 (15FX #3057)

**20th FOX RECORDS**

1721 B'WAY N. Y. 19, N. Y.

AUDIO FIDELITY RECORDS

LIMITED TIME OFFER!  
 VOLUME 2  
 98 MONO OF STEREO  
 BONUS PRE-PAK

**STEREO**  
 MORE BEST OF THE PHENOMENAL **DUKES** OF DIXIELAND  
 . . . YOU HEAR TO HEAR OF THE BLOWERS!!

MONO, APLP 1964 • STEREO, AFSD 5094  
 • 10 MONO • 10 STEREO  
 • 2 FREE STEREO  
 FULL DEALER MARKUP!

GUY MITCHELL'S GOT A BIG HIT!

**CHARLIE'S SHOES**

Joy 264

**JOY RECORDS**  
 1629 B'way, N.Y. 19, N.Y.

The word "NEW" was inadvertently omitted from the ATCO ad which appeared in the June 16 issue of Billboard Music Week. The line should have read . . . "Mr. Acker Bilk is under contract to Atco Records. All his new recordings are exclusively available in the United States on Atco Records only."  
**ATCO RECORDS, 1841 B'way, N. Y. C., N. Y.**

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



# There's No Business

# LIKE "FATS" BUSINESS



A New Smash Single—

**"NOTHING NEW  
(SAME OLD THING)"**

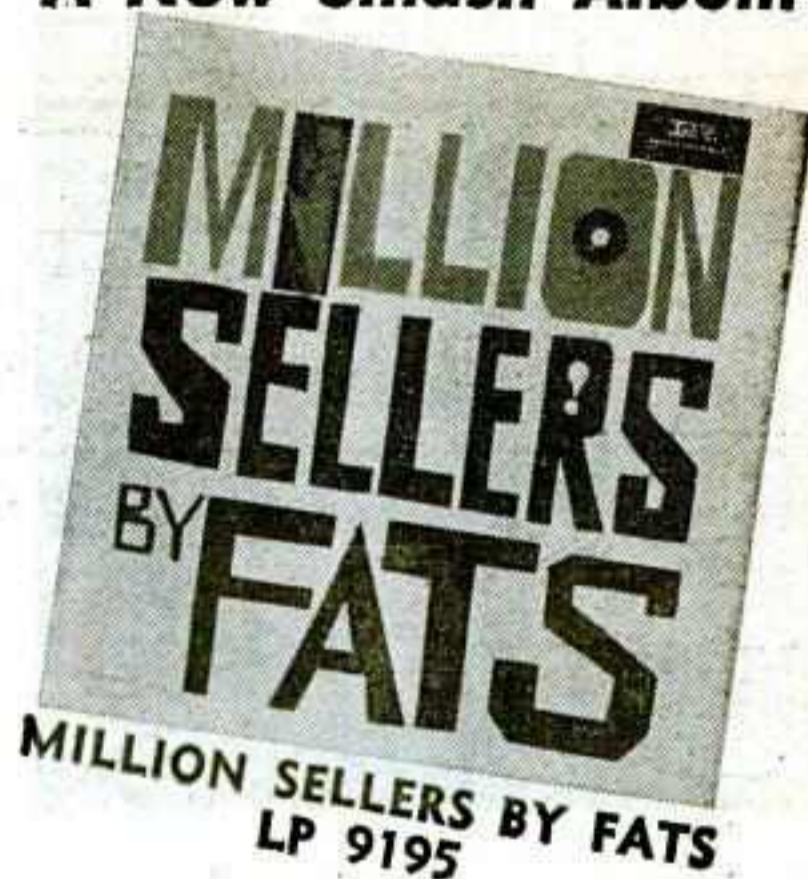
b/w

**"DANCE WITH  
MR. DOMINO"**

#6863



A New Smash Album—



**\*FATS DOMINO  
AMERICA'S MOST  
CONSISTENT  
RECORD SELLER**

**IR**

**IMPERIAL RECORDS**

6425 Hollywood Blvd., Hollywood, Calif.

IN CANADA • LONDON RECORDS, Ltd.

WATCH 'EM MOVE  
ON DEL-FI/DONNA

## "FORTUNE TELLER"

**BOBBY CURTOLA**

Del-Fi 4177

## "CINDY'S BIRTHDAY"

**JOHNNY CRAWFORD**

Del-Fi 4178

and watch for his new LP!

## "QUEEN OF MY HEART"

**RENE AND RAY**

Donna 1360

new this week—

## "TOWN GIRL"

**MYRON LEE**

Del-Fi 4180

DEL-FI/DONNA RECORDS

6277 Selma Ave., Hollywood 28, Calif.

## A HIT SUMMER

# Victor Season in Sun Planned Last Winter

NEW YORK — RCA Victor is having the hottest summer for singles sales in five years, and the firm planned it that way. Firm is currently racking up solid singles action with seven singles (and this does not include the hot Elvis Presley EP) which has put the firm 55 per cent over last year's May and June business.

The seven hot singles are by Neil Sedaka, Floyd Cramer, Duane Eddy, the Tokens, John Loudermilk, Eddy Arnold and Henry Mancini. There are two others that are selling solidly, too, the Sam Cooke and the Paul Anka. However, the seven are the ones in the

firm's current "Summer Festival of Hit Promotions."

Victor planned this sales program on the seven singles last January, as a way of overcoming the normal summer slump that the firm had traditionally experienced during May, June and July. The a.&r. staff was asked to come up with the strongest disks possible during May and June, so that the sales staff and the firm's distribs would have solid wax to swing with.

That the idea has paid off handsomely is apparent in the firm's week by week sales this May and June as against last year. For the

HOLLYWOOD — Harold W. Lane, veteran record man with MGM label in the Minneapolis-St. Paul market, has formed Faction Records, and last week issued the label's initial release. This consists of an LP featuring night club saucy songstress Marjorie Garretson.

As part of the release, two singles featuring Miss Garretson were also issued. Other artists, Lane said, will be offered by the label in future releases.

Lane told BMW he is now in the process of lining up distribution in key markets. He has awarded his label to Pep Distributors here, but a number of major markets remained unassigned at press time.

week ending May 12, singles were up 12 per cent as against the same week in 1961; week ending May 19, singles were up 98 per cent; week ending May 26, up 88 per cent; week ending June 2, up 14 per cent; week ending May 9, up 58 per cent; week ending June 16, up 59 per cent. For the first three days of last week, singles sales had surpassed the comparable week last year.

Victor is holding its annual sales meet for distribs and fieldmen in New York in mid-July. The firm expects that when the distribs hit town they will be in a good frame of mind due to the big sales action on singles this summer.

## Charlotte Distribs' One-Stop

• Continued from page 5

headquarters in Cincinnati and Indianapolis. Herman, faced with similar invasions with various types of "foreign" suppliers, signed up a flock of smaller dealers in Indiana to exclusive stocking contracts.

Herman at one point was serving over 50 Indiana dealers with every line they could possibly require strictly on a consignment basis. They paid the Herman man for what was sold; the rest of the product was removed and replaced every 90 days. Inventory record keeping was done entirely by Herman's traveling reps.

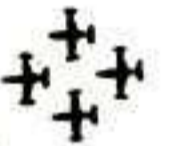
As has been noted in recent BMW stories, some distributors have done more than look with awe on the phenomenon of the rack jobber. Operating on a if-you-can't-lick-'em, join-'em basis, a growing

number of distributors have entered the rack business themselves.

### Smith Led Pack

Granddaddy in this scene is without doubt Leonard Smith of Albany, N. Y. But more recently, others have joined the pack. For example, Miami's Pan American Distributors operates Record Service Company, a rack operation with outlets in nine Southern States. Another Miami distributor, Henry Stone of Tone Distributors, has opened a number of local racks with budget-priced merchandise.

Known to be eyeing this type of operation are Don Dumont of Boston, and Joe Martin of Apex Martin, Newark. Already involved, too, are Roberts Distributors of St. Louis and the Heilicher Brothers of Minneapolis.



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FUTURE  
with a  
promise

NAVY

# NAMM SHOW VALUES BEGIN IN ROOM 429

TRADES SHOW BUILDING

Come see the DEALER'S CHOICE in profitable tape merchandising . . . see the stupendous array of artists . . . see the industry's most fabulous selection of repertoire—from jazz to chamber music . . . hear the spine-tingling profit packages that will keep your cash registers humming . . . it's all in ROOM 429—Trade Show Bldg.!

## ... IN THE ALPHATAPE SPOTLIGHT ...

- ☞ The Nation's ONLY taped language course!
- ☞ The revolutionary MONAURAL tape line!
- ☞ 4-track stereo TWIN-PAKS at world shattering prices!
- ☞ The stereo DREAM TAPE LIBRARY to boost tape recorder sales!
- ☞ EXCLUSIVE! DOUBLE-FEATURE symphonic tapes featuring world famous artists, orchestras and symphonic works!

☞ HOTTEST DEAL! Double-Dollar Dealer Discount summer promotion—puts extra cool profits in your purse!

☞ The nation's leading mecca of talents—Stokowski, Goossens, Boulton, Sargent, Steinberg, Krips, The Hi-Los, Gisele MacKenzie, Woody Herman, Charlie Barnet, Gordon Jenkins, Russ Morgan, Billy Daniels, Andre Previn, Laurence Olivier, Alec Guinness, Frank Sinatra, Sammy Davis Jr., Joe E. Lewis, et al

For export inquire directly or E. D. Magnus & Assoc. 188 W. Randolph St., Chicago 1, Ill.

Att.: TOP NOTCH REPS—Limited Territories Available. See us at the show—qualify for Natl. Rep. Contest!

**ALPHATAPE SALES CO., INC.**

244 FIFTH AVENUE, NEW YORK 1, N.Y., MU 4-6694



*Thanks to everyone for  
making my records  
such big hits  
in America.  
Hayley*

**Note to Dealers:**  
Hayley's fan mail is coming in at a fantastic rate - day after day - her fans all ask for her picture - we suggest you display copies of her Buena Vista single F-401 - pictured above - and her LP BV 3311 and stand back! ... it will be a stampede!  
**BUENA VISTA RECORDS**

**KETTY**

*"Love Letters"*

**LESTER**



*Current album*



**LOVE LETTERS**  
EL 108

*Current Smash Single*

**"BUT NOT FOR ME"**

b/w

**"ONCE UPON A TIME"**

3080

Produced Exclusively By  
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An ACM Production

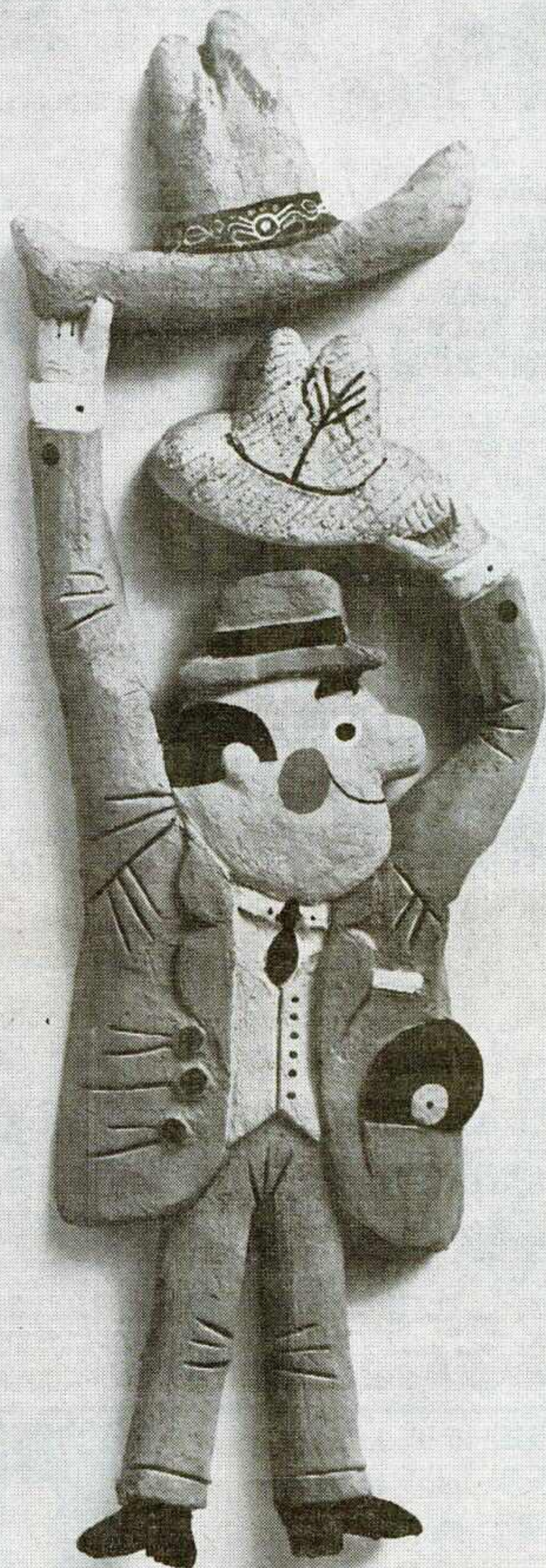
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**FACTORY SERVICE: EAST, WEST, IN-BETWEEN** In addition to studios fully-equipped for all your recording needs, RCA Custom offers three-plant, three-city record pressing, warehousing and shipping. With complete manufacturing units on the East Coast, on the West Coast and in the Middle West, the problem of getting all the records you need when you need them becomes simple. RCA Custom ships overnight to any point in the nation. That's important. When a record suddenly gets hot, you've got to stock dealers fast. With RCA, you never miss a sale! Three-plant service is just one of many RCA Custom extras that "indies" of the record business thrive on. You an East "indie"? A West "indie"? An In-Between "indie"? In any case, get in touch with an RCA Custom rep now! **RCA CUSTOM RECORD SALES**

NEW YORK: 155 E. 24TH ST., MU 9-7200 / CHICAGO: 445 N. LAKE SHORE DRIVE, WH 4-3215 / HOLLYWOOD: 1510 N. VINE ST., OL 4-1660 / NASHVILLE: 800 17TH AVE., S., AL 5-5781 / CANADA: RCA VICTOR CO., LTD., 1001 LENOIR ST., MONTREAL, 225 MUTUAL ST., TORONTO

## Chicago WGES Still a Swinger, McLendon Says After Purchase

By NICK BIRO

CHICAGO—Rumors of a change in WGES' swinging rock and roll and rhythm and blues programming format here were killed last week by McLendon Corporation officials—at least for a while.

McLendon Vice-President W. S. Morgan said the station would not be taken over until late August or early September. He said there would be no comment regarding the station until then and that there were no current plans to change the station's programming.

Sale of WGES to the McLendon interests was approved last week by the Federal Communications Commission with a million dollars each going to John A. Dyer and Elizabeth M. Hinzman, owners.

One of the million-dollar awards is contingent on no resumption of broadcasting by either of the recipients for 10 years within 100 miles of Chicago.

Commenting on McLendon's programming philosophy, Morgan said there was no particular pattern other than adapting the format to the needs of the individual community.

### Swings Elsewhere

McLendon currently follows a so-called Top 40 policy with its

stations in Houston (KILT), Dallas (KLIF) and San Antonio (KTSA); a so-called "good music" philosophy in Buffalo (WYSL) and Oakland (KABL), and an "all-news" format with XTRA, Los Angeles.

The previous WGES format has been one of the least restrained and "swingingest" in Chicago. The station roster contains some of the top jockey names in the rock and roll and rhythm and blues field, and the station has long been regarded a powerhouse in that area.

Even in the hey-day of the so-called committee approach to station programming, WGES jockeys pretty much called their own shots.

### Broke New Stuff

The station was a leader in breaking new material and was carefully watched by dealers and promotion men.

The purchase by McLendon could be interesting for a number of reasons. For one thing, even if the format remains the same, the station will have the benefit of the entire well-financed and smoothly run McLendon operation.

If programming does change, there will no doubt be a very interesting scramble for the WGES r.&b. and rock and roll audience by a host of other stations in the area.

## CALL KILDARE ONCE TOO OFTEN

HARTFORD—A stunt between MGM Records and WDRC here to promote "The Theme From Dr. Kildare" worked—almost too well. Listeners were urged to "call Dr. Kildare" at a certain number and hear a specially recorded message from Richard Chamberlain plus 10 seconds of his record. The stunt worked so well that the Hartford exchange became swamped with calls. The station was finally asked to refrain from further Dr. Kildare announcements and the special number and automatic answering service was disconnected.

## Ray Ruester Heads Florida UPI Airmen

ORLANDO, Fla.—Ray Ruester, director of news and special events, WLOF-TV, was elected president of the Florida United Press International Broadcasters Association last week. He succeeds Harry Hughey, WSBR, Pensacola, who was named a director.

Highlight of the meeting was the presentation of 22 awards for outstanding radio and television broadcasts during the past year, judged by staff of the radio and television department of the University of Florida School of Journalism and Communications.

Others elected were Byrd Mapoles, WEBY, vice-president, and the following directors: Bill Gordon, WPTV; Joe Loughlin, WTVT; Claude Taylor, WJXT; Spencer Danes, WGBS; Bob Mackey, WDAE, and Harry Hughey, WSBR.

## 'Radical' Marketing Seen by Design Head

NEW YORK—Pickwick International, which operates Design Records and a number of subsidiary labels, held its annual national sales meeting in the company's home offices in nearby Long Island City, Monday (18).

Pickwick President Cy Leslie outlined new sales programs for the coming year and disclosed new developments in the merchandising of records. A feature of this year's meeting was a lecture by Harold Linn, professor of marketing at Wesleyan University.

Attending the conclave was national sales chief Ralph Berson. The firm's foreign reps and U. S. regional sales representatives, Al Bean (South), Lou Werth (Far West), and Bill Trister (East), also were on hand.

## 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 ORLONS (Cameo)



**BOOKING OFFICE:** Nat Segall Agency. **NAMES:** Shirley Brickley, Rosetta Hightower, Steve Caldwell, Marlena Davis. **BIRTHDAYS:** Shirley, December 9, 1944; Rosetta, June 23, 1944; Steve, November 22, 1942; Marlena, October 4, 1944; **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **HOBBIES:** Dancing, swimming and learning new arrangements to old tunes. **BACKGROUND:** Originally, the Orlons consisted

of five girls who met in junior high and began harmonizing for fun. Soon they were entertaining at school functions and local events. The girls sang together for about five years and became quite popular in the Philadelphia area, but eventually they lost interest, and finally parted ways. Some time later, a neighbor of Shirley Brickley, Steve Caldwell, expressed interest in a singing career. They discussed the possibilities of getting a group together and finally managed to contact two of the original Orlons. Soon they were making personal appearances and filling local club engagements. The new Orlons were singing together for about a year when they were found by a former school friend and lead singer of another group, Len Barry, of the Dovells. The Dovells already had hit records spinning on the Parkway label, but Barry told them that Cameo-Parkway was looking for another vocal group. He thought they could make it. An audition was arranged and the Orlons were signed to the Cameo label almost immediately.

**LATEST SINGLE:** Their first disk, "I'll Be True" b/w "Mr. Twenty One," made considerable noise, but the really big one for the Orlons is their current chart item called "The Wah-Watusi."

## 'Neighboring Rights' Would Get Boost by U. S. OK, Say Proponents

WASHINGTON—Signing of the international Neighboring Rights Convention to record protection to record producers, performers and broadcasters was urged by spokesmen for London Records and the American Federation of Musicians here, last month, at a meeting of the Neighboring Rights panel, held at State Department. Opposed to the signing were spokesmen for the performing rights organizations, broadcasters and motion pictures.

Proponents of the so-called "neighboring rights" (bordering on copyright) agreement said that signing by the U. S. would have a valuable psychological effect on other countries of the world. Opponents wanted more time to study the impact of the Convention on contractual arrangements and other aspects of their industries. State Department attorney Bilder said

signing the agreement would have minimal legal effect. The treaty does not touch on domestic rights in any way.

The terms of the Convention, drawn up in Rome in October, 1961, were signed by 18 national representatives, but will not become effective until six countries have ratified delegate's signatures. Deadline for signing the document was set at June 30, this year, but any eligible country may join the agreement at a later date. (Billboard Music Week, issue Dec. 4, 1961.)

The most controversial clause in the agreement would have compelled performance royalty for records used in broadcasting, the royalty to be split between manufacturer and performer. However, any country could reject this aspect of the agreement at will.

(Continued on page 45)

## Immediate Repeal of 'Equal Time' Air Provision Urged by Sen. Hartke

INDIANAPOLIS — Immediate repeal of the "equal time" section of the Federal Communications Act was urged here Saturday (16) by U. S. Sen. R. Vance Hartke (D., Ind.). He said that he would introduce an amendment for the removal of the provision from the law.

Addressing a meeting of the In-

## Connie Francis Tops Florida Fans' Rally

JACKSONVILLE, Fla.—WAPE here is holding its annual APE fan club convention in the Coliseum June 23. Top disk acts will appear at the monster teen-age rally which drew 42,000 listeners to the Gator Bowl last year. Two shows will be held at 6 and 9 p.m.

The big show will spotlight Connie Francis, Bobby Vee, Bobby Vinton, Johnny Tillotson, Leroy Van Dyke, the Jack Eubanks and Ace Cannon orks, Skeeter Davis and other acts.

diana Broadcasters Association, Hartke voiced criticism of two other bills in the Senate hopper. One of these would suspend the "equal time" stipulation for this year's election campaign, the other for 1964.

"If we wrote such exemption into a criminal law, we would conclude that the law is a bad one and utterly useless," Hartke said. He observed also that the "equal time" requirement had been suspended to make the 1960 Kennedy-Nixon debates possible.

In defending the bill he would introduce Hartke said that the television and radio industry should be permitted to determine where "equal time" is justified.

"It is time to let television and radio broadcasting officials decide which candidates are newsworthy enough to deserve equal time," he declared. "They are qualified to decide which candidates espouse frivolous or minute causes that can be reported more briefly."

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

BUBBLING OVER, AND READY FOR CHART ACTION!

**WORKOUT**  
RICKY DEE AND THE EMBERS  
NEWTOWN #5001

**TEAR**  
**PATTY LA BELLE**

Send for Free DJ or Radio Station Copy! Write:

By JUNE BUNDY

**GAB BAG:** Robert Weiss, manager of the record department of Music Center, Winter Haven, Fla., writes: "From time to time we get calls for records that are many months old. This results when two-area radio stations (WALT, Tampa, and WINT, Winter Haven) play something that never did catch on. A few months ago WALT started playing 'Motorcycle' by the Triumphs. We could have sold a box the first week but found that it was unobtainable. Currently we are getting calls for 'China Doll' but find it unlisted and unmentioned in trade publications. A small label in New York shipped WINT a thing called 'Hawaiian Parade.' Although this is new, we can find no listing on record. The station gave me the label and number and I hope to get it in. In short, I feel that, in general, radio stations should give more information on records played."

Paul Drew, WAKE, Atlanta, writes: "For those who may not be familiar with my much talked about new way of testing records, here are the details: Three times during my five-hour show one new record is played. Listeners phone in ratings on the record between 0 and 100. I talk to one listener on the air each time—airing his comments with his rating. After three times, several hundred calls have been taken—all the ratings are added, then divided by the number of calls. That's it. So far my listeners have missed only a handful of times. About 95 per cent accurate." Drew classifies his rating schedule as follows: "95-100, Smash; 90-95, Looks Like a Hit; 80-89, Has Possibilities; 70-79, So So; 0-69, Poor Judgment on My Part for Using the Record in the First Place on Record Review."

**CORRECTION:** In reporting on a letter received recently from Fran Williamson, record librarian at WAVI, Dayton, Ohio, we unfortunately deleted a portion of the letter, thereby distorting her complaint. Miss Williamson registered a complaint about the lack of service from Cincinnati distributors. However, she named five company distributors as exceptions—Capitol, Columbia, Dot, Mercury and MGM—and said those firms are giving her proper service. Our apologies to Miss Williamson and our thanks to Nick T. Albarano, sales manager of Capitol Distributing Corporation in Cincinnati for bringing the oversight to our attention.

**ANOTHER CORRECTION:** Garry Miller, program director of WTOL, Toledo, Ohio, writes: "In the June 2 issue of Billboard, 'Vox Jox' printed a quote by Rod Baum, WFOB, Fostoria, Ohio, to the effect that 'WFOB has the only AM jazz show in Northwestern Ohio, including Toledo.' WTOL-AM has had a jazz show from 12:30 to 1 a.m. six nights a week for the past four years. The show is conducted by a unique station personality—Art Edgerton. Mr. Edgerton is unique because he is (1) blind, (2) a Juilliard graduate (bills himself as "that starving Juilliard graduate") and (3) writes Braille faster than George Shearing (they're great friends). It so happens Art is also a Negro. His show is called 'Just Jazz' and, needless to say, he also plays the piano as well as records. I hope you print this. Art won't know in any case, but if you do, I'll read it to him—plus Mr. Baum's remarks—and it will bring a few chuckles into his life."

**CHANGE OF THEME:** Dex Card, ex-KYW, Cleveland, has joined WERE, same city. Card, a morning man at KYW, has taken over the 3-7 p.m. time slot at WERE. . . . Rick Sklar, formerly program director of WMGM, New York, is the new director of production and community services at WABC, New York. . . . Don Trenner will serve as musical director for Westinghouse Broadcasting's new syndicated TV series, starring Steve Allen. It kicks off this week (25).

Bob Booker has joined WINS, New York, as host of the "All Night Show" from midnight to 6 a.m. on Sundays. George Tucker will continue as WINS' all-night jock Monday through Saturday. . . . Wiley Carpenter, formerly with WWIT, Canton, N. C., is a new spinner at WLOS, Asheville, N. C., with a daily afternoon show and two weekly nighttime airers. . . . "Spinner Bob"

(Continued on page 52)

## PROGRAMMING PANEL

THE QUESTION:

Why do you put out a newsletter to the trade? (Additional comments on this panel will appear in a future issue.)

THE ANSWERS:

**DON PORTER**  
WWYN, Erie, Pa.

To assure continued strides in the



industry, broadcasters should work as closely with one another as possible. I believe that programming personnel should maintain a close liaison with others in the industry to share programming ideas, trends in certain areas and news of their staff members. Newsletters from individuals and stations help this sharing to be on a more personal level.

**BOB LUNINGHAM**  
KRZE, Farmington, N. M.

Ever since I entered radio, I have griped each week about the record service I wasn't getting. Then I decided to do something about it. I've found by printing a newsletter I can let the record and publishing companies know that I am spinning the records they send. I can also publicize my station—all country and the most-listened-to station in this four-station market, a fact that's proved by Pulse.



**RONNIE CASH**  
WJET, Erie, Pa.

Basically, the reason for any letter is communication. To me, the RC Newsletter means keeping in touch with everyone in the record and radio media and informing them about happenings in the Erie area. A newsletter reports on record

sales, trends, deejays and promo men, gives a legitimate listing of the top tunes per record stores and requests. Since Erie is a nationally known test market, special interest is always expressed in the music trends here. And, finally, I put out my newsletter to let people know what's happening with me and with WJET.

## House Unanimously Passes Celler Bills

WASHINGTON — Representative Celler's bills to extend expiring copyrights for another three years, and to slap criminal penalties on

counterfeiting of labels on records, whizzed through the House last week by unanimous consent. Both bills were on the Consent Calendar, which gives a bill a chance for fast passage, unless a single objection is raised, when it has to retreat and go through regular channels.

### PREMIER SALES SHOOT UP 100%

NEW YORK — Premier Albums reported a 100 per cent increase in sales for the first quarter of 1962 as against the same period a year ago. Phil Landwehr, president of Premier, said sales for the quarter ending April 30 were \$1,047,708, compared with \$530,113 for the same period last year.

Net earnings after taxes were \$83,958, amounting to 32 cents per share. Landwehr added that the figures do not reflect possible savings resulting from opening by Premier of its own pressing plant in Clifton, N. J. The plant was officially dedicated April 24. Premier markets seven different album lines, mainly in the budget price field.

### 'Neighboring Rights'

Representatives of interested government agencies have also been called into consultation with the State department to get their views on U. S. participation in the Neighboring Rights Convention.

The copyright extension bill will lengthen to 1965 present renewal terms due to expire. It will give protection to many old-time ASCAP standards due to fall into public domain, tunes written around 1906. A revision of the whole Copyright Act, now in the rough-drafting stage, is expected to extend copyright term to 76 years as against the present 56-year span, to bring this country in line with international copyright thinking.

During hearings on the Celler copyright extension bill, Justice Department flatly opposed lengthening any copyright tenure. Whether the department will again raise objections as the bill reaches Senate Judiciary Committee for consideration, is yet to be seen.

Celler's (D., N. Y.) anticounterfeiting bill is not expected to hit any snags on the Senate side. Controversial aspects were removed when the bill was reduced to incur penalties only on the basis of forged or fraudulent labels. The original version would also have set up criminal liability for unauthorized recordings (pirating), and would have allowed full civil damage recovery under the copyright law, instead of present mechanical royalty limitation.

## YESTERYEAR'S HITS

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

### POP—5 Years Ago July 1, 1957

1. Love Letters in the Sand, Pat Boone, Dot
2. Bye Bye Love, Everly Brothers, Cadence
3. So Rare, Jimmy Dorsey, Fraternity
4. Teddy Bear, Elvis Presley, RCA Victor
5. Searchin', Coasters, Alco
6. Teenager's Romance, Ricky Nelson, Verve
7. Bark Moon, Gale Storm, Dot
8. All Shook Up, Elvis Presley, RCA Victor
9. White Sport Coat, Marty Robbins, Columbia
10. Valley of Tears, Fats Domino, Imperial

### POP—10 Years Ago June 28, 1962

1. Here in My Heart, A. Martino, BBS
2. Delicado, P. Faith-S. Freeman, Columbia
3. Blue Tango, L. Anderson, Decca
4. Kiss of Fire, G. Gibbs, Mercury
5. Auf Wiederseh'n Sweetheart, V. Lynn, London
6. I'm Yours, E. Fisher-H. Winterhalter, RCA Victor
7. Kiss of Fire, T. Martin, RCA Victor
8. Walkin' My Baby Back Home, J. Ray, Columbia
9. I'm Yours, D. Cornell, Coral
10. Guy Is a Guy, Boris Day-P. Weston, Columbia

### RHYTHM & BLUES—5 Years Ago—July 1, 1957

1. Searchin', Coasters, Alco
2. Jonny, Jonny, Little Richard, Specialty
3. Over the Mountain, Johnnie & Joe, Chess
4. C. C. Rider, Chuck Willis, Atlantic
5. United, Otis Williams & His Charms, Deluxo
6. Valley of Tears, Fats Domino, Imperial
7. Short Fat Fannie, Larry Williams, Specialty
8. So Rare, Jimmy Dorsey, Fraternity
9. Come Go With Me, Del Vikings, Dot
10. Just Hold My Hand, Clyde McPhatter, Atlantic

# AFTER TEAR & THE BLUE BELLES

NEWTOWN #5007

A SLEEPER WILL GO TOP 10!

JOHNNY FOX

"YOU LAUGHED TOO MUCH" b/w "MOUNTAIN DEW"

NEWTIME #507

HAROLD B. ROBINSON, 6600 N. Broad St., Philadelphia 26, Pa. Phone: Livingston 8-5010

Hits-A-Poppin'!

# "REAP WHAT YOU SOW"

**BILLY STEWART**

Chess #1820

Instrumentalulu!

# "RINKY DINK"

**DAVE (Baby) CORTEZ**

Chess #1829

A Must for D.J.'s

# "GOD BLESS THE CHILD"

the **DELLS**

Argo #5415

**CHESS PROD. CORP.**  
2120 S. Michigan  
Chicago 16

## Set Up Thursday Miami Caucus

Continued from page 5

so here, and that the smaller manufacturer thus needed an organization which would represent his interests.

### Could Fight Bills

Also noted as a subject which would fall into the purview of such an organization is the possible danger to the compulsory licensing provisions of the Copyright law, now under consideration.

A quick check at deadline of some indie manufacturers on the

### All-Out WB Push

Continued from page 4

Music Corporation, meanwhile are holding special screenings of the movie for disk jockeys around the country, and are sending a promotional mailer plugging the album and film to key members of the industry.

Warner Bros. has shipped in-store display kits to distributors, and has set scores of "Music Man" windows.

### Rocks Rock 'Em

Continued from page 4

playing a flock of older disk hits on his week night show and devotes his Saturday 8 to 10 p.m. slot solidly to old records. Robinson is focusing heavy play on the numerous oldie but goodie albums now available.

proposed new organization found most chary about committing themselves on the record. One said: "I wouldn't walk into a room with other manufacturers without getting an OK from my attorney first, otherwise I would take a chance of being a part of a collusive act."

Another indie indicated that RIAA itself already had taken a strong stand on compulsory licensing and further denied that small manufacturers are being given unequal treatment by publishers. "The 2-cent statutory rate is a maximum, not a minimum," he pointed out, "and it's possible to get the lower rate from some, though not all publishers or their representatives."

### Unique Problems

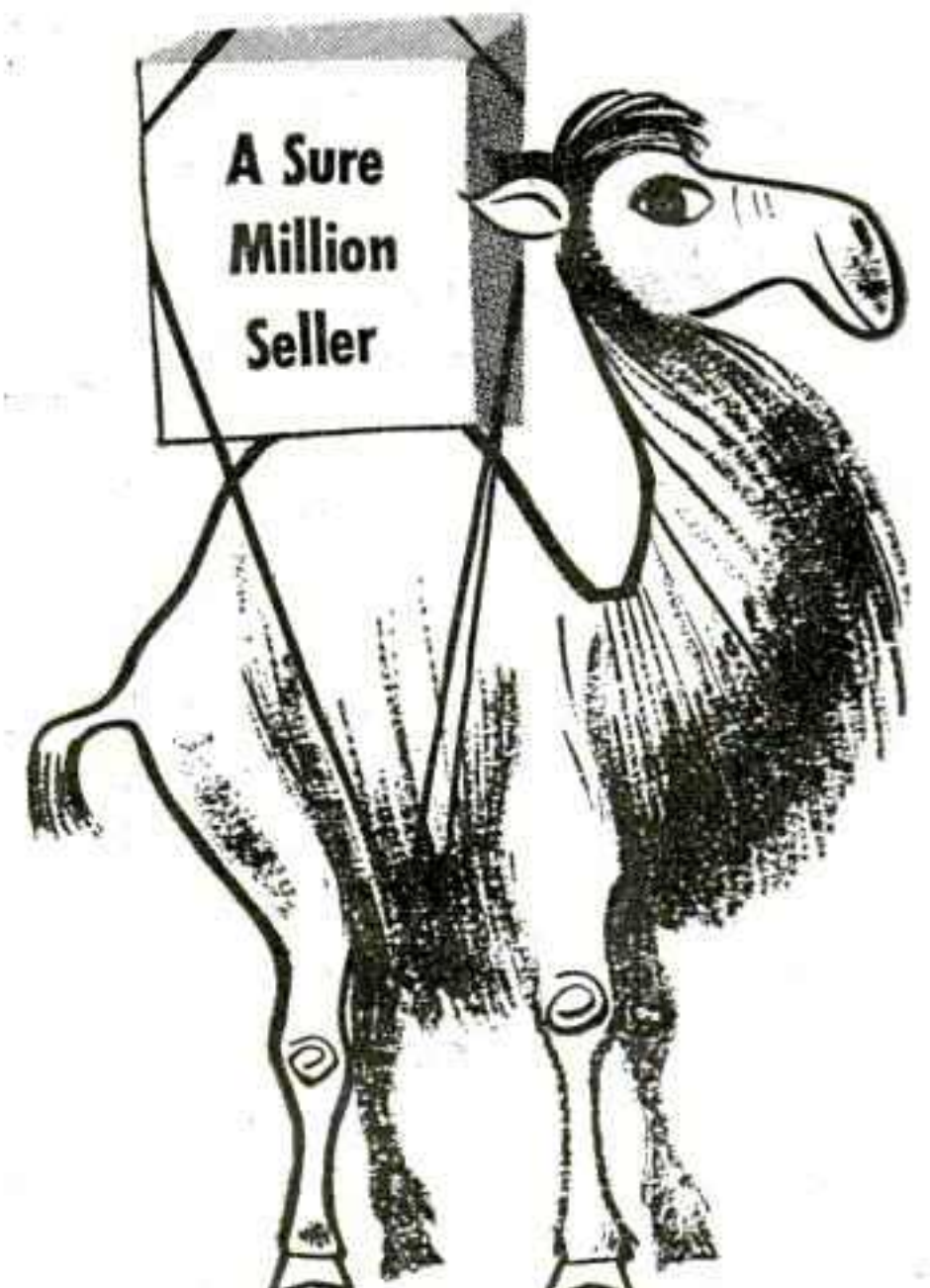
A third, also requesting anonymity at this point, spoke up enthusiastically for a new organization, saying: "We have many problems that are unique to the smaller manufacturer than an organization such as RIAA actually should not handle. I can visualize a new organization meeting simultaneously with but separately from the distributor-run ARMADA, then having a day of joint meetings between manufacturers and distributors."

Attorney Jordon I. Ross, who is the current Executive Secretary of ARMADA, when queried about the possibility of such a new group forming in Miami Beach, responded: "It's not only important, it's a necessity. Indies need an organization to explain the meaning of hearings on such matters as revision of copyrights, and to defend the interests of the indies in negotiations with publishers. The indie distributor should welcome this development, too, because when the indie manufacturer gets hurt, he gets hurt too."



## BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	9
2	2	THE STRIPPER, David Rose & His Ork, MGM 13064	8
3	3	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	16
4	7	AL DI LA', Emilio Pericoli, Warner Bros. 5259	7
5	6	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	7
6	4	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	8
7	8	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	6
8	12	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	5
9	5	SECOND HAND LOVE, Connie Francis, MGM 13074	8
10	15	JOHNNY LOVES ME, Shelley Fabares, Colpix 636	4
11	11	THEME FROM BEN CASEY, Valjean, Carlton 573	7
12	13	WHERE ARE YOU! Dinah Washington, Roulette 4424	7
13	14	BORN TO LOSE, Ray Charles, ABC-Paramount 10330	8
14	10	SO THIS IS LOVE, Castells, Era 3073	12
15	9	TEACH ME TONIGHT, George Maharis, Epic 9504	11
16	19	STRANGER ON THE SHORE, Andy Williams, Columbia 42451	4
17	16	HOW IS JULIE! Lettermen, Capitol 4746	8
18	—	STEEL MEN, Jimmy Dean, Columbia 42483	2
19	20	BUT NOT FOR ME, Kitty Lester, Era 3080	2
20	—	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	3



# "AHAB, THE ARAB" Ray Stevens

71966





# MR. PIANO ROGER WILLIAMS

2-SIDED SMASH

HATARI **K-470**

AND

ON TOP OF  
OLD SMOKY

EXCLUSIVELY ON

**KAPP**



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

# ALBUM REVIEWS

**Pop**

**ALL THE HITS**



**Bobby Rydell. Cameo C 1019**—Young Bobby Rydell takes a flock of current hit songs by other artists and hands them his own bright, salable interpretations, in some of which he manages to sneak in touches of the artist who made the song a hit. This is particularly true of "Break It to Me Gently," the smash for Brenda Lee. Other fine readings include "The One Who Really Loves You," "Baby It's You," "Twistin' the Night Away" and "I'll Never Dance Again," his own current single. Solid wax that should please everybody.

**TOMORROW'S HITS**



**Various Artists. VeeJay LP 1042**—A sort of "oldie but goodie" idea in reverse here, as the label frankly admits that these are all expected future hits. At least half of the tracks have yet to be released as singles. The Duke of Earl, the Dukays, Jerry Butler, Dee Clark and Wade Flemons are among the more familiar names, but there are good contributions, too, from Rod Bernard, the Shepards, Ray Whitley, Grover Mitchell, Norman Charles and the Bill Allen Trio. The disk is literally loaded with sides with fine prospects in the current market, and VeeJay is to be commended.

**SWINGIN' SINGIN'**



**Les Double Six of Paris. Philips PHM 200-026 (M); PHS 600-026 (S)**—The Double Six of Paris, a group modeled somewhat on Lambert, Hendricks and Ross, but with two of everything, and French to boot, have a heck of an album here. They show off their delightful, fresh style on such jazz efforts as "Tickle Toe," "Early Autumn," "Scrapple From the Apple," "Moanin'," "A Night in Tunisia" and "Boplicity," all with voices substituted for the horns, and it's a ball. Solid jazz wax here that could go pop, too.

**Blues**

**THE BLUES MAN**



**John Lee Hooker. Battle BLP 6113**—The multi-talented Hooker, who has broken on the pop market and is a strong factor in the r.&b. world, has an intensely moving folk blues LP here. These performances are unlike his other albums. The lyrics to the blues are intensely personal and they are sung with undistorted voice of truth. The style is simple, straightforward and devastatingly clear. Hooker accompanies himself on guitar throughout and is joined on some tracks by bass and drums. Each track is special listening experience in itself.

**Spiritual**

**HAMMER AND NAILS**



**The Staple Singers. Riverside RLP 3501 (M); RLP 93501 (S)**—This album is an exciting package for the gospel trade. The Staple Singers blend with exquisite warmth, the backings are tastefully played and the material is drawn from some of the better gospel and spiritual repertoire. The father of the family turns in highly tasteful work on guitar and each of the singers, when given the solo spotlight, sings with compassion.

**International**

**THE MOST BEAUTIFUL GERMAN CHILDREN'S SONGS**



**Erich Bendel Children's Choir. Philips PHM 200-031 (M); PHS 600-031 (S)**—Here's a lovely album. The Bendel Children's Chorus sings 23 lovely melodies that are German kiddie favorites. All are simply done with the 40 girls' voices nicely backed by a variety of instrumentation ranging from flutes to harpsichords, harmonica and organ. The package is beautifully made and should rack up fine sales in German-speaking neighborhoods.

## SPECIAL MERIT SINGLES

**Latin American**

**EDDIE PALMIERI AND HIS CONJUNTO "LA PERFECTA"**



**Alegre LPA 817**—The first collection by the band fronted by Charlie Palmieri's kid brother Eddie could create some excitement among Latin-American collectors. Unusual orchestrations have been utilized, featuring a trombone and an attack with jazz overtones. The rest of the group, including flute, of course, is of fine quality and the total sound has flashes that are quite novel. Various dance tempi are used, and the result is a strong new item.

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ ALONG COMES RUTH**

**Ruth Brown. Philips PHM 200-028 (M); PHS 600-028 (S)**—One of the more important acquisitions for the Philips label here is the fine thrush, Ruth Brown, who recently had a singles release in her old hit, "Shake a Hand," which has since made the Hot 100. The album offers other re-creations of earlier Ruth Brown hits like "Mama He Treats Your Daughter Mean," "Jim Dandy," etc., plus such rhythm and blues hits as "Treasure of Love," "I Cried a Tear," etc. Strong performance all the way with solid backings to match. Fans will find the gal in great form here.

**★★★★ THE SWEETEST MUSIC THIS SIDE OF HEAVEN**

**Guy Lombardo and His Royal Canadians. Decca DL 4229 (M); DL 74229 (S)**—Here is the second in a series of Lombardo discographies, tracing the period 1932-1939 of the Lombardo era. There are 15 of the original hits by the band of that time, including "Boo Hoo," "Little Dutch Mill," "Easter Parade," "I Must See Annie Tonight," and others identified with the band. First side of the package says simply "stereo," with a clarification on the back, noting "enhanced for stereo." Should find a market among the true fans.

**★★★★ SATCHMO**

**Louis Armstrong. Decca DL 4230 (M); DL 74230 (S)**—For the diehard fans and collectors of Satchmo, this is a real cup of tea. These are tunes originally recorded by Armstrong in the years 1926 and 1927 with his own Hot Five as well as with other groups. The recordings in this album were actually made for the most part in 1957 and now have been repackaged for the benefit of fans. The numbers include "Wild Man Blues," "Potato Head Blues," "Muskrat Ramble," and the inevitable "Struttin' With Some Barbecue." An "enhanced for stereo" package.

**★★★★ THE STRINGS SING AGAIN**

**The Knightsbridge Strings. Riverside RLP 7527 (M); RLP 97527 (S)**—The Knightsbridge group, a well-known instrumental name in Britain, scored here first on the Top Rank label, with several albums and a pop single hit. Here's their second set on Riverside, offering a program of past pop hits like "Hey There," "Yellow Rose of Texas," "Mack the Knife," etc., all done in pleasing dance tempo. The strings here

are augmented with full ork complements of brass and woodwinds. Nice, soothing listening, well recorded.

**★★★★ IF THE BIG BANDS WERE HERE TODAY ... VOL. 2**

**Bernie Lowe Ork. Cameo C 4007 (M); SC 4007 (S)**—A second volume of what has proved a popular idea—adapting current pop and show tunes to the styles of the top bands of yesteryear. Thus, this LP features Bernie Lowe's ork with "Let's Twist Again" (a la Benny Goodman), "Love Letters" (Glenn Miller), "Second Time Around" (Tommy Dorsey), "Hey, Look Me Over" (Bob Crosby), "Only You" (Harry James), and "Once Upon a Time" (Artie Shaw), among others. Fine arrangements by Sy Oliver, Jack Pleis and Sid Feller make for authentic sound.

**★★★★ BROADWAY ORIGINALS**

**Dave Stephens Ork and Chorus. Cameo C 4006 (M); SC 4006 (S)**—Eleven outstanding show tunes are given strong performances, scrupulously like the originals, even to the intonation of the vocalists. Many buyers should want such songs as "Seventy Six Trombones," "Nothing Like a Dame," "Oklahoma!" "Sound of Music" and "Getting to Know You." Stylishly performed and provided with flawless sound.

**★★★★ EXOTICA**

**Ted Auletta and his Ork. Cameo C 4008 (M); SC 4008 (S)**—Attractive and stylish arrangements of a fine collection of tunes could make this album a potent seller with stereo bugs. The arrangements are excellent for stereo and the sound is first-rate, too. Tunes include "Quiet Village," "Adventures in Paradise," "Bala," "The Breeze and I" and "Return to Paradise." Strong wax here.

**★★★★ MOON RIVER**

**Jerry Butler, Vee Jay LP 1046**—Jerry Butler, who moved from rock and roll to pop with his vocal version of "Moon River" a while back, shows that he can handle standards as well as original ballads on this fine new set. In addition to "Moon River" the LP contains such items as "Someone to Watch Over Me" and "Smoke Gets in Your Eyes," plus newer tunes like "Couldn't Go to Sleep," and his own "I Found a Love." Good vocals and good arrangements make this a salable set.

**LOW PRICED POPULAR**

**★★★★ HOW TO BE VERY VERY POPULAR**

**Various Artists. Riverside S-9 (M); 9S-9 (S)**—Nine Riverside albums are represented in this sampler, embracing such talents as the Knightsbridge Strings, Noro Morales, pianist Paul Renard, the Ernest Maxin ork and banjo-playing Father Joseph Dustin, among others. The attractive collection provides good entertainment value in its own right, as well as offering an introduction to the LP's from which the selection was drawn.

★★★ **MODERATE SALES POTENTIAL**

**★★★ MOODY AND MAGNIFICENT**  
**The Harry Robinson Ork. Riverside RLP 7528 (M); RLP 97528 (S)**

**★★★ LE VOYAGE EN BALLON**  
**Sound Track. Philips PHM 200-029 (M); PHS 600-029 (S)**

**★★★ PANICSVILLE**  
**Panics. Chancellor CHL 5026**

**★★★ OTTO WEISS AND HIS CRAZY ORGAN**  
**Jubilee JGM 5001**

(Continued on page 54)

### 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**

**ALL THE HITS**—Bobby Rydell (Cameo C 1019) "Break It to Me Gently" (Northern, ASCAP) (2:34)

**TOMORROW HITS**—Various Artists (Vee Jay LP 1042) "Colinda" Rod Bernard; "Welcome Stranger" Wade Flemons

**POT LUCK**—Elvis Presley (RCA Victor LPM 2523; LSP 2523) "Steppin' Out of Line" (ASCAP) (1:51)

**HERE'S THE MAN**—Bobby Bland (Duke DLP 175) "Who Will the Next Fool Be" (Knox, BMI)

**JAZZ**

**SWINGIN' SINGIN'**—Les Double Six of Paris (Philips PHM 200-206; PHS 600-026) "Early Autumn" (ASCAP) (3:20)

**SPIRITUAL**

**HAMMER AND NAILS**—The Staple Singers (Riverside RLP 3501; RLP 93501) "Hammer and Nails" (2:20)

**FOLK-BLUES**

**THE BLUES MAN**—John Lee Hooker (Battle BLP 6113) "I'm Wanderin'" (5:12)

**COMEDY**

**ANOTHER DAY, ANOTHER WORLD**—Jonathan Winters (Verve V 15032) "TV Commercials" (3:59)

**Mantovani**  
*and his orchestra*  
**AMERICAN WALTZES**

LET ME CALL YOU SWEETHEART  
 MARCHETA • THE SIDEWALKS OF NEW YORK  
 ALICE BLUE GOWN • THE WHIFFENPOOF SONG  
 THE WALTZ YOU SAVED FOR ME • CLEMENTINE  
 BEAUTIFUL OHIO • SWEETHEART OF SIGMA CHI  
 WHEN THE MOON COMES OVER THE MOUNTAIN  
 MEET ME IN ST. LOUIS, LOUIS • MISSOURI WALTZ

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**LONDON RECORDS**  
 539 W. 25th St., N. Y. 1

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

# SINGLES REVIEWS

**Pop**

DION



**LITTLE DIANE** (Disal, ASCAP) (2:30)—Dion has another had-hitting effort as a follow-up to his "Lovers Who Wander" smash. The side has an intense, pounding sound. The backing adds to the excitement with strong effort from the vocal group and novel kazoo sound. Flip is "Lost for Sure" (Disal, ASCAP) (2:35). **Laurie 3134**

MARTY ROBBINS



**DEVIL WOMAN** (Marty's Music, BMI) (2:58) — The "Devil Woman" has ruined Marty's life. That's the idea of this powerful vocal side. It's a potent outing for the singer with an individual sound that features strong Tex-Mex flavor in the "El Paso" groove. Flip is "April Fool's Day" (Marty's, BMI) (2:43). **Columbia 42486**

MR. ACKER BILK



**ABOVE THE STARS** (LeVan, ASCAP) (2:41)—**SOFT SANDS** (Weiss & Barry, BMI) (2:36)—Two more soft instrumental sides that spotlight the low-keyed Bilk clarinet sound. The first is from the forthcoming MGM flick "The Wonderful World of the Brothers Grimm," and should be a big one. The second is a pretty tune with sweeping strings that's also a natural for soft music radio play. **Atco 6230**

RONNIE AND THE HI-LITES



**SEND MY LOVE (SPECIAL DELIVERY)** (Joy, ASCAP) (2:03)—**BE KIND** (Joy, ASCAP) (2:35)—The lad and group follow up their "I Wish We Were Married" hit with two strong ones. The first is an up-beat item that has Ronnie shouting out the lyric. The second spotlights Ronnie again, this time in an emotional plea of simple backing by a vocal group and violins. **Joy 265**

FOUR PREPS



**ALICE** (Aldon, BMI) (2:09)—The boys have a witty, smart, infectious side that has strong novelty appeal. It's all about Alice who is a WAC in the Army and going overseas. The martial beat, and trumpet's blare adds to the impact of the disk. Flip is "Good Night Sweetheart" (Robbins, ASCAP) (2:47). **Capitol 4792**

BILLY VAUGHN



**A SWINGIN' SAFARI** (Roosevelt, BMI) (2:15) — This bright, swinging instrumental, somewhat on the order of "Wimoweh" could be a big one for the Vaughn crew. It has a catchy melody and an infectious beat, and solid ensemble work by the band. Flip is "Indian Love Call" (Harms, ASCAP) (1:57). **Dot 16374**

VIC DANA



**(A GIRL NEEDS) TO LOVE AND BE LOVED** (Aldon, BMI) (2:09)—A first-rate ballad and vocal to match by the chanter could make this tender effort a strong seller with the young teens. Dana tells the story well and the band backing is a plus. Flip is "Time Can Change" (Camarillo, BMI) (2:26). **Dolton 58**

JOHN D. LOUDERMILK



**CALLIN' DR. CASEY** (Acuff-Rose, BMI) (2:35)—Here's a mighty cute idea, in which Dr. Ben Casey is called upon to mend a broken heart. Topical rocker receives a good reading by the singer-cleffer and the backing is tasteful, too. Flip is "Oh How Sad" (Acuff-Rose, BMI) (2:18). **RCA Victor 8054**

HASH BROWN



**LOVE IS THE SWEETEST THING** (Harms, ASCAP) (2:25) — **OVERSEAS OPERATOR** (Glamorous, ASCAP) (2:35)—Hash Brown comes through with two unusual sides here and either one could take off. Topper is an intriguing performance of the standard with a recitation of the lyrics and fem chorus backing, while the second side is a novelty with instrumental effects including a telephone key sound, clever strings, and a fem chorus. **Philips 40027**

THE MODERN REDCAPS WITH GEORGE TINDLEY



**DONE BEING LONELY** (Cheltenham, BMI) (2:37)—This wild rocker spotlights a preaching vocal by the lead, George Tindley, while the band backs him with shouting, stamping, clapping, and a pounding rhythm backing. It rocks all the way and could rock its way into the charts. Flip is "I Couldn't Care Less" (Cherry Hill, BMI) (2:03). **Smash 1768**

THE FOUR PAGES



**AUTOGRAPH BOOK** (Aldon, BMI) (2:10)—A smart group here and they turn out a clever, catchy piece of material. Good arrangement and enthused performance can make this one go. Watch it. Flip is "Much as I Do" (Aldon, BMI) (2:16). **Plateau 101**

DAVE (BABY) CORTEZ



**RINKY DINK** (Arc-Cortez, BMI)—The organ man swings again on a bright and rollicking side that is reminiscent of "Love Is Strange" with its stylish licks. If pushed this side could move out. Flip is "Getting Right" (Arc-Cortez, BMI). **Chess 1829**

LITTLE WILLIE JOHN



**SHE THINKS I STILL CARE** (Glad-Jack, BMI) (2:55)—A country-styled side for John and he hands it a most listenable job. There's a lot of warmth and feeling here and it's right in the country groove established recently by Ray Charles. Should step out. Flip is "Come Back to Me" (Pandora, BMI) (2:20). **King 5667**

**Country & Western**

CARL SMITH



**GETTIN' EVEN** (Cedarwood, BMI) (2:08)—**I VOLUNTEER** (Cedarwood, BMI) (2:41)—Two fine ballad efforts by Smith. Top side is all about a chick who's walked out on the lad and it's done at a snappy clip. Flip is a weeper handled with much pathos. Either side here. **Columbia 42490**

WYNN STEWART



**DON'T LOOK BACK** (Four Star, BMI) (2:53)—**LOVERS-VILLE** (Four Star, BMI) (2:17)—Two smart efforts by the chanter and both have a chance. First up is a solid weeper done neatly with chorus and Floyd Cramer type piano. Flip is a bouncy poppish item that can also score. **Challenge 9155**

**SPECIAL MERIT ALBUMS**

**Pop Disk Jockey Programming**

BOBBY HART

★★★★ **TOO MANY TEARDROPS** (Maydee-Garcliff, BMI) (2:37) **Infinity 017**

**SINGLES REVIEW POLICY**

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

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

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

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

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

**★★★★ STRONG SALES POTENTIAL**

DUKE OF EARL

★★★★ **Daddy's Home**—VEE JAY 2316—This slow and pulsing ballad was a hit for Shep and the Limelites some time back. This good, feelingful version by the Duke is taken from his current album and it can get a lot of play. (Keel, BMI)

★★★★ **The Big Lie**—Another strong, slow ballad side from the Duke's recently released Vee Jay album. Backing is particularly good on this side with chorus and a good piano figure with horns. It's worth exposure. (Karian-Conrad, BMI) (2:35)

JONI JAMES

★★★★ **It's Magic**—MGM 3080—The tune made famous by Doris Day receives a tender reading from the lass aided by a good arrangement. A side that could grab a lot of air play. (Witmark, ASCAP) (2:48)

★★★★ **Tender and True**—Lass sell a pretty ballad with feeling over simple and appropriate support from the band. Side has a nice feeling and could grab spins. (Shapiro-Bernstein, ASCAP) (2:53)

KARL DENVER

★★★★ **Zimba** — LONDON 9534 — Denver has scored in England with his recordings, especially "Wimoweh." This side has a strong Latin beat with appropriate jungle

(Continued on page 50)

A double sided powerhouse

**Ernie (Shout! Shout!) Maresca**  
**MARY JANE B/W**  
**DOWN ON THE BEACH**

45-119

Seville RECORDS

HOT CHART ACTION

THE LONDON AMERICAN GROUP

HOT SALES - Released June 6 - Sales to date 93,000

# Reviews of New Singles

Continued from page 49

effects. Vocal chorus, strings and flute highlight the side. (Hill & Range, BMI) (2:45)

★★★★ Uska Dara—This old Israeli folk tune is handled in strong fashion by the singer. Besides his potent vocal the side also sports some quick guitar work. (Mellin, BMI) (2:00)

### RAY HENDRIX

★★★★ Looking at the World Through a Tear—CIMARRON 4055 — The boy sings the rockaballad with feeling. The side contains a good piece of material that's handled appealingly. Beat is good and the backing is composed of chorus with piano and combo effects. (Central Songs, BMI) (2:49)

★★★★ Smile of a Clown—This is a country type weeper that steps along with style. The lad turns in a fine vocal with good vocal chorus backing and fine combo playing. (Cedarwood, BMI) (2:22)

### THE CROSBY BROS.

★★★★ Say Your Heart Belongs to a Soldier—DOT 16370—The boys are cashing in on the "Soldier Boy" vogue. The side has no relation to the Shirelles disk but it has some interesting effects. Tex-Mex trumpet figures played in martial groove, martial rhythm and fem vocal chorus all add to the side. (Aldon, BMI) (2:18)

★★★★ The Call of Summer—The Crosby lads delved into the semi-folk world for this pop-styled side. The backing has Neapolitan ring with mandolins and Latin-type rhythm. (Four Star, BMI) (2:17)

### FRANK SINATRA

★★★★ Love Is Just Around the Corner—REPRISE 1015—The chanter swings on this good oldie, with a solid, biting big band arrangement by Neal Hefti. Sinatra hands it a good touch and many of the jock fraternity will give it a go. (Famous, ASCAP) (2:28)

★★★★ Goody Goody—Good happy wax by Sinatra of an oldie, once a big hit for Benny Goodman and Helen Ward. Two bright sides. (DeSylva, Brown & Henderson, ASCAP) (1:47)

### THE DRIFTERS

★★★★ Sometimes I Wonder—ATLANTIC 2151—The Drifters have a powerful piece of ballad material here that is gospel oriented and they sell it with feeling over strong support from the ork. This has a chance for the big time. Watch it. (Progressive-Trio-A.D.T.-Tredlew, BMI) (2:15)

★★★★ Jackpot—The boys explain that they've never been lucky, until now, that is, since they met the right girl. Good, and it has a chance.

### DORSEY BURNETTE

★★★★ Castle in the Sky — REPRISE 20093—Lovely ballad here is handled with good feeling by the lad. Arrangement is tastefully done, featuring strings and vocal chorus. It's the first one on the label for Burnette. (Roosevelt, BMI) (2:46)

★★★★ The Boys Kept Hangin' Around—Here's a rewrite of the old "Green Grass" tune that's handled in Tennessee Ernie

Ford style by the lad. Has good vocal backing and a nice beat. (Ding Dong-LeJean, BMI) (2:33)

### BRUCE CHANNEL

★★★★ Come On Baby—SMASH 1769—The "Hey Baby" man has a hard-hitting rocker here that swings with authority. The harmonica is very much in evidence and the strong rhythm could get this a fistful of action. (LeBill, BMI) (2:10)

★★★★ Mine Exclusively—The lad has a swingy item that has good teen potential. Trombone choir and string rhythm, coupled with his strong vocal style, could pull action for the side. (LeBill, BMI) (2:10)

### EDDIE HEYWOOD

★★★★ Tango Americano — LIBERTY 55474—Spicy tango effort receives a solid reading from the pianist, aided gently by a chorus and a smart ork arrangement. Side could grab scads of air play. (Robed, BMI) (2:08)

★★★★ Land of Dreams — Light and breezy effort, reminiscent of his hit "Canadian Sunset," is handed a good go here and it features warm piano work from Heywood. Two strong sides. (Meridian, BMI) (2:37)

### THE MEMENTOS

★★★★ Do the Mashed Potatoes — REPRISE 20091—Big band brass and an organ lead the way on this rockin' instrumental, not the same, incidentally, as "Mashed Potato Time." A good dance side that could get juke business. (Ding Dong, BMI) (2:13)

★★★★ The Watusi (Strip) — A triplet-backed instrumental featuring the organ, piano and brass. Title should get attention on basis of current hits and the side is listenable enough. (Arc, BMI) (2:30)

### CLEBANOFF

★★★★ Summer Theme — MERCURY 72004—Clebano and his ork handle this pretty melody in tasteful fashion here, with a soprano sax in the lead. Worth a lot of deejay spins. (Dorabet, ASCAP) (2:07)

★★★★ Addio Addio—One of the top San Remo songs is played smoothly by the ork with Joe Aranda doing the recitation over the large ork support. (Robbins, ASCAP) (2:30)

### NORMAN CHARLES

★★★★ Climb Every Mountain—VEE JAY 445—The delightful song from "The Sound of Music" is sung meaningfully by Charles over swelling backing from the ork and chorus. Good side. (Williamson, ASCAP)

★★★★ I'll Never Walk Alone — The Rodgers-Hammerstein tune is sung with emotion by the singer over strong ork support. It builds all the way and could catch loot if the song happens again. (Williamson, ASCAP)

### SHEB WOOLEY

★★★★ That's My Ma — MGM 13079 — A folksy recitation about a lad's recollection of his early years on the cotton farm. Has a heart-warming message with effective choral humming and banjo background. Good wax. (Channel, ASCAP) (3:03)

★★★★ The Land of No Love—A pleasant ballad performance by Wooley. The tune has strong country roots. Choral work is good on this side, too, along with a catchy Floyd Cramer-type piano touch. (Mayfair, ASCAP) (2:28)

### GLORIA LYNNE

★★★★ I Know Love—EVEREST 20008—This is the thrush's first dishing in a spell and a mighty good one it is. Pretty ballad is sold solidly by the lass as she explains that she knows what love is all about. Good backing adds to the disk. (Lloyd & Logan, BMI) (2:30)

★★★★ It Just Happened to Me—Slow tempo ballad receives an emotional performance from the gal, while gospel piano figures are played by the pianist in the combo backing. A good side but the flip is the powerhouse. (Glynn, BMI) (2:50)

### MARTY BALIN

★★★★ You Are the One—CHALLENGE 9156—Listenable rockaballad is also sung with feeling by the lad and once again his ork accompaniment is very listenable. Singer is a good talent with a future. (Four-Star, BMI) (2:19)

★★★★ I Specialize in Love—(Admar, BMI) (1:58)

### LOU JOHNSON

★★★★ Thank You Anyway (Mr. D. J.)—BIG TOP 3115—A slow and pretty ballad, done with a dripping heart by the new chanter. He's a good stylist who handles the lyrics well. Side has a real teen message. Can get spins. (Aberbach, BMI) (2:45)

★★★★ If I Never Get to Love You—(Belinda (Canada), ASCAP-CAPAC) (2:25)

### SUE RANEY

★★★★ No Use — KC 103 — A bright rocker arrangement and the thrush turns it out in sprightly fashion, using a chorus.

Side has a chance. (Bradshaw, BMI) (2:26)

★★★★ Betwixt and Between—(E. H. Morris, ASCAP) (2:11)

### BOBBY HART

★★★★ Too Many Teardrops—INFINITY 017—Good, slow rhythm and blues reading backed by a heavy beat and chorus. Hart has a fine feel for this Southern-oriented chant song. (Maydee-Garcliff, BMI) (2:37)

★★★★ The People Next Door—(Maydee-Garcliff, BMI) (1:35)

### TOBIN MATTHEWS

★★★★ Susan—COLUMBIA 42489—To a melodic line reminiscent of "Vilia," the lad sings a salute to the fair lass. He's backed by harpsichord, fem chorus and strings. (Brandon, ASCAP) (2:07)

★★★★ One of These Days—(B. F. Wood, ASCAP) (2:20)

### THE J'S WITH JAMIE

★★★★ One Little World Apart—COLUMBIA 42488—This is a bright item from "Bravo Giovanni" and it's handled in hip jazz fashion. The vocal group has style and good sound. Better programming stations might find this a good one. (Giovanni-Mayfair, ASCAP) (2:20)

★★★★ Let's Not Be Sensible—(Chappell, ASCAP) (2:15)

### THE CHANCELLORS

★★★★ Straightaway—BRENT 7031—A rocker instrumental is pounded out by the group here. Guitar predominates with strong rhythm making the side go. (Brent, BMI) (1:40)

★★★★ Upside Down—(Brent, BMI) (2:10)

### THE CHUCKLES

★★★★ Runaround — ABC - PARAMOUNT 10276—Pleasant reading of the old hit by the group with Teddy Randazzo in the lead. It has a good sound and may get spins. (Regent, BMI) (3:15)

★★★★ Lonely Traveler — (Almino, BMI) (3:03)

### JUDY MILLER

★★★★ Charlie Wasn't There—CANADIAN-AMERICAN 140 — Novelty tune out about a year ago in another version is handed a happy reading by the thrush aided by a fem group and a cute arrangement. Could get spins. (Leevan, ASCAP) (2:25)

★★★★ That's What I Call Heartaches—(Pokvan, BMI) (2:14)

### CAESAR GIOVANNINI

★★★★ Above the Stars — MERCURY 72003—Pleasant performance of the pretty tune from the flick "The Wonderful World of the Brothers Grimm" spotlighting Giovanni's Roger Williams type piano. Worth spins. (LeVan, ASCAP) (2:16)

★★★★ Cornish Rhapsody — (Fox, ASCAP) (2:50)

### GLORIA GREY

★★★★ Chapel Up in Heaven—WARNER BROS. 5287—An inspirational type saga is sung with feeling by the lass as she explains that she sees some of the famous rock and rollers up above. It's a sort of "Rock and Roll Heaven" and it has a chance. (M. Witmark, ASCAP) (2:54)

★★★★ It's a Sweet World—(Aldon, BMI) (2:07)

### THE TURBANS

★★★★ The Damage Is Done—IMPERIAL 5847—Fine finger-snapping beat on this latest by the boys. The lead does a fine singing job while the beat and the rest of the group add to the effectiveness of the side. (Sheldon, BMI) (2:11)

★★★★ I Wonder (I Wanna Know) — (Travis, BMI) (2:24)

### FRANK POURCEL

★★★★ Scotland Twist—CAPITOL 4791—Better music programming stations should go for this one. It's a strong, tasteful instrumental done in slick Twist style. Side has a good beat, giving it teen appeal, fine brass work and punching arrangement. (BIEM) (2:34)

★★★★ Twistin' the Twist—(BIEM) (2:12)

### THE DIAMONDS

★★★★ One Summer Night — MERCURY 71831—The side, a rockaballad, was a big one in the r.&b. world some years ago. It's handled with moving affection by the lead here with the rest of the boys adding appropriate figures. (Melody Lane, BMI) (2:31)

★★★★ It's a Doggone Shame — (Hall, ASCAP) (2:41)

### QUINCY JONES

★★★★ A Taste of Honey — MERCURY 72012—A swinging jazz-oriented big band side here. There are a number of good versions of the tune around, and this one ranks among the better takes. Piano takes the melody. (Songfest, ASCAP) (2:32)

★★★★ Shagnasty—(EmArcy, ASCAP) (2:37)

### THE MARCELS

★★★★ Flowerpot — COLPIX 640 — A breezy rocker full of the familiar Marcel's vocal gimmicks. Side has a pounding beat and a solid backing. A cute novelty that has a good chance. Watch it. (Mansion, ASCAP) (2:20)

★★★★ Hold On—(Merrimac, BMI) (2:23)

## ★ ★ ★ MODERATE SALES POTENTIAL

### KATHY YOUNG

★★★★ Send Her Away (Beechwood, BMI) (2:10)—★★★★ Dream Awhile (Ardmore, ASCAP) (2:35). INDIGO 147

### BILL RICE

★★★★ It's All Your Fault (Joe, Joe, BMI) (2:05)—★★★★ Way Can't Teen-Age Love Last (Sandra-Pure Gold, BMI) (2:20). FERNWOOD 241

### MIKE SARNE

★★★★ Fountains of Love (Peer Int'l, BMI) (2:15)—★★★★ Come Outside (Peer Int'l, BMI) (2:48). CAMEO 220

### DOLORES RODELL

★★★★ Pissi Pissi Bao Bao (M. E. C., ASCAP) (2:34) — ★★★★★ Sorrento (2:15). IOLA

### AARON NEVILLE

★★★★ Sweet Little Mama (Mint, BMI) (2:33)—★★★★ Humdinger (Mint, BMI) (2:37). MINT 650

### ESAU ISAAC

★★★★ Every Woman's Just Alike (Claridge, ASCAP) (2:59)—★★★★ Poison Pen (Claridge, ASCAP) (2:14). SWAN 4110

### GENE AND EUNICE

★★★★ Ever Lovin' Baby (Lillian, BMI) (1:55) — ★★★★★ Got a Right to Know (Lillian, BMI) (2:28). LILLY 512

### JOHNNY WYATT

★★★★ Wondering Why (Lillian, BMI) (2:28)—★★★★ We Met at a Dance (Lillian-Vimar, BMI) (2:18). BIG TIME 1927

### MAC MILLER

★★★★ It's My Way (Of Loving You) (Cedarwood, BMI) (2:30)—★★★★ This Is the Thanks I Get (Hill & Range, BMI) (2:30). TEMPWOOD 1036

### NICOLLET

★★★★ A Foolish Dream of Mine (Painted Desert, BMI)—★★★★ I Can Tell (Painted Desert, BMI). DECCA 31402

### BECKY CLARK

★★★★ Party Doll (Jackie)—★★★★ Your Love's Grown Cold (Four-Star, BMI). JC 1001

### THE CASCADES

★★★★ There's a Reason (Sherman-Devorzon, BMI) (2:20) — ★★★★★ Second Chance (Sherman-Devorzon, BMI) (2:07). VALIANT 6021

### CHARLY TABOR

★★★★ Mazanilla (W. Witmark & Sons, ASCAP) (2:09)—★★★★ Arizona Melodie (Criterion, ASCAP) (2:27). WARNER BROS. 5286

### TERRY BRUCE

★★★★ Enchanted Fountain (Music, BMI) (2:53)—★★★★ Love to Live and Live to Love (Cedariane, BMI) (2:27). UNIQUE 2241

### BILLY LAFFERTY

★★★★ Hello Little Girl (Acuff-Rose, BMI) (2:08) — ★★★★★ Closer (Acuff-Rose, BMI) (2:35). BIG C 1002

### THE INVICTORS

★★★★ I Don't Wanna Go (B-G, BMI) (2:33)—★★★★ I'll Always Care for You (B-G, BMI) (1:55). BEE 1117

### THE FALCONS

★★★★ Darling (Progressive-Lupine, BMI) (2:32)—★★★★ Lah-Te-Lah-Tah (Progressive-Lupine, BMI) (2:02). ATLANTIC 2153

### PAT CARTER

★★★★ Sweet Young Girl (Metric, BMI) (2:13) — ★★★★★ Lover Doll (Gladys, ASCAP) (2:00). LIBERTY 55471

### DANETTA & THE STARLETS

★★★★ Impression (Karian, BMI) (2:13) — ★★★★★ (We're Going Steady) You Belong To Me (Karian, BMI) (2:32). OKEH 7155

### BOBBY PETERSON

★★★★ Tell Me What You Gonna Do (Progressive, BMI) (1:59)—★★★★ Every Now and Then (Progressive, BMI) (2:31). ATLANTIC 2152

### BUDDY MORENO

★★★★ Money Talks (Wolf-Mills, ASCAP) (2:24) — ★★★★★ Bessie Couldn't Help It (Shapiro Bernstein, ASCAP) (2:43). NORMAN 522

### DAKOTA STATON

★★★★ Porgy (Mills, ASCAP) (3:00) — ★★★★★ On Chapel Hill (Leeds, ASCAP) (2:58). CAPITOL 4790

### THE FUN-ATICS

★★★★ Wise Guy (Sessions, BMI) (2:21) — ★★★★★ I Wanna Know (How To Twist) (Rayven, BMI) (2:40). VERSAILLES 100

### ANNETTE

★★★★ My Little Grass Shack (Miller, ASCAP) (2:29) — ★★★★★ Hukilau Song (Lombardo, ASCAP) (1:29). VISTA 400

### WENDY HILL

★★★★ Come On-A My House (Duchess, (Continued on page 56)

# BEST WISHES FOR CONTINUED SUCCESS TO ARMADA

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RECORDS

# VOX JOX

Continued from page 45

Koolage has resigned from WCAO, Baltimore, and moved to WITH, same city. Koolage notes: "While WCAO continues as a Top-40 station, WITH has cut the wilder rock 'n' roll and softened the format, but will continue as a popular music and news outlet—concentrating more on air personalities."

Tom Murphy, ex-KLIF, Dallas, has taken over the 6-9 a.m. spot at KBOX, same city. . . . Bruce Still, formerly with KQV, Pittsburgh, was named production director at WIL, St. Louis. . . . Dick Drury, program director of WIL, wed Patricia Longo of Pittsburgh June 2. . . . Guy Travers has rejoined WAYE, Baltimore, as cohost of the daily "Musicthon" afternoon show. . . . Johnny Rowe, music director-deejay at KTLN, Denver, for the past three years, has joined KIMM, Rapid City, S. D., as program director. . . . Neal Van Ells, formerly program director of WLW-A, Atlanta, will become program director of WRCV-TV, Philadelphia, on July 2.

Anthony Pansullo is the new station manager and general sales manager of WRYM, Newington, Conn., and Joseph M. Tasker Jr. is the new program director of the same outlet. . . . George Michael has left KUDL, Kansas City, Mo., and taken over the dual role of deejay-music director at WMAY, Springfield, Ill. His daily show on WMAY is slotted from 4 to 8 p.m. . . . Mel Clark, ex-jazz drummer, is emceeing a new show, "Jazz in Stereo," on WTFM, New York, from 4 to 6 p.m. on Sundays.

Carl Cisco, Mercury promotion man in New York State's Buffalo, Rochester and Syracuse areas, reports the following on station personnel in his territories: Tom Shannon, WKBW, Buffalo, will be on active duty with the National Guard for six months, starting August 1. . . . Bob Dell has replaced Andy Andrews at WOLF, Syracuse, N. Y. . . . Marv Alberts and Dick Snyder, both formerly with WOLF, Syracuse, N. Y., have moved to WNDR, Syracuse, N. Y. . . . Kay Lapping, head librarian at WBEN, Buffalo, has been hospitalized and will be "out of circulation for at least a month." . . . The new mascot at WKBW, Buffalo—a live baby buffalo—has been named Alexander Graham Bull. In his honor a local vocal group, the Jesters, have recorded a new single for Amy Records—"Alexander Graham Bull" backed by "The Buffalo."

**MORE CONTESTS:** On a saner kick, but still in a solid promotional groove, this month was WRFM, Woodside, N. Y. Alan Grant, jazz deejay for that outlet, recently asked his listeners to write in 25 words or less their definition of jazz. First prize was a Polaroid camera. . . . Station KBOX, Dallas, just concluded its annual "Principal of the Year" contest. The outlet sponsored a record dance for the winning principal's student body. Winner was Morgan Moses, of Garland High School.

**MISS LATIN AMERICA:** Station WADO, New York, which caters to the city's sizable Spanish-speaking population, has made a tie-up with the Schlitz Brewing Company to conduct a search for Miss Latin America. Starting June 4 and continuing through Labor Day, the contest will include newsreel coverage in local Spanish theaters, and live remote coverage of the quarter finals, semi-finals and finals from the Palisades Amusement Park. Winner will receive a screen test, wardrobe, vacation in Puerto Rico and other prizes.

## MUSIC AS WRITTEN

Continued from page 12

end marriage item, blending with Linda Ballin. . . . Warwick Hotel ushers in a new policy of fortnightly bandstand changes for its Warwick Room with Joel Scott. . . . Bob Radler set for the summer season's music making at Pocomot Lodge in the Poconos Upstate at Bushkill, Pa. . . . "American Bandstand" Dick Clark changes the name of his corporate set-up from Click Corporation to Dick Clark Television Productions, Inc. . . . Cornelius Jackson sets up his own record label with Diadem Recording Company. . . . Sure Records recording Jackie Lee "live" in the Turf Lounge at the Latin Casino on the Jersey side. . . . Frankie Avalon will headline the Hero Scholarship Fund Show in Municipal Stadium on September 7. . . . Many Rubin, the coffee house entrepreneur, has leased Town Hall to bring in Joan Baez for a November 21 folk song recital. MAURIE H. ORODENKER

### Chicago

Phil Ford and Mimi Hines, who made their musical comedy debut in Chicago last summer at the Melody Top Theater, return for starring roles in "Hit the Deck." It's set for a two-week run, June 25 through July 8. . . . Yvonne Constant, French comedienne and songstress, has been held over at the Downstage of the Happy Medium till July 1. Upstairs in the Happy Medium itself, "Put It in Writing," another in a long line of musical revues, opens for an extended engagement June 28.

The World's Fair of Music and Sound has signed Henry Mancini and Stan Kenton to be guest conductors of the main show band in the Aerie Crown Theater of McCormack Place. The show, which runs from August 31 to September 8, will have a new conductor every two days. Mancini and Kenton will baton the first four stanzas. Headlining on the show will be Metropolitan Opera star Helen Steber. STEVE SCHICKEL

## Dootoo Plans Move To New Quarters Outside Hollywood

HOLLYWOOD — Dooto Records, the label headed by Dootie Williams, will move into a \$200,000 headquarters this fall after reconstruction of a newly acquired building is completed. Williams has purchased a structure for \$138,000 at 13440 Central Avenue in nearby Compton, where he will combine his Dooto Records activities with his non-theatrical film and radio production enterprises.

Williams told *BMW* that the firm will occupy 10,000 square feet of space. It will include recording studios, to be made available for custom use, as well as production facilities for film and broadcast vehicles. Dooto's top-seller to date has been "Earth Angel," which, according to Williams, has passed the 2,000,000 mark. In addition, the label's catalog embraces comedy (Redd Fox, among others), gospel and jazz.

The new headquarters will bring under one roof various phases of the label's operation, including its own printing facilities for labels, album covers and promotional matter.

## Al Sherman Gets UA Line

HOLLYWOOD — Al Sherman (Record Sales) last week acquired the United Artists line, previously distributed here by Cosnat. The line will be conducted from the Record Sales Pico Boulevard address, but under a different banner, Big Town Record Distributors of California. This becomes the fourth major market in which UA will be handled by a Big Town outlet.

In addition to a BT distributor tag in New York, the line was awarded in Cleveland to Henry Droze and John Kaplan, who formed Big Town in that city, and Leonard Garmisa, who similarly formed a Big Town in the Chicago market to handle UA. According to Sherman, he is the sole owner of Big Town in California, with no investments in the operation from the manufacturer. He said he is free to add other lines to his Big Town wing. Cosnat had handled the UA line in all the markets where Big Town distributorship have been opened.

## Manila Record Distrib Adds American Firms

MANILA, P. I.—Federal Record Manufacturers here, for some time the authorized Island distributor for the Canadian-American line from the United States, has expanded its operations with the addition of other American firms to its roster.

Currently, Federal is also representing Challenge, Caprice and Colpix in this area. Federal has been one of the leading Island victims of disk counterfeiting rings operating here, particularly through the bootlegging of the Linda Scott Canadian-American hits. The firm has been in the forefront of the effort to bring the counterfeiters to heel.

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Breaking Up Is Hard To Do.. Neal Sedaka (RCA-Victor 8046)

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# Reviews of New Albums

Continued from page 48

- ★★★★ OUR LEADER  
Paul Miller, Fantasy 3287
- ★★★ CRUISING ALONG WITH AL DONAHUE  
Oleander OLP 106
- ★★★ DANCE ON THE WILD SIDE  
Various Artists, ABC-Paramount CHL 5028 (M); CHLS 5028 (S)
- ★★★ TV THRILLER THEMES  
Johnny Gregory and his Ork, Philips PHM 200-027 (M); PHS 600-027 (S)
- ★★★ DANCING AND DREAMING  
Jean-Michel DeFaye and Ork, Philips PHM 200-023 (M); PHS 600-023 (S)

## JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ THE STRAIGHT HORN OF STEVE LACY



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VSD-2102 (stereo)

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R-4432  
BY THE PLAYMATES  
ROULETTE RECORDS  
1631 BROADWAY N.Y.C., N.Y.

Candid 8007 (M); 9007 (S)—An unusual line-up here produces a unique sound. It's soprano and baritone sax with bass and drums and the quartet sets up a sound with a good bit of punch and drive. Beyond this, it's a good example of one of the least featured jazz horns, the soprano sax. The combination allows for some mighty interesting harmonic expressions. Six tracks in all, three of them clefted by Thelonious Monk. Package is a worthwhile contribution by Lacy to the soprano sax repertoire.

★★★★ A SURE THING  
Blue Mitchell, Riverside RLP 414 (M); RLP 9414 (S) — Trumpeter Blue Mitchell turns in an exciting and well-paced album here. He has picked his tunes with thought to timing, programming and change of mood. His playing is spare, melodious and biting where the material calls each of the attributes. Jimmy Heath has contributed most of the arrangements which are played by a nonete. Wynton Kelly is outstanding once again on piano. Some of the outstanding tracks are "Can't Get Started," "Hootie Blues" and "Hip to It."

★★★★ THE COMPOSITIONS OF THELONIOUS MONK  
Riverside RLP 3503 — Riverside's own Thelonious Monk comes in for the salute on this LP. His ork plays "Off Minor," he and Gerry Mulligan team for "Straight, No Chaser," and Cannonball's Quintet scores with "Well, You Needn't." Fine choruses also are found on the West Montgomery version of "Round Midnight." Other fine artists are also heard playing Monk, all with good result. It's a fine sampler type album culled from a number of successful Riverside packages.

★★★★ THE COMPOSITIONS OF BENNY GOLSON  
Riverside RLP 3505—This is another in the sampler-like series by Riverside that salutes an outstanding jazz composer. Benny Golson tunes, many of which have become jazz standards are played here by top members of the Riverside stable. Pianist Wynton Kelly's reading of "Whisper Not," "Stablemates," by Milt Jackson and Wes Montgomery and "Blues March," by Blue

Mitchell, are exceptional sides. One of the most appealing things is the appearance of Kelly on five of the seven tracks.

★★★★ THE COMPOSITIONS OF DUKE ELLINGTON  
Riverside RLP 3507—The beautifully lyricalism of eight Duke Ellington melodies are played by a variety of artists on this set. The album pays credit to the Ellington genius (Billy Strayhorn deserves a hand, too) through sensitive performances by a number of top-flight Riverside jazzmen. Red Garland's "I Got It Bad," Wes Montgomery's "Satin Doll," Monk's "Black and Tan Fantasy," and Charlie Byrd's "In a Mellotone," and Clark Terry's "Mood Indigo," are high quality interpretations of the Duke.

★★★★ THE STRATUS SNEAKERS  
George Russell Septet, Riverside RLP 412 (M); RLP 9412 (S)—George Russell's music stands apart from the rest of the avant-garde in jazz because it consistently has warmth, humor and direction. This album is no exception—in many ways it ranks among his better efforts. He has assembled a fine septet to play the music. Dave Baker is a standout on trombone; Don Ellis has style on trumpet and leader himself plays distinctive piano. Among the better tracks are "Kige's Tune," "Blues in Orbit" and "Stereophrenic."

★★★★ HEAVYWEIGHTS  
Sal Nistico Quintet, Jazzland JLP 66 (M); JLP 966 (S)—Sal Nistico is a young tenor saxist who makes his album debut as a leader here. He is possessed of a brawny sound, good rhythm feel and is surrounded by top-flight sidemen. Nat Adderley contributes fine tasteful cornet solos, especially under mute, Sam Jones and Walter Perkins add strong rhythm work and Barry Harris plays adroit piano. The leader was once a member and recorded with the Jazz Brothers. "Just Friends," "Mamblove" and "My Old Flame" are some of the better tracks.

★★★ MODERATE SALES POTENTIAL

★★★ NICE AND EASY  
Johnny Lytle Quintet, Jazzland JLP 67 (M); JLP 967 (S)

★★★ THE ALBERT NICHOLAS QUARTET  
Delmar DL 207

**SPECIALTY LP'S**

★★★★ STRONG SALES POTENTIAL

### POLKA

★★★★ MY LITTLE STAR  
Johnny Bomba and his Ork, Dana DL 1294—It's Polish dance time and Johnny Bomba has a good foot-stomping selection of polkas and waltzes here that should do as well as his previous albums on Dana. Material is of the "lesser-known" variety but should be a welcome change-of-pace to Polish dance fans. Bands include such numbers as "Housekeeper" polka, "The Big Wedding" polka, "Polish Mary" waltz, "My Hannah" waltz, and even "9 o'Clock," an oberek.

★★★★ OLDIES GOLDIES POLKAS  
Johnny Pecon and his Ork; Carol and Dottie Gaspar, Dana DL 1292 — Johnny Pecon has had several successful polka and waltz albums for Dana and this should do every bit as well. The bands feature a good steady beat, some pleasant vocalizing by Carol and Dottie Gaspar, and an over-all good party sound. Sides include old standards like "Beer Barrel Polka" and "Pennsylvania Polka," as well as some lesser-known but still good tunes like "Helen Polka" and "Rain Rain Polka."

★★★★ POLSKI DOM NARODOWY  
Various Artists, Dana DL 1293—This bright polka waxing features the orks of Gene Wisniewski, Henryk I Julia Wegiel, Ray Henry and Vinc Justynski. They play a flock of polkas, obereks, and waltzes with a happy feeling, sparked by vocals in Polish. Set should get attention in Eastern polka markets, including New York State, Pennsylvania and Ohio.

★★★★ KEEKIEE REEKIEE POLKA  
Steve Adamczyk and his Hungry Six, Dana DL 1290 — The Steve Adamczyk combo swing into this collection of polka efforts with vim and vigor, and a lot of polka fans will enjoy the set. All of the items are instrumentals, and they include polkas, of course, as well as obereks (new and old style) and a waltz or two. A fun set for polka markets in Northeastern U.S.

★★★★ FOLKSIE  
Eddie Zima Ork, Dana DL 1296—Here's another fine polka set from the Dana label, that spotlights exciting polka, waltz and oberek items from the Eddie Zima crew. Instrumentals include "Farmer's Daughter," "Over the Mountains" and "Mother and Daughter-In-Law Polka." Good LP for the polka marts in the East.

### INTERNATIONAL

★★★★ SING ALONG IN HEBREW  
Maccabee Singers, Elektra EKL 219—Unlike many sing-alongs, this one can be enjoyed for its listening quality. The chorus sings with nicely shaded variations of feeling, offering selections of differing mood. Among the selections are the ever-popular "Hava Nagila" and "Hey Daroma." English translations are provided on the jacket cover, while the enclosed song sheet gives

### LP REVIEW POLICY

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

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

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

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

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

both English transliterations and Hebrew texts.

★★★★ FERNANDA MARIA  
Request RLP 8047—A remarkable collection of fados by the young Portuguese star, whose work is internationally known and whose recordings have been released here in the past by Monitor. She brings much intensity and emotion to these "songs of fate." The unique music is unlike that of any other nation and with exposure could attain wide popularity.

★★★★ SONGS FROM THE ALPS  
Leder Aus Den Bergen, Request RLP 8050—This album, made on location in the Tyrol, features one of the section's top combos, the Mayrhofner Trio. The group comes through with strong performances of a collection of Alpine tunes, showing off their authentic interpretation of Tyrolean tunes, and some attractive yodeling work. Songs are local folk-styled items that have an enchanting quality.

BLUES FOUR STAR  
★★★★ LIGHTNIN' STRIKES  
Lightnin' Hopkins, Vee Jay LP 1044—Although there have been many Lightnin' Hopkins out over the past few months, this moving set should do well with fans of the fine blues singer. Lightnin' sells this collection of blues efforts with intensity and feeling, displaying once again his classic manner of handling the blues. Best tracks among the 10 on the LP include "Please Don't Quit Me" and "Got Me a Louisiana Woman."

SPIRITUAL  
SPIRITUAL FOUR STAR  
★★★★ DID NOT OUR HEARTS BURN WHILE HE WALKED BY THE WAYSIDE  
Rev. C. L. Franklin, Battle 6110—Another in the growing library of sermons by the Reverend Franklin, pastor of Detroit's Bethel Baptist Church, and father of the well-known pop-jazz singers, Aretha and Irma Franklin. This message is just as fervently delivered and received as earlier editions, and the live performance is punctuated by the shouts of the congregation expressing its approval and agreement.

### LATIN AMERICAN

★★★★ VIVA PALMIERI  
Charlie Palmieri and His Charanga "La Duboney," Alegre LPA 816—Here's the authentic charanga sound of violins featured with a flute, all this without benefit of brass or wind instruments. Palmieri won a following with his first Alegre album "Pachanga at the Caravan Club," when the pachanga dance fad was first breaking out in the U. S., and this second edition of 11 authentic items in the cha cha, pachanga, bolero school could meet with equal success.

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

# Hits of the World

Continued from page 16

**SPAIN**  
(Courtesy Discomania)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOVE ME WARM AND TENDER	Paul Anka (RCA)—Hispavox
2	2	PERDONAME	*Duo Dinamico (Voz Amo)—Del Sur
3	3	EL TERCER HOMBRE	*Duo Dinamico (Voz Amo)—Del Mundo
4	—	MARY CARMEN	*Duo Dinamico (Voz Amo)—Del Sur
5	7	LINDA MUCHACHITA	Connie Francis (Hispavox)—Hispavox
6	4	DIME POR QUE	*Duo Dinamico (Voz Amo)—Del Sur
7	8	BALADA DE LA TROMPETA	Los 5 Latinos (Columbia, Argentina)
8	—	TOO YOUNG	*Duo Dinamico (Voz Amo)—Del Mundo
9	5	DANCE ON LITTLE GIRL	Paul Anka (Hispavox)—Hispavox
10	10	HIT THE ROAD JACK	Ray Charles (Hispavox)—Hispavox

**SOUTH AFRICA**  
(Courtesy Loureco Marques & South Africa Radio)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM	Elvis Presley (RCA)—Aberbach
2	2	WHEN YOU ASK ABOUT LOVE	Jackie Frisco (Rave)—Acuff-Rose
3	8	LESSONS IN LOVE	Cliff Richard (Columbia)
4	7	JOHNNY AND THE MERMAID	*Johnny Kongas and the G Men (RCA)—Southern

## ★★★ MODERATE SALES POTENTIAL

- COMEDY  
★★★★ PSSST!  
Marjorie Garretson, Faction FLP 1001
- BLUES  
★★★★ DIRTY DOZENS  
Speckled Red, Delmar DL 601
- POLKA  
★★★★ TWIST POLKA  
Ray Henry and His Polka Band, Dana DL 1297
- INTERNATIONAL  
★★★★ FRENCH TROUBADOUR SONGS-ITALIAN FOLK SONGS  
Yves Tessier, Cynthia Gooding, Elektra EKL 221
- ★★★★ MOIRA  
Oleander OLP 105
- ★★★★ DANCIN' THE GOLDEN 20'S GERMAN STYLE  
Philips PHM 200-030 (M); PHS 600-030 (S)

## Transistors, FM Units

Continued from page 27

in this category in 1961 than they did in the previous year, and exactly half said that sales were about the same. But 40 per cent sold fewer standard AM sets than they did the previous year.

Some of the reasons cited for the over-all improvement in radio sales by dealers included cut-rate sales, activity on the part of discount houses, more aggressive advertising and the drop in price by Zenith.

Leader in transistor sales, far and away, was RCA, with Zenith and Magnavox in second and third place. Japanese imports, paced by Sony, accounted for a fair share of the remainder.

Some 20.8 per cent of the dealers felt that Magnavox did the best job in merchandising and service assistance, with another 15.7 per cent voting for Zenith. Rounding out the top five were RCA (13.6 per cent), Channel Master (12.6 per cent) and Motorola (7.3 per cent).

**SWEDEN**  
(Courtesy Show Business, Stockholm)

This Week	Last Week	Title	Artist
1	1	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
2	2	CHATTANOOGA CHOO CHOO	Floyd Cramer (RCA)—Reuter & Reuter
3	3	WILMA	Owe Thörnqvist (Philips)—Reuter & Reuter
4	—	LESSON ONE	Russ Conway (Columbia)—Edition Odeon
5	4	WALK ON BY	Leroy van Dyke (Mercury)—Sweden Music, Ivan Mogull, Ltd.
6	5	ZWEI KLEINE ITALIENER	Conny (Columbia)—Bens Music
7	—	DARDANELLA	The Raiders (Liberty)—Gehrmans
8	6	WONDERFUL LAND	The Shadows (Columbia)—Ehrlich & Lofvenholm
9	9	YOUNG WORLD	Rick Nelson (California)—Stockholm Music
10	8	TINA OCH MARINA	Tina och Marina (Karusell)—Bens Music



Truly, AMERICA'S TOP-SELLING INSTRUMENTAL ALBUM SELLERS

# FERRANTE and TEICHER

6 NEW ALBUMS ON THE CHART  
AND ONE NEW ACTION LP!

**BILLBOARD MUSIC WEEK TOP LP's** FOR WEEK ENDING JUNE 14

120 Best Selling MONAURAL LP's

90 Best Selling STEREO LP's

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

MONO  
THE MANY MOODS OF FERRANTE & TEICHER  
United Artists UAL 3211

27 33 TONIGHT  
Ferrante & Teicher, United Artists UAL 3171

25 SING

96 102 GOLDEN PIANO HITS  
Ferrante & Teicher, United Artists WWR 3505

46 45 WEST SIDE STORY  
Ferrante & Teicher, United Artists UAS 6166

43 SOMP

47 53 WEST SIDE STORY  
Ferrante & Teicher, United Artists UAL 3166

48 34

**FERRANTE AND TEICHER**  
ORCHESTRA CONDUCTED BY NICK PERITO

GOLDEN THEMES FROM MOTION PICTURES

**BRAND NEW**

GOLDEN THEMES FROM MOTION PICTURES  
UAL 3210 UAS 6210 (Stereo)

THE MANY MOODS OF FERRANTE & TEICHER

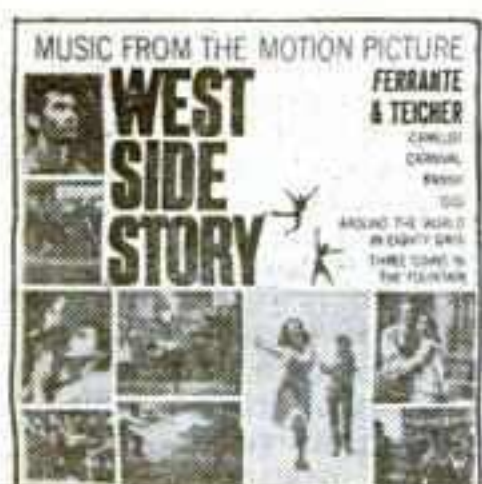
DREAM OF LOVE  
MISERLOU  
GIGI  
POSSESSED  
TILL  
BEWITCHED  
THREE COINS IN THE FOUNTAIN  
LOVE IS A MANY SPLENDOROUS THING  
DREAM RHAPSODY  
THE WAY YOU LOOK TONIGHT  
LOVE AFFAIR  
CAMELOT

**BRAND NEW**

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



THE PROUDEST  
NAME IN  
ENTERTAINMENT



WEST SIDE STORY  
UAL 3166 UAS 6166 (Stereo)



TONIGHT  
UAL 3171 UAS 6171 (Stereo)



GOLDEN PIANO HITS  
WWR 3505 WWS 8505 (Stereo)

Reviews of New Singles

Continued from page 50

BMI (2:04)—★★★ I Just Happen to Love You (Aec-Lee-Hem, BMI) (1:55), ERA 3081

BUDDY LOVE
★★★ I Love You (Boss, BMI) (2:35)
★★★ I'm Leaving (Boss, BMI) (2:35), THUNDER

ROD MCKUEN
★★★ Miss American Teen-Ager (Spiral)
★★★ I Dig Her Wig (Spiral), SPIRAL 6417-8

THE RING A DINGS
★★★ Snacky Foo, (Parts 1 & 2), (Robin Hood, BMI) (2:25) (2:28), INFINITY 014

SHIRLEY COLLIE
★★★ We're Going Back Together (Pamper, BMI) (2:24)—★★★ No Wonder I Sing (Tree, BMI) (2:27), LIBERTY 55472

DAVE LYNN
★★★ El Diablo (Bellerophon, BMI) (1:42) — ★★★ Your Guess (Dinero, BMI) (1:50), I E 0369

THE DIMENSIONS
★★★ Your Cheatin' Heart (Acuff-Rose, BMI) (2:32)—★★★ Young At Heart (Sunbeam, BMI) (2:51), CORAL 62323

SUSIE & THE FOUR TRUMPETS
★★★ Starry Eyes (Marson, BMI) (2:12)
★★★ Blue Little Girl (Marson, BMI) (1:58), UNITED ARTISTS 471

SONNY HANNIBAL
★★★ You've Got to Show Me (Stalwart & Glodis) (2:05)—★★★ Destiny (Stalwart & Glodis) (2:15), LITE 130

LLOYD PRICE
★★★ Counterfeit Friends (Lloyd & Logan, BMI) (2:16)—★★★ Your Picture (Pamco, BMI) (2:10) ABC-PARAMOUNT 10342

DAVID DANTE
★★★ K-K-K-Katy (Leo Felst, ASCAP) (2:05)—★★★ Speedy Gonzales (Budd, ASCAP) (2:28), RCA VICTOR 8056

BACHELOR THREE
★★★ Eternally (Halliburton, BMI) (2:32)
★★★ Whisper (Halliburton, BMI) (2:17), VI-WAY 289

JEFF REYNOLDS
★★★ A Boy Like Me (McGinty, ASCAP) (2:42)—★★★ One More Dance (McGinty, ASCAP) (2:15), ROXIE 321

BETH & BECKY BURNS
★★★ Please Don't Leave Me (Three C's, BMI) (2:05)—★★★ Have I Waited Too Long (Three C's, BMI) (2:10), CHEATHAM 105 A-B

TOMMY WINTERS
Why Do I Cry (Queen City, ASCAP) (2:21)—I'll Never Stop Loving You (Al Hus, BMI) (2:43), LLOYDS 1009

MARJORIE GARRETSON AND ALEX STUDER
Blue (And Broken Hearted) (Mills-Fisher-Leslie, ASCAP) (2:02)—June Night (Feist, ASCAP) (2:04), FACTION 103

MARJORIE GARRETSON AND ALEX STUDER
Don't Let Anything Get You Down (Herman, ASCAP) (2:22)—Bill Bailey Won't You Please Come Home? (Herman, ASCAP) (2:14), FACTION 102

KEITH FERGUSON
Lonely Nights 'n' Lonely Days (Jo-Jon and Ja-Ma, ASCAP) (2:12)—(To Me) The Greatest Miracle of All (Jo-Jon and Ja-Ma, ASCAP) (2:41), PACIFIC COAST 1001

MARJORIE GARRETSON AND ALEX STUDER
I'm Crazy (Herman, ASCAP) (2:21)—Love Him So Much I Could Scream (E. B. Marks, BMI) (2:32), FACTION 101

BOBBY EDWARDS
★★★ Someone New—CAPITOL 4789—An easy-to-listen-to weeper is sung with style by the lad. The tune is a nicely put together piece of material and the version has vocal group accompaniment. (Pamper, BMI) (2:02)

★★★ Here's My Heart—This tune is another in the country ballad category with the lad handling the lyric smartly. Backing is supplied by a country combo and vocal chorus. (Glad, BMI) (2:22)

SLIM WHITMAN
★★★ Backward, Turn Backward (O' Time in Your Flight)—IMPERIAL 5859—Bring back my darling just for tonight, pleads Whitman on this heartrending ballad. The chanter is in fine form and he gets a solid instrumental and choral backing. Side has a chance for good play. (Sheldon, BMI) (2:35)

★★★ I Forgot More Than You'll Ever Know (About Her)—Whitman turns in a strong reading of the familiar ditty. It's again in the weepy tradition and it can grab play. (Travis, BMI) (2:27)

WARREN SMITH
★★★ Book of Broken Hearts — LIBERTY 55475—Smith sells this country-pop weeper with feeling over warm support from the combo. A strong item that could grab both pop and country action. (Central Songs, BMI) (2:42)

★★★ 160 Lbs. of Hurt—Another country tune that can happen in pop as well. It shows off a meaningful vocal by the chanter and again it deals with the heartache of love. Two strong sides. (Pamper, BMI) (2:04)

JUDY LYNN
★★★ Footsteps of a Fool—UNITED ARTISTS 472—A moving performance by the lass that shows her way with a true country ballad. It could get action. (Glad, BMI) (2:36)

★★★ The Lonely Pillow — (Glad, BMI) (2:37)

IRA ALLEN
★★★ Crazy Me, Over You — RENE-GADE 101 — Allen wrote the tune and sings it with feeling. It's a pleasant ballad with a rock beat and could be a natural for juke programming. (Garpax, BMI) (1:53)

★★★ Afraid of a Heartache—(Garpax, BMI) (2:21)

THE BARRIER BROS
★★★ Smoke Along the Track—PHILIPS 40039—A traditional weeper tune in the train rhythm groove. Side has those exciting hill country intervals. A good group with a convincing nasal sound. (Sure-Fire, BMI) (2:42)

★★★ Destroyed — (Painted Desert, BMI) (2:26)

BOBBY HELMS
★★★ Yesterday's Champagne—DECCA 31403—A good ballad performance, and a good song. Helms gives it much heart and the chorus backup with strings is effective. This one has a chance. (Sure-Fire, BMI) (2:32)

★★★ Then Came You—(Sure-Fire, BMI) (2:10)

RHYTHM & BLUES

MUDDY WATERS
★★★ You Shook Me—CHESS 1827—Here's a good one for the r.&b. trade. It's a slow blues that's sung with a strong feeling by the venerable artist. It also spotlights some strong guitar, and organ work in the combo. (Arc, BMI) (2:42)

★★★ Muddy Waters Twist—The hard swinging, hard singing blues vocalist takes a flyer into the Twist groove on this punchy medium tempo side. He sings with feeling and is backed with throbbing rhythm from the combo. (Arc, BMI) (1:55)

JAZZ

HERBIE MANN
★★★ Summertime — ATLANTIC 5020—Mann has a delightfully fluid reading of the Gershwin classic here. His flute is featured against an easy swinging Latin backing. Fine wax for stations on the soft music kick. (Gershwin, ASCAP) (2:32)

★★★ Comin' Home Baby—Herbie and vibes team up for some swinging medium tempo blues type material here. The side swings along gracefully. Both sides are from the latest Mann LP. (Meloton, BMI) (2:33)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

RUSS GARNER
★★★ Stranger in Abilene (Cedarwood, BMI) (2:55) — ★★★ River Man (Russ Garner, BMI) (2:16), DUAL-TONE 1092

RHYTHM & BLUES

FRANK FROST
★★★ Jelly Roll King (Knox, BMI) (2:27) — ★★ Crawback (Hi-Lo, BMI) (1:56), PHILLIPS 3578

REBECCA
★★★ Then You've Never Been Blue (Remick, ASCAP) (2:25) — ★★★ Please Be Kind (Harms, ASCAP) (2:48), WARNER BROS. 5278

LIMITED SALES POTENTIAL

COUNTRY & WESTERN

JIMMY DRY
Oh Foolish Heart (Glad, BMI) (2:48)—I'm Just a Stand-In (Charlie Fitch, BMI) (2:30), ESQUIR 3424

ELSIE HOLLY
I Know (Glad, BMI) (2:13)—I'm Still Search for You (Pardner, BMI) (2:24), ESQUIR 3425

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.

I CAN'T STOP LOVING YOU AND BORN TO LOSE

RAY CHARLES ABC-Paramount 10330

HAVE A GOOD TIME AND IF THE BOY ONLY KNEW

SUE THOMPSON Hickory 1174

Mercury Rings Up Iron Curtain, Makes A Record in Moscow

NEW YORK — Mercury Records has completed its first recording date behind the Iron Curtain. The Mercury mobile recording unit completed final sessions of its 35-mm. film taping of the American pianist Byron Janis and the Moscow Philharmonic under the baton of Kyril Kondrashin. Featured works are Prokofiev's Third Piano Concerto and Rachmaninoff's First Piano Concerto.

The film will be edited, packaged and released in both mono and stereo in July. Cover art for both sets will show on-location photographic montage taken during recording sessions with Janis, Kondrashin and the Moscow Philharmonic.

The pictures were taken in Moscow's Tchaikovsky Hall. The Mercury recording unit will be used next to record the Balalaika Orchestra and Borodin String Quartet.

CMA Starts Drive To Protect Writers

NASHVILLE — The Country Music Association (CMA) has launched an educational drive for the protection of songwriters. The first step in this program is the publication of a pamphlet, "What Every Song Writer Should Know." The booklet has been distributed to CMA composer and publisher members, Better Business Bureau,

HITCH PRESENTS KIDDIE SPOOKS

NEW YORK — Alfred Hitchcock will add his droll flamboyance to a children's LP on Golden Records titled "Ghost Stories for Young People." Due this fall, the album will feature a series of six stories with introductions by Hitchcock. John Allen will do most of the narrating. Price will be \$1.98.

Levine, Hale Off On European Trip

NEW YORK — Harry Levine, executive vice-president of ABC-Paramount Records, last week took off on a three-week business tour of Britain and the Continent.

Levine, who heads up the label's foreign operations, was accompanied by Natt Hale, veteran publicity exec with Am-Par, who recently was named assistant to Sam Clark, president.

The team will confer with ABC foreign distributor brass in London, Paris, Vienna and Madrid. Principals from France, Germany, Belgium, Holland, Sweden, Denmark and Spain will meet with Levine and Hale in one or more of their ports of call. In Vienna, they will survey the operations of the Westminster Records office there.

BMI chapters and program directors of full-time country and western stations.

DISK DEALERS CATCH ON; TAP 'NON-MUSIC' MARKETS

With supermarkets selling records among their "non-food items" and with drugstores declaring just about any type consumer product fair game, the nation's record dealers have decided to get into the act.

According to Billboard Music Week's 1962 survey of equipment sales among record dealers, nearly 40 per cent of the dealers are handling non-music items, as compared with 28.5 per cent a year earlier.

One-stop selling—determining who comes into your store and attempting to provide a wide variety of products for that market—is old hat for many retail outlet types. The record dealers are beginning to catch on.

Most common type of diversification is selling greeting cards, with a third of the diversified dealers engaged in this practice. A year ago the figure was only 21.6 per cent.

Another old stand-by, musical instruments, were sold by about 30 per cent of the dealers.

But some of the replies give an inkling of what is in the offing. With teen-agers making up a good portion of record store patronage, one dealer has opened a soda fountain, another a snack shop and a third a delicatessen.

Still another, in an area where students get "bread" from home at regular intervals, caches money orders.

Costume jewelry and small gifts were on the shelves of 11 dealers replying to the survey. The reasoning is that many people come to record shops to buy gifts, and if they don't see what they want in the record racks, they can spend their money on other items without leaving the store.

One survey surprise was that of those operators who have diversified, nearly 20 per cent carry books. Actually, the addition of books to a record store is a logical one. Both items are bought either to relax with at home, or to give as a gift. And both items generally sell in the same price categories, with paper backs comparable with singles and hardbacks comparable with albums.

Other items mentioned in the diversification list were cameras and film, stationery, movie projectors and desk accessories.

THE ONE EVERYONE'S WAITED FOR—Here's the Man!!! BOBBY BLAND DLP 75. IF I SHOULD MISS HEAVEN BY SPIRIT OF MEMPHIS QUARTET PLP 109. JUNIOR PARKER'S SWEETER AS THE DAYS GO BY AND I FEEL ALRIGHT AGAIN DUKE 351. WILLIE MAY'S MY SAD HEART DUKE 350. THE SHADOWS FIVE MARKHAM PEACOCK 1912. EARL FOREST'S MEMPHIS TWIST DUKE 349. DUKE AND PEACOCK RECORDS, INC.

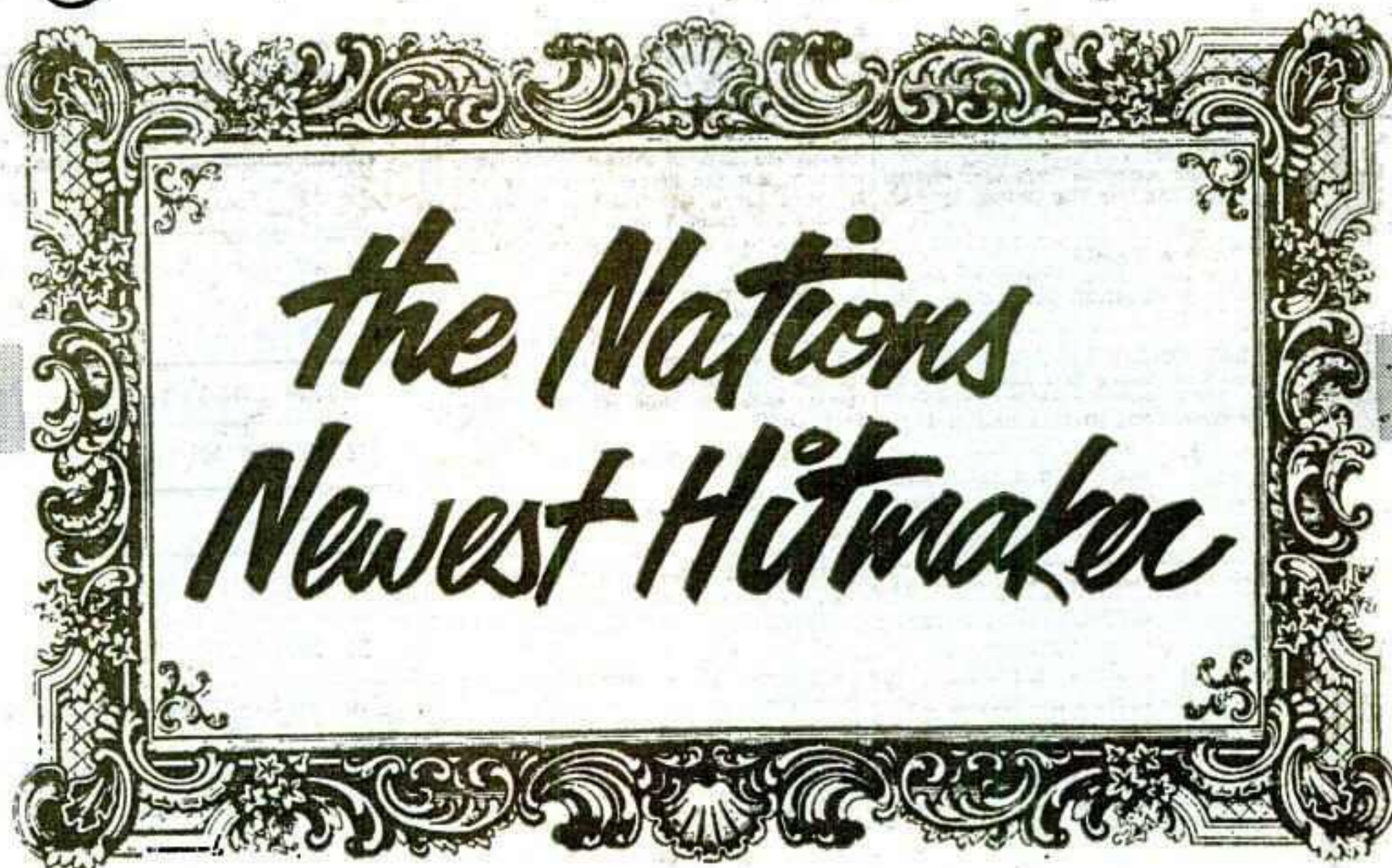
BREAKING BIG! 3,000 SOLD FIRST WEEK IN BOSTON! The Classmates "GRADUATION" (Radar-2624) Distributed by: Atlanta: Hopkins Baltimore: Kaye Boston: Disc Charlotte: Buertos Cincinnati: A&I Chicago: M.S. Cleveland: Great Lakes Dallas: Big State E. Hartford: Trinity Houston: H. W. Daily Los Angeles: Pep Miami: Gold State Milwaukee: Beckerman Newark: Apex-Martin New York: Beta Philadelphia: A & L Phoenix: M. B. Krupp Pittsburgh: Fenway St. Louis: Norman San Francisco: Melody Seattle: Huffine RADAR RECORDS 375 West End Ave. New York 24, N. Y. EN 2-3641

LIMITED SALES POTENTIAL

★★★ STRONG SALES POTENTIAL

LIMITED SALES POTENTIAL

Greetings ARMADA, Best Wishes from-



# BARBARA LYNN

SKY-ROCKETING ON ALL TRADE CHARTS

CURRENT SMASH SINGLE:

**"YOU'LL LOSE  
A GOOD  
THING"**

Jamie #1220



BOOKINGS:  
Continental Booking Agency, New York  
Cliff Aronson Agency, Hollywood

EXCLUSIVELY:  
JAMIE RECORDS

MANAGEMENT:  
Huey P. Meaux &  
Lester Sill

Our First Release on Cotton Town Jubilee by  
**SONNY WILLIAMS**  
 (He's the greatest since the late and great Hank Williams)  
**A TEARDROP ON A ROSE**  
 b/w  
**IF YOU'LL BE A BABY**  
 #100  
 Disk Jockeys: Write for Sample Copies!  
**COTTON TOWN JUBILEE RECORDS, INC.**  
 P. O. Box 322, West Memphis, Arkansas

Mills  
**HIT REMINDERS**  
 DUKES OF DIXIELAND  
 Columbia records hit!  
**TOO BAD b/w**  
**WHAT'S THE TIME!**  
 JOHN BUZON TRIO  
 MORTON GOULD'S TROPICAL  
 b/w  
**JOHNNY'S BLUES (EPIC)**  
 MILLS MUSIC, INC.  
 1619 Broadway New York 19

**"HALF A LOVE"**  
 WADE FLEMONS  
 Veejay #427

The Nation's Next Number 1 Record!  
**YOU'LL LOSE A GOOD THING**  
 BARBARA LYNNE  
 Jamie #1220  
**GUYDEN RECORDS**  
 1330 W. Girard Ave  
 Phila. 23, Pa. CE 2-3333

**KNOW THE 7 DANGER SIGNALS OF CANCER!**

- 1 Unusual bleeding or discharge.
- 2 A lump or thickening in the breast or elsewhere.
- 3 A sore that does not heal.
- 4 Change in bowel or bladder habits.
- 5 Hoarseness or cough.
- 6 Indigestion or difficulty in swallowing.
- 7 Change in a wart or mole.

If your danger signal lasts longer than two weeks, see your doctor at once. Only he can tell whether it is cancer. Send your donation to CANCER, c/o your local post office.

**AMERICAN CANCER SOCIETY**

**LATE POP SPOTLIGHTS**

**SINGLES**

**BURL IVES**



**WHAT YOU GONNA DO LEROY** (Cedarwood, BMI) (2:35)—**CALL ME MR. IN-BETWEEN** (Pamper, BMI) (2:41)—Two pleasant sides by Ives, and either could continue his string. First is a cute, bouncy rhythm tune by Mel Tillis and done with a smart chorus sound. Flip is about the troubles of someone too old for girls and too young for women. Also clever material, and written by Harlan Howard. **Decca 31405**

**PATTY LA BELLE AND THE BLUE BELLES**



**TEAR AFTER TEAR** (Sixty-Six, BMI) (2:27)—The gal group has had a big one with "Junkman," and this fine rockaballad can do equally well. It's got an insistent rock beat with a stylish lead by Patty La Belle. Should move fast. Flip is "Go On (This Is Goodbye)" (Sixty-Six, BMI) (2:20). **Newtown 5007**

**DR. BEN BAYSEY AND THE HYPO-DERMICS**



**OPERATION TWISTED** (Mardon, BMI) (2:27)—Another parody on the Ben Casey kick and a clever one it is. It's basically a solid rocking instrumental on a Twist beat, but there's humorous dialog between the doctor and his nurse as they operate to take the Twist out of Chubby Checker. Has a good chance. Flip is "Blues Till News" (Renny, ASCAP) (2:52). **Titanic 5002**

**R&B**

**HERE'S THE MAN**



**Bobby Bland. Duke DLP 75**—Bobby Blue Bland has a fine new album here which shows off his stylish vocal treatments with a fine collection of blues items, both old and new. The singer comes through with first-rate performances of "36-22-36," "Turn On Your Love Light," "Who Will the Next Fool Be," "Blues in the Night" and "Jelly Jelly Jelly." He is helped much by the fine ork backing of the Hamp Simmons band under the direction of Joe Scott. A solid set that could also grab pop action.

**ALBUM**

**POT LUCK**



**Elvis Presley. RCA Victor LPM-2523 (M); LSP- 2523 (S)**—This is Elvis' first album since "Blue Hawaii" and it could be as big a smash. What is more, many of the tracks could easily be released as singles. The chanter comes through with his usual exciting performances of brand-new material, rockers, romantic ballads, blues and tunes with a Latin beat. And the backing swings all the way. Elvis is at his best on "Such an Easy Question," "Steppin' Out of Line," "Night Rider," "Just for Old Time Sake." No question but that dealers should keep large stocks of this Presley LP on hand during the summer.

**COMEDY**

**ANOTHER DAY, ANOTHER WORLD**



**Jonathan Winters. Verve V 15032**—The irrepressible Jonathan Winters is back with his own delightful brand of humor, and he is as funny as ever on this new waxing. Set was recorded on the West Coast in January of this year, and the enthusiastic audience reaction will be shared by his many record fans. He covers such things as trips to outer space, Madison Avenue, his school days, visits to Paris, California, the Kennedy Administration and everything else.

**GOOD THINGS HAPPEN WHEN YOU HELP!**



O. SOGLOW

(Courtesy of The National Cartoonists Society)

**BILLBOARD MUSIC WEEK HOT C & W SIDES**

This Week	Last Week	By special survey for week ending 6/30	Weeks on Chart
		TITLE, ARTIST, LABEL & NUMBER	
1	3	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	9
2	1	SHE THINKS I STILL CARE, George Jones, United Artists 424	12
3	2	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	6
4	4	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363	8
5	5	CHARLIE'S SHOES, Billy Walker, Columbia 42287	18
6	8	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	7
7	12	THE COMEBACK, Faron Young, Capitol 4754	3
8	6	OLD RIVERS, Walter Brennan, Liberty 55436	9
9	10	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	10
10	20	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	2
11	15	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377	5
12	9	TAKE TIME, Webb Pierce, Decca 31380	5
13	21	TOUCH ME, Willie Nelson, Liberty 55439	6
14	28	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955	3
15	25	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368	3
16	23	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	2
17	19	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721	6
18	7	P. T. 109, Jimmy Dean, Columbia 42338	11
19	17	HONKY-TONK MAN, Johnny Horton, Columbia 42302	12
20	—	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	1
21	14	I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310	5
22	—	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	1
23	29	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	2
24	11	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	25
25	24	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375	5
26	26	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	2
27	—	IMAGINE THAT, Patsy Cline, Decca 31377	1
28	13	SHE'S GOT YOU, Patsy Cline, Decca 31354	18
29	—	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	1
30	—	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009	1

**CONCERT REVIEW**

**Verdict of Bennett Fans: 'Wow'**

Judging by audience reaction, Tony Bennett's latest album, recorded live at his Carnegie Hall concert Saturday (9) for Columbia, should be a smash. To begin with, the concert was a sellout. The artist was very obviously surrounded by his most ardent fans, the atmosphere was enthusiastic, infectious, and Bennett responded in kind.

The program was mixed between a lot of old Bennett standards like the opener, "Lullaby of Broadway," and "Chicago," to some of the newer Bennett hits like "San Francisco" and a very sensitive treatment of "Firefly."

Hewing to tradition, Bennett took off his tie, later his jacket, sat on what he described as his "Italian singing stool," and let loose. There were shouts from the floor—requests for favorites—and each number was literally ushered in with a burst of applause. If the performance was a bit sloppy at times, the audience seemed not to notice and the fun of the evening more than made up for everything. All in all, it was a typical evening with Bennett—just what the crowd came for—and just what they got.

NICK DIRO

# Attn: Mr. Record Dealer



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**NAVY**

**Jap Exports Up 156% in '61**

WASHINGTON—Japanese exports of sound recorders and reproducers to the U. S. increased by 156 per cent, from \$6.1 million in 1960 to \$15.6 million in 1961, Commerce Department reports. Japanese exports of radio phonographs to this country also increased from 39,000 units in 1960 to 75,000 in 1961. Value increased from \$1,252,000 to \$2,698,000 in this category, Business and Defense Services Administration reports. Japanese total exports of electronic products to the U. S. totaled nearly \$120 million during 1961, as compared with \$94 million in 1960, BDSA's electronics division says. Transistor radios exported to U. S. in 1961 dipped slightly below the 1960 level, but this was more than offset by the rise in Japanese exports of the tube-type radios. Total radio export value in 1960 was \$69,315,000 to this country, and rose to \$74,638,000 in 1961.

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One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



**Tax Averaging Bill Would Aid Showbiz Folks**

WASHINGTON—A tax averaging plan to help those with widely fluctuating income, as performing artists, writers, professional, and small businessmen, with unpredictable earnings, has been introduced by Rep. Seymour Halpern (R., N. Y.).

The Congressman's bill would permit a spread for windfall earnings that amount to 100 per cent or more, above the average of his taxable annual income for the preceding five years. The excess income could be spread over a six-year period, including the earning year.

This kind of tax spread could be a boon to smaller record companies, music publishers and writers, with hit-tune earnings and correspondingly big taxes one year, and a bare cupboard the next. Internal Revenue would ultimately gain, says Halpern, because the biggest tax delinquencies are among those who earn large incomes one year, little the next. Also, taxes are paid on all earnings, eventually.

"It has long been recognized that the bunching of income creates one of the most serious inequities under the present tax system," Halpern told fellow congressmen. "Individuals who experience a bunching of income in one year are taxed far more heavily than those who receive the same income over a period of years."

**Monument Due to Split From London With Sippel Move**

NEW YORK — Reports that Monument Records was moving out of its manufacturing and distribution agreement with the London American group were practically substantiated this week when John Sippel resigned his advertising sales post at Billboard Music Week to join the Nashville indie sometime around August 1. Sippel has accepted an executive post with Monument and the London American group could not be determined, but it is known that the separation is an amicable one. Monument, established four years ago by Foster, former promotional executive with ABC-Paramount, is one of the first labels to have worked with the London American group, helmed by Walt Maguire.

Sippel leaves BMW after his second stretch with this publication, since 1958. Previously, he served in the editorial department of The Billboard from 1943 to 1952. He joined Mercury records in a sales capacity in 1952 and remained until 1957, at which time he was national sales manager in charge of album product. Foster and Sippel were associated at that time, with Foster one of the first disk jockey contact men, serving Mercury at Schwartz Brothers, Washington, at the time when Sippel was functioning as a regional man.

**Treasury Dept. Honors Mathis for Bond Work**

WASHINGTON — Johnny Mathis was honored last week by the U. S. Treasury Department for his patriotic service to the Savings Bonds program. Johnny received one of the Treasury's miniature bronze Minute Man awards, a 21-year-old symbol of the department's Savings Bonds Division.

Earlier in the year, the popular recording star waxed "Fifty Stars," a patriotic song with music by Jack

**BILLBOARD MUSIC WEEK HOT R & B SIDES**

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

**FOLK TALENT & TUNES**

By BILL SACHS

Joe M. Leonard Jr., general manager of KGAF, Gainesville, Tex., infos that Frank Starr, young c.&w. singer heard on the Holiday Inn label, is creating quite a stir in

Quigley and lyrics by Jim Flint, for kickoff of the Freedom Savings Bonds Drive on the West Coast. Johnny sang the song in Los Angeles as part of the opening ceremonies of the drive. Recordings of "Fifty Stars" are now being used by radio stations throughout the country in public service programming support for the Savings Bonds program.

Mathis sang the song for the first time in Washington during his week's stint at the Carter Barron Amphitheater here. The Limelites backed the recording star in a program that brought 4,000 to the Carter Barron theater on the opening night of the singer's stay.

Alaska, where he is appearing with his band, the Blue Notes. Frank currently has his combo at the High Hat Club in Anchorage but plans a trip to Nashville sometime soon to cut another session for Holiday Inn Records. "Incidentally," writes Leonard, "they are looking for a good country and western girl singer to work at the High Hat Club this summer. I understand that the wages are quite good." Starr recently did a guest shot with Bill Nobel on the latter's platter show on KENI, Anchorage.

... Hank the Drifter, New England c.&w. artist, is set for a June 23 recording session at the Gold Star Recording Studios, Houston. ... Lee Moore scribbles that he's reaping a harvest on personals in the New England sector. He's set through July in Massachusetts and Connecticut.

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Slick Norris, P. O. Box 653, Highlands, Tex., has been engaged by the veteran Al Dexter to handle his new Capitol LP titled "Al Dexter," which features all of Al's biggest selling hits. Al cut the session

recently at the Capitol Towers in Hollywood, with Paul Wyatt directing. Dexter's current single release on Capitol is "I Won't Be Number Two" b.w. "My Little Heartache." Deejays needing a

copy of the single are requested to write to Norris at the aforementioned address. . . . Thurston Moore, of Heather Publications, 2855 South High, Denver 10, has begun preparation on the 12th edition of his Country & Western Scrapbook which is slated for release in September. He invites photos and biogs from artists who wish to be represented.

Riley Crabtree, veteran recording artist, has signed with Vandan Records, Dallas, to

cut eight singles and an LP, with the first single slated for release July 1. Also new on the Vandan books are Dub Winnett and band of Fort Worth, who have just waxed four sides for the label. . . . "Grand Ole Opry's" Lester Flatt and Earl Scruggs are set for a December 1 date at New York's Carnegie Hall. . . . "Grand Ole Opry" manager, Ott Devine, is presently sopping up the sunshine in Florida. . . . If you looked closely

on the recent Jerry Lewis network TV seg, you saw Johnny and Jonie Mosby working the show with a country band.

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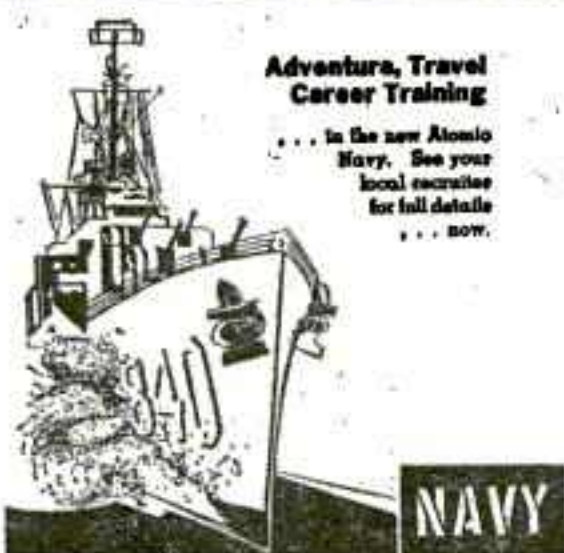
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## Poor Man's Miami Belt Loosens Up, Shows Brisk Early Summer Action

By BOB LATIMER

PANAMA CITY, Fla. — Resort operations are showing collections up anywhere from 10 to 15 per cent for the first month of summer throughout this heavily populated "Poor Man's Miami."

Old-time operators such as J. E. Churchwell and Charlie Hawkins of Gulf Music Company report a heavy early-season tourist influx, amounting to almost 25 per cent greater than this time last year. This quickly put motel rooms, cottage and lunch accommodations at a premium.

The result has been heavy play on phonographs, amusement machines, and on arcades which dot the 10-mile-long white sand beaches extending along the shores of the Gulf.

### New Locations

Heaviest increases in resort operation collections have been in the phonograph classification, probably because there have been more than 50 new restaurants, cocktail lounge and bars opened in the Panama City area, all of which, of course, are excellent phonograph stops.

On the other hand, approximately the same number of amusement machines are on location, so that the stellar achievements in music collections are stimulated by a larger number of machines being set.

Most of the North Florida operators interviewed had planned to use full stereo, particularly in new luxury motel bars and in restaurants, but have been pulled up short by the scarcity of enough top-notch stereo records. There are few exceptions, of course, but for the most part, all stereo phonographs are being installed with only one channel hooked up.

### Volume Needed

"This is a thoroughly regrettable situation," Guy

Churchwell, who manages a big Long Beach casino, containing the largest collection of coin-operated machines in North Florida, pointed out. "We need plenty of volume in semi-outdoor locations, which stereo would help. It isn't practical, however, when we can only offer the customers a half dozen or so of the records they want."

Partly because of the compactness of the resort area, extending over a total of 25 miles, and because there is heavy competition for locations, commission splits have remained at a standard 50-50 in almost every resort spot.

Occasionally, such operators as P. T. Black report that in order to get a 200-choice stereo phonograph, a location owner will budge to 60-40, but in the main, it has been a standard 50-50, with no front money, no guarantees, or any of the other usual "special arrangements" involved.

### Game Situation

Games which appear to be pulling best, after the first month of the tourist season, are generally participation types, including Jet-Pilot varieties, Driving-Safety, Space-Ship games, competitive types such as Hockey, Baseball and so forth. While the old familiar pin game continues to hold its own, it has been those games which involve more than one person, and particularly those which allow for the "I'll-bet-you-a-beer" type of harmless wager which are pulling in the most outstanding collections.

One easily remarkable aspect of the 1962 tourist season has been the apparent more reckless spending on the part of visitors to all of the beach areas.

Better incomes and less opportunity for sports in areas which will supply many of the tourists have obviously brought the tourist out earlier with more money to spend.

## Mid-South Tourists Spend High & Wide

By ELTON WHISENHUNT

MEMPHIS — Several resort areas in the Mid-South provide the most lucrative operating set-up of all for operators lucky enough to be living where tourists and convention delegates spend high, wide and handsome.

Perhaps the highest collections of all resort spots in Arkansas, Tennessee and Mississippi come at Hot Springs, where there is horse racing in season, lakes for boating and swimming, fishing and water skiing, hot baths for the ailing and Las Vegas-type action for those looking for it.

This is mostly year-round, and operators there consistently report top collections.

### Gulf Area

Another well-paying resort spot is the highly popular Mississippi Gulf Coast area, not far from New Orleans. There, operators in the long strip around Biloxi and Gulfport also have plenty of night spots as locations, and vacationers spend freely.

Next in line come several little-known Arkansas resorts. Little known, that is, perhaps to a large segment of the public—but well known to the thousands of summer travelers who flock there for their vacations.

They are Eureka Springs, Hardy, and in the area around Harrison in the Ozark Mountains. Eureka and Hardy have beautiful lakes, wooded areas, peace and quiet,

for those seeking them in daytime, and night life where the operators come into the picture with their equipment.

These are summer operations, three to four months—usually from May to the first of September. And the heaviest is the three months from June to September.

### New Equipment

Operators generally put new equipment at these top-paying spots and pay for the machines in one summer. Then, in the fall, they move the new equipment to top spots on their regular locations in town.

This way they keep new equipment on practically all their locations, thanks almost entirely to several high-paying resort locations. All the resort spots in the Mid-South operate the same as to commission, 50-50.

Besides music, games go extremely well. Some top ones are baseball, rifles, bowling alleys, shuffle bowlers, pin games, kiddie rides.

Archie Turner, Turner Amusement Company, at Harrison, in the Ozarks, for example, recently bought some new equipment for his resort spots there.

In Tennessee, Paris Landing Inn, popular lodge on the Tennessee River, which has been developed in recent years as a top tourist attraction for fishing, boating, water skiing, swimming, is a

(Continued on page 72)

## Signs Hopeful in Yankeeland

By CAMERON DEWAR

BOSTON — Variety appears to be the spice of the resort operator's life. Everything depends on the type of weather, the kind of locations he can get and whether the weeks preceding and those after the high season are good.

Up here in Yankeeland the big season hasn't really begun, but operators and distributors predict that this will be a good summer for both music and games.

As Al Ambrose of Ambrose & York, which runs routes to Cape Cod, says, "The fish were never biting better and that's the best sign I know of."

### Revere Report

Underscoring this sentiment is Howard Cronin of Revere, who sees all indications pointing to a banner season. Revere is the type of amusement beach area that draws patrons before they go on

vacation and after they return. As of the week of June 17 through 23 Cronin reports more people in the area each night than were present on the Fourth of July last year.

"This leaves no doubt in my mind that the coming season will be one of the best ever," says Cronin, adding that Mother's Day and Father's Day were the greatest ever. This optimism also holds true for the south of Boston at spots such as Paragon Park in Nantasket where the park's chief, Larry Stone, reports that the arcades are booming and music is getting a big play in bars, cafes and restaurants.

### No Loan Problem

But one operator on the North Shore town of Ipswich is less enthusiastic about resort music business. Alex Pechilis says he has put fewer machines out this year than

previously for the good reason that he does not believe they are worth all the trouble for the short season. He is willing to take resort locations but refuses to go out after them nowadays. However, there is a good thing about such locations, he points out: you don't have any trouble about loans.

In Newport, R. I., hopes are high for one of the better seasons. According to Harry Walker of Wamcowa Music Company and Eddie Warner of Island Music Company, the combination of the Newport Jazz Festival and the big yacht race when the Australian and British yachts challenge America's Columbia should really spark business. The season, however, is barely under way as yet in the Rhode Island resort.

While commissions depend largely on the type of locations,

(Continued on page 69)

## Early Summer a Break for Shaky Detroit

By HAL REVES

DETROIT—Operators in resort areas here are directly dependent on weather, and the breaks have been with them so far this season, according to spot reports from operators and distributors.

The early advent of summer—with a solid week of 90-degree days in mid-May, for instance—has upset the usual concentration of business after June 30.

Some possibility exists that the early start of the season may mean very slim pickings later in the summer, as customers find their vacation-amusement budgets depleted.

General economic conditions around Detroit are critical. The State and city are both nearly broke. Automobile factory employment, despite high car production figures, is down, with some men out of work for two or

three years. Introduction of automation processes is the general villain—but plenty of individual families are still amusement-conscious and ready to spend while it lasts.

Resort business simply does not interest most Detroit operators. Michigan's traditionally top vacation and tourist attractions remain an untapped field for them, and the business is pre-empted almost entirely by scattered small-town operators, some running sizable routes up-State. Operators simply do not mix resort business with standard metropolitan area operations.

Typical is Vince Meli of Mel-tone Music Company, who had resort locations in the past, but just dropped out of the field. But Meli has a very significant view on up-State potentials, through his ownership of the large Bel-Aire

Motel (where he has no machines) at Saginaw.

Families are now just taking weekends — the motel weekend business is very good—but they are not going to the standard and larger resorts, because they cannot afford the full-week rates. "This means people will not get out to the resorts and play the shuffleboard and coin games as they used to," he said.

Across the river in Canada, Fielding Amusement Company, probably the largest in the field, reports that a few weeks of good weather drew as much volume in resort sections as six months of last year. Prospects for close-in Canadian resorts look excellent if the good weather continues.

Adverse weather in 1961 accounts in part for the unexpected spurt this year. One arcade oper-

(Continued on page 73)

## Colorado Spots Breaking Records Set in Boom Year

By BOB LATIMER

DENVER — Collections in resort locations this year are delighting Colorado operators, many of whom have broken records which have stood since the boom year of 1955.

Particularly pleased are operators in the more remote, high mountain areas. They have seen heavy tourist traffic in their locations since mid-May. Normally the profitable influx isn't there until July 4. This area includes fishing and hunting lodges as far as 150 miles from Denver, some of them reaching over roads open only a few months of the year.

Nothing else but the much-publicized higher national income per capita seems to be the reason, according to such operators as Wilbur Beyer of Fort Collins, Colo.,

and Ben DeGarmo of Boulder, Colo. Both men somewhat disappointed in 1961 figures, find 1962 off to such a flying start that new equipment bought for large-city routes is being trucked into the mountain tourist centers instead.

Tourists from as far East as New England apparently are attempting to beat the rush in moving into the Colorado mountain playgrounds early.

### Compact Juke Boxes

A considerable advantage exists in music merchandising this year in the new compact phonographs, which can, of course, deliver a full menu but are far easier to ship long distances over steep grades. John Moloney of Pueblo, for example, has spotted 10 compacts in localities formerly reserved for full-sized, older boxes, and has shown as much as 60 per cent better take on some sets.

Though most of the new phonographs going into far-flung resort spots are stereo channel models, not a single resort operator has hooked up both sides, quoting the lack of good stereo singles as the reason.

There are a few exceptions, of course, such as bars in luxury hotels and mountain clubs, but since there are so few records available, the average operator steers clear of the stereo subject.

Most juke boxes are either brand-new or at the most only one year old, a common sense step which cuts down on service calls which may require a 100-mile, five-hour drive to reach the location.

New phonographs also show a much better play if for no other reason than the surprise of tourists

(Continued on page 69)

## WHAT'S UP FOR RESORT SEASON? BMW TAKES LOOK

NEW YORK — With the closing of school, the resort season is now in full swing. Juke box and amusement machine operators all over the nation are moving equipment to summer locations for the fat July 4 to Labor Day season. This week, Billboard Music Week publishes the first of a two-part report to the trade on collections to date and prospects for the next 10 weeks. Reports are furnished by BMW's staff of correspondents. The second report will appear in the issue of July 7.

# Juke Box Is Back as Hit Maker, Star Molder

CHICAGO — It's been many years since the juke box had a major influence in the making of hits, but the music machine's role as a medium of record exploitation may soon be restored, according to Jack Gordon, Seeburg's vice-president in charge of phonograph sales.

Seeburg, along with Rowe AMI, is now in the record business. With the shortage of stereo singles and 33 single product, both firms have been providing custom packages for juke box operators, and the juke box distributor is acting as the selling agent.

The number one hit on the Hot 100, for the last three weeks, Ray Charles' "I Can't Stop Loving You" first appeared as a single on 33 as part of the Seeburg Artist of the Week program, with 10 sides taken from the Charles album.

While many other factors were involved, the sales of the 33 singles to juke box operators played a role in getting the disk out as a 45 single.

The average operator has well

under 10 per cent of his machines on location playing both 33 and 45 speeds. If 33 disk hits on three of his 50 boxes, he wants the same disk on a 45 speed so he can place it on his other 47 machines.

Chances are the Charles disk might have made it without the juke box bosh, but there is little question that juke box play hastened things along.

Another example cited by Gordon is the success of Buddy Greco on juke boxes. Greco, who was big several years ago, had cooled off as a singles artist.

But Seeburg packaged 30 Greco sides from recent albums, promoted them in the Artist of the Week packages, and Greco records are selling to juke box operators.

Gordon feels that an unknown will have little chance to crack the juke box market with an individual single, but that he might make it in a packaged deal, with 10 sides and proper promotion.

On this basis, he sees a return of the juke box as an artist builder and a hit maker.

# Royal Takes Over Distrib Lines in Ohio

CINCINNATI — Royal Distributing, Inc., here has acquired Century Music, Inc., Columbus, Ohio. Century had been Wurlitzer distributor for Central Ohio.

Royal, which distributes the Rowe-AMI line in Southern Ohio, will take over the territory serviced by Century and cover the southern two-thirds of the State for Rowe-AMI.

Other lines handled by Royal include Auto-Photo, Bally, Chicago Coin, Fischer, Gold Medal Products, Gottlieb, Keeney, Midway, United and Williams.

Most of these lines will be handled by Century in the Columbus area.

All Century personnel will be retained and Dick Gilger and Paul Hott will manage the Columbus outlet.

The deal was consummated between Joe Westerhaus and Harold Hoffman, representing Royal, and C. L. Hopkins, previous owner of Century.

# Pioneer Sales Bows In as Rowe-AMI Distrib With 2-Day Milwaukee Show



Joel Kleiman, left, head of Pioneer Sales and Service, new Rowe AMI distributor for Wisconsin and Upper Michigan, demonstrates the new phonograph to Milwaukee operators Sam Hastings and Clarence Smith.

MILWAUKEE — A two-day showing of the new Rowe-AMI phonograph drew heavy attendance Saturday and Sunday (10-11) at the Ambassador Hotel here.

The event marked the official debut also of Pioneer Sales and Service, the new Wisconsin and Upper Michigan distributor for Rowe-AMI. Pioneer has taken over the lines formerly distributed by Paster Distributing Company. The new firm, with headquarters at 3110 W. Fond du Lac Avenue, is headed by Joel Kleiman, formerly vice-president of AC Automatic Service, Chicago.

The new firm will distribute all music, games and vending equipment formerly handled by Paster. It will operate with most of the same key personnel.

Rowe-AMI factory people on hand included Henry Havenaar, Jack Harper, Dean McMurdie, Tom Sams, Jack Dunwoody, Dick Ross, Henry Handkins and Hans von Reidt.

Wisconsin operators signing the roster were: Terry and Joe Volk, Volk Music Company, Madison; Mr. and Mrs. Anthony Zore, Sheboygan; Mr. and Mrs. Niels C. Nielsen Jr. and Jack F. Zimmer-

man, Watertown; Mr. and Mrs. Fred Braun Jr., Menomonee Falls; Mr. and Mrs. Reginald A. Tetting, T & T Novelty; Earl Eppler, Oconomowoc; Mr. and Mrs. C. S. Pierce, Brodhead; Mr. and Mrs. La Verne Duerstein, St. Francis; Mr. and Mrs. Val Andreas and Mr. and Mrs. Don Stowe, Wisconsin Coin, Inc., Oshkosh; Mr. and Mrs. Ray Jenner, Waupaca; Mr. and Mrs. William Jahnke, Green Bay; Mr. and Mrs. Andy Waterman, Wisconsin Dells; John Dove, Dove Amusements, Wisconsin Rapids; and John Barros, Johnny's Music Mart, Merrill.

Milwaukeeans included: Joseph Mariniak; John Brandt, J. B. Vending; Maurice J. Ebling, Joe Pelligrino, Carl Betz and Bob Puccio, P & P Distributing Company; Sam Hastings, Hastings Distributing Company; Arnold Jost, Arnold's Coin Machine Company; Harry Cisler, H. Cisler Music Company; Dan Karolczak; James Kulucas; Margos Kelegian Jr.; Michael Basile, Kemo Novelty

*(Continued on page 68)*

# Forum Airs Coin Industry Overseas Role



MYRON SUGARMAN, LEFT, president of Runyon International, discusses the coin machine export situation with Anthony D'Amato, professor of international trade at Seton Hall University. At the right is Charles Weiss, director of WSOU-FM, Seton Hall's radio station.

NEWARK, N. J.—Myron Sugarman, president of Runyon International, Inc., and Anthony D'Amato, president of D'Amato International, a New York freight forwarding firm, discussed the role of the coin machine industry in foreign trade recently in a 30-minute radio program over WSOU-FM, Seton Hall University's outlet.

Sugarman cited the experiences of Runyon International as a case history of how a firm built up its foreign trade. Runyon International is a subsidiary of Runyon Sales, New York, a leading East Coast Distributor. Runyon Sales is headed by Barney Sugarman, father of the Runyon International president.

Sugarman pointed out that when Runyon International was organized as an export division a couple of years ago, the parent company had done some export business, but that it was a minor part of the over-all volume.

Mailing lists were brought up to

*(Continued on page 68)*

# Man Named Little Puts Big Dent In Phono's Last Frontier: Canada

By AARON STERNFIELD

VANCOUVER, B. C.—Canada's four western provinces—Manitoba, Saskatchewan, Alberta and British Columbia—have long been the last frontier for North American juke box operators. Until a couple of months ago, only a handful of music machines were operating in the area, and a juke box was something mainly seen in American motion pictures.

Today, more than 500 automatic phonographs are playing in British Columbia taverns, and prospects for Canada's three other mountain and prairie provinces opening up are bright.

Until April 17, the British Columbia provincial law was fairly clear on juke boxes—they were illegal in any establishment where liquor was sold.

## Baser Passions

Provincial legislators have long held the view that the juke box is the instrument of the devil, and the music which emanates from this instrument arouses the baser passions.

On April 17, the British Parliament passed a law which, in essence, holds that some juke box music might be harmless and that it be given a fair chance.

The action of the British Columbia Parliament came about largely through the drive of one man, Vic Little. Little, president of the B. C. Cigarette Vending Services, Ltd., had conducted a five-year campaign to get juke boxes legalized. His firm operates cigaret machines in British Columbia hotels, restaurants and cocktail lounges, locations where juke boxes would normally get heavy play.

## 1961 Test

Little was able to convince the Parliament to allow him to place juke boxes on two Vancouver locations—the Stanley Hotel and the Regis Hotel—in November 1961. British Columbia Liquor Board had agreed to study the St. Regis operation carefully and determine whether such music was in the best interests of the community. Five months later, the permissive legislation was enacted.

The new law allows juke box operators to place machines in establishments where liquor is sold. But in British Columbia, the only establishments with liquor licenses are hotels. In Vancouver, these hotels must have at least 150 rooms. In smaller cities, they must have at least 50 rooms. In some of the remote villages, a 10-room hotel may qualify for a liquor license.

Programming on the 500 locations operating in British Columbia runs on the sweet side. The law reads that music of a "boisterous nature" may not be played, and that the B. C. Liquor Board has the power to order the juke box removed if it feels the music is "boisterous."

## Practical Programming

As a matter of practical programming, the issue isn't likely to come up—at least not in Vancouver. Most of the tavern patrons in Vancouver drinking establishments are considerably older than those who frequent bars south of the border, and they're generally a conservative group, according to Little.

It isn't just a matter of staying clear of the law. It's good business to eschew rock and roll here, Little pointed out.

Little entered the juke box business with the biggest splash ever made by a single operator. His initial order, delivered over a two-month period, was for 500 dual-speed, stereophonic new Seeburgs, 2,500 wall boxes and 6,000 speakers.

## Biggest Single Order

According to Jack Gordon, vice-president in charge of phonograph sales for Seeburg, it's the biggest single order ever made by an individual operator.

By U. S. standards, takes are fantastic. The average monthly gross per location is between \$500 and \$600, with the operator keeping 60 per cent and the location retaining 40 per cent. The 50-50 split has long been standard in the States, though no American operator has a route consisting entirely of new machines.

Marginal locations are unknown

*(Continued on page 68)*

# Keeney Back With Bingos



RAINBOW

CHICAGO — J. H. Keeney & Company this week released its first bingo-type game in five years. Keeney, at one time a major producer of bingos, had been specializing in five-balls and gun games this year.

The new game, Rainbow, is a six-card, upright unit. It is the company's fifth release in 1962. Unlike the traditional bingo game, it has no multiple coin insertion and no changing odds.



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**BILLBOARD MUSIC WEEK**

**BULK VENDING**

**Pa. Bulk Operators Organize To Fight High License Fees**

By **GEORGE METZGER**

**PHILADELPHIA** — Keystone State operators, faced with skyrocketing State and local taxes, have formed the Pennsylvania Bulk Vendors Association, with Manny Rake, head of Circle Vending here, as president.

Rake charged that in many cases, bulk vending operators are carrying the same tax load as operators of diversified equipment on industrial locations. He added that the new organization will attempt to correct this situation by informing lawmakers of the inequities.

Rake said the group has had only three meetings but have already made some accomplishments. He said the organization has retained Leonard Ettinger and James Boyle of the law firm of Ettinger, Gallagher and Silverman to represent it.

"They have already met with the President of the Philadelphia City Council Paul D'Ortano and talked with him about some of our problems," Rake said. "We find most

of the officials are sympathetic with our plight."

The PBVA president added that while the main problem right now is the food vending license fee in Philadelphia. He added that other municipalities could follow suit. He said if the bulk vending operators are united, they will be listened to better than if speaking as individuals.

He added that a code of ethics will probably also be adopted and other steps taken to further the bulk vending industry.

Rake said, however, that for the organization to accomplish anything, many operators and distributors from across the State will have to join. He said the association

should be able to get at least 50 operators from right in Philadelphia alone. He emphasized that the organization will deal on a State-wide level and not concentrate just on this city.

He announced that several distributors have already come into the fold.

The organization meets the first Monday of each month at the Adelphia Hotel in downtown Philadelphia. All Pennsylvania operators and distributors are welcome to attend.

Other officers elected at the organizational meeting in addition to Rake were Ralph Cohen, of the U. S. Postage Stamp Company, treasurer, and Joe Lefkowitz.

**Mechanics Keeping Vigil for Parts Likely Customers of Bulk Vendors**

**ENGLEWOOD, Colo.**—It's no secret that mechanics are among the world's best customers for bulk-vended products. This is always true on their own grounds, but it is particularly true in automotive parts houses, where the same mechanics must wait at the service counter to pick up parts, tools and operating supplies.

That was the reasoning which

Foster-Gibbons Company, bulk route operator here used in lining up at least a dozen automotive jobber and parts house locations throughout Englewood and South Denver. In some of these spots there are as many as six and eight machines—there to "give the waiting customer something to do" while awaiting his turn.

Mrs. E. E. Foster, one of the two women who operates this all-feminine bulk vending firm, hit on this idea when going after a part herself and discovering that in busy parts houses it is quite often necessary for the customer to stand five and 10 minutes, awaiting his turn.

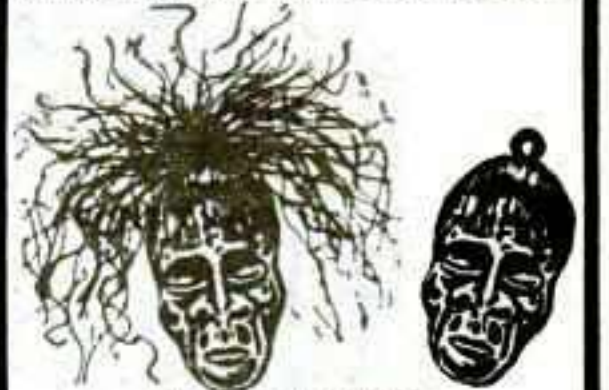
Since there are no chairs or reading material in the average parts house, and because mechanics must visit them constantly in servicing their brake, engine tune-up, electrical, carburetor and similar customers, she decided that this type of installation would make a proven market even better.

Mrs. Foster has set up each spot for both quantity and for sweet confections. In a typical location at Colorado Auto Service Company, for example, there are three 5-cent machines on a five-machine head, offering coated Hershey-ettes, cashews and candy corn at a nickel, while the two one-cent machines offer jellybeans and peanuts.

(Continued on page 69)

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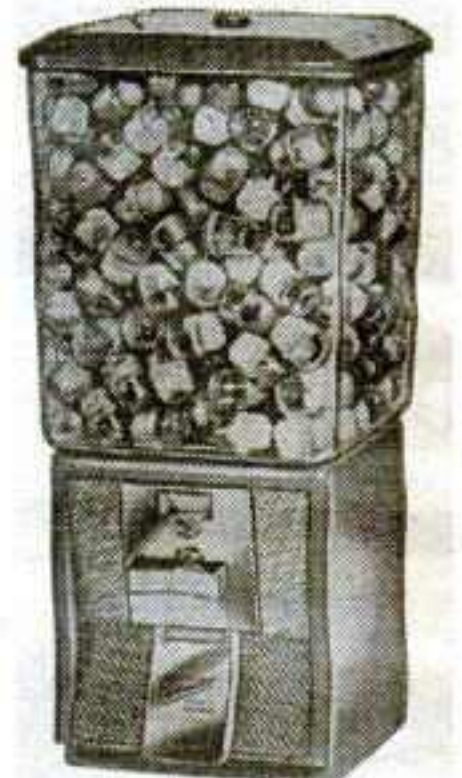
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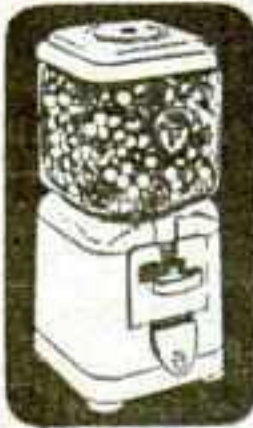
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	Pack	Per
	Lbs.	Lb.
Cashews, 450 ct., whole	.30	.65
Mixed Nuts	.30	.55
Spanish Peanuts	.30	.31
Virginia Splits Peanuts	.30	.35
Rainbow Peanuts (Candy)	.30	.28
Boston Baked Beans	.30	.28
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.72
Medium Pistachios, Red	.30	.60
Small Pistachios, Red	.30	.55
Leaflets (M&M Style Candy)	.25	.27
Teeny Jelly Beans	.25	.27
Candy Corn	.30	.25
Hersheyettes	.25	.47
Chiclé Base Cub Chicks 520	.30	.42
Chiclé Base Cub Chicks 320	.30	.42
Rainbow Tabby-Lets 520	.24	.40
Sugar Peps (Bulk Candy)	.15	.35
Maltettes (Ball Style, 100 Ct.)	.15	.35

	Pack	Per
	Lbs.	Lb.
140-170-210 Rainbow Gum	.25	.32
Rainbilo 100's Centuries, Assfd.		
Colors—Grape, Cherry	.18	.34
Rainbilo Screwballs, 100's	.18	.35
Rainbilo 1/2 Chiclé 140	.25	.41
Cherry 210 Count	.25	.32

	Pack	Per
	Lbs.	Lb.
Adams, Wrigleys, Beech-Nut Brands, 1c, 10c's. Per Box	.47	

Single Floor Stand	\$	5.50
Dbf. Cross Bars for Above		2.00
Triple Cross Bars for Above		2.25
4 Place Racks With Wheels		10.50
3 Place Racks With Wheels		12.50
1c Coin Counting Scale		23.50
Stamp Folders, Per 10,000		6.00
Assfd. Trading Cards		3.25
Ball Point Pens, Gr.		5.50

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Ajax 5c-10c 3-Col. Bulk ..... 39.95  
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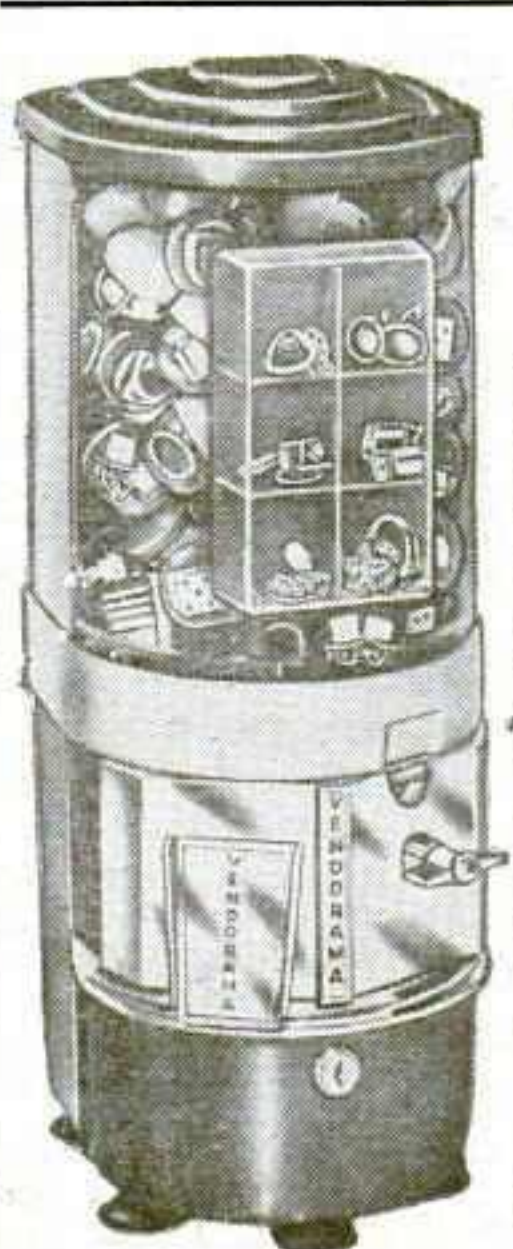
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VENDS: V or V-1 capsules. 1c 100 count gum or 3 for 5c mixed with or without Rocket Charms. 1c 210 gum and charms, nuts or candy @ 1c, 5c or 10c. Rocket Charm vending @ 5c each, 2 for 1c Chickie Treats.

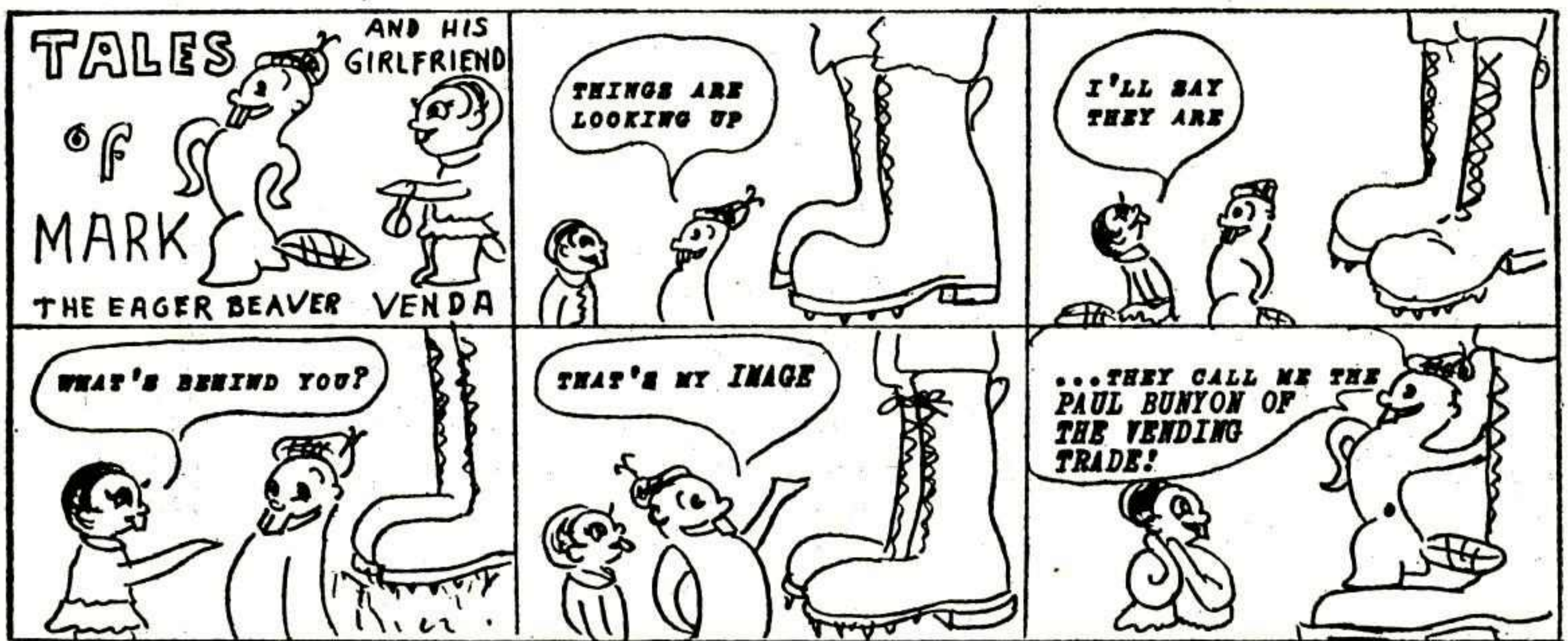
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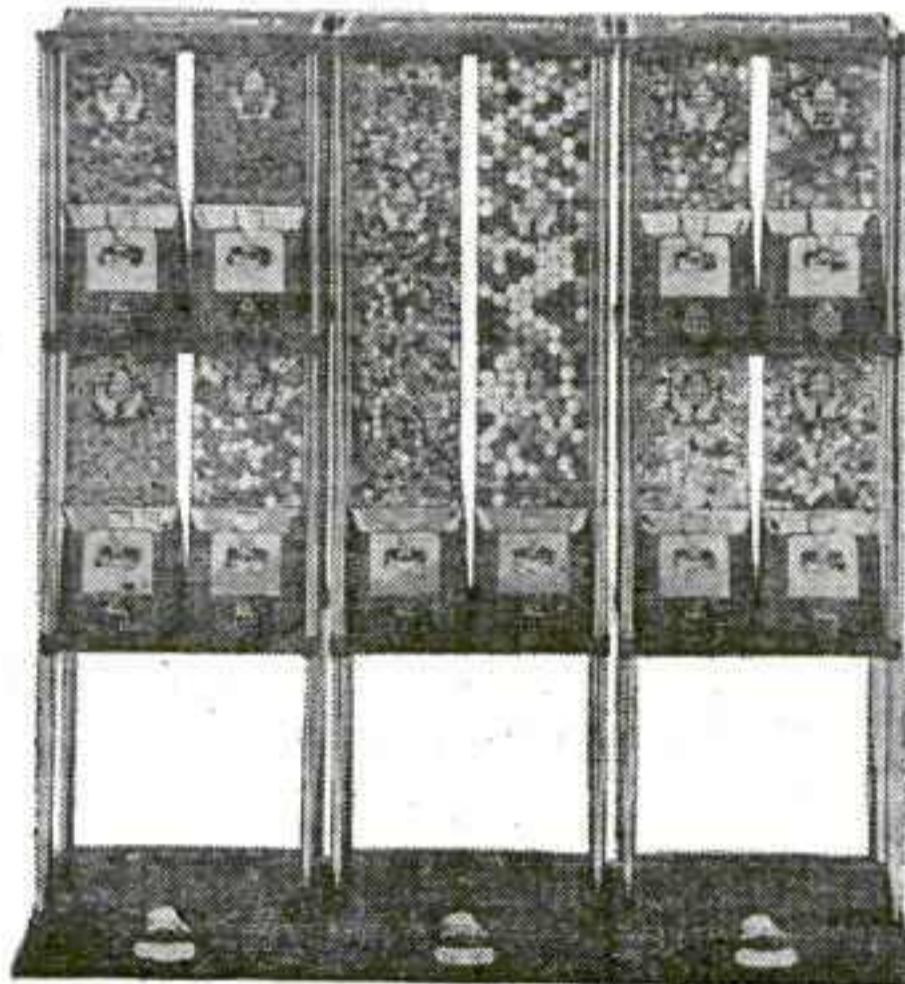
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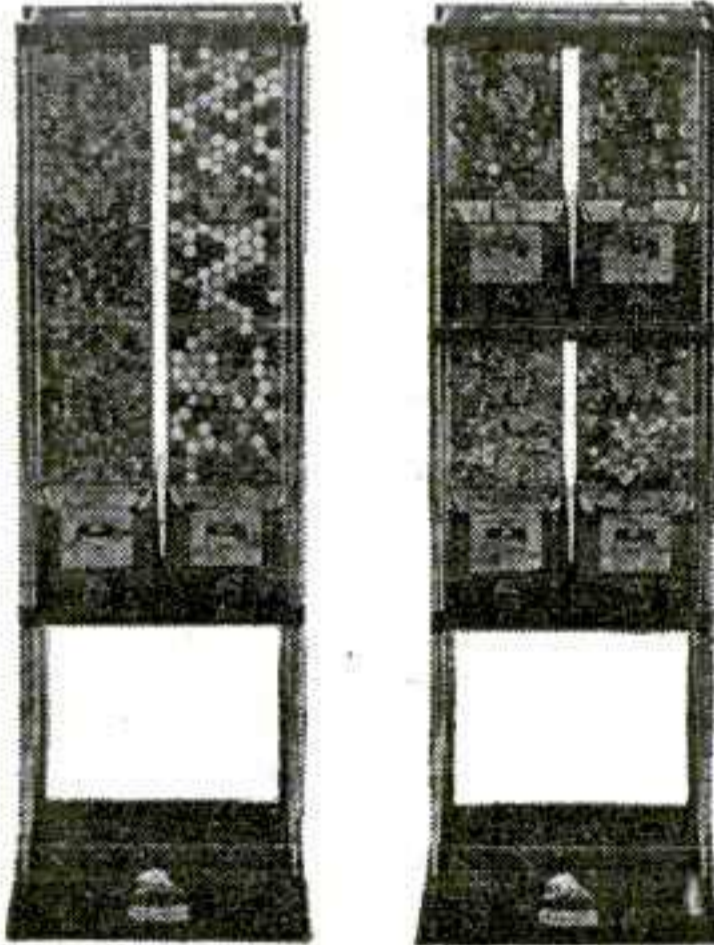
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Contains 3 Complete Sections, 10 Units

**BEAVER MARK I (waterproof)**



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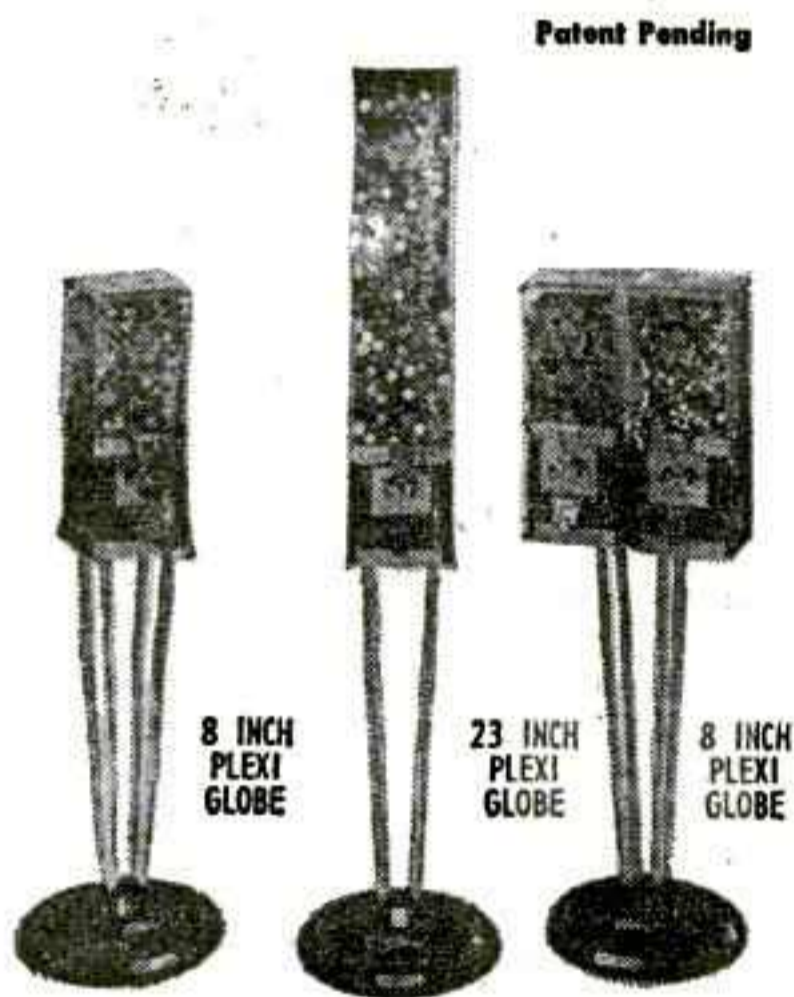
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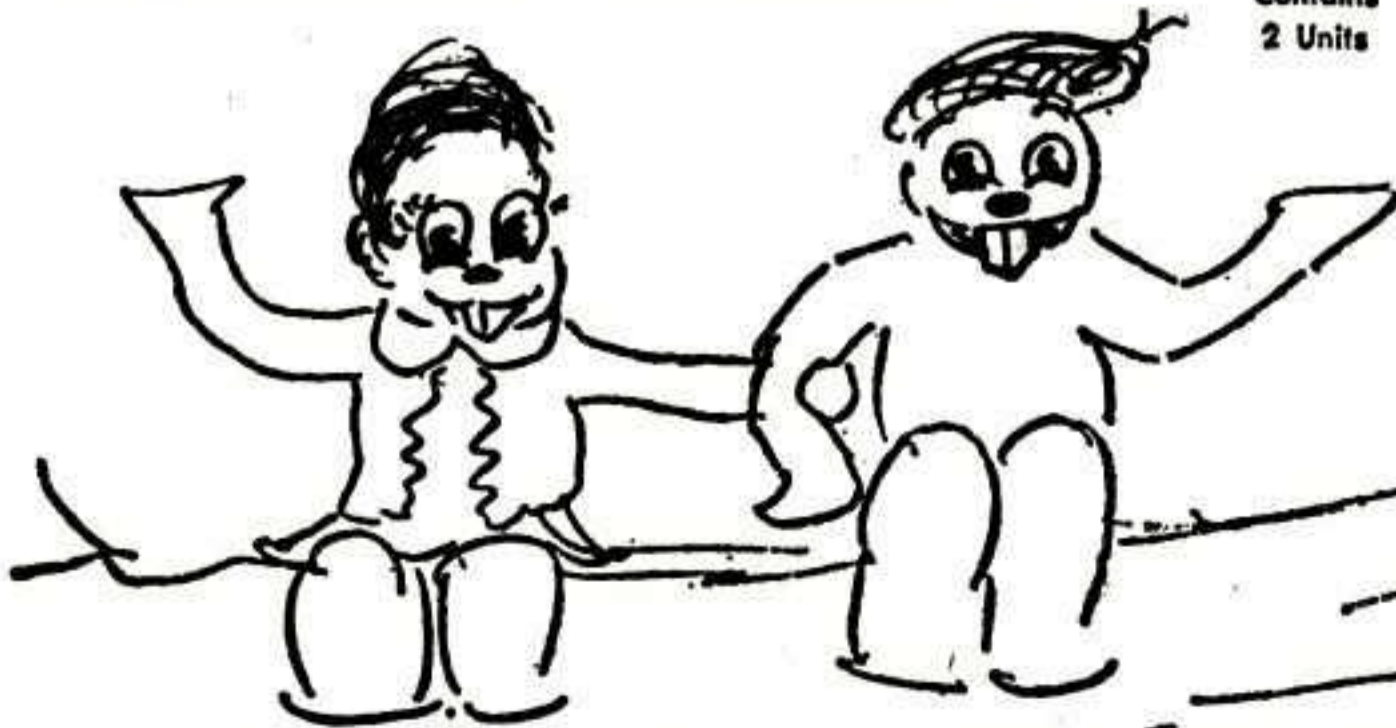
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VENDA THANKS YOU — MARK THANKS YOU  
ALL US BEAVERS THANK YOU



# Police Sweep Out Delicatessens, Seize Bulk Machines as Illegal

**BUFFALO** — Acting on telephone complaints, members of the Central Investigation Bureau visited two delicatessens, arrested a man and a woman and seized five bulk vending machines which they described as gambling devices.

The machines contain such trinkets as metal rings, pins, animals and roulette wheels in plastic bubbles. Insertion of a nickel or a dime entitles the purchaser to one cap-

sule. Police estimated more than 1,000 such machines are on location in various stores throughout the city.

Assistant Detective Chief Kenneth P. Kennedy, co-ordinator of the CIB, said there definitely appeared to be an element of chance in the operation of the devices.

"We have received complaints from parents that their children were using lunch money to obtain trinkets from the machines," Kennedy said.

"The element of chance enters into the picture because the purchaser cannot get the desired

(Continued on page 69)

# On the Beach—Sand, Sun, Vending Machines

**TRAVEMUENDE**, West Germany—Bulk vending is taking to the beach this season at German resorts, especially those on the Baltic.

German bulk vending operators are discovering that there is a large untapped potential in the sand-and-surf market. But this potential can be tapped, German operators have discovered, only by radical new operating methods.

Conventional posting of vending equipment along the promenades is the least effective way to induce patronage. This season German operators are posting vending machines on the beaches at strategic intervals among the bathers.

### Mobile Equipment

The more resourceful operators have devised mobile equipment which they place each day along with the beach umbrellas and baskets and retrieve each evening. Some operators have found it

pays to mount as many as four and six heads at each location, and to provide the machine bank with a gay beach umbrella announcing the bulk vending point.

Germany's sand-and-surf bulk vending spurt is based on the elemental psychological discovery that bathers tend to consume more peanuts and ball gum while relaxing on the sand. But they will not take the trouble to hunt down a bulk vending point—it must be brought to them.

If the bulk vending points are nearby, they tend to develop the habit of patronizing the machines.

Some of the more enterprising operators have made studies showing that 100 yards seems to be about the maximum distance a beach bather will willingly trudge after bulk vending delicacies. Beyond this distance he is defeated by lethargy, but within 100 yards bathers appear to have less trouble with the lethargy barrier.

## HORRIBLES

**Immediate Delivery**  
FOR 5c CAPSULE VENDING:

**Junior Horribles**  
packed 2 in a sample—  
**\$22.00 per M capsules**

FOR 10c CAPSULE VENDING:  
**Large Horribles**  
packed in capsules—  
**\$38.00 per M capsules**

At your nearest warehouse or direct from the factory.

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| Kabo Coin Machine Exchange<br>609 Spring Garden St.<br>Philadelphia 23, Pa. | Northwestern Sales & Service Co.<br>1194 Tremont St.<br>Boston, Mass. | Operators Vending Machine Supply Co.<br>1023 South Grand Ave.<br>Los Angeles 15, Calif. | Oak Sales of Florida<br>1121 71st<br>Miami Beach 41, Fla.    | Oak Sales<br>3033 Fifth Ave.<br>Pittsburgh 19, Pa.                          | Ridge Gum Corp.<br>4324 Ridge Rd.<br>Cleveland 9, Ohio    |

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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.
Bubble Chicks, 320 & 520 ct.	... 37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	... 29 1/2¢ lb.
1 ab (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  
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## NEW! for 5¢ VEND

CRYSTAL, FACETED POPPET BEADS!  
CLEAR and COLORED  
*Sparkling MONEY-MAKER!*

OPERATES WITH ROCKET WHEEL  
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PURPLE VELOUR-COATED DISPLAY  
CARD—3 1/2" x 5" (approx.)

MINIMUM PACK 5M—\$7.00 per M

SAVE MONEY!  
THESE BEAUTIFUL POPPET BEADS WILL VEND APPROXIMATELY 3 for 5¢  
Makes beautiful bracelets and necklaces

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... large and small ball gum at 1¢, 5¢, 10¢ or 25¢ play.  
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Genuine Reproductions of Stone Rings

Write for low prices or send \$3.50 for sample gross

**The PENNY KING Company**  
2534 Mission Street, Pittsburgh 3, Pa.

# Forum Airs Trade Overseas Role

Continued from page 65

date, the trade name of the firm was registered as an exporter of coin machines with chambers of commerce all over the world, and a direct mail campaign was launched.

An overseas parts catalog was assembled, an export brochure was prepared, and specialized sales pitches were sent to potential buyers.

Sugerman stressed the importance of specialized packing for export. He said the firm pays more for this packing, but that its complaint rate on shipments has been running less than half a per cent.

He also cited the importance of an international freight forwarder to recommend the type packing based on the facilities of the port of destination, schedules all shipments and arranges for the necessary documents and consular invoices.

A good freight forwarder, he pointed out, saves the buyer money on freight charges by arranging for

the cheapest shipping possible and also advises on letters of credit and other methods of payment.

Sugerman advised U. S. distributors to reply to customers in the customer's language and to answer each letter the same day. He also suggested getting a registered cable address so that the buyer can cable the seller using as few words as possible, thus saving time and money.

The exporting of used juke boxes and amusement games makes possible the sale of new equipment in this country and improves the balance of payment situation by bringing American dollars home, he said.

Sugerman added that Runyon's domestic business has perked up as a result of increased export sales because the firm is able to dispose of used inventory and make room for new machines.

Theme of the radio program was "World Export Week." D'Amato, who shared the session with Sugerman, is professor of international trade at Seton Hall.

# Little Puts Dent in Phono Frontier

Continued from page 65

here. In order to qualify for a liquor license, an establishment must be fair sized to begin with. The smallest of Little's locations seats 250 persons. The largest seats 600.

To date, Little's United Music, Ltd., is concentrated largely in the southern part of the province. In the north, where lumber and mining towns are common, the sophisticated programming prevalent here probably won't go over.

When United moves north, Little hopes to program largely with country and western music, which is popular with the lumberjacks and other frontiersmen. He feels that there will be no objection from the Liquor Board on this score.

The only time between opening and closing that play stops in B. C. bars is between 5:30 and 6:30 p.m. Provincial law requires that all drinking places be closed for that hour so that the breadwinner will have a chance to dine with the family. What he does after then is his own business.

To date, Little is the only major operator in the province, with more than 90 per cent of the B. C. juke boxes operated by United.

Provincial legislatures in Alberta, Saskatchewan and Manitoba are watching the B. C. experiment with interest. If it goes over without too many hitches, it's a fair bet the

other three Western provinces will open up.

United and its affiliated vending operations have 75 employees, with the average age of the executives well below 40.

The firm has a machine investment that runs well into seven figures. With the 50 per cent duty and the 10 per cent excise tax, a new juke box installation here runs \$3,500. Add a few extra speakers and wall boxes and it becomes a major investment.

But Little isn't worried too much. If collections hold up to anywhere near the level they hit in their two months of operation, he's got a winner.

# Pioneer Bows in

Continued from page 65

Company; Earl M. Linde; Les Reder, L & R Distributing Company; James Stecher, Novelty Service Company; Doug Opitz, Wisconsin Novelty Company; David Jakubowski, Lincoln Novelty; Ken Egelseer, Coin Machine Distributing Company; Leonard Kulwicki; William Zajc, Studio Phonograph; Eddie Puzia, Triple A Amusement Company; Casey Karpinski, Casey Novelty Company, and Clarence Smith, Milwaukee Amusement Company.

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1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

**\$22.00**

Complete With Sturdy Carrying Case  
**ORDER TODAY**  
1/3 Dep., Bal. C.O.D. F.O.B. N.Y.  
Distributors, Write for Prices

**J. SCHOENBACH**  
Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Paris, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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N.W. 10-Cl. 1c Tab Gum Machine	... 18.00
N.W. Model #33, 1c Porc. Con.	... 12.00
Silver King 1c B.G. or Mdse.	... 6.50
ABT Guns	... 8.50
Mills 1c Tab Gum	... 12.00
Model #33 Peanut, 1c	... 6.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	... 64
Pistachio Nuts, Jumbo Queen, White	... 57
Pistachio Nuts, Large Tulip	... 63
Pistachio Nuts, Vendor's Mix	... 58
Pistachio Nuts, Sheik, Red	... 50
Cashew, Whole	... 65
Cashew, Butts	... 45
Peanuts, Jumbo	... 46
Spanish	... 35
Mixed Nuts	... 57
Baby Chicks	... 32
Rainbow Peanuts	... 32
Bridge Mix	... 32
Boston Baked Beans	... 32
Jelly Beans	... 32
Licorice Gems	... 28
M & M, 500 ct.	... 47
Hershey-ets	... 47

Rain-Bio Gum, 72 ct.	... 32
Milk-ette, 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.	... 48
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.  
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1c  
5c  
10c  
OR  
25c

Vends Victor's V or V-1 Capsules; 100 Count Gum at 1c; 3 Balls 100-Count Gum for 5c, and now the fastest play of all, 3 Hems 100-Count Gum mixed with Rocket Charms at 5c per play.

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Say You Saw It in Billboard Music Week

# House Commerce Committee Spells Out Meaning of Gambling in Eastland Bill

EDITORIAL

## This Is Pious Pap

WASHINGTON — It is made very clear that gambling pinball machines are the primary target of the Eastland bill to strengthen the ban on interstate shipment of gambling devices, in the House Commerce Committee report issued last week (20). The bill itself, which strengthens the Johnson antislots act, is deliberately broadened to cover any kind of device manufactured for gambling use, and avoids the pitfall of trying to describe or enumerate any of them.

However, in reporting the bill out favorably for House vote (the Senate has already passed a version of the bill), the committee clearly spells out the chief target as the gambling pinball machine:

"New gambling machines have been developed which are controlled by syndicated crime, but which are not subject to the provisions of the Johnson Act. . . . Principally, they are pinball machines which afford players an opportunity if certain combinations are achieved to register a great number of free games . . . usually have mechanism whereby the player can change the odds . . . or increase the number of balls that can be played by inserting more money. . . ."

"The committee bill broadens the definition of the term 'gambling devices' in the Johnson Act so as to include such pinball machines and any other devices which are designed and manufactured

primarily for use in connection with gambling, and which, when operated, may deliver as a result of

### SEE EARLY VOTE AND HOUSE OK ON PINBALL LAW

WASHINGTON — The House Rules Committee has paved the way for an early floor vote—possibly some time this week — on the Eastland Bill (S. 1658) to tighten the Johnson Act (see adjoining story).

The bill would trap gaming pinballs and every type of device the Attorney General's office interprets as manufactured primarily for gambling purposes, with certain exceptions. The bill also would set up stringent reporting and registry requirements for machines and machine parts when shipped in interstate commerce.

A house vote virtually makes the bill law, since a Senate version already has been passed and only Presidential signature would be necessary.

the application of an element of chance any money or property, either directly or indirectly."

Also, the report states: "The De-

partment of Justice has informed the committee that the proceeds from the operation of gambling devices, particularly from pinball machines designed and manufactured for gambling, is one of the financial mainstays of organized crime . . . the racketeers have concentrated their efforts largely upon developing pinball machines as gambling devices because they are not covered by existing provisions of the act. As already pointed out, the committee bill would remedy this."

The House Commerce Committee amended the Senate-passed version of the Eastland bill to make specific exclusions for non-gambling coin-operated and other devices to be permitted in interstate commerce, such as amusement pinballs, "claw" machines, bowling alleys, shuffleboard, etc.

The bill is specific only in regard to these exemptions. The broad wording covering machines primarily designed for gambling will be interpreted by the Attorney General's office.

The report contains a reminder that the bill as worded permits interstate shipment of gambling devices only to "licensed gambling establishments" in States which have expressly declared themselves exempt from the Johnson Act. Only Nevada has done this. This puts in doubt the status of the four Maryland counties which locally permit the entry of the machines. Since Maryland State law has not expressly exempted the State from the Johnson Act, under the amended federal law, the Attorney General may consider shipment of machines to these counties from out of the State as a violation.

Attorney General Robert Kennedy favored this type of wording because he told the committee that only in this way will States be aided in upholding their antigambling laws by the federal legislation. Implied is the fact that States will have to declare themselves openly for total exemption from the Johnson Act, as Nevada does, to gain exemption for localities permitting entry of the machines.

### Seize Machines

Continued from page 68

trinket with one coin," he added. "The result is that he may keep on inserting coins until he gets what he wants."

"I plan to discuss this matter with the district attorney's office. The arrests may serve as a test case to determine the legality of the devices. If the machines are termed gambling devices, the stores having them on location will be given ample time to remove them from the premises."

commission at all, but this idea proved highly unpopular with location owners. Some even bought their own machines, which put a quick stop to the campaign.

Most Colorado operators, some 19 listing routes in the Rockies, do not leave any equipment at all on location through the winter, where it would suffer from extreme cold.

The service problem in Colorado is a serious one, because of distance and wear and tear on trucks. Some operators hire a TV technician or electronics student in small towns to answer service calls; others keep a supply of parts at the location and teach the location owner to change tubes, relays, solenoids, etc., but for the most part, a long distance service call means a disheartening long drive which takes much of the profit out of resort operations.

## Signs Hopeful in Yankeeland

Continued from page 64

they are in most cases superior to those in year-round spots. It is reported that a few first-rate locations can dictate terms to operators, but generally the split is 60-40 in favor of the operator.

Many operators receive minimums on music and games and the smart operator insists on this since he has to make good in a short time. Distributors say they have tried to sell operators the idea of getting a flat fee of \$200 or \$300 before a commission is paid so that the operator may have a reasonable chance for profit.

Equipment also is determined pretty much by the type of location, with the seashore spots being more demanding than the country because of the greater concentration of people.

Mathematically it seems to boil down to something close to 30 per cent of new equipment, 50 per cent late used and 20 per cent of near-obsolete, especially in music.

While the city operator doesn't do too much at resorts since the locations are mostly taken up, he usually rents both music and games for the summer season. One of the big obstacles this year, especially in games, is that adequate help for maintenance at summer resorts is difficult to come by.

One distributor believes there is

a trend toward more games for the summer season with a corresponding reduction in the number of juke boxes put on location. Trouble with games seems to be that there are no new ideas in arcade equipment. There is an abundance of good pieces but still not enough to go around since there are many more good-sized arcades at summer spots in New England than there were five years ago.

A slight diversification in summer business is done by Russ Eckel of Trimount Automatic Sales Corporation. He is having a big year in leasing background music in Maine and New Hampshire resort towns.

Boston operator Cyrus Jacobs of Interstate Music Company has an interesting switch. He has juke boxes in several of the colleges around Boston, which get little play in the summer. He has taken on two yacht clubs on a weekly rental fee and rents a couple of boxes to boys' and girls' camps. When the yacht clubs and camps close, Jacobs totes them back to the colleges for the regular season.

While operators in this area do not always see rosy pictures in music and games there are few who do not feel that the summer of 1962 will surpass previous years by a comfortable margin.

## Colorado Spots Breaking Records

Continued from page 64

to see them on locations. In every spot, music menu is practically the same as in metropolitan areas: new hit tunes, plenty of nostalgic instrumentals and old favorites.

Games are five-ball pins for the most part, with a sprinkling of pool tables, bowling alleys and so forth. A serious consideration in mountain locations is always space, limited because the high cost of construction for comparatively short periods of revenue, and so very few new games appeared this year; the emphasis is instead on perfectly reconditioned old favorites.

Most operators report a more favorable commission set-up in mountain resort areas, usually 70-30 or even 80-20 in favor of the operator. In Colorado, where high mountain roads mean expensive, laborious miles for delivery or service, the usual location owner is willing to take a smaller commission to attract the sort of handsome equipment which will please his guests.

No indications of front money or no-commission locations have appeared in 1962. Several operators have made half-hearted attempts to spot machines with no

### Mechanics' Vigil

Continued from page 66

Ball gum, which Foster-Gibbons believe sells almost exclusively to children, is offered with a single machine at the counter itself, away from the stand-mounted battery. There is even a 5-cent candy bar machine in the waiting area, to the left of the bulk venders.

In this location, which might

serve as a prototype for all others, Foster-Gibbons achieved even better results than anticipated. Large numbers of mechanics, finding themselves with small amounts of time on their hands, dig in their pockets for change, to gratify their sweet tooth, and while away the time.

Not infrequently, it is a nickel they reach for, instead of a penny, a habit which has beefed up collections sharply.

### The World's Greatest Juke Box

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Now Ready for Delivery

WIRE-PHONE-WRITE TODAY. Send for complete lists.

Arcade-Games-Bowlers-Rides-Music, etc.

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# Trade Cutting Back In W. German Slump

By OMER ANDERSON

HAMBURG—West Germany's coin machine trade is cutting back in anticipation of a general business slowdown which will encompass the United States as well as Europe and which will substantially reduce the market for machines.

Trade statistics show that about 12,000 coin machines have been removed and not replaced in West Germany over the past three years. This trend has accelerated in recent months, and some surveys forecast an additional "retirement" of 3,000 machines within the next 12 months.

West German manufacturers have cut back generally on production, and have curtailed or suspended plans for expansion. The trade is not necessarily preparing for a recession, but the consensus of trade executives is that a business slowdown beginning in late 1962 and extending into 1963 is inevitable, and in fact is already on the way.

### Imports Down

West German distributing firms are reducing imports of U. S. equipment as well as reducing inventories of domestic machines. Everywhere in the German trade what the optimists call "consolidation" is occurring.

The biggest cutback is taking place in payouts, which accounted for nearly 80 per cent of the machine removals. Juke box removals totaled 1,663, the majority having been removed within the last 18 months; and games, 1,607.

The figure of 12,000 machines was reached on the basis of a rundown on 504 West German firms representing a cross section of the German trade. It is estimated that the actual number of removals, based on a scrutiny of tax lists, is around fivefold that shown by the survey, or 60,000 machines of all types.

It is estimated that phonographs have declined from about 55,000 to well under 50,000.

The trade attributes the cutback to increased operating expenses and declining collections.

Expert consensus is that the German trade will be compelled to throttle back until the shape of the European Common Market development is clearer.

It is expected that, long-range, the trading community will boom European business—and with it the coin machine trade. But many experts warn that the boom will be preceded by a long and difficult period of readjustment.

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### CIGARETTE VENDORS

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Terms: 1/3 Deposit Required.



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BALLY DELUXE CLUB S/A ... 325.00  
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### BARGAINS FOR THE WEEK

GAMES GAMES GAMES  
350 OF THEM  
BIG WAREHOUSE  
CLEARANCE SALE

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED? SPECIALS FOR THE WEEK  
22 Column National Cigarette Vendors, Used...\$300.00 ea.  
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Vendors.

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Phone: Superior 1-4600

### BARGAINS

Gottlieb Flying Circus—2 Pl....\$365.00  
2 Keoney Birdland ..... 465.00  
1 Keoney Startime ..... 495.00  
4 Keoney Touchdowns ..... 95.00  
1 Keoney Big Roundup ..... 95.00  
1 Auto Bell DeLuxe Hialeah.... 95.00  
5 Auto Bell Galloping Dominos.. 45.00  
5 Bally Beauty Contest ..... 45.00  
3 Bally Beach Queens ..... 65.00  
2 Bally Lucky Alleys, 14' ..... 245.00  
1 Bally Pan American Bowler, 14' 445.00  
1 Bally Whiz Shuffle Bowler, 8 1/2' 195.00  
1 United Regular Shuffle Alley, 9' 145.00  
1 Rock-Ola 1495 ..... 695.00  
1 AMI F 120 ..... 195.00  
1 AMI E 120 ..... 95.00  
2 Wurlitzer 1650 ..... 95.00

Rush deposit to:



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MISS ANNABELLE  
Can Also Use All Other Gottlieb Games Made Since 1958!  
TOP PRICES PAID!

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GOTTLIEB'S NEW 2-PLAYER Fashion Show

has the Style, the Features and Appeal that get Attention!  
For Details See Page 58.  
For Profits—ORDER TODAY!

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BALLY LUCKY S. A. ....\$225  
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Get Your Share of Inquiries and Sales From Both U. S. and Foreign Customers.

**SCHEDULE YOUR FIRM'S AD TODAY IN THE ALL-INCLUSIVE 1962-1963**

## BUYERS' GUIDE & MARKET DATA DIRECTORY

Printed: Offset, 7" x 10" page size

Dated: August 4, 1962

Distributed: Monday, July 30

Final Deadline: June 29 (earlier if possible)

It's easy and economical to achieve thousands of dollars in extra sales during the coming year. Your ad will act as a direct pipeline from customers everywhere.

Here's All You Need Do  
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## BILLBOARD MUSIC WEEK

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Distributor for  
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SEND FOR  
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1962 CATALOG  
64 Pages—Fully  
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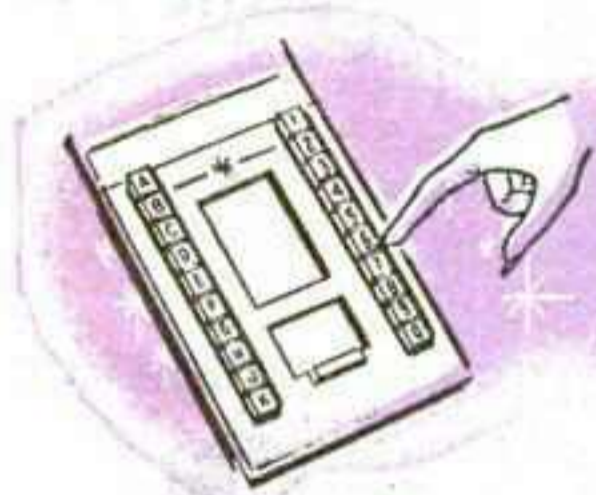
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# ROCK-OLA again gives you profit features and service simplicity in the all new Princess Phonograph



**NEW SIMPLIFIED SELECTOR.** Another new Rock-Ola exclusive: is the simplified coil-less selector. Selections are achieved through springloaded, self cleaning selection levers activated by two motor driven revolving carriages. The elimination of electro-magnetic coils reduces service calls and assures increased dependability for greater operating profits.



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**33 1/2-45 RPM MECH-O-MATIC INTERMIX PLAY.** Dual-speed Rock-Ola Built turntable permits complete intermix of 33 1/2 and 45 RPM records in any sequence in any bank of records. No matter the speed or whether it's stereo or monaural records, they can all be played on the PRINCESS, the one truly flexible phonograph. Only the PRINCESS gives complete protection for all future location needs. (Optional Equipment)



**COMPACT MECHANISM.** Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.

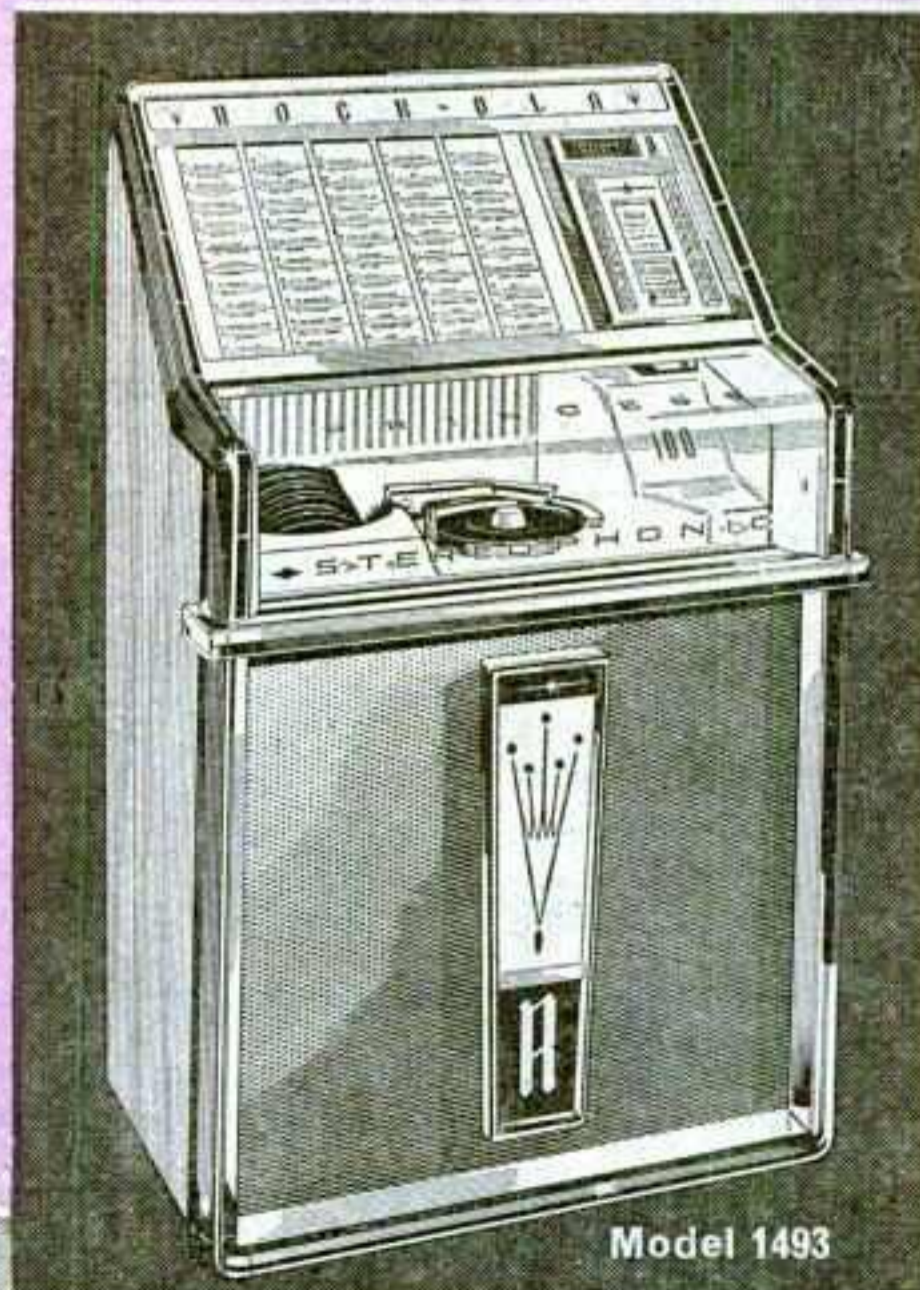
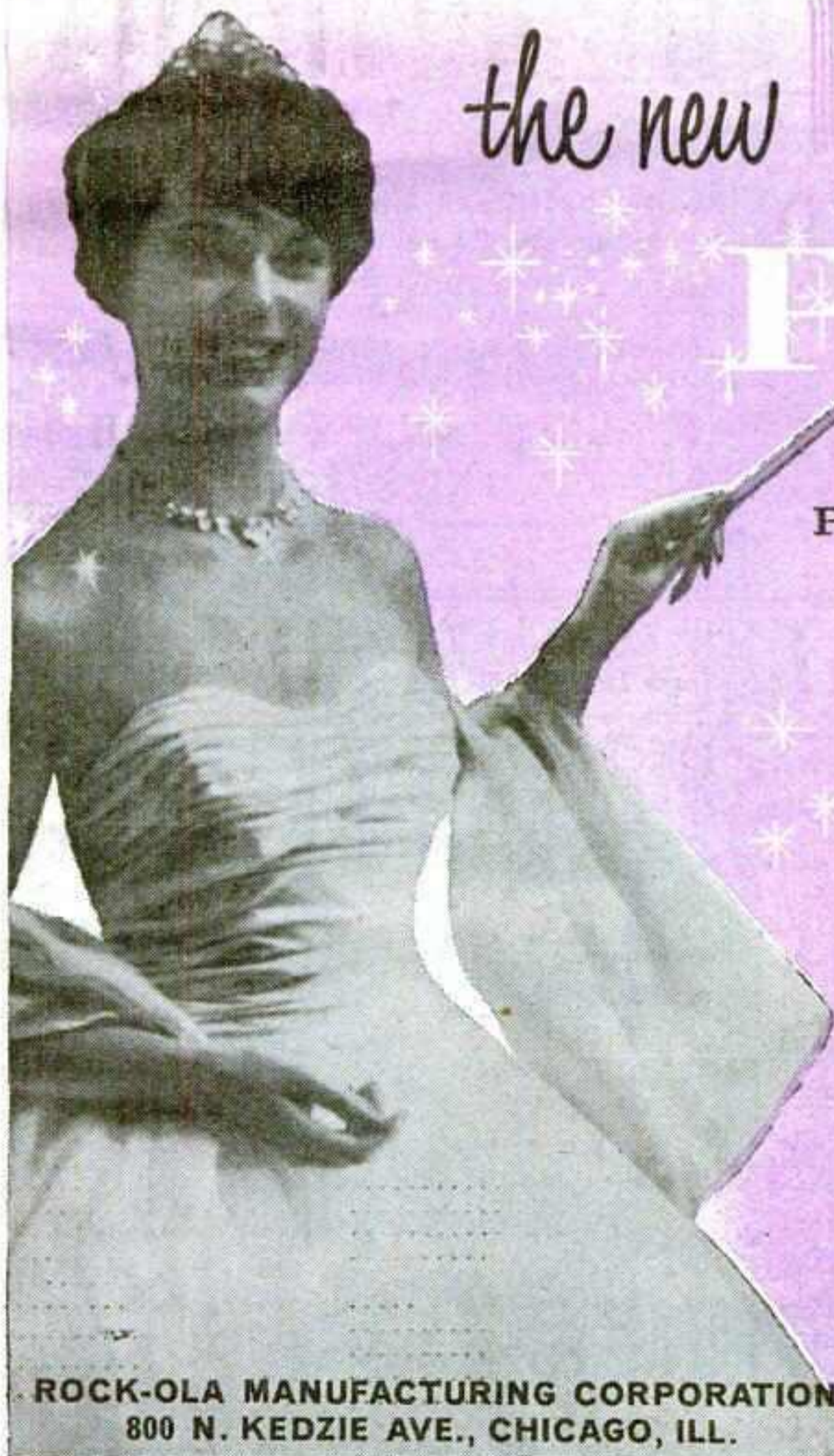


**COMPACT NEW DESIGN** for greater flexibility saves on space... and on service. The Princess has all these features: Easily serviced title strip holders; New miniaturized revolving mechanism; Stainless steel record-magazine belt; Dual channel stereo amplifier; 12" heavy duty speaker, and a wide dispersion, high compression driver horn; Push button selection assembly; Stylized tone arm with "plug-in" cartridge and diamond stylus; Combination "tune dictator" and popularity meter; Fully exposed accumulation assembly and removable door.

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## Princess

COMPACT ALL-PURPOSE  
MONAURAL-STEREOPHONIC  
PHONOGRAPH-100 SELECTIONS



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advanced  
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Model 1493

**"Profit-Makers" From**  
**chicago coin**

• GOLD CROWN • STARLITE  
 • VARIETY ROLL DOWN BOWLER

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**JUNE 30 END OF OUR FISCAL YEAR**  
**ALL PRICES SLASHED CALL—WRITE—WIRE**

VENDORS—All Complete, Off Location—Add Avg. \$50.00 for Shopping

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6 Apco Sr. ....	200	2 Apco SC6SL .....	275
1 Vendo HB900 .....	395	8 Stoner D500 .....	150
1 Cole Fireball .....	75	5 Stoner D1 .....	150
5 Cole Hot Spa .....	85	1 Apco Jr. 500 .....	95

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Keeney, 22 Col. ....	\$150	Rowe, 8 Col., Canoy .....	\$245
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**YOUR BEST OFFERS ON THE FOLLOWING**

Wurlitzer 2150	Sportsman	Ba.—Speed
Seeb. 201	Bally Official	CC Long Range
Seeb. LU 200	Jumbu	Rifle
Seeb. 220S	Skill Derby	CC Pro Hockey
Super Wildcat	CC Red Dot	CC All Star Gonlee
Big Three	Ba.—Whizz	CC Steam Shovel

**PLUS COMPLETE LINE OF . . .**  
**Bowlers, Shuffles, Kiddie Rides, Arcade, Bingos, Music**

**SPECIAL 1 Pokerino Set Up Complete**

**WILL TRADE OR PAY CASH**  
 Seeburg 100 A (78 only)  
 Late Gottlieb—Williams 5 Balls  
 Rock-Ola 1468-1478-1485-1488-1495  
 Bally Lucky & Trophy Bowler, 14 ft.

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 126 Lincoln Street, Boston (Brighton) 35, Mass. PHONE: ALgonquin 4-4840.  
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**We ONLY Advertise**  
**What We Have in Stock**  
 All Machines 100% Clean and Checked  
**PROPERLY PACKED FOR EXPORT**

<b>SHUFFLE ALLEYS</b> \$50.00 up	<b>MUSIC MACHINES</b> \$50.00 up
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**VENDING MACHINES, \$50.00 up**  
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Send for Detailed Lists and Prices of Our Complete Line of Coin-Operated Amusement, Music and Vending Machines.

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 Exclusive Coin Machine Distributor  
 855 North Broad Street Philadelphia 23, Pa., U. S. A.  
 Serving the Coin Machine Buyer for More Than 30 Years

**Mid-South Tourists**  
 • Continued from page 64

first-class resort in the western section of the State.

**Collections Up**  
 Charles Eaker, P & N Music Company, Paris, operates his locations there much as Turner and other Arkansas resort operators do. Eaker reports collections on his resort equipment three times—and often more—as high as on regular location spots.

In East Tennessee, biggest resort drawing card is at Gatlinburg in the Great Smoky Mountains National Park, which draws more tourists each year than any other U. S. park. Collections there are also extremely good, operators report. Equipment there is rotated as at Paris, Tenn., and the seasonal Arkansas resorts.

For music, all operators use stereo and the best equipment they can find for resorts. They say it pays to.

**UPRIGHT SALE**

5 Sportsman .....	\$75.00
10 Wild Cats .....	75.00
2 Touchdowns .....	75.00
1 Double Shot .....	50.00
1 Skee Shot .....	50.00

Send one-half deposit to **GUERRINI'S**  
 1211 W. 4th St. Lewistown, Pa.

**NEW ROWE AMI**  
 hottest phono in years!

Programs 200, 160 or 100 selections. Sensational self-contained Stereo Round.\* Sophisticated design, moving color. Outstanding engineering developments for simplified operation.

\*Patent pending  
 On display now at your Rowe AMI Distributor

**Rowe AC Services**  
 Division of Automatic Canteen Company of America  
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**OPERATE**  
**Williams TRADE WINDS**

adjustable 3 or 5 ball  
 produces rich earnings  
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Seeburg Wall Boxes, 3W1 .....	\$33.50
AMI Wall Boxes, 200 Sec. ....	47.50
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 Exclusive Wurlitzer Distributor  
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**EXTRA 50**  
 Chromed Seeburg 3W1 100 Sel. Wall Boxes, \$32.50 ea.

**SHUFFLE ALLEYS**

3 Bally Monarch Shuffle Alley, ea. ....	\$265.00
4 Bally Deluxe Club, ea. ....	250.00
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 821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanite 6-4071.

**NO SUBSTITUTE FOR QUALITY**  
**WANT TO BUY GOTTLIEB VENDORS**

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**SPECIAL**

35 LOTTA FUNS  
 10 BARRELS OF FUN  
 10 SHOOT A LINES  
 Phone for special prices.

Hebel Coffee & Choc. \$175  
 Avenco Coffee & Choc. 175  
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 Stoner 80 Pastry, 4 sel. .... 145  
 Stoner 92 Pastry, 5 sel. .... 175  
 N.W. 16 col. Candy ... 195  
 Shipman 4 col. Candy ... 125  
 Stoner 6 col. Candy ... 110  
 Stoner 8 col. Candy ... 145  
 Vendo 210 Milk ... 395  
 Vendo 210 Ice Cream ... 395  
 Pop-Sex Popcorn ... 95  
 Gold Model Popcorn ... 225  
 Automatic Popcorn ... 175  
 Nat'l 9 col. Cigt. ... 85  
 Smokeshop V-18 ... 175  
 Corsair 30 col. .... 210  
 Lehigh 11 col. .... 125  
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 Rowe 20 2700 Cigt. .... 245  
 Rowe 2000 4 sel. Cold Drink ... 495  
 Cole T. M. 3 sel. .... 250

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

**CLEVELAND COIN**  
 MACHINE EXCHANGE  
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 All Phones: Tower 1 6715

**Valley DELUXE 6-POCKET**  
 DESIGNED for PROFITABLE PLAY

New Styling! New Operating Mechanism! Formica Burn-Proof Rails! Exclusive Valley "Easy-Count" Scorer! Regulation 2 1/4" Balls! 3 Popular Sizes: 78x47, 84x47, 90x50. Many other features.

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**"AS IS" BARGAINS!**

**100 SHUFFLES**

TRIPLE STRIKE FIREBALL MAGIC MYSTIC ROCKETS	→ \$35.00 ←	BLINKERS MERCURY RAINBOW HOLLYWOOD HOLIDAY
A B C REGULATION CONGRESS		LUCKY ..... \$150 CLUB ..... 175 DELUXE CLUB ..... 200 OFFICIAL JUMBO ... 275 HANDICAP ..... 100

**\$50.00 Each**

**100 BOWLERS**

Lucky Alleys .....	\$200	Super Circus .....	\$ 50
Trophy Alleys .....	150	Hialeahs .....	150
Strike Alleys .....	100	Mermaids .....	50
Jumbo Bowlers .....	150	Galloping Dominos .....	50
Bally & United Small Ball Bowlers .....	75	Circus Days .....	50
Bonus Bowlers .....	200	Star Rocket .....	\$125
Players Choice .....	175	Joker Balls .....	100
Queen Bowler .....	350	Play Ball .....	50
Tournament .....	125	Wild Cats .....	150
Skee Fun .....	225	Red Arrows .....	200

6—Exhibit Horses ..... \$225 Ea.  
 3—Old Smokeys ..... \$195 Ea.

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**Empire COIN MACHINE EXCHANGE**  
 1012-14 MILWAUKEE AVE., CHICAGO 22, ILL. Phone: EVERGLADE 4-2600

## Early Summer

• Continued from page 64

ator in Bad Axe, for instance, simply did not renew his lease when grosses dropped last year—but this season's business appears to justify some investment in expansion generally.

Used equipment predominates in resort areas. In juke boxes, for instance, only monaural equipment is reported, with no stereophonics. The economics are against new investment for resorts.

### Used Games

In the amusement machine field, pin games, baseball machines, and bowlers are reported the leaders. It is mostly used equipment, but there is a distinct trend toward upgrading equipment on location in these sections. This is partly a readjustment to sophisticated patronage—people from the cities expect something modern, not the same old games they played years ago.

Another surprising factor reported is that the large shipment of used games overseas has depleted the stock to such an extent that older games are no longer around to place again. Instead, operators are buying used stuff, but in general it is a bit better than in recent years.

Pinballs are especially popular for an odd reason, says Marcel Algoet of Hockey Amusement, perhaps the largest resort section operator actually in Detroit. "Pinballs are something the customers don't see very often and when they find them in a resort they like to play them. This is an incidental good effect of their prohibition in Detroit."

Algoet, unlike some other operators, is placing new games out on location for the summer. "I know where to put them for the winter," he explained.

An unusual amount of trade-in

business of used equipment has prevailed the past few seasons, so there are few older games and juke boxes on hand, distributor Arthur Hebert of Miller-Newmark reports.

Few operators leave equipment

on resort locations over the winter any more, he says, with most either moving it to new winter spots, or bringing it in for reconditioning during this period.

Commission arrangements vary. Some operators get a guarantee,

JUNE 30, 1962

BILLBOARD MUSIC WEEK 73

and the average commission is running on a 50-50 basis, but individual spots may range from 60 to 70 per cent commission

without guarantee or front money. "No commission" deals, as occur in year-round operations, seem to be unknown in this field.

# SKILL RACE

## SENSATIONAL SKILL GAME

- PROFIT PROVED
- LOCATION TESTED
- 3 BALL
- FAST PLAY

Manufacturers  
**GAMES, INC.**  
2950 NORTH CAMPBELL AVENUE, CHICAGO 18, ILLINOIS  
Phones: CORnelia 7-8800

Originators of  
Electric Upright  
Free Play Games



LONG WEAR  
FINISH  
PLAYFIELD



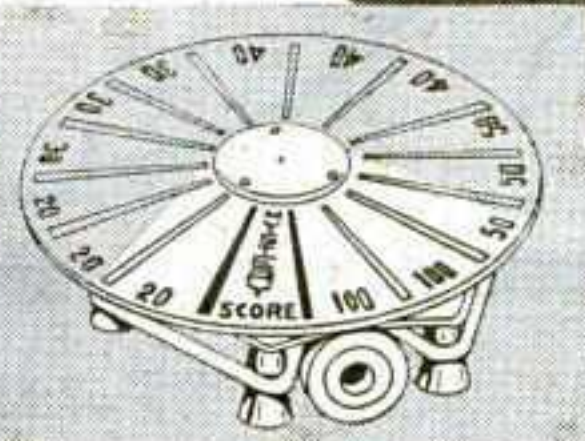
GOTTLIEB'S  
2  
PLAYER

Fashion

Show

**NEW!**

Advancing Value  
Bonus with Super  
Mystery Score  
Section!



- Five Places to get bonus and mystery score
- Making bonus advances target value disc
- Top rollovers score up to 50 points
- Side rollovers score target values
- 3-pop bumpers for high score

**D. Gottlieb & Co.**

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!

New "Hard-Cote"  
Finish Extends Playboard  
Life to an All-Time  
High!

A Gottlieb  
FLIPPER  
SKILL GAME

# Bally Golden Gate

WITH SENSATIONAL NEW  
**GOLDEN GAME FEATURE**

**GOLDEN GAME**

**600**

**450**

**300**

**200**

**96**

**75**

**3 IN ANY GOLD SECTION (SOLID or STRIPED) scores as indicated**

**2 IN STRIPED GOLD SECTION scores as indicated**




New fast money-making Golden Game feature . . . plus popular Red Letter Game feature . . . plus all the time-tested, profit-proved features of the greatest Ballygames . . . all add up to the greatest gold mine of earning power in pinball history. Join the gold rush . . . get GOLDEN GATE now.

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 PLAYFIELD  
 FINISH  
 •  
 FULL LENGTH  
 CHROME  
 RAILS**

See your distributor . . . or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS**



## Ever have the feeling someone's looking over your shoulder?

### Artist of the Week

#### Album Packages

#### Week of June 25—

**RAY CHARLES SINGERS**  
Something Wonderful

(Command)

**RAY PRICE**  
San Antonio Rose

(Columbia)

#### Week of July 2—

**DEAN MARTIN**  
French Style

(Reprise)

**SAM COOKE**  
Twistin' The Night Away

(RCA Victor)

We get it every once in a while—every time a Seeburg innovation is imitated by someone else. For instance, look what happened after Seeburg introduced the built-in automatic intermix so operators could capitalize on the growing popularity of the 33 1/3 record. Take the case of "Artist of the Week," devised by Seeburg to put modern merchandising into the music business. Or consider that popular Seeburg invention, the phonograph personalized for every location. So what's new for 1962? SEEBURG DIRECTIONAL STEREO. No one else has *that* one this year!

# SEEBURG

**Directional stereo in 33 1/3 right at the phonograph**

The Seeburg Sales Corporation, Chicago 22

HEADED  
FOR FIRST  
BY THE  
FOURTH

THE TOKENS  
LA BOMBA

45 RPM

RCA VICTOR  
47-8052

A Token of Love



# 8052



Join the "Summer Festival of Hit Singles from  
RCA Victor!" Ask your distributor for details.

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The most trusted name in sound

