

October 20, 1962

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD
MUSIC WEEK
PAGE ONE RECORD

SINGLES

★ NATIONAL BREAKOUTS

BIG GIRLS DON'T CRY, Four Seasons, Vee Jay 465
RETURN TO SENDER, Elvis Presley, RCA Victor 8100

★ 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.

RIGHT NOW . . .
Herbie Mann, Atlantic 5023 (Mann, ASCAP) (Los Angeles, Baltimore)

THE LONELY BULL . . .
Tijuana Brass, A. & M. 703 (Almo, ASCAP) (Los Angeles, Minneapolis-St. Paul)

ANNA . . .
Arthur Alexander, Dot 16387 (Painted Desert, BMI) (Baltimore, Houston)

YOU WON'T FORGET ME . . .
Jackie De Shannon, Liberty 55497 (Metric, BMI) (Los Angeles)

AFTER LOVING YOU . . .
Eddy Arnold, RCA Victor 8048 (Red River, BMI) (Cleveland)

I JUST DON'T KNOW WHAT TO DO WITH MYSELF . . .
Tommy Hunt, Scepter 1236 (Quartet, ASCAP) (Baltimore)

LET'S GO . . .
Routers, Warner Bros. 5283 (Wrist-Giant, BMI) (Milwaukee)

HELLO OUT THERE . . .
Carl Belew, RCA Victor 8058 (Cedarwood, BMI) (Cleveland)

RELEASE ME . . .
Little Esther, Lenox 5555 (Four Star, BMI) (Houston)

TELSTAR . . .
Tornador, London 9561 (Ivy, ASCAP) (Detroit)

PIDDLE DE PAT . . .
Tommy Roe, ABC-Paramount 10362 (Low-Twi, BMI) (Milwaukee)

DESAFINADO . . .
Pat Thomas, MGM 13102 (Hollis, BMI) (New York)

SHALL I TELL HIM YOU'RE NOT HERE . . .
Marci and the Mates, Big Top 3116 (Rumbalero, BMI) (New York)

SUBMARINE RACE . . .
Visuals, Popular 115 (Stan, BMI) (New York)

NEW ON THE HOT 100

66. **BIG GIRLS DON'T CRY** . . .
Four Seasons, Vee Jay 465
68. **RETURN TO SENDER** . . .
Elvis Presley, RCA Victor 8100
79. **THE ALLEY CAT SONG** . . .
David Thorne, Riverside 4530
82. **MY OWN TRUE LOVE** . . .
Duprees, Coed 571
84. **RIDE!** . . .
Dee Dee Sharp, Cameo 230
85. **THAT STRANGER USED TO BE MY GIRL** . . .
Trade Martin, Coed 570
87. **BOBBY'S GIRL** . . .
Marcie Blane, Seville 120
90. **MAMA SANG A SONG** . . .
Walter Brennan, Liberty 55508
91. **DON'T ASK ME TO BE FRIENDS** . . .
Everly Brothers, Warner Bros. 5297
97. **LIMBO DANCE** . . .
Champs, Challenge 9162
98. **STUBBORN KIND OF FELLOW** . . .
Marvin Gaye, Tamla 54068
99. **UNTIE ME** . . .
Tams, Arlen 711
100. **DON'T EVER LEAVE ME** . . .
Bob and Earl, Tempe 102

ALBUMS

★ NATIONAL BREAKOUTS

MONO

WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS, Sammy Davis Jr., Reprise R 6051

MANY MOODS OF BELAFONTE, Harry Belafonte, RCA Victor LPM 2574

WARM AND WILLING, Andy Williams, Columbia CL 1879

THE TWO SIDES OF THE SMOTHERS BROTHERS, Mercury MG 20675

JUST JIMMY REED, Vee Jay LP 1050

MARILYN, Marilyn Monroe, 20th-Fox FXG 5000

THE NEW CHRISTY MINSTRELS, Columbia CL 1872

THE BEST OF SAM COOKE, RCA Victor LPM 2625

STEREO

No Breakouts This Week.

★ NEW ACTION LP'S

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

MONO

THE BICKERONS FIGHT BACK . . .
Don Ameche & Frances Langford, Columbia CL 1883

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

RAPTURE . . .
Johnny Mathis, Columbia CL 1915

SEALED WITH A KISS . . .
Brian Hyland, ABC-Paramount ABC 431

ALLEY CAT . . .
Bert Fabric, Atco 148

THE SWINGERS . . .
Four Freshmen, Capitol T 1753

TILL DEATH DO US PART . . .
Bob Braun, Decca DL 4339

THE THINGS WE DID LAST SUMMER . . .
Shelley Fabares, Colpix CP 431

BO DIDDLEY . . .
Checker LP 2984

SILVER THREADS & GOLDEN NEEDLES . . .
Springfields, Philips PHM 20052

FLEETWOODS GREATEST HITS . . .
Dolton BLP 2018

YOU'LL LOSE A GOOD THING . . .
Barbara Lynn, Jamie JLP 3023

THE TENDER, THE MOVING, THE SWINGIN' . . .
ARETHA FRANKIN . . .
Columbia CL 1876

SINGIN' THE BLUES . . .
Brook Benton, Mercury MG 20740

THE BELMONT'S CARNIVAL OF HITS . . .
Sabina SALP 5001

STEREO

BY REQUEST . . .
Perry Como, RCA Victor LSP 2567

WARM AND WILLING . . .
Andy Williams, Columbia CS 8679

THE NEW CHRISTY MINSTRELS . . .
Columbia CS 8672

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

I LOVE TO TELL THE STORY . . .
Tennessee Ernie Ford, Capitol T 1751

NEW ON THE TOP LP'S

MONO

82. **WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS** . . .
Sammy Davis Jr., Reprise R 6051

(Continued on page 8)

Three Way 'Mama' Fight Perking Singles Business

The singles record market was enlivened last week by a battle between three versions of the tune "Mama Sang a Song," plus some smash new singles that were bringing teens and adults into stores and rack operations. The three way battle over "Mama" was between the Stan Kenton version on Capitol, the Walter Brennan waxing on Liberty and the Bill Anderson single on Decca. The Anderson version, the original, is a smash in the country field, where it has been out for three months, and is now moving pop.

The Kenton version, which broke the tune pop, has turned into a strong seller in a number of markets, and the Walter Brennan release, issued a week after Kenton, has made a solid showing in a number of other areas. This week the Kenton disk moved up to the No. 74 slot on BMW's "Hot 100" chart, and the Brennan version jumped into the chart in the No. 90 position. The Bill Anderson waxing is No. 2 on the country and western singles chart.

The new records that were turning into smashes were the Four Season's single "Big Girls Don't Cry," a follow-up to their big hit "Sherry," and Elvis Presley's recording of "Return to Sender." David Thorne's vocal version of "The Alley Cat Song" was also grabbing big sales. And new releases by the Duprees, Dee Dee Sharp, Trade Martin, Marcie Blane, and the Everly Brothers, were other traffic builders.

Meanwhile, on the album front, where business was good, a number of new albums were starting to assume smash proportions according to dealers checked. These included the new Joan Baez album called "Joan Baez in Concert," the new Johnny Mathis album, "Rapture," and the Smothers Brothers LP called "The Two Sides of the Smothers Brothers." A novelty album by Allen Sherman called "My Son the Folk Singer" was breaking out in Chicago and Los Angeles. In areas where the English shows "Oliver" or "On the Fringe" had played or were playing, the cast albums of the shows were also selling well.

Deane Spotlights 'Week of Stars'

BALTIMORE—Business in both singles and albums picked up here last week following a marked slowdown earlier last month. And if personal appearances or artists mean anything, dance action may increase even more next week, when Buddy Deane's WJZ-TV bandstand show features a special "week of stars."

Deane, who has been hot on the jockey front for years, is moving his time slot to begin and end a half hour later than now. New segment will be aired from 4:30 to 6 p.m., and it is hoped this will corral even a bigger share of the audience Deane now enjoys.

Featured on the show Monday (15) will be Gene Pitney and Stan Kenton, Kenton currently has one of the biggest singles in Baltimore "Mama Sang a Song," on Capitol. On Tuesday (16) the line-up will include Patsy Cline and a hot local group, the Van Dykes. Wednesday will feature a three-way parlay of Dee Dee Sharp, the Lettermen and Johnny Burnette, while the Thursday show will have Bobby Vinton and the Belmonts aboard. The Friday show winds up the week with Linda Scott, the Angels, Dean Randolph and Vince Everett. A few of the acts will be on through tape but most are expected to appear live.

Meanwhile, local tradesters, including Milt Berson of Musical Sales, leading one-stop in the city, indicates that it's practically no contest on the battle for the honors on the recitation tune, "Mama Sang a Song." Berson feels, and others back him up, that Stan Kenton is winning the sales run by a wide margin, with Decca's Bill Anderson comfortably in the runner-up spot, followed by Liberty's Walter Brennan version.

On the dance front, Chubby Checker's "Limbo Rock" is being hailed as the top disk of the week here, with the flip "Popeye" side already out of the running. The kids are doing the limbo to a fare-thee-well in a style that's described by one observer here as "shuffling up to the cross bar and rocking under it." Another dance record, "Push and Kick," by Mark Valentine, is also reported getting action here.

Pitt Sizzles Over 'Mama's Song'

PITTSBURGH—Much of the action in the Steel City last week centered on the sizzling battle shaping up between three versions of the recitation disk, "Mama Sang a Song." The battle was accompanied by improving disk sales conditions and an optimistic local picture on disk talent personal appearances.

Latest reports on "Mama," here show that the battle lines

(Continued on page 8)

**150 Best Selling
MONAURAL LP's**

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	PETER, PAUL & MARY Warner Bros. W 1449	26
2	1	WEST SIDE STORY Sound Track, Columbia OL 5670	52
3	3	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	27
4	4	THE MUSIC MAN Sound Track, Warner Bros. B 1459	11
5	5	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	5
6	8	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	16
7	6	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	10
8	9	HATARI! Henry Mancini, RCA Victor LPM 2559	14
9	15	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	6
10	12	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	9
11	10	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM E 4062	17
12	7	ROSES ARE RED Bobby Vinton, Epic LN 24020	12
13	13	WEST SIDE STORY Original Cast, Columbia OL 5230	106
14	11	POT LUCK Elvis Presley, RCA Victor LPM 2523	15
15	17	JOAN BAEZ, VOL. I Vanguard VRS 9078	34
16	16	TIME OUT Dave Brubeck, Columbia CL 1397	94
17	18	THE BEST OF THE KINGSTON TRIO Capitol T 1705	20
18	28	MUSIC MAN Original Cast, Capitol WAO 990	226
19	22	BUDDY HOLLY STORY Coral CRL 57279	93
20	41	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	4
21	31	MY FAIR LADY Original Cast, Columbia OL 5090	341
22	14	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	13
23	21	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	233
24	19	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	21
25	34	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	148
26	40	FOLK MATINEE Limelitters, RCA Victor LPM 2547	4
27	44	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 3457	6
28	33	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	52
29	52	CAMELOT Original Cast, Columbia KOL 5620	91
30	29	ROY ORBISON'S GREATEST HITS Monument M 4009	8
31	25	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	54
32	24	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	19
33	43	JOAN BAEZ, VOL. II Vanguard VRS 9094	47
34	39	RAY CHARLES STORY Atlantic 2-900	11
35	23	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	24
36	37	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	6
37	45	SINATRA SINGS... OF LOVE AND THINGS Capitol W 1729	10
38	20	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	102
39	26	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	25
40	55	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	159
41	38	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	46
42	27	MOM'S HABLEY BREAKS IT UP Chess LP 1472	8
43	32	GEORGE CHAKIRIS Capitol T 1750	8
44	36	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	27
45	87	THINGS AND OTHER THINGS Bobby Darin, Atco 146	3
46	42	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R 1005	8
47	30	ROME ADVENTURE Sound Track, Warner Bros. W 1458	19
48	47	DINAH '62 Dinah Washington, Roulette R 26170	18
49	67	TWO OF US Robert Goulet, Columbia CL 1826	8
50	56	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	7
51	58	LIVE IT UP Johnny Mathis, Columbia CL 1711	35

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	35	LOVERS WHO WANDER Dion, Laurie LL 2012	15
53	61	NO STRINGS Original Cast, Capitol O 1695	27
54	66	BY REQUEST Perry Como, RCA Victor LPM 2567	4
55	79	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	49
56	57	THE GARLAND TOUCH Judy Garland, Capitol W 1710	9
57	48	THE BUTTON-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	7
58	54	THE GOLDEN HITS OF THE EVERLY BROTHERS Warner Bros. W 1471	9
59	60	MILES DAVIS AT CARNEGIE HALL Columbia CL 1812	3
60	51	HEAVENLY Johnny Mathis, Columbia CL 1351	161
61	64	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 4305	4
62	131	COUNTRY MUSIC CONNIE STYLE Connie Francis, MGM E 4079	2
63	65	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LPM 2512	18
64	107	VERSATILE BURL IVES Decca DL 4152	30
65	53	RUNAROUND SUE Dion, Laurie LLP 2009	47
66	62	EDDIE CANO AT P.J.'S Reprise R 4020	8
67	93	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	42
68	82	TWIST AND SHOUT Isley Brothers, Wand 653	4
69	50	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	103
70	49	DID YOU EVER! Dave Gardner, RCA Victor LPM 2498	8
71	103	BEYOND THE REEF Earl Grant, Decca DL 4231	23
72	100	I'LL WALK WITH GOD Mario Lanza, RCA Victor LHM 2607	3
73	46	VINCENT EDWARDS SINGS Decca DL 4311	16
74	74	ALWAYS YOU Robert Goulet, Columbia CL 1676	28
75	121	TONY BENNETT AT CARNEGIE HALL Columbia CL 22	2
76	90	RHAPSODY IN RHYTHM Ray Conniff, His Ork & Chorus, Columbia CL 1878	3
77	91	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	21
78	75	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	136
79	72	DO THE TWIST Ray Charles, Atlantic 8054	44
80	59	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	35
81	83	BOBBY VEE MEETS THE CRICKETS Liberty LRP 3228	14
82	—	WHAT KIND OF A FOOL AM I & OTHER SHOW STOPPERS Sammy Davis Jr., Reprise R 6051	1
83	—	MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LPM 2574	1
84	89	ONCE UPON A TIME Lettermen, Capitol T 1711	20
85	125	THE LIVELY ONES Vic Damone, Capitol T 1740	2
86	70	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBD 1569	64
87	—	WARM AND WILLING Andy Williams, Columbia CL 1879	1
88	108	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	13
89	86	JULIE AND CAROL AT CARNEGIE HALL Julie Andrews & Carol Burnett, Columbia OL 5840	8
90	—	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 30675	1
91	81	A YOUNG MAN'S FANCY Johnny Crawford, Del-Fi DFLP 1223	8
92	69	WALK ON THE WILD SIDE Elmer Bernstein, Chess A-4	16
93	134	SNAP YOUR FINGERS Joe Henderson, Todd MY 2701	2
94	98	JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES Bill Dana, Kapp KL 1304	2
95	144	JIM, TONY & BOB, THE LETTERMEN Capitol T 1761	2
96	63	LOLITA Sound Track, MGM E 4050	5
97	76	BEST OF JOLSON Al Jolson, Decca DXA 169	5
98	116	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	56
99	140	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	31
100	68	COLLEGE CONCERT Kingston Trio, Capitol T 1658	33

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	132	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	9
102	127	THE BROTHERS FOUR IN PERSON Columbia CL 1828	3
103	112	ABOVE THE STARS Mr. Acker Bilk, Atco 144	8
104	97	SHOW BOAT Various Artists, Columbia OL 5820	6
105	139	THE MUSIC OF BRAZIL! Percy Faith & His Ork, Columbia CL 1822	4
106	94	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	40
107	95	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	28
108	—	JUST JIMMY REED Vee Jay LP 1050	1
109	78	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	120
110	102	EXODUS Sound Track, RCA Victor LOC 1058	87
111	—	MARILYN Marilyn Monroe, 20th Fox FPG 5000	1
112	113	FOR THE NERO MINDED Peter Nero, RCA Victor LPM 2536	16
113	—	THE NEW CHRISTY MINSTRELS Columbia CL 1872	1
114	71	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	74
115	80	MR. PIANO Roger Williams, Kapp KL 1290	6
116	73	WORRIED MIND Ray Anthony, Capitol T 1752	14
117	—	THE BEST OF SAM COOKE RCA Victor LPM 2625	1
118	117	PIANOS IN PARADISE Ferrante & Teicher, United Artists UAL 3230	4
119	99	AMERICAN WALTZES Mantovani, London LL 3260	13
120	88	ALL THE HITS Bobby Rydell, Cameo C 1019	8
121	85	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	20
122	104	EL CID Sound Track, MGM E 3977	12
123	96	GEORGE MAHARIS SINGS! Epic LN 24001	21
124	109	MASHED POTATOES AND GRAVY Ventures, Dolton BLP 2016	8
125	92	WHAT'D I SAY Ray Charles, Atlantic 8029	60
126	—	ROUTE 66 THEME & OTHER GREAT TV THEMES Nelson Riddle & His Ork, Capitol T 1771	1
127	150	THE WAH-WAHUS!! Orions, Cameo C 1020	8
128	111	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	235
129	105	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	36
130	130	I REMEMBER HANK WILLIAMS Floyd Cramer, RCA Victor LPM 2544	2
131	148	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	60
132	84	CHAD MITCHELL TRIO AT THE BITTER END Kapp KL 1281	8
133	—	DRINKING AGAIN Dinah Washington, Roulette R 25183	1
134	115	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	47
135	133	MURRAY THE "K'S" GASSERS FOR SUBMARINE RACE WATCHERS Various Artists, Chess LP 1470	12
136	—	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	149
137	129	IN THE WEE SMALL HOURS Frank Sinatra, Capitol W 581	10
138	77	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	19
139	135	SONGS FOR YOUNG LOVERS Frank Sinatra, Capitol W 1432	8
140	138	WHERE ARE YOU Frank Sinatra, Capitol W 855	30
141	142	COME SWING WITH ME Frank Sinatra, Capitol W 1594	39
142	—	THE BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	108
143	145	ALL THE WAY Frank Sinatra, Capitol W 1538	42
144	137	MAD TWISTS ROCK 'N' ROLL Various Artists, Big Top 1305	13
145	—	YOUNG AND WARM AND WONDERFUL Peter Nero, RCA Victor LPM 2484	14
146	106	CRYING Ray Orbison, Monument M 4007	29
147	122	CONNIE FRANCIS SINGS MGM E 4049	9
148	114	MOON RIVER Lawrence Welk, Dot DLP 3412	42
149	143	TONIGHT Ferrante & Teicher, United Artists UAL 3171	32
150	149	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	24

**50 Best Selling
STEREO LP's**

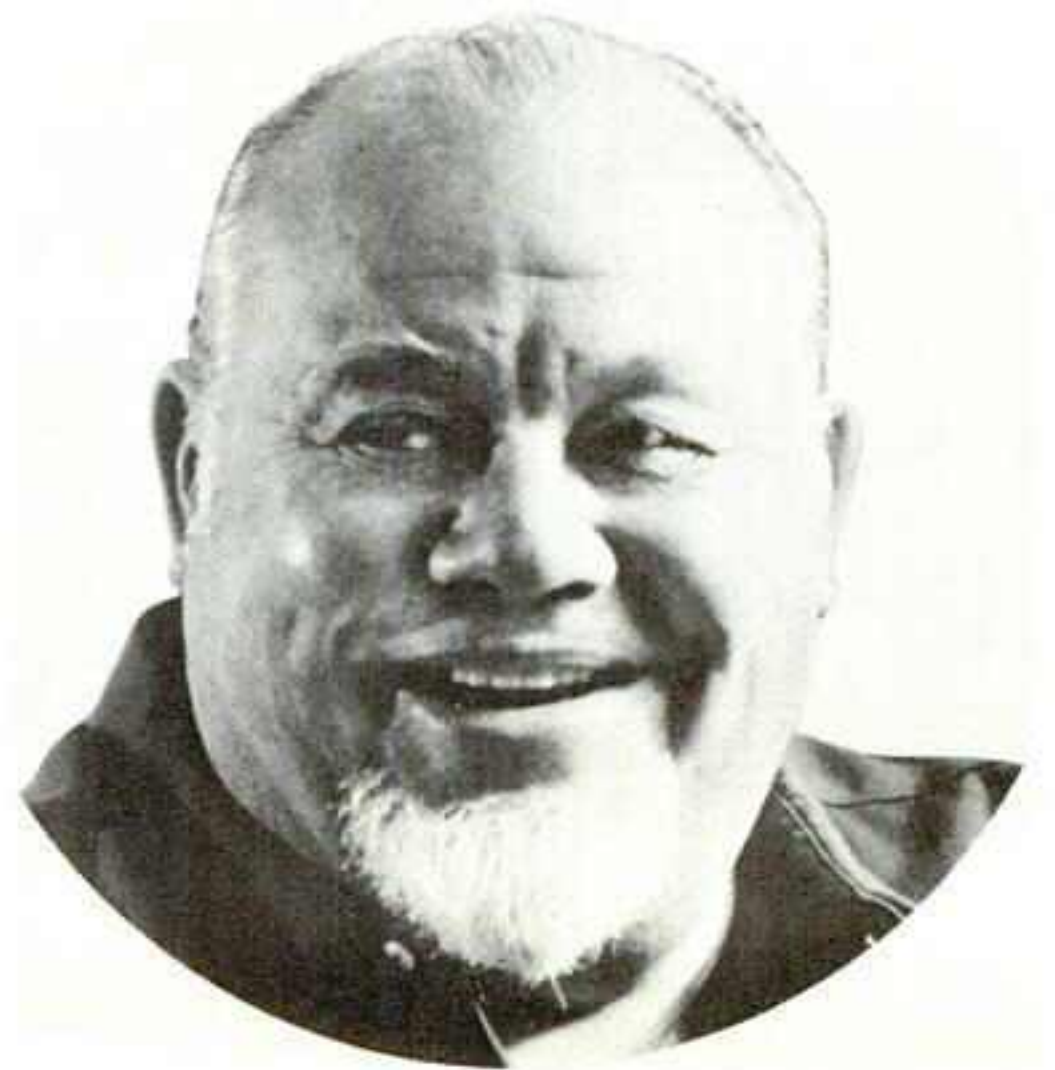
This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	49
2	2	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	11
3	5	PETER, PAUL & MARY Warner Bros. WS 1449	13
4	3	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	23
5	4	HATARI! Henry Mancini, RCA Victor LSP 2559	14
6	6	WEST SIDE STORY Original Cast, Columbia OS 2001	68
7	7	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	16
8	9	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	4
9	17	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 25457	4
10	8	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	10
11	26	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	5
12	10	MUSIC MAN Original Cast, Capitol SWAO 990	97
13	21	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	3
14	27	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 25458	4
15	14	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	9
16	11	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	52
17	16	CAMELOT Original Cast, Columbia KOS 2031	91
18	19	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	64
19	20	A TASTE OF HONEY Martin Denny, Liberty LST 7237	3
20	35	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 74305	4
21	12	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	136
22	23	BEST OF THE KINGSTON TRIO Capitol ST 1705	19
23	34	FOR THE NERO MINDED Peter Nero, RCA Victor LSP 2536	9
24	33	WORRIED MIND Ray Anthony, Capitol ST 1752	12
25	25	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	24
26	13	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	17
27	47	FOLK MATINEE Limelitters, RCA Victor LSP 2547	2
28	30	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	51
29	31	BEYOND THE REEF Earl Grant, Decca DL 74231	14
30	24	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	15
31	42	SINATRA SINGS... OF LOVE AND THINGS Frank Sinatra, Capitol SW 1729	10
32	15	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	54
33	39	CARIBBEAN GUITAR Chet Atkins, RCA Victor LSP 2549	2
34	22	TIME OUT Dave Brubeck, Columbia CS 8192	63
35	18	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R9-1005	7
36	28	POT LUCK Elvis Presley, RCA Victor LSP 2523	15
37	44	BONNIE ALDRICH & HIS TWO PIANOS London SP 44018	3
38	36	DANCE AGAIN Edmundo Ros & Ork, London SP 44015	5
39	48	MOON RIVER Lawrence Welk, Dot DLP 25412	41
40	29	NO STRINGS Original Cast, Capitol SO 1695	27
41	40	THE GARLAND TOUCH Judy Garland, Capitol SW 1710	7
42	—	DINAH '62 Dinah Washington, Roulette SW 35170	2
43	37	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	21
44	41	POPS ROUNDUP Boston Pops (Fiedler), RCA Victor LSC 2595	7
45	43	RHAPSODY IN RHYTHM Ray Conniff, His Ork & Chorus, Columbia CS 8678	3
46	46	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CS 8576	20
47	45	EL CID Sound Track, MGM SE 3977	8
48	32	AMERICAN WALTZES Mantovani, London PS 248	20
49	38	SPAIN Stanley Black Ork, London SP 44016	10
50	49	ROSES ARE RED Bobby Vinton, Epic BN 26020	10

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

A **SMASH** FOLLOW-UP
TO "MR. IN BETWEEN"

from

**BURL
IVES**



MARY ANN REGRETS

C/W

HOW DO YOU FALL OUT OF LOVE

31433

On

DECCA



Naturally

STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

Table with 5 columns: THIS WEEK, WK. Ago, WK. Ago, WK. Ago, TITLE Artist, Label & Number, Weeks On Chart. Contains chart items 1-34.

Table with 5 columns: THIS WEEK, WK. Ago, WK. Ago, WK. Ago, TITLE Artist, Label & Number, Weeks On Chart. Contains chart items 35-66.

Table with 5 columns: THIS WEEK, WK. Ago, WK. Ago, WK. Ago, TITLE Artist, Label & Number, Weeks On Chart. Contains chart items 67-100.

HOT 100—A TO Z—(Publisher-Licensor)

Table listing song titles and artists for the Hot 100 chart, starting with Alley Cat (Meteorion, BMI) and ending with I Left My Heart in the Balcony (Trinity-KIT, BMI).

Table listing song titles and artists for the Hot 100 chart, starting with I Remember You (Paramount, ASCAP) and ending with All Alone Am I (Duchess, BMI).

Table listing song titles and artists for the Hot 100 chart, starting with Pop Pop Pop-Pie (Dandelion, BMI) and ending with You Can't Judge a Book by the Cover (Arc, BMI).

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100 chart, starting with 101. COLD, COLD HEART (Dinah Washington, Mercury 72040) and ending with 131. ANY OTHER WAY (William Bell, Stax 128).

Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

- #16391 **Ten Lonely Guys** Pat Boone
- #16378 **No One Will Ever Know / Because** Jimmie Rodgers
- #16397 **Someone / Blue Flame** Billy Vaughn
- #16387 **Anna ^{GO TO HIM} / I Hang My Head And Cry** Arthur Alexander
- #16374 **A Swingin' Safari** Billy Vaughn
- #16364 **Baby Elephant Walk** Lawrence Welk
- #16394 **I'm Standing By / They Say** Rodge Martin
- #16396 **Tell It To The Birds** Dore Alpert
- #16393 **Matilda** The String-A-Longs
- #16386 **What Kind Of Fool Am I** Keely Smith
- #16399 **Wonderful To Be Young / Got A Funny Feeling** Cliff Richard
- #16389 **Pink Shoelaces / Yes-sir-ee** Dodie Stevens

NEW ALBUMS

- DLP 3442(M), 25442(S) **The Shifting Whispering Sands** Billy Vaughn
- DLP 3453(M), 25453(S) **No One Will Ever Know** Jimmie Rodgers
- DLP 3456(M), 25456(S) **Dorsey Burnette Sings** Dorsey Burnette
- DLP 3461(M), 25461(S) **What Kind Of Fool Am I** Keely Smith

BEST SELLING ALBUMS

- A SWINGIN' SAFARI** • Billy Vaughn
DLP 3458 mono, 25458 stereo
- BABY ELEPHANT WALK AND THEME FROM THE BROTHERS GRIMM** • Lawrence Welk
DLP 3457 mono, 25457 stereo
- PAT BOONE'S GOLDEN HITS** • Featuring Speedy Gonzales
DLP 3455 mono, 25455 stereo
- THE WRIGHT TOUCH** • George Wright
DLP 3447 mono, 25447 stereo
- SO RARE** • Jimmy Dorsey
DLP 3437 mono
- YOUNG WORLD** • Lawrence Welk
DLP 3428 mono, 25428 stereo
- MOON RIVER** • Lawrence Welk
DLP 3412 mono, 25412 stereo
- I'LL SEE YOU IN MY DREAMS** • Pat Boone
DLP 3399 mono, 25399 stereo
- YELLOW BIRD** • Lawrence Welk
DLP 3389 mono, 25389 stereo
- ORANGE BLOSSOM SPECIAL AND WHEELS** • Billy Vaughn
DLP 3366 mono, 25366 stereo
- CALCUTTA** • Lawrence Welk
DLP 3359 mono, 25359 stereo
- WONDERLAND BY NIGHT** • Louis Prima
DLP 3352 mono, 25352 stereo
- LAST DATE** • Lawrence Welk
DLP 3350 mono, 25350 stereo
- LOOK FOR A STAR** • Billy Vaughn
DLP 3322 mono, 25322 stereo

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



"THE NATION'S BEST SELLING RECORDS"



Radio Spot Campaigns Spark Pop Album Sales for Manufacturers and Dealers

Smash Readies Big Radio Spot Commercial Campaign

By REN GREVATT

NEW YORK—Radio, always a key factor in exposure of single records, is reaching a position of greatly increased significance in the sale of pop albums, particularly through the medium of paid commercials. Following a summer that saw Epic Records embark on a paid radio spot campaign on key album releases, Smash Records has now instituted a similar but more all-inclusive program.

An important aspect of radio's role in the album market has to do with deejay-identified album collections of oldie hits. The success of Murray (The K) Kaufman's venture into this field with his "Golden Gassers" oldie package is well known already. Last week, another prime example came to light with a set titled "Treasure Tunes From the Vault," which pictures on its cover seven disk jockeys from Chicago's top-rated Top 40 outlet, WLS.

Smash Records' plan, which has just gotten under way in key markets across the nation, involves an allowance to each distributor, which is made after he has bought up to his quota. The allowance is earmarked strictly for radio time buys.

Five albums are getting the benefit of the initial radio time buys, which extend through periods as long as 13 weeks. These include the first album here by Nana Mouskouri on Fontana; "Patches," by Dickey Lee; "Green Onions" and "Alley Cat," by Bill Justis; an album of old rock hits from the Herald and Ember catalogs and a set of big country hits from the Starday catalog.

A series of 30-second tape commercials on each has been done by a leading Chicago jockey, Dick Biondi, of WLS. In many cases, distributors in other markets are using the Biondi commercials but they can also arrange for local jocks to do the spots, using the Biondi tape as a sample.

Though some of the budgets ordinarily set for point of sale, in-store display material, have been reduced, dealers can still get in on the radio promotion. For this, the dealer must agree to take a quota of the albums being advertised on the air. In return for this, the dealer can have his store mentioned on the spots. Attempts are being made to get most of the time buys on Saturday and Sundays.

The commercial plan, which was announced to distributors at the recent Smash sales meeting in Chicago, is just now beginning to hit its stride, with spots already on the air in Detroit, Buffalo and Cleveland. Other markets are getting started each week, with the last major ones, Chicago and Boston, to start November 1.

The Boston situation was complicated by the fact that the choice for airing there was Arnie Ginsberg on WMEX. Ginsberg's time was already sold on album commercials from various local distributors through November 1. In the case of WLS in Chicago, the stations jocks were booked solid on time available pushing the aforementioned "Treasure

Tunes From the Vaults," on the Chess label.

One of the pioneers of the current trend to pop album commercials was the Original Sound label, which purchased time in many markets to promote its "Oldies But Goodies" packages. During the past summer, Epic hired Boston's Arnie Ginsberg to do commercials on its new Bobby Vinton and George Maharis albums. This turned out so successfully that Epic later encouraged all its distributors to adopt the same on-the-air strategy, using the Ginsberg spots as samples. Ginsberg, meanwhile, has become much in demand in the Boston area to do taped spots for many labels.

Meanwhile, the WLS "Treasures" album, despite the fact that it is being advertised only on the station itself, is developing considerably more than just a local reaction. Demand has now been felt in a number of markets. In the Charlotte, N. C., area, Bertos Distributing had placed a sizable order. WLS, with its 50,000-watt signal, has a nighttime range covering many distant States, including the Carolinas, which accounts for the demand in that area.

In the case of earlier jockey-inspired albums, local demand, where the jock is a name, has been the rule. In several instances—"Golden Gassers" included—the same album has carried different jockey identification in different markets. The WLS case is one of the few where the power of the station has been enough to develop action in more than one market. The jock team at the station, including Gene Taylor, Art Roberts, Mort Crowley, Bob Hale, Jim Dunbar, Clark Weber and Biondi are all promoting the record heavily.

Postpone Columbia Club Hearing

WASHINGTON—The public hearing on the Federal Trade Commission's complaint against Columbia Record Club, originally scheduled for October 22, has been postponed at Columbia's request for approximately a week. Tentative date set at Billboard Music Week's deadline last week was for Tuesday, October 30, in the Commission's New York office, with hearing examiner Edward Creel presiding.

COLUMBIA GETS 'BUT UP' CASTER

NEW YORK—Columbia Records has snared the original cast rights to the forthcoming Broadway musical "Nowhere to Go But Up." The show, produced by Kermit Bloomgarden, Herbert Greene and Stevens H. Scheuer, opens November 10 and stars Tom Bosley, Martin Balsam and Dorothy Loudon. The book and lyrics are by James Lipton, with music by Sol Berkowitz. Direction is by Sidney Lumet.

New Post for Kapp & Skaff

NEW YORK—Two top-level executive appointments at Kapp Records have boosted Michael Kapp to executive vice-president and Phil Skaff to the vice-president of sales post. Kapp was vice-president and general manager of the firm previously, and Skaff, prior to joining the firm in 1955, was sales manager of M. S. Distributors, Chicago. Before the most recent promotion he was managing director of sales for the label.

Finfer Frisco 'Goodbye' Deal

PHILADELPHIA—Harry Finfer, now heading the Arlan label, has picked up a hot master out of New Orleans. The record is on the Frisco label, and it features Danny White singing "Kiss Tomorrow Goodbye." Record was made by Frisco label chief Miss Connie La Rocca. Finfer will distribute the disk through his firm, although it will remain on the Frisco label. Finfer said he paid close to \$4,000 for the master.

BMW's story of October 13 erroneously reported a pre-trial conference date as October 12, when the date should have been October 10.

The Commission has charged, and the Columbia Record Club has denied, that the CBS subsidiary threatens a potential monopoly in the LP record field and that its advertised prices for club merchandise are misleading.

Dick Clark Radio Battles Dick Clark TV

By CHARLES SINCLAIR

NEW YORK—Dick Clark, as a network TV deejay, will be in a "High Noon" shot—out for audience ratings in a number of radio-TV markets this winter with none other than Dick Clark. The dual-media duel is a by-product of the sales policy currently being followed by Mars Broadcasting, Inc., distributor of Clark's new syndicated radio deejay series.

Here's how the radio-TV battle lines have been drawn: In TV, Clark's slot this season is

4-4:30 p.m. on ABC-TV. The time period represents a cut-back from the hour-long segment on TV Clark has been filling, and from the 90-minute "American Bandstand" segment with which he originally started, several seasons ago.

Time Slots

In radio, Mars is putting strong sales emphasis on slotting the new "Dick Clark Show"—which is due for its first round of local kick-offs about December 1—in the 4-6 p.m., Monday through Friday period on local radio stations.

Decca Debts Music Education Series

NEW YORK—With appropriate fanfare Decca Records last week introduced its new album line under the title of The Chronicle of Music. It was developed by the Decca firm's Educational Research Division and it is the start of a program of presenting on record a complete history of music.

The Chronicle of Music is intended to give both homes and schools a library of music from the Middle Ages to the Twentieth Century. It is being kicked off with the issuance of eight albums, covering the music of The Middle Ages, the Renaissance, Baroque Music, classicism, romanticism, jazz and 20th Century music.

Strong Catalog

The first eight albums are all taken from the Decca catalog, as will be others in the series. Selections were made of complete com-

positions that highlight each period. Fullsome liner notes covering the composer, the composition and the place of the music in musical history are contained on the liner of the LP's and additional notes are contained in the sleeve itself. Each record of the C. of M. is registered with the Library of Congress.

The first eight records include "The Play of Daniel," "French Renaissance Music," Bach Concertos, music by Mozart, Couperin, Brahms, George Gershwin's "An American in Paris" and "Rhapsody in Blue," and works by Aaron Copland and Virgil Thompson.

Each album in the series has a gold cover, all with similar art work. Price for each of the initial albums list is \$5.98 monaural only. Records are being shipped October 22. They will be merchandised through dealers, who in turn are expected to sell them to local schools, colleges, libraries, etc.

Many Responsible

Editor of the ambitious project is Decca's Ben Deutschman. With him on the editorial board are Dr. Richard Berg, Roberta Fox, Dr. Robert Barnes, Robert Steen, Dr. Gene Taylor, Sherman Gottesman, Adeline McCall and Pasha Poster, all eminent in music education and musicology.

Additional albums in the series will be issued periodically. All new albums will be issued in groups of eight.

Mercury Issues Bossa Nova LP

CHICAGO—Mercury is cashing in on the Bossa Nova kick with a new album, "Big Band Bossa Nova," featuring Quincy Jones. The album is part of Mercury's fall package which also features albums by Rex Allen, Damita Jo and the St. Olaf Lutheran Choir. Allen's album carries the same title as his current hot single, "Don't Go Near the Indians."

CONTEST PUSH ON FOR STEVEN NEW HOT SIDE

CHICAGO—Disk jockeys will have a chance to participate in a new Mercury promotion on Ray Stevens' current single, "Further More." Contests are being set up in Top 40 stations around the country. The first 25 listeners who send in the correct words to the fast-moving song will receive a free copy of Steven's album, "1,837 Seconds of Humor," from which the single was taken. The label's promotion director, Chick (Ho-Ho) Silvers, will serve as judge on all entries which are to be forwarded to him from the participating stations. Mercury will mail prizes to the winners directly.

Latin Disk Men Set Own Common Market for S. A.

LIMA, Peru—Record masters, tape samples and artwork for album jackets should be among the products to receive facilitated customs and duty handling and charges in the budding new Latin American Common Market now being blueprinted. This was the position taken by the Latin American Record Manufacturers Federation, which held its second annual congress here this week.

The inclusion of these record industry items in the preferred product category when the Latin Common Market begins functioning was the proposal of Albert Pittigliani, of Philips in Brazil.

The congress also voted to encourage formation of local record manufacturer trade organizations in nations in which they do not yet exist. There are already such groups in Brazil, Argentina, Chile and Peru.

A central bureau for the registration of all artists' contracts was urged, as a means of preventing traveling artists who are under firm contract from setting deals with

(Continued on page 42)

Thus, the first half-hour of the radio series will wind up as a daily competitor for the 30-minute Clark TV series in those markets where ABC-TV affiliates hold the 4-4:30 p.m. Clark scheduling, and radio stations purchasing the syndicated Clark series follows the "4-6 p.m." recommendation.

A Mars spokesman indicated, however, that the radio firm did not anticipate a major struggle for audience between the radio and

(Continued on page 27)

BMW's Rosett, Chase & Littleford Travel Europe, So. America, Asia

NEW YORK—The global nature of the music and record business was dramatized this week by the current travel schedules of three Billboard Music Week executives.

Traveling through Europe for the next month is Arthur Rosett, BMW's European director. At the same time Sam Chase, BMW editor and assistant publisher, will be swinging around South America, Roger S. Littleford Jr., vice-president of The Billboard Publishing Company, will be making the Asian circuit. All will be meeting with leading record and music industry contacts.

Rosett's European itinerary will carry him to most top music-record cities on the Continent, including Amsterdam, Madrid, Rome, Milan, Zurich, Munich, Frankfurt, Cologne, Brussels, Hamburg, Copenhagen, Stockholm and Paris before he returns to his London headquarters. Executives in those or other markets wishing to meet with Rosett may address him at 44 Curzon Street, London W1, and their messages will be forwarded to him on the Continent.

Chase's itinerary currently runs as follows: October 21-24, Caracas, Venezuela, at Hotel Tam-anaco; October 25-28, Rio de Janeiro, at Hotel Gloria; October 29-30, Sao Paulo, Brazil, at Hotel Jaragua; October 31 and November 1, Montevideo, Uruguay, at Hotel Victoria Plaza; November 2-6, Buenos Aires, Argentina, at Plaza Hotel; November 7, Lima, Peru, at Gran Hotel Bolivar; and November 8-10 Mexico City, at Hotel del Prado.

Littleford's schedule includes the following: Honolulu, Hawaii, October 21-25, at Surf Rider Hotel; Tokyo, October 26-November 1, at Palace Hotel; Hong Kong, November 1-5, at Miramar Hotel; Manila, Philippines, November 5-6; Sydney, November 7-10, at Chrevron-Hilton Hotel; Melbourne, November 10-12, at Southern Cross Hotel. Thereafter, Littleford's itinerary will take him to Auckland, N. Z., where he will stay at the Great Northern Hotel, then back to New York via Sydney, Honolulu and Los Angeles.

Battle Vs. Treasure Stepped Up by Fox

NEW YORK—The battle currently being waged by the office of Harry Fox, publishers' agent and trustee, against infringing low-priced record manufacturers, was stepped up last week with the filing in U. S. District Court here of the second infringement suit in four weeks against Treasure and Fortuna Records of Mount Vernon, N. Y.

In other related developments, Jules Malamud, executive secretary of the National Association of Record Merchandisers (NARM), pledged his organization's support of the drive against infringers by promising a campaign of "informing and cautioning" all rack-asso-

ciated record outlets of their liability for infringement actions if they sell infringing records. Malamud and NARM attorney, Earl M. Foreman, of Washington, met with Fox office attorneys here Thursday (11).

On another front, Tops Records president, Larry Finley, aware of the liability of dealers in the case of infringements, offered full indemnification to the more than 25,000 different outlets handling Tops goods, for any suits lodged against them as a corollary to any possible infringement action against Tops.

The latest infringement action lodged against Treasure, unlike the first, involves the naming as defendants of four prominent New York retailers—Gimbel Brothers, Alexander's Department Stores, W. T. Grant Company and Sam Goody.

Also named as defendants are Treasure and Fortuna Records' officers, Manilo and John A. Severino, George Rosette and Paul Livert. The suit was filed by John Clark, an attorney in the office of Julian T. Abeles. Abeles is attorney for the Fox office which brought the action on behalf of 11 publishers, including Bourne, Marks, Gershwin, Broadway, Peer International, Mayfair, Sam Fox, Leeds, Fred Rose, Hollis and Editorial Mexicana de Musica International S. A.

No Notice Filed

In the case of each of the alleged infringements, it is claimed that Treasure and Fortuna made recordings of the composition involved and that these acts were "perpetrated under the direction of the Severinos, Rosette and Livert." It is held that in each case no notice of intent to use was ever served on the publishers and that the said arrangements and adaptations of the songs "were made and produced without any au-

(Continued on page 42)

Expect Golf Turnout Will Top That of '61

HOLLYWOOD—The Third Annual Music Industry Golf Tournament here will surpass any previous year's turnout. Last week's reservations for the Indian Wells Hotel and Golf Course in Palm Springs, where the event will be staged, was running approximately four times ahead of last year's reservations.

The music industry's hackers and slashers will descend upon Desi Arnaz' desert spa October 26-28. Activities have been arranged for non-golfing industry members, thereby assuring the widest possible attendance.

Primary concern at this time is an eleventh-hour lack of accommodations as indicated by the rate reservations have been flowing in. Coordinators of this year's event are calling on all those who are interested to get their reservations in as early as possible to avoid last minute disappointments when space will run out.

Individuals to be called for details are Sid Goldstein at HO 3-5102, Dave Jacobs at HO 7-5181, and Bob McCluskey at Billboard Music Week's office, HO 9-5831.

Liberty Reopens Confabs On Rheims Christmas Music

HOLLYWOOD—Liberty Records, in an eleventh hour move, reopened negotiations for the Robert Rheims Christmas recordings and reportedly has set a deal with Bob Hausfater's Allied Records of St. Louis for the outright purchase of the Yule catalog.

Liberty had concluded a three-year distribution deal for the Rheims line with an option to purchase, but when this contract expired earlier this month the Coast-based label decided not to exercise its option.

Allied immediately started preparing product in an effort to catch sales for the upcoming Christmas holiday. Liberty drafted plans for recording organ and chimes Yule fare of its own. In the meantime the Rheims material was obvious in its absence from the Liberty holiday line-up.

During mid-October, the label issued its Christmas offerings and included several Rheims recordings. Agreement has been set for the purchase, but contracts have not as yet

been set. It was learned by BMW that one of the factors holding up the final conclusion of the Rheims deal was the approval by the Avnet board (Avnet Electronics, Liberty's parent firm) of the purchase terms. This will give Liberty complete rights to the Rheims name and all product.

Rheims has been a Yuletide strong seller for the past seven years. According to a Liberty spokesman, the label had averaged more than \$200,000 per year in

Big 3 Mounts Major Drive for 'Bounty'

NEW YORK—The Big Three has launched a major exploitation drive on the music from the upcoming MGM blockbuster "Mutiny on the Bounty." The film score was written by Bronislaw Kaper with a featured title tune written by Kaper and Paul Francis Webster. There are a large number of records already set on both the "Theme From Mutiny on the Bounty" and "Love Song" back to back have been cut by Mantovani and George Greeley. "Love Song" also has singles by Webley Edwards, Elmer Bernstein, Rene Touzet, Emma Veary, and is set for albums by Jack Fina and Arthur Lyman. "Theme" has been waxed by Roger Williams and is set for albums by Ferrante and Teicher and Don Costa. The original sound track of the picture will be issued by MGM. Big Three professional men will soon hit the road to hype all of the recordings. The music firm will also push for sheet sales with music dealers with "Bounty" music publications for piano, organ, accordion and band.

Rheims sales during the three years the label had distributed the line.

Rheims fare to be offered by Liberty this year includes "Merry Christmas Carols," "We Wish You a Merry Christmas," with the Choraliers; a "Merry Christmas Carols" EP, and a single, coupling "Silent Night" with "Come All Ye Faithful."

Liberty's holiday line-up includes a reissue of Felix Slatkin's "Season's Greetings" as part of the Premier series, and new LP's, "Merry Christmas From Bobby Vee," and Walter Brennan's "Twas the Night Before Christmas Back Home."

Christmas fare is backed with a 100 per cent return-for-credit guarantee, 10 per cent discount, with purchases payable in two installments in January and February. Program goes into effect October 15 and expires November 25. Returns will be accepted after January 1, but no later than February 1.

DUO DILEMMA

Liberty Sues to Keep Bud & Trav in Fold

HOLLYWOOD—Liberty Records is asking the Los Angeles Superior Court to rule that its contract with the newly reorganized Bud and Trav team is still in force, and claims that each member of the duo has damaged the label to the tune of \$50,000 for the alleged breach of contract.

Liberty's action came after Bud and Trav allegedly refused to record for the label, and after the pair filed a declaratory judgment action asking the Superior Court to rule that the duo's contract with Liberty had been terminated. Liberty's action was in the form of a cross complaint to the Bud and Trav suit, charging breach of contract, asking damages, and calling for the declaratory judgment that its contract was still in force.

Bud and Trav split up as a team on January 15, 1961, after emerging as a successful disk attraction under the Liberty label. According to Liberty, the pair's recording contract provided that the contract would be suspended during any time that the duo would part, but would be in force once the act reunited.

After trying to make it as singles over a period of a year and a

half, Bud and Trav rejoined recently but, according to Liberty, have refused to record. Through its publicity reps, the duo has announced that it is negotiating with other labels. Liberty is determined to keep the pair in its fold. And the contract still has two years to run. Bob Rifkind is the counsel for Liberty. Seymour Lazar represents Bud and Trav.

Index to Contents

General

International Exchange	25
International Music	14
Industry Briefs	6
TV Guest Appearances	8

Music Pop Charts

Best Selling Phonographs & Tape Recorders	34
Best Tracks From the Spotlight LP's	32
Bubbling Under the Hot 100	Cover
Double-Play Disks	58
Hits of the World	14
Honor Roll of Hits	13
Hot 100	Cover

Hot C.&W. Sides	46
Hot R.&B. Sides	43
Local Singles Breakouts	1
National Breakouts	1
New Action LP's	1
New on the Hot 100 Chart	1
New on the LP Chart	1
Top LP's	Cover
Yesteryear's Hits	27

Reviews

LP Reviews	32
Single Record Reviews	33

Radio-TV Programming .. 26

Artists' Biographies	30
Easy Listening	27

Programming Panel	30
Yesteryear's Hits	27
Vox Jox	27

Music-Phonograph

Merchandising

Best Selling Phonographs & Tape Recorders	34
Disk Deals for Dealers	34

Coin Machine Operating ... 50

Bulk Vending	53
Coin Machine News	56
Double-Play Disks	58

Buyers and Sellers Classified Mart

Capitol Asks Court To Dismiss Action

HOLLYWOOD—Capitol Records last week asked the U. S. District Court here to dismiss the action filed against it by Reprise Records, flatly denying all charges contained in the Frank Sinatra company's complaint. (See BMW, July 21.)

Reprise filed suit against Capitol on July 12, charging the major with restraint of trade, attempt to create a monopoly, and violation of Robinson-Patman Price Discrimination Act. The action resulted from Capitol's Sinatra program, whereby a free Sinatra LP was

given with each one purchased. Reprise held that the two-for-one sale had a depreciating effect on its own Sinatra product, and that Capitol was motivated by the alleged desire to put Reprise out of business by lessening the value of its competitor's most important artist. Reprise asks treble damages totaling \$1,050,000.

In filing its answer to the complaint, Capitol denied all charges made by Reprise. Capitol told the Court that it is "Without knowledge or information sufficient to form a belief as to the truth of the averment that plaintiff Reprise and defendant C.R.D.C. (Capitol Records Distributing Corporation) are in competition, direct or other, in the field of sales of phonograph records at the distributor's levels ..."

Among other points Capitol was willing to "admit that Frank Sinatra is, and for several years past, has been an artist of international reputation as an actor and singer, and has enjoyed in the past an international reputation as a recording artist. That certain phonograph recordings of his vocal performances have in the past had commercial success, that in various parts of the United States and elsewhere there has been a demand, now declining, by some of the public for phonograph records of some of Sinatra's vocal performances ..."

Cap Exec Shift Has Wallichs Chairman, Livingston Prexy

HOLLYWOOD — Capitol Records, Inc., last week, experienced its first major realignment of top management in 15 years, following a meeting of its Board of Directors. The result: Alan Livingston was elected president of CRI, Capitol Records Distributing Corporation, Capitol Records International Corporation, Ardmore Music Corporation and Beechwood Music Corporation, the two music publishing firms.

Glenn Wallichs, founder and president of Capitol, was elected chairman of the board of the company and its seven subsidiary corporations. Wallichs has guided the label throughout its 20-year history. Capitol has been without a board chairman for the past 15 years since Buddy de Sylva (Capitol's co-founder with Wallichs and Johnny Mercer) resigned the post in 1947.

Bonbright to Board

Dan Bonbright was elected vice-chairman of the board in addition to president of Capitol Record Club, Inc., and EMI Corporation, the label's electronic subsidiary. In addition to holding executive responsibility for the firm's mail order and electronic enterprises, Bonbright, as vice-chairman, will direct CRI's newly elected treasurer, Robert A. Schaefer, and its re-

(Continued on page 49)

Committees Begin Jazz Facelifting

NEW YORK — The Conference for Jazz, an informal group of executives, writers, critics and deejays interested in improving the public image of jazz, has formed two committees to implement their work. One committee is charged with the task of planning a forum on jazz problems. This is composed of Sid Bernstein of GAC; Willis Conover, Voice of America deejay; Mort Fega, WEVD deejay, and Arnold Shaw, E. B. Marks Music exec. Shaw is also temporary chairman of the Conference.

Another committee has been formed to interest jazz musicians in the work of the conference. This includes George Wein, jazz festival promoter, including the Newport fete; George Simon, Willis Conover and the Rev. John G. Gensel.

Pledges to Build SORD on Coast

HOLLYWOOD — Howard Judkins Sr., outgoing president of the Society of Record Dealers, last week hailed the recent election of V. H. Anderson as "an excellent choice" for SORD president and pledged his "wholehearted support" to the dealer organization's new leader.

Furthermore, Judkins told BMW that he intends to roll up his sleeves and launch a membership drive here aimed at swelling SORD's ranks with Coast constituents. For the first time in two years, Judkins will be relieved of the Society's national responsibilities and will be able to concentrate on strengthening the organization's structure at his home base.

Said Judkins: "I plan to personally call on many of the dealers here in California and explain to them the importance of them being part of the SORD movement. This is something I've always wanted to do, but was able to carry out only in a small way. Between running one's own business (Judkins Music Company) and serving as president of a national organization, there's little time left for grassroots membership recruitment."



CAPITOL MANAGEMENT TEAM (left to right)—Daniel C. Bonbright, vice-chairman of the board; Glenn E. Wallichs, chairman of the board; and Alan W. Livingston, president, last week assumed additional responsibilities as Capitol Records, Inc., announced a realignment of its top executive structure.

NIGHT CLUB

Belafonte Si, Americana No

Two separate shows were running concurrently last week at New York's newest wonder, the recently opened Americana Hotel. Inside, there was the exciting Harry Belafonte ("I haven't been playing night clubs but I wanted to do this for my old friend, Claude Philippe," Belafonte explained to his audience).

Outside the exclusive Royal Box Supper Club, locale of the Belafonte favor to Philippe, another kind of free show was going on in the lobby and corridors. Judging by the foot traffic parading about, the word has spread fast that the thing to do was to be seen at the Americana. Crowd watchers saw plenty of fox and mink and in general had a kind of vicarious Miami Beach kick. As one moved closer to the entrance to the Royal Box, the crush got stormier and thicker as people rushed to pay their \$5 couverts to see the talented Belafonte.

Actually, Americana press people reported a wave of reservations for the 350-capacity room, something like 5,000 for the three-week stand, and getting in, for press and public alike, appeared a major undertaking. Oddly enough, when the dust had all settled and the dinner show got under way an hour late, there were a number of empty seats within, a sort of mute tribute to the planning of the staff for the venture.

As for Belafonte himself, such a talent was equal to the challenge presented. The room is a low-ceilinged one which does not allow for maximum vocal carry. Beyond this, the p.a. set-up was somewhat less than adequate. Unfortunately, too, the room is long and does not make use of terracing. Since the floor is on the same level as the rest of the room, an artist like Belafonte, who relies on visual as well as audio appeal, was at a handicap.

Despite these drawbacks, the artist was strictly polished and professional. Working with a rhythm trio, highlighting the guitar, and a vocal trio, he turned in a flock of his typical folk efforts, "Mule Skinner," "John Henry," "Michael Row the Boat," and some interesting material wrapped into a tribute to Israel.

Highlight, after this fine warm-up, was a return to the inevitable calypso kick and the audience dug it all, including "Shake Shake Senora" and "Matilda," the latter incorporating a well-received audience participation routine. The man with the tight pants and open shirt comes off a winner again, despite handicaps of the layout, and the entire troupe, plus conductor Hugo Montenegro, deserve a rousing hand. Lester Lanin, in one of his few actual appearances, personally batons the ork for the Americana terpers.

REN GREVATT

LATE POP SPOTLIGHTS

SURFIN' SAFARI



Beach Boys. Capitol T 1808 (M); ST 1808 (S)—The Beach Boys had a hit with "Surfin' Safari" and this album, which features the single hits, should do well, too. Set includes a flock of strong performances by the young group. Songs are mainly originals and they include "409," "Little Miss America," "Ten Little Indians," "Heads You Win, Tails I Lose" and "Summertime Blues." Exciting wax for the teen set.

ASCAP Reveals Eight-Month Financial Report

HOLLYWOOD — A total of \$23,876,769 was collected domestically by the American Society of Composers, Authors and Publishers during the first eight months of this year, it was reported during ASCAP's meeting last week. George Hoffman read the treasurer's interim report, covering collections and distribution from January to August of this year. The gross sum represented income from licenses, investment in U. S. treasury notes, and membership dues. Salaries, compensations and ex-

penses amounted to \$4,757,765. After deduction of expenses, ASCAP was left with \$19,119,004 available for distribution. The Society's percentage of operating cost was 19.92 per cent, running somewhat higher than last year's figure for the same period.

In April, ASCAP distributed to members and set aside for foreign societies, \$6,494,899, and in July, \$6,964,155. ASCAP on May 4 issued \$1,117,938 for foreign distribution, and in December, will distribute \$3,400,000 to the foreign societies.

ASCAP president Stanley Adams presided during last week's meeting, held at the Hollywood Palladium. Jimmy McHugh made the executive committee report.

Roulette Gives 15% Discount On LP Product

NEW YORK—Roulette Records is offering a 15 per cent discount in free merchandise on its 15 new October releases as well as its catalog packages during October. Deal covers the firm's Roulette, Roost, Tico, Gee, Gone and End labels.

New releases by the firm spotlight sets by Dinah Washington, Tyree Glenn, original cast waxing of "This Was Burlesque," Jackie Kannon, Sonny Lester ork, and "Golden Gassers for a Dance Party."

Roulette is also on a big drive on singles to coincide with its album program for the fall season.

New Post for Herman

NEW YORK — Sidney Herman has been named business manager of Famous and Paramount Music by Arthur Israel, vice-president and general manager of the firms. Herman succeeds the late Lou Silberling. Herman's new duties are in addition to his present duties as executive assistant to Israel. Seymour Shultz has joined Famous and Paramount as assistant business manager of the two companies. Ed Wolpin, who has been general professional manager of both firms for many years, will continue in that key position.

Cadence Signs Tommy Sands, Barry Gordon

NEW YORK — Cadence Records has signed two new artists, Tommy Sands and Barry Gordon. Sands, who is married to Nancy Sinatra, was formerly with Capitol. He is now working on record dates with Archie Bleyer, Cadence president and a.&r. topper.

The label also signed Barry Gordon, the 13-year old co-star with Jason Robards Jr. in the Broadway comedy "A Thousand Clowns." His first release is "You Can't Lie to a Liar" and "You Can't See the Trees (For the Forest)."

The label is also readying a new Johnny Tillotson single for release in a few weeks. Tillotson received a silver disk award from the British publication Disc for his hit in that country, "Poetry in Motion." The lad is also getting ready for a trip to Europe.

Mayhew Leaves Parker

NEW YORK—Aubrey Mayhew has resigned his post as vice-president and music director of the Charlie Parker record company. Mayhew founded Charlie Parker Records with Doris Parker, widow of the late jazz great. Mayhew did not announce his future plans at press time. No one has yet been set as Mayhew's replacement at the label.

Philips Sets 2 New Distributors

CHICAGO—Philips Records has named new distributors in Pittsburgh and Cincinnati. Bill Lawrence, Inc., has been named for Pittsburgh, while Ike Klayman's A.&I. Record Distributing Company has been appointed in the Cincinnati area, replacing Ohio Appliances, which previously handled the line.

A CORRECTION

NEW YORK—The correct discount offered to dealers by Capitol Records on its 41 Capitol and Angel Christmas albums, is 12½ per cent. It was erroneously reported at 13½ per cent in BMW of October 13.

COMING FAST!

COUNTRY & WESTERN MUSIC FESTIVAL

NASHVILLE, TENN.
NOV. 7-10

BIG, IMPORTANT
Editorial Features

BILLBOARD MUSIC WEEK'S

November 10 Issue will be distributed at the convention and will bring the convention in print to those who can't attend this big event.

- Country & Western Music Poll Winners
- Country & Western Man of the Year
- Features on Artists, Personal Appearances, Country Writers, Growth of C&W Music Internationally and many other features vital to this important part of our musical heritage.

S.R.O.* Tony Bennett's Smash Hit Columbia Album

C2L 23/C2S 823 STEREO

Selling Right Out

*Selling Right Out



STEREO
240 SOUND

TONY BENNETT
AT
with Ralph Sharon and His Orchestra
CARNEGIE HALL
RECORDED LIVE

JUNE 9, 1962



WAR CLAIMS AMENDMENT

Copyright Return Bill Awaits JFK Signature

WASHINGTON—A bill to return some 300,000 copyrights taken from Axis countries by the United States during World War II has passed both House and Senate. The return of the copyrights was added as an amendment to a general War Claims bill.

The legislation struck a minor snag after passage when it was learned that the amendment had inadvertently omitted similar return of vested trade-marks and also a provision for transfer of certain film prints to the Library of Congress for use or disposal.

A proposal by Senator Johnston (D., S. C.) to cut red tape and simply have the Senate voice approval of the omitted items, already approved in committees and on the floor of both houses, brought a challenge from Senator Williams (R., Del.). He demanded a day's

holdover so everyone would have a chance to study this latest blooper of the 87th Congress.

Said Williams: "Apparently this is another error or blooper in a recently enacted bill. I am a little concerned to find that almost every day it is necessary to correct measures which were passed on a previous day. If this keeps up this Congress will be known as the super-blooper Congress." The Senator referred to similar post-passage corrections made in postal and farm legislation.

Return of the vested (taken over by the government during war years) copyrights, numbering about 300,000, was proposed by the Attorney General, who noted that the administration of the copyright and trade-mark interests had begun to cost more than they were worth to the government.

The copyrights netted about \$105,000 in royalties during fiscal 1960, and the 300 trade-mark interests produced only \$18,000 to the Office of Alien Property.

Some of the copyrights, many in music, will be returned to people who may now be in East Germany and in other Iron Curtain countries, it was pointed out. Title to the vested motion picture film prints will go to the Library of Congress, which can retain or dispose of them at its discretion, once the bill is signed into law by the President.

UA Introducing Sales Program For Fall 1962

NEW YORK—Top United Artists brass have been attending a series of regional meets to intro the firm's new product for fall. The program, called Holiday Sales-O-Rama, covers the firm's 20 new albums in the pop, c.&w., jazz and sound-track field. Art Talmadge, Morrie Price, Norm Weiser, Ron Nackman, Buddy Friedlander (new national promotion manager), Sid Shemel and other executives were present at many of the sessions.

Meetings started in New York last week and then were held in Chicago and Atlanta. Final meet is being held in Los Angeles today (15). New releases shown included sets by Ferrante and Teicher (which is packaged in a special holiday wrap for Christmas giving), plus a bossa nova LP with LeRoy Holmes, and a Billie Holiday concert package.

Tamla-Motown Is Distributing Harvey Label

NEW YORK — Berry Gordy Jr. and his Tamla-Motown label are expanding their operations to include a new subsid label and distribution of an outside line.

The line being handled by the Tamla-Motown firm is the Harvey label. Harvey, which is a subsid of Tri-Phi, currently has an item getting some action around the country in "Cleo's Mood," by the Junior Walker All-Stars and this is the first outside disk to be handled by Motown. The label will also distribute all past and future material on the Harvey label. The new distributor arrangement was concluded between Harvey Fuqua of Harvey and Barney Ales of Tamla-Motown.

The Detroit - based Tamla-Motown firm has also debuted a new subsid label in the Mel-o-dy banner. This makes four labels in the company's camp: Tamla, Motown, Gordy and the new Ensign.

Berry Gordy Jr., also reports that the firm is currently at work on jazz and spiritual material. The jazz albums will debut on another label, Workshop Jazz. A set by Earl Washington is currently in distribution, while another by Paula Greer, a Chicago songstress, is in the making. The label is searching out native Detroit talent for the line, and will seek newcomers and established stars in other areas of the country as well.

WEEKLY MARKET ANALYSIS

Continued from page 1

are drawn between Stan Kenton on Capitol, Walter Brennan on Liberty and Bill Anderson on Decca. The latter is already a big country seller but it appears the one to watch in pop as well in this city. Anderson was in town last week to appear on the Clark Race, KDKA-TV record hop and bandstand show, a fact which undoubtedly spurred sales.

The new Zanzibar Club, operated by Tim Torme and deejay Porky Chedwick, continues to headline disk attractions, the most recent features having been Aretha Franklin and Gloria Lynne. The Holiday House also experienced a good run of business with Bobby Rydell, while the Peppermint Lounge offered the Miller Sisters in their interpretation of a dance known as the Philadelphia Popeye, done to the disk "Pop Pop Popeye," by the Sherrys.

The performance is expected to develop interest in the new dance and the accompanying record. Meanwhile, local sources say the limbo—thanks to the current Chubby Checker "Limbo Rock" side—is big here as is the mashed potato.

On the personal appearance front, in addition to those appearing at local clubs, deejay Porky Chedwick is already blueprinting his next big in-person show, for Wednesday, November 21. In the line-up will be Hank Ballard, the Coasters, Jerry Butler, the Isley Brothers, Bo Diddley and Little Willie John, among others.

Within recent weeks, both Sue Records and Cadence Records have switched from Standard Distributors to Fenway. Tom McCaffrey, formerly in promotion with Cosnat is now with Hamburg while Bill Roberts has taken over in promotion at Cosnat.

Unique Singles-Only Firms Are Hot

CHICAGO—Three new-type singles-only sales firms illustrate an interesting development in the distribution pattern of records here. Most feel it's a direct result of the big upsurge in singles during the past several months.

Singles Super Service, headed by Al (Little Al) Temaner, started business off with a bang, picking up the Polk Bros.' chain of stores. Another brand-new firm, World Distributors, headed by Morrie Goldstein (formerly with Jack Solinger), started with the Shoppers' World chain account.

Still another firm, headed by former RCA Victor salesman, Bill Hayden, is picking up considerable dealer business with his "rolling one-stop," servicing accounts from a panel truck.

One train of thought holds that a void has been created in the singles business. Rack jobbers are concentrating more and more on leased department-type locations leaving the old-time rack accounts open. At least that seems to be the area the new firms are shooting at.

A battle between two records could again tell some stories about the comparative pulling power of King-of-the-Hill WLS and New Challenger WYNR. "Mama Sang a Song," by Stan Kenton on Capitol, is being played by WIND and WLS. The Liberty version of the tune by Walter Brennan is on WIND and WYNR. Capitol's disk came out here about a week and a half ago, while the Liberty side was just put out this week. As Liberty's Harvey Goldstein put it: "Capitol got the jump on us, but we're picking up fast. The air play is doing very well for us." (Both sides, incidentally, are covers of the Decca version by Bill Anderson.)

Philips Extends 'Go' Through October 31

CHICAGO—Philips Records is extending its "Go" sales program through October 31. The plan provides for a 13 per cent discount on all product.

Lou Simon, sales manager, noted that the label is getting excellent results in its sports car contest and that the contest will continue until December 15.

Philips will award three cars to consumers and three to dealers.

Fabian Soon To Be on Dot

HOLLYWOOD — Fabian, the teen-agers' attraction, will be appearing soon on the Dot label, BMW learned last week. Jack Spina, who has taken over managing Fabian, has concluded a recording contract between Fabian and Pat Boone's production firm, Agoom Agooc, whereby Fabian will record for Boone's company, with Dot Records handling the distribution.

Fabian previously recorded for Bob Marcucci's Chancellor label. Marcucci formerly managed the singer-actor. Fabian in recent years emerged from the disk field to a position of stature among TV and screen actors.

Walther Bros. Liberty Distrib

HOLLYWOOD — Liberty Records has switched its line in New Orleans to Walther Bros., Inc., making it the third distributor change in the South wherein the label has moved to an RCA Victor distributor. Liberty formerly had been handled by Pelican Distributors in the Crescent City market area.

Other RCA Victor distributors handling Liberty in the South include Perry Shankle, San Antonio, and J. R. Walsh & Company, Houston.

NEW ON THE TOP LP'S

Continued from page 1

- 83. **MANY MOODS OF BELAFONTE** . . . Harry Belafonte, RCA Victor LPM 2574
- 87. **WARM AND WILLING** . . . Andy Williams, Columbia CL 1879
- 90. **THE TWO SIDES OF THE SMOTHERS BROTHERS** . . . Mercury MG 20675
- 108. **JUST JIMMY REED** . . . Vee Jay LP 1050
- 111. **MARILYN** . . . Marilyn Monroe, 20th Fox FXG 5000
- 113. **THE NEW CHRISTY MINSTRELS** . . . Columbia CL 1872
- 117. **THE BEST OF SAM COOKE** . . . RCA Victor LPM 2625
- 126. **ROUTE 66 THEME AND OTHER GREAT TV THEMES** . . . Nelson Riddle & His Ork, Capitol T 1771
- 133. **DRINKING AGAIN** . . . Dinah Washington, Roulette R 25183
- 136. **BELAFONTE AT CARNEGIE HALL** . . . Harry Belafonte, RCA Victor LOC 6006
- 142. **THE BUTTON-DOWN MIND OF BOB NEWHART** . . . Warner Bros. W 1379
- 145. **YOUNG AND WARM AND WONDERFUL** . . . Peter Nero, RCA Victor LPM 2482

STEREO

- 42. **DINAH '62** . . . Dinah Washington, Roulette SR 25170

BILLBOARD MUSIC WEEK

Published by

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

Publisher

Hal B. Cook New York Office

Editorial Office

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

Sam Chase Editor
Robert Rolnitz Music News Editor
Aaron Sternfield Coin Machine Editor
Charles Sinclair Radio-TV Programming Ed.
Ren Grevatt Merchandising Editor
Jack Maher International News Editor
Jack Orr Copy Editor

Wm. J. Sachs Exec. News Editor, Cincinnati
Nicholas Biro Midwest Editor, Chicago
Lee Zhitto West Coast Editor, Hollywood
Mildred Hall Chief Washington Bureau

Thomas E. Noonan Research Director
Andrew Tomko Mgr. Pop Charts

General Advertising Office

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

Andrew Csida Director of Sales
Frank Luppino Promotion Mgr. & Intl. Sales
Richard Wilson Midwest Music Sales
R. McCluskey West Coast Music Sales

Coin Machine Advertising

188 W. Randolph St., Chicago 1, Ill.
Central 6-9818

Richard Wilson Coin Machine Ad. Mgr.

Circulation Sales

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

Subscription Fulfillment

Send Form 3579 to
2160 Patterson St., Cincinnati 14, Ohio
Joseph Pace Fulfillment Manager

European Office

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

Branch Offices

Chicago 1, 188 W. Randolph St.
Central 6-9818

Hollywood 28, 1520 North Gower
HOLLYWOOD 9-5831

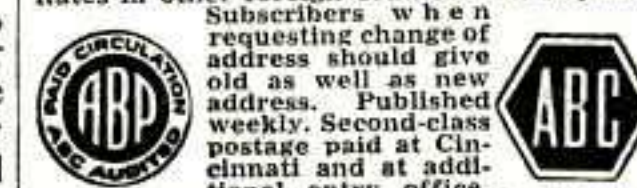
St. Louis 1, 812 Olive St.
CHestnut 1-0443

Washington 5, 1426 G St., N. W.
NAtional 8-4748

Cable Address:

MUSICWEEK NEWYORK

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



requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office.
Copyright 1962 by The Billboard Publishing Company. The company also publishes Vond, the bi-monthly magazine of automatic vending; one year, \$7 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$10; High Fidelity, the magazine for music listeners; one year, \$6, and American Artist; one year, \$7. Postmaster, please send Form 3579 to Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio.



MR. RECORD DEALER

For Fast Profits and Quick Turn-Over in Record Sales

BILLBOARD MUSIC WEEK IS YOUR BEST BUYING GUIDE!

Just mail request order today

BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 14, Ohio
Please enter my subscription to BILLBOARD MUSIC WEEK for
 1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA issues for cash Bill me later
Above subscription rates are for U. S., Canada and Europe.
Other overseas rates on request. 765

Company _____
Name _____
Address _____
City _____ Zone _____ State _____
Type of Business _____ Title _____

Display BMW's Big, Colorful "HOT 100" and "TOP LP's" Record Charts Easily Detachable That Come to You Every Week THEY'LL INCREASE SALES **Subscribe Now** →

REGIONAL BREAKOUTS IN KEY MARKETS*

"YOU WON'T FORGET ME"

Jackie De Shannon #55497

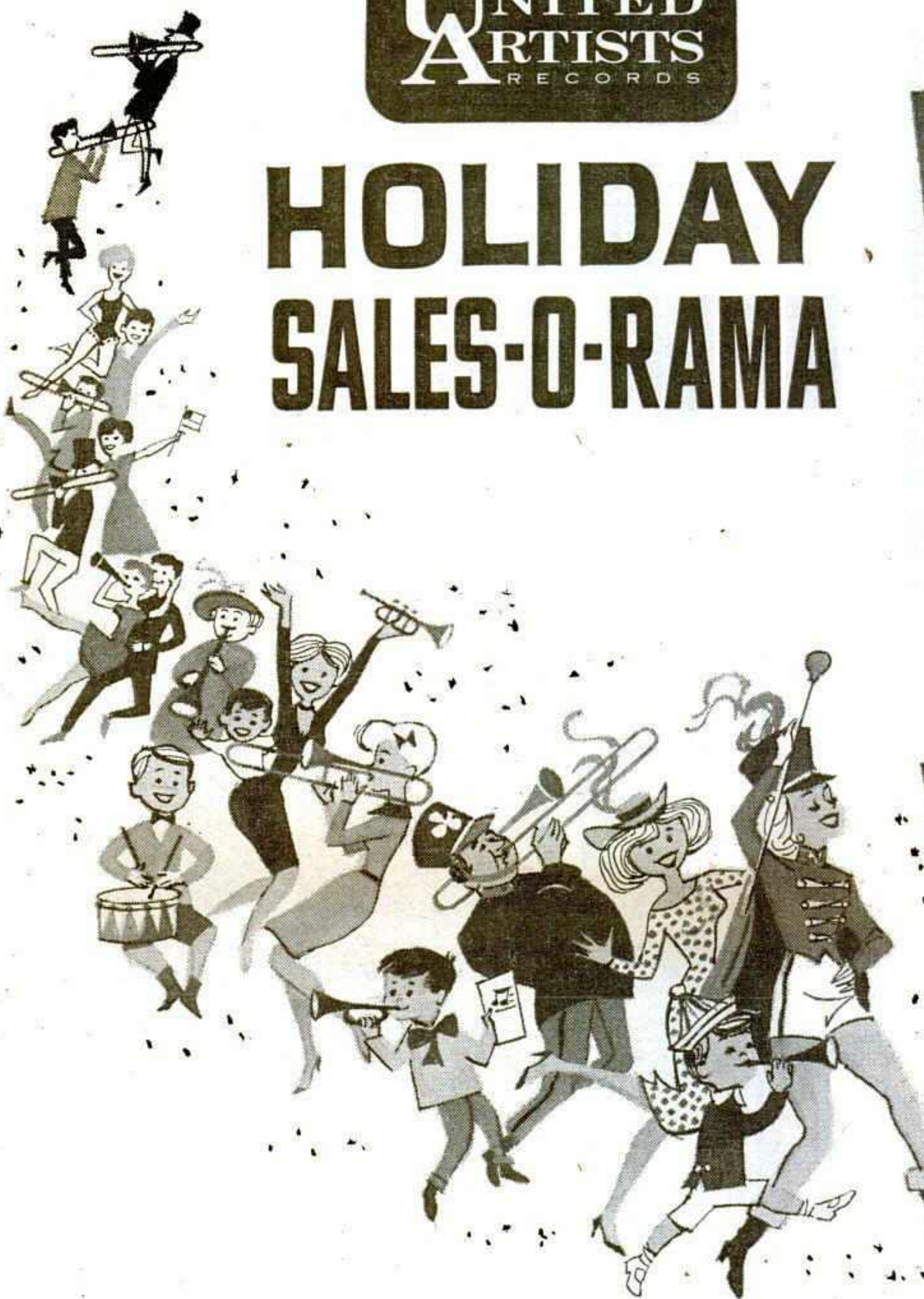


a subsidiary of Avnet Electronics Corp.

*** LOS ANGELES,
SEATTLE, BOSTON**



HOLIDAY SALES-O-RAMA



POPULAR ORIGINAL SOUND TRACKS UNITED ARTISTS JAZZ COUNTRY & WESTERN

UNITED ARTISTS RECORDS PRESENTS AN OUTSTANDING ARRAY OF NEW ALBUMS FOR THE PRIME SELLING MONTHS, INCLUDING BEST-SELLING ARTISTS PLUS DELUXE PACKAGING FOR INSTANT SALES APPEAL. FOR COMPLETE DETAILS OF THE EXCITING HOLIDAY SALES-O-RAMA CONTACT YOUR LOCAL DISTRIBUTOR IMMEDIATELY TO ASSURE THE BIGGEST, HAPPIEST HOLIDAY SALES IN YOUR HISTORY.



SNOWBOUND

An all-new Ferrante & Teicher best seller with a special polyethylene holiday wrap designed as a Christmas card and gift all-in-one. Your customer can address the gift just as it comes, no further wrap is needed. Designed for year-round listening, album wrap can be removed easily for post-holiday sales, utilizing the same attractive counter display. UAL 3233 UAS 6233.

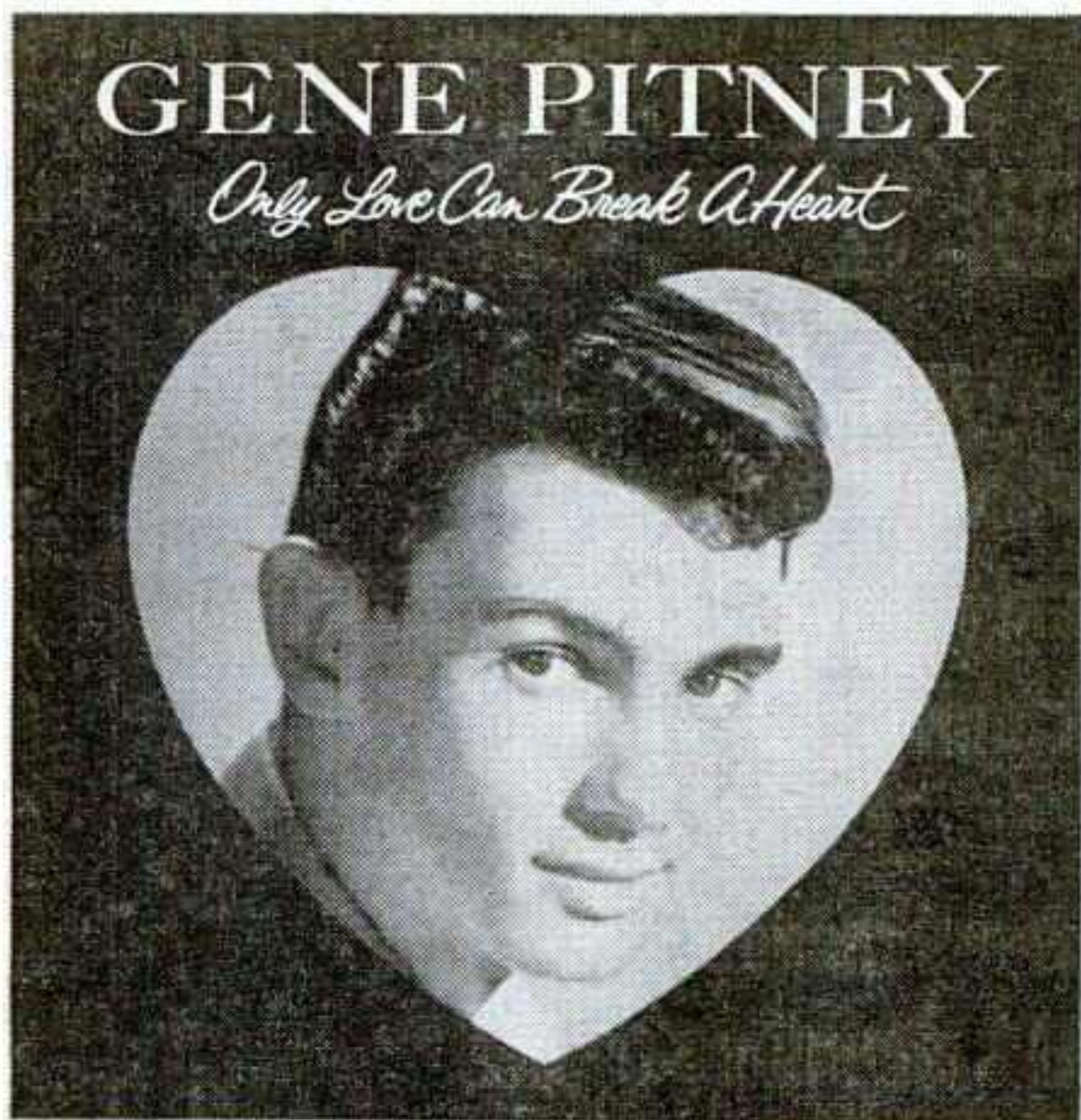


TITO RODRIGUEZ' HITS
Each day the audience for Latin American music increases, and Tito Rodriguez is the leader in this growth. Here are 15 of his top hits all wrapped up in one big package. UAL 3239 UAS 6239.



JUDY LYNN AT THE GOLDEN NUGGET
Her first single was on all the best-seller charts, and now this former Miss America contender and her group have their first album off and running. A great C & W package. UAL 3226 UAS 6226.

UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK



ONLY LOVE CAN BREAK A HEART—GENE PITNEY

A sure-fire sales item featuring Gene in his current smash single, plus 11 other great sides; terrific packaging, and a Pik-A-Hit contest that will make for top sales at all levels.

MUSICOR MM 2003 MUSICOR MS 3003

SELECTIONS FROM THE WORLD'S GREATEST OPERAS
RENATA TEBALDI



AIDA
LA BOHEME
LA TRAVIATA
OTHELLO
MEFISTOFELE
ANDREA CHENIER
LE NOZZE DI FIGARO

SELECTIONS FROM THE WORLD'S GREATEST OPERAS

An internationally famous Diva singing the most famous 19th Century operatic arias as only she can sing them. Miss Renata Tebaldi adds a new dimension to the world of recordings.

UAL 3238 UAS 6238

ORIGINAL MOTION PICTURE SOUND TRACKS

ORIGINAL MOTION PICTURE SOUNDTRACK
PHAEDRA



PHAEDRA

The great "Never On Sunday" team of Jules Dassin and Melina Mercouri in their follow-up film, also set in Greece with a musical score designed to obtain maximum excitement and sales.

UAL 4102 UAS 5102

ROBERT MITCHUM SHIRLEY MACLAINE
TWO FOR THE SEE SAW



ORIGINAL SOUND TRACK RECORDING
 MUSIC COMPOSED & CONDUCTED BY
ANDRE PREVIN

TWO FOR THE SEE SAW

Shirley MacLaine and Robert Mitchum star in this major film which will be among the Academy Award considerations this Spring. Andre Previn did the score and conducts the Sound Track.

UAL 4103 UAS 5103

THE VERY BEST OF
EYDIE & STEVE



EYDIE GORME AND STEVE LAWRENCE
 MAKE SOMEONE HAPPY • WITHOUT YOU I'M NOTHING
 WOULDN'T IT BE LOVERLY • TWO SLEEPY PEOPLE
 I LIKE THE LINES OF YOU • PUT ON A HAPPY FACE
 A LOT OF LIVIN' • TWO ON THE BILLE • HANGY YOU
 A FINE ROMANCE • CUEY • NICE TO HAVE A MAN

THE BEST OF STEVE & EYDIE

Twelve of the very best sides ever cut by Steve and Eydie are featured in this album, including such favorites as "Make Someone Happy," "Two Sleepy People" and "Wouldn't It Be Lovely."

UAL 3191 UAS 6191

BOSSA NOVA
 THE NEW DANCE TEMPO SWEEPING THE NATION

LEROY HOLMES

PERFIDIA • TABATINGA • MORENA
 DESAFINADO • ADIOS • NOCTURNE
 THE JAZZ SAMBA • ONE NOTE SAMBA

LEROY HOLMES GOES LATIN—BOSSA NOVA

The new craze from South America gets a most unusual treatment from LeRoy Holmes and one of the finest groups of jazz musicians ever assembled in one recording studio.

UAL 3242 UAS 6242

GOLDEN HITS OF BROADWAY
 THE LeROY HOLMES SINGERS

GOLDEN HITS OF BROADWAY

Another big star joins United Artists—LeRoy Holmes in an exciting chorale featuring music from the smash Broadway shows, past and present, with a built-in national market.

UAL 3234 UAS 6234

DANCE TO THE MUSIC MAN
 RALPH MARTERIE AND HIS ORCHESTRA



DANCE TO THE MUSIC MAN

Ralph Marterie and his orchestra, unquestionably America's Number 1 dance band, playing hits from the current motion picture hit, "Music Man," including the big one "Seventy Six Trombones."

UAL 3235 UAS 6235

BIG TIME
 TINY GRIMES AND HIS GROUP



BIG TIME GUITAR

Music in the modern manner, played by an outstanding musician, Tiny Grimes, and his group. Here is a real "sleeper" in the big Holiday Sales-O-Rama for you and your dealers.

UAL 3232 UAS 6232

SHIRLEY BASSEY
 Sings The #1 Song From **OLIVER**
 "AS LONG AS HE NEEDS ME"




SHIRLEY BASSEY SINGS THE HIT FROM OLIVER

England's most famous femme singer features the hit, "As Long As He Needs Me" in this new album, then adds 11 other great tunes in an exciting musical program.

UAL 3237 UAS 6237

GOLDEN GUITAR
AL CAIOLA
 HIS GOLDEN GUITAR AND THE MANHATTAN STRINGS



ROSES ARE RED
 THEME FROM THE BROTHERS GRIMM
 BABY ELEPHANT WALK
 RAMBLING ROSE
 ON THE MERRY GO ROUND
 YOU DON'T KNOW ME

SWINGING SAFARI
 THEME FROM DR. FILDARE
 I CAN'T STOP LOVING YOU
 THEME FROM SUMMER PLACE
 YOUR CHEATHEART
 TASTE OF HONEY

AL CAIOLA — HIS GOLDEN GUITAR & MANHATTAN STRINGS

Consistently on the country's best seller charts, Al Caiola presents a program of current hits, plus some great instrumentals on such tunes as the theme from "The Brothers Grimm."

UAL 3240 UAS 6240

FAVORITE DANCE MUSIC FROM THE WORLD FAMOUS ROSELAND BALLROOM




FAVORITE DANCE MUSIC FROM THE WORLD FAMOUS ROSELAND BALLROOM

Introducing one of the country's favorite dance bands, Jimmy Palmer and his orchestra, in a program designed to make the toes tap and the ears sing to the various dance tempos.

UAL 3207 UAS 6207

BENNY CARTER QUARTET
 sax alla cartier!



SAX ALA CARTER

The modern music fans who know and dig the music of Benny Carter will find this album a fine new addition to their collection as Benny and his combo really swing away.

UAL 4094 UAS 5094

ORIGINAL MUSIC FROM THE MOTION PICTURE
TONY CURTIS YUL BRYNNER
 IN HAROLD HECHT'S **TARAS BULBA**



Music Composed and Conducted by **FRANZ WAXMAN**

TARAS BULBA

THE big motion picture of 1962, starring Tony Curtis and Yul Brynner and an exciting score composed and conducted by Franz Waxman, in a deluxe book-fold four-color cover plus a multi-million dollar ad campaign for the picture this Fall and Winter.

UAL 4100 UAS 5100

PLEASE TURN THE PAGE FOR EXCITING JAZZ NEWS FROM UNITED ARTISTS

herbie
mann

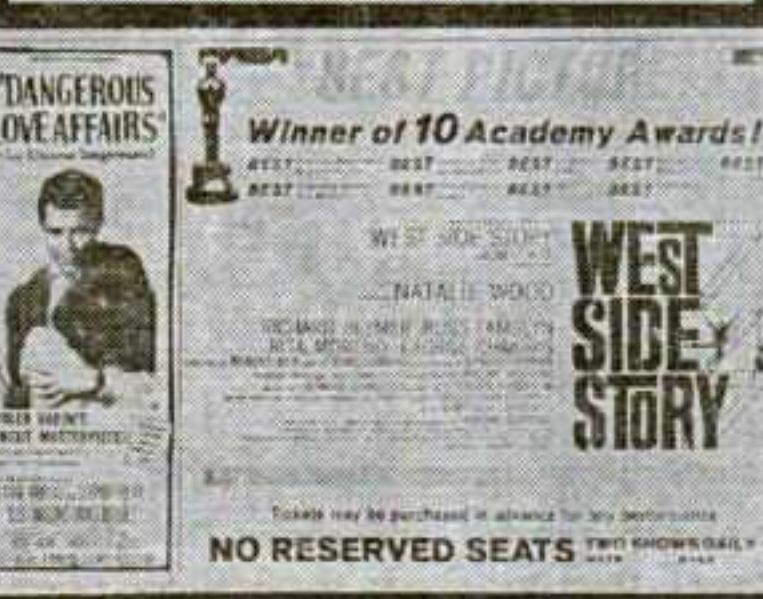
brazil,
bossa
nova &
blues



billie
holiday
ladylove



*Vi
Redd
Bird
Call*



*Impressions
of
Phaedra
by
Oliver Nelson
conductor*



COLTRANE TIME



ART BLAKEY
3 BLIND MICE
JAZZ MESSENGERS



united artists jazz

A PRODUCT OF UNITED ARTISTS RECORDS

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING OCTOBER 20

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	8
2	2	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	5
3	8	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobete (BMI)	5
4	10	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	3
5	3	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Sweco (BMI)	9
6	6	I REMEMBER YOU	By Mercer-Schertzing—Published by Paramount (ASCAP)	5
7	5	GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	7
8	7	PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	7
9	13	ONLY LOVE CAN BREAK A HEART	By H. David-B. Bacharach—Published by Arch (ASCAP)	4
10	4	LET'S DANCE	By Lee—Published by Rondell & Sherman-DeVorzon (BMI)	6
11	11	IF I HAD A HAMMER	By Seeger-Hays—Published by Ludlow (BMI)	5
12	14	VENUS IN BLUE JEANS	By Greenfield-Keller—Published by Aldon (BMI)	7
13	9	ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	8
14	15	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	5
15	28	WHAT KIND OF FOOL AM I	By Newley-Bricusse—Published by Ludlow (BMI)	2
16	25	ALL ALONE AM I	By Hadjidakis-Altman—Published by Duchess (BMI)	2
17	23	POPEYE (The Hitchhiker)	By Dave Appell-Kal Mann—Published by Kalmann (ASCAP)	3
18	29	DON'T GO NEAR THE INDIANS	By Lorene Mann—Published by Buttercup (BMI)	3
19	21	I LEFT MY HEART IN SAN FRANCISCO	By D. Cross-G. Cory—Published by General (ASCAP)	3
20	19	LIE TO ME	By M. Singleton-B. Benton—Published by Ben Day (BMI)	6
21	16	YOU BEAT ME TO THE PUNCH	By W. Robinson-R. White—Published by Jobete (BMI)	6
22	18	WHAT KIND OF LOVE IS THIS	By Johnny Nash—Published by Planetary-Gee (ASCAP)	5
23	—	CLOSE TO CATHY	By B. Goodman-E. Shuman—Published by Arch (ASCAP)	1
24	17	RAIN, RAIN GO AWAY	By G. Shayne-N. Regney—Published by Regent (BMI)	5
25	—	LIMBO ROCK	By W. Strange—Published by Twist-Four Star (BMI)	1
26	27	HULLY GULLY BABY	By Kal Mann-Dave Appell—Published by Kalmann (ASCAP)	4
27	—	GINA	By P. Vance-L. Carr—Published by Elm Drive (ASCAP)	1
28	30	TORTURE	By John D. Loudermilk—Published by Acuff-Rose (BMI)	2
29	—	NEXT DOOR TO AN ANGEL	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	1
30	12	SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	11

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **SHERRY**—The Four Seasons, Vee Jay 2570; Janie Ross, Twin Hits 2022.
2. **MONSTER MASH**—Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167.
3. **DO YOU LOVE ME**—The Contours, Gordy 7005; Billy Wade, Twin Hits 2023.
4. **HE'S A REBEL**—Vikki Carr, Liberty 55493; Crystals, Philips 106.
5. **RAMBLIN' ROSE**—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021; Woody Herman, Philips 40064.
6. **I REMEMBER YOU**—Frank Ifield, Vee Jay 457.
7. **GREEN ONIONS**—Booker T. & the MG's, Stax 127; The Downbeats, Twin Hits 2024.
8. **PATCHES**—Dickey Lee, Smash 1758; Tony De Cio, Twin Hits 2021.
9. **ONLY LOVE CAN BREAK A HEART**—Gene Pitney, Musicor 1022.
10. **LET'S DANCE**—Chris Montez, Monogram 505.
11. **IF I HAD A HAMMER**—Peter, Paul and Mary, Warner Bros. 5296; Janie Ross, Twin Hits 2028.
12. **VENUS IN BLUE JEANS**—Jimmy Clanton, Ace 8001; Kit Fleming, Twin Hits 2023.
13. **ALLEY CAT**—Bert Fabric, Atco 6226; Contrasts, Twin Hits 2027.
14. **SURFIN' SAFARI**—Beach Boys, Capitol 4777.
15. **WHAT KIND OF FOOL AM I**—Ronnie Aldrich, London 9553; Shirley Bassey, United Artists 503; Cordials, Felsted 8653; Vic Damone, Capitol 4827; Billy Daniels, Jubilee 5437; **Sammy Davis Jr., Reprise 20048**; Billy Eckstine, Mercury 72022; Burt Farber, Felsted 8652; Robert Goulet, Columbia 42519; Woody Herman, Philips 40064; Mantovani, London 9552; Anthony Newley, London 9546; Keely Smith, Dot 16386.
16. **ALL ALONE AM I**—Brenda Lee, Decca 31424.
17. **POPEYE (The Hitchhiker)**—Chubby Checker, Parkway 849.
18. **DON'T GO NEAR THE INDIANS**—Rex Allen, Mercury 71997.
19. **I LEFT MY HEART IN SAN FRANCISCO**—Tony Bennett, Columbia 42332; Frank Sinatra, Reprise 20107.
20. **LIE TO ME**—Brook Benton, Mercury 72024.
21. **YOU BEAT ME TO THE PUNCH**—Mary Wells, Motown 1032.
22. **WHAT KIND OF LOVE IS THIS**—Joey Dee & the Starliners, Roulette 4436; Chet Avery, Twin Hits 2025.
23. **CLOSE TO CATHY**—Mike Clifford, United Artists 489.
24. **RAIN, RAIN GO AWAY**—Bobby Vinton, Epic 9532; Chet Avery, Twin Hits 2028.
25. **LIMBO ROCK**—Chubby Checker, Parkway 849.
26. **HULLY GULLY BABY**—Dovells, Parkway 845.
27. **GINA**—Johnny Mathis, Columbia 42582.
28. **TORTURE**—Kris Jensen, Hickory 1173.
29. **NEXT DOOR TO AN ANGEL**—Neil Sedaka, RCA Victor 8086.
30. **SHEILA**—Tommy Roe, ABC-Paramount 10339.

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.

TV GUEST APPEARANCES BY RECORD TALENT

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

OCTOBER 20-28

SUN. 21—CLIFF RICHARD

The popular British vocalist has been signed to make his American TV debut on CBS-TV's "The Ed Sullivan Show" (8-9 p.m. EDT). The lad records for Dot Records in the U. S. and will probably plug his new Dot disk, "Wonderful to Be Young," from the film of the same name in which he stars, along with Robert Morley and Carole Gray.

MON. 22—ROBERT GOULET, CLAUDIO ARRAU

Robert Goulet guests on the "Bell Telephone Hour" (NBC-TV, 10-11 p.m. EDT) to sing music from current and upcoming Broadway shows, including his current Columbia waxing of "What Kind of Fool Am I." Concert pianist Claudio Arrau plays the third movement of Beethoven's "Concerto No. 5 in E-flat." Arrau's complete rendition of the "Emperor Concerto" is available on Angel Records.

MON. 22—PATRICE MUNSEL

This Metropolitan Opera star, who has also recorded various pop albums, will be on two network shows this day. Miss Munsel visits Johnny Carson on the "Tonight" show (NBC-TV, 11:15 p.m.-1 a.m. EDT) and the "Merv Griffin Show" on NBC-TV (2-2:55 p.m. EDT). No doubt the versatile songstress will plug her latest Philips LP, "Unpredictable."

TUES. 23—STEVE LAWRENCE

Lawrence, recently signed to Columbia Records, makes his first of four scheduled guest appearances on "The Garry Moore Show" on CBS-TV (10-11 p.m., EDT). His initial album release for Columbia is called "Come Waltz With Me."

TUES. 23—LAWRENCE WELK

The prolific Dot recording artist, Lawrence Welk, and his orchestra make a rare television guest appearance when they visit Jack Benny on "The Jack Benny Program" on CBS-TV (9:30-10 p.m. EDT). Welk's current Dot LP is "Baby Elephant Walk and Theme From the Brothers Grimm."

THURS. 25—PAUL PETERSEN

Paul Petersen, regular cast member of "The Donna Reed Show" (ABC-TV, 8-8:30 p.m. EDT), will introduce his new Colpix single, "My Dad," on this segment. The tag on his current Colpix LP is "Lollipop and Roses."

THURS. 25—SAMMY DAVIS JR.

Davis will be guest star on "The Andy Williams Show" (NBC-TV, 10-11 p.m. EDT). The Reprise artist will plug his current chart single of "What Kind of Fool Am I," and joins host Williams in a duet of "I'm Just Breezing Along" and "Bidin' My Time."

FRI. 26—NAT KING COLE

Cole is scheduled to appear on "The Jack Paar Program" (NBC-TV, 10-11 p.m. EDT). His current Capitol releases (both single and LP) of "Ramblin' Rose" are hot chart items.

SUN. 28—HELEN SHAPIRO, JACKIE MASON

The 15-year-old popular British singer, recently pacted to Epic Records, and the Verve comedy recording artist are signed to appear on "The Ed Sullivan Show" (CBS-TV, 8-9 p.m. EDT).

NIGHT CLUB

Della Reese: Intense and Fiery

If Della Reese could ever achieve on records the type of excitement she is able to convey in person in her night club act, the lass could turn into one of the country's top album sellers. In person the thrush is a dynamic and infectious performer, socking over her ballads and rhythm songs with a fire and intensity that catches up her audience. She seemed to catch up every member of the audience at Basin Street East when she opened there recently on her first appearance in New York in almost a year.

An indication of her drawing power is the fact that the club was packed for her first appearance, which is mighty good for a Tuesday night in New York. And she never let her followers down, coming through with electric performances of her recorded material, including "Don't You Know," "And That Reminds Me of You," and "Bill Bailey," as well as smartly styled versions of "A Worried Mind," "The Lady Is a Tramp," and "It Makes No Difference Now." It would appear that Della is at her best in front of an audience, and perhaps that is the way she should always be recorded. She romped through her set at Basin Street East backed by pulsating arrangements by a swinging nine-piece ork—support which added much flavor to her act.

Also appearing with Miss Reese was comic Lenny Kent, who occasionally came through with some funny material, especially when he summed up, in what might be called scat-talking, his life on stage. Heckled a bit by some front table patrons, Kent fell into the trap of paying more attention to them than his audience.

Opener of the show was a trio headed by an attractive young lady named Jayce Parker, who sings and plays piano. When she sings she has an individual jazz-oriented style that is both pleasant and intriguing. She has recently been signed to Verve Records, and she has the talent to make some noise as she becomes better known.

BOB ROLONTZ

NIGHT CLUB

P. Duchin Magnet Off Old Block

The magic name of Duchin—Peter Duchin, pianist son of Eddy Duchin, has turned the Maisonette of the St. Regis Hotel into one of the hottest rooms in town. The posh set, cafe society, and a lively young crowd are flocking to the Maisonette as a result of an unprecedented buildup of the 25-year-old Decca artist on TV, in the press, and in national magazines.

It might be expected that the Duchin name would draw whatever remnants there are of the old society crowd who made the Eddie Duchin band their favorite in the thirties and forties, but Peter's drawing power with the younger set is worthy of note. It might be that the youths are hip to dancing again.

And dancing is what they get at the Maisonette with young Duchin. The pianist leads his much-better-than-average society

(Continued on page 48)

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	CUANDO CALIENTA EL SOL	Tony Vilar (CBS); Marcello Ferial (Microfon); Siro San Roman (Music Hall)—Edami
2	1	RITMO AFRICANO (AFRIKAAN BEAT)	Bert Kaempfert (Polydor)—Tonika-Fermata
3	3	A STEEL GUITAR AND A GLASS OF WINE	Spanka-Fermata (Victor)—Spanka-Fermata
4	5	MUNEQUITA	Enrique Guzman (CBS); Pick Ups (Music Hall)—Edami
5	4	EL CIGARRON	Hugo Blanco (Polydor)—Fermata
6	6	PALOMA	Roberto Yanes (CBS); Quilla Huasi (Phillips); Andariego (Tonodisc)—Korn
7	—	CORAZON DE LUTO	Chacho Santa Cruz (Microfon); Walter Ordonez (CBS)—Fermata
8	10	DEJALA DEJALA	Palito Ortega (Victor)—Korn
9	9	LA RAGAZZA COL MAGLIONE	Adriano (Microfon); Pino Donaggio (Odeon)—Acordo-Fermata
10	8	NORMAN	Sue Thompson (Hickory-Tonodisc)—Korn

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ORANGE BLOSSOM SPECIAL	Spotnicks (W & G)—No Publisher
2	1	ALLEY CAT	Bent Fabric (Columbia)—No Publisher
3	4	BABY ELEPHANT WALK	Lawrence Welk (London)—No Publisher
4	3	SWISS MAID	Del Shannon (London)—No Publisher
5	5	DEVIL WOMAN	Marty Robbins (Coronet)—Acuff-Rose
6	7	I REMEMBER YOU	Frank Ifield (Columbia)—Chappell
7	8	IF I DIDN'T HAVE A DIME	Gene Pitney (United Artists)—No Publisher
8	6	SILVER THREADS AND GOLDEN NEEDLES	The Springfields (Phillips)—Boosey & Hawkes
9	10	VACATION	Connie Francis (MGM)—Alberts
10	9	TENPIN BOWLING	Bryan Davies (HMV)—No Publisher
11	11	LITTLE MISS LONELY	Helen Shapiro (Columbia)—No Publisher
12	14	I LOVE YOU THE WAY YOU ARE	Bobby Vinton (London)—No Publisher
13	12	ROSES ARE RED	Bobby Vinton (Coronet)—Leeds
14	13	THE YOUNG ONES	Cliff Richard (Columbia)—Allans
15	15	SURFIN' SAFARI	The Beach Boys (Capitol)—No Publisher

BRITAIN

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

This Week	Last Week	Title	Artist
1	1	TELSTAR	Tornados (Decca)—Ivy Music
2	4	SHEILA	Tommy Roe (HMV)—Robert Mellin
3	6	THE LOCO-MOTION	Little Eva (London)—Aldon
4	5	RAIN UNTIL SEPTEMBER	Carole King (London)—Aldon Music, Ltd.
5	2	SHE'S NOT YOU	Elvis Presley (RCA)—Ronny Music
6	3	IT'LL BE ME	Cliff Richard (Columbia)—Aberbach
7	8	YOU DON'T KNOW ME	Ray Charles (HMV)—Aberbach
8	13	RAMBLIN' ROSE	Nat King Cole (Capitol)—Comet Music
9	7	I REMEMBER YOU	Frank Ifield (Columbia)—Chappell
10	12	WHAT NOW MY LOVE	Shirley Bassey (Columbia)—Blossom
11	19	VENUS IN BLUE JEANS	Mark Wynter (Pye)—Aldon
12	8	SEALED WITH A KISS	Brian Hyland (HMV)—Sheldon Music
13	11	DON'T THAT BEAT ALL	Adam Faith (Parlophone)—Downbeat
14	16	LONELY	Acker Bilk (Columbia)—Filmusic
15	13	ROSES ARE RED	Ronnie Carroll (Phillips)—Leeds
16	17	IT STARTED ALL OVER AGAIN	Brenda Lee (Brunswick)—Aldon
17	15	BREAKING UP IS HARD TO DO	Neil Sedaka (RCA)—Aldon
18	10	THINGS	Bobby Darin (London)—Burton

19	25	BALLAD OF PALADIN	Duane Eddy (RCA)—Greenwich Music
20	21	GUITAR TANGO	Shadows (Columbia)—Mills Music
21	20	REMINISCING	Buddy Holly (Coral)—Nor Va Jak Music
22	—	SHERRY	Four Seasons (State-side)—Bobob Music
23	29	SPANISH HARLEM	Jimmy Justice (Pye)—Progressive Music
23	—	BLUE WEEKEND	Karl Denver (Decca)—Feldman
25	23	WILL I WHAT	Mike Sarne (Parlophone)—Southern
26	18	SPEEDY GONZALES	Pat Boone (London)—Budd Music/Macmelodies
27	24	MAIN TITLE THEME	Jet Harris (Decca)—Victoria Music
27	26	SOME PEOPLE	Carol Dene (HMV)—Essex Music
29	—	DANCIN' PARTY	Chubby Checker (Columbia)—Hill & Range
30	—	DEVIL WOMAN	Mary Robbins (CBS)—Acuff-Rose

DENMARK

(Courtesy Quam Musikbureau, Copenhagen)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SPEEDY GONZALES	Pat Boone (Dot)—Imudico
2	4	QUANDO, QUANDO	Pat Boone (Dot); Dario Campeotto (Sonet)—Belinda
3	2	TOY BALLOONS	Jorgen Ingmann (Metronome)—Sweden Music
4	3	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)—Acuff-Rose-Scandia
5	7	GINNY COME LATELY	Brian Hyland (ABC-Paramount)—Sweden Music
6	8	ROSES ARE RED	Bobby Vinton (Columbia)—Imudico
7	9	SHE'S NOT YOU	Elvis Presley (RCA)—Belinda
8	—	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
9	—	ENGLISH COUNTRY GARDEN	Rachel Rastenni (Sonet); Jimmie Rodgers (Roulette)—Winckler
10	—	DEAR ONE	Larry Finnegan (HMV)—Imudico

EIRE

(Courtesy Teenage Express, Dublin)

This Week	Last Week	Title	Artist
1	1	SHE'S NOT YOU	Elvis Presley (RCA)—Ronny
2	2	IT'LL BE ME	Cliff Richard (Columbia)—Aberbach
3	5	ROSES ARE RED	Ronnie Carroll (Phillips)—Leeds
4	3	I REMEMBER YOU	Frank Ifield (Columbia)—Victoria
5	—	SHEILA	Tommy Roe (HMV)—Robert Mellin
6	4	ROSES ARE RED	Bobby Vinton (Columbia)—Leeds
7	—	YOU DON'T KNOW ME	Ray Charles (HMV)—Aberbach
8	5	THINGS	Bobby Darin (London)—Burton
9	—	TELSTAR	The Tornados (Decca)—Ivy Music
10	6	SPEEDY GONZALES	Pat Boone (London)—Keith Prowse

FRANCE

(Courtesy Polygram, Paris)

This Week	Last Week	Title	Artist
1	1	J'ENTENDS SIFFLER LE TRAIN/CRI DE MA VIE	Richard Anthony (Columbia)
2	2	MADISON TWIST/HEY BABY	Johnny Hallyday (Phillips)
3	—	PARCE QUE TU SAIS	Chaussettes Noires (Barclay)
4	—	LES COMEDIENS	Charles Aznavour (Barclay)
5	—	CHEVEUX FOUS ET LEVRES ROSES	Compagnons de la Chanson (Polydor)
6	9	FOLLOW THAT DREAM	Elvis Presley (RCA)
7	8	BYE BYE LOVE	Ray Charles (Vega)
8	10	RETIENS LA NUIT	Johnny Hallyday (Phillips)
9	6	LE MEXICAIN	Marcel Amont (Polydor)
10	—	CHARIOT	Petula Clark (Vogue)

HONG KONG

(Courtesy Polygram, Paris)

This Week	Last Week	Title	Artist
1	1	SEALED WITH A KISS	Brian Hyland (ABC-Paramount)
2	2	MY BLUE HEAVEN	The String-A-Longs (Dot)
3	—	KING OF THE WHOLE WIDE WORLD	Elvis Presley (RCA)
4	3	ROSES ARE RED	Kong Ling and the Fabulous Echoes (Diamond)
5	4	TEENAGE IDOL	Rick Nelson (Imperial)

6	8	LOLITA YA YA	Sue Lyon (MGM)
7	—	ROSES ARE RED	Bobby Vinton (Columbia)
8	—	MOON RIVER	Ann-Margret (RCA)
9	—	LITTLE MISS LONELY	Helen Shapiro (Columbia)
10	—	SEND ME THE PILLOW YOU DREAM ON	Johnny Tillotson (Cadence)

ISRAEL

(Courtesy Kol Israel Broadcasting)

This Week	Last Week	Title	Artist
1	1	THINGS	Bobby Darin (Atco)—Adams, BMI
2	3	STEEL GUITAR & GLASS OF WINE	Spanka-Ilan Melody Press
3	6	SPEEDY GONZALES	Pat Boone (London)—Budd Music
4	4	LITTLE MISS LOVELY	Helen Shapiro (Columbia)—Lorna Music-Ilan Melody Press
5	7	BREAKING UP IS HARD TO DO	Neil Sedaka (RCA)—Aldon Music
6	—	SHE'S NOT YOU	Elvis Presley (RCA)—Elvis Presley Music
7	5	VACATION	Connie Francis (MGM)—Merna Music
8	8	TEEN-AGE IDOL	Rick Nelson (Imperial)—Music Vocal
9	2	HERE COMES THAT FEELING	Brenda Lee (London)—K.P.M., Ltd.—Ilan Melody Press
10	—	IT WILL BE ME	Cliff Richard (Columbia)—Aberbach

ITALY

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

This Week	Last Week	Title	Artist
1	2	OGNI GIORNO	Paul Anka (RCA)
2	1	STAI LONTANA DA ME/SEI RIMASTA SOLA	A. Celentano (Clan)
3	3	CUANDO CALIENTA EL SOL	Hnos Rigual (RCA); Marcellos Ferial (Durium)
4	5	ABAT-JOUR	Henry Wright (GC); Petula Clark (Pye)
5	6	RENATO	Mina (Italdisc)
6	4	ST. TROPEZ TWIST	Peppino Di Capri (Carisch)
7	11	SPEEDY GONZALES	Pat Boone (London); Peppino Di Capri (Carisch)
8	7	GUARDA COME DONDOLO/PINNE FUCILE ED OCCHIALI	E. Vianello (RCA)
9	8	IT'S SO EASY TO SURRENDER	Tony Williams (Reprise)
10	10	HOW WONDERFUL TO KNOW	Cliff Richard (Columbia)
11	12	SI E' SPENTO IL SOLE	Adriano Celentano (Jolly)
12	13	LA VELA BIANCA	Gilbert Beaud (VdP)
13	—	ET MAINTENANT	Gilbert Beaud (VdP)
14	—	LA VALLE SENZA ECO	Connie Francis (MGM)
15	—	THE MADISON	Al Brown (Variety)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	OUSHO	Murata Hideo (Columbia)—JASRAC
2	3	BUNGACHA-BUSHI	Kitajima Saburo (Columbia)—Jasrac
3	5	YOGIRI NO BLUES	Ishihara Yujiro (Teichiku)—Jasrac
4	4	RABAURU KOUTA	Ishihara Yujiro (Teichiku)—Jasrac
5	6	HAI SOREMADEYO	Ueki Hitoshi (Toshiba)—Jasrac
6	2	WAKAI FUTARI	Kitahara Kenji (Columbia)—Jasrac
7	7	SHINUMADE ISSHONI	Nishida Sachiko (Polydor)—Jasrac
8	8	AKASHIYA NO AMEGA YAMUTOKI	Nishida Sachiko (Polydor)—Jasrac
9	10	MIDNIGHT IN MOSCOW	Kenny Ball (Pye)—Tyler
10	—	LIMBO ROCK	The Champs (London)—Yamaha

MEXICO

(Courtesy Audiomusica, Mexico)
*Denotes local origin

This Week	Last Week	Title	Artist
1	10	QUE SE MUERAN DE ENVIDIA	Javier Solis (Columbia)—Emmi
2	1	EL NIDO	Sonora Santanera (Columbia)—Pham
3	3	EL CAMINO DE LA NOCHE	J. A. Jimenez (RCA)—Emmi
4	4	DAME FELICIDAD (Free Me)	E. Guzman (Columbia)—Grever

5	7	SPEEDY GONZALES	Manolo Munoz (Musart)—Emmi
6	6	EL PECADOR	M. Aceves Mejia (RCA); Alberto Vazquez (Musart)—Pending
7	2	VEN QUE TE QUIERO	Los Impala (Musart)—Marquez
8	5	EL GRAN TOMAS	Norman—Mayte (RCA)—Brambila
9	9	EL TRIANGULO	Los 3 Reyes (RCA)—Grever
10	8	JOHNNY EL ENOJON	Johnny Get Angry—Angelica Maria—(Musart)—Pending

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SHE'S NOT YOU	Elvis Presley (RCA)—Belinda
2	1	ROSES ARE RED	Bobby Vinton (Columbia)—Musikk-Huset
3	3	SPEEDY GONZALES	Pat Boone (Dot)—Imudico
4	7	IT'LL BE ME	Cliff Richard (Columbia)
5	4	ADIOS AMIGO	Jim Reeves (RCA)—Egil Monn Iversen
6	5	STAKKARS STORE STERKE KARER	The Monn Keys (Triola)—Egil Monn Iversen
7	6	THINGS	Bobby Darin (Atlantic)—Belinda
8	8	NO OL, NO VIN, NO DRAM	Jack Dalley (Viking)—Viking Music
9	10	PIKEN I DALEN	The Quivers (Triola)—Carl M. Iversen
10	—	GURI MALLA	Nora Brockstedt (Karussell)—Egil Monn Iversen
10	—	LOCO-MOTION	Little Eva

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	IN OTHER WORDS	Jane Morgan (Kapp)—Mareco
2	2	AL DI LA	Emilio Pericoli (Warner Bros.)—Mareco
3	5	I CAN'T GET YOU OUT OF MY HEART	Jerry Vale (Columbia)—Mareco
4	—	MY BLUE HEAVEN	Strings-A-Long (Dot)—Mareco
5	7	THE CURE	Smitty Williams (MGM)—Mareco
6	4	FOLLOW THAT DREAM	Elvis Presley (RCA)—Filipinas Record Corp.
7	3	EVERYNIGHT	Paul Anka (RCA)—Filipinas Record Corp.
8	10	HOKEY POKEY	The Champs (Challenge)
9	8	BABY CAKES	Dee Dee Sharp (Cameo)—Dyna Products

10	6	COTTON FIELDS	Teddy Randazzo (ABC-Paramount)—Dyna Products
----	---	---------------	--

SOUTH AFRICA

(Courtesy South African Manufacturers & Distributors Association)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ROSES ARE RED	Bobby Vinton (CBS)—Leeds Music
2	8	AL DI LA	Emilio Pericoli (Warner Bros.)—Melody
3	—	KISS ME QUICK	Elvis Presley (RCA)—Belinda
4	5	IT'LL BE ME	Cliff Richard (Columbia)—Belinda
5	2	ADIOS AMIGO	Jim Reeves (RCA)—M.C.P.S.
6	3	SPEEDY GONZALES	Pat Boone (Dot)—Southern
7	4	STRANGER ON THE SHORE	Acker Bilk (Columbia)—Mellina
7	7	WOLVERTON MOUNTAIN	Claude King (CBS)—Copyright Control
8	9	THINGS	Bobby Darin (Atlantic)—Belinda
9	6	GUITAR TANGO	The Shadows (Columbia)—Mielles Music
10	—	BALLAD OF THE NORTHERN SUBURBS	Jeremy Taylor (Gallotone)—M.P.A.
10	—	LIFT GIRL'S LAMENT	Jeremy Taylor (Gallotone)—M.P.A.

SPAIN

(Courtesy Discomania)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	PERDONAME	Duo Dinamico (Voz Amo)—Del Sur
2	1	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (RCA)—Hispavox
3	10	EVERY NIGHT	Paul Anka (RCA)—Hispavox
4	4	LOVE ME WARM AND TENDER	Paul Anka (RCA)—Hispavox
5	6	LOLITA TWIST	Duo Dinamico (Voz Amo)—Del Sur
6	9	DIS PAPA	Jose Guardiola (Voz Amo)
7	5	LA BALADA DE LA TROMPETA	Los 5 Latinos (Phillips)—Armonico
8	—	HELLO MARY LOU	Duo Dinamico (Voz Amo)—Hispavox
9	—	MULTIPLICATION	Bobby Darin (Belter)
10	3	ET MAINTENANT	Gilbert Beaud (Voz Amo)—Armonico

Kalina Label a Product Of Brandt 'Art' Program

WEST BERLIN—A new diskery has been founded in West Berlin, the Anton Kalina label, which is starting up with four titles, and which aims at cashing in on Mayor Willy Brandt's program to make this beleaguered cold war capital a "center of the world arts."

Producer and general manager of the AK label is Anton Kalina, music publisher and composer who has lived and composed music in Paris, Nice, London, and in South America.

The AK label will be represented in Austria by Centrocord, and representatives for other countries are being appointed and will be announced soon.

Production will concentrate on quality and will be restricted at the outset to one and not more than two titles monthly. Later, the label will produce LP's with operas and light classical. One of the label's first titles, "Unser alter Wirt ist Alfricht," has become a juke box top tune.

Mayor Brandt is trying to counteract Communist efforts to strangle Berlin's economy with a campaign to make West Berlin a world showcase city of the arts, culture, and advanced industrial automation. The

Diamond Records Introduces
THE ASTOUNDING SOUND OF

Bob Willow

**THE ONE
ROSE**

(THAT'S LEFT IN MY HEART)

**ANNABEL
LEE**

(ADAPTATION OF EDGAR ALLAN
POE'S IMMORTAL POEM . . .
MUSIC COMPOSED BY
DON COSTA)

DIAMOND D-125

Produced by Marty Wilson & Bill Ramal

Ops—
One Stops
A Juke Box
Natural!
Call your
distributor
For Free
Title Strips

DIAMOND
RECORDS INC
1650 B'WAY

AUSTRALIA

Pye Moves Its Warehouse, Offices

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

Pye Industries, Ltd., of N.S.W., closed down its offices and warehouse in Sydney and transferred the staff and stock to its main factory at Marrickville, a suburb of Sydney. **John Evans**, who was national sales manager for Pye, has been appointed to what is now known as manager of record sales division in N.S.W. and Queensland. He will be in charge of the promotion and sales of the Pye and Reprise labels. . . . W. & G. Records of Melbourne has received news that **Frank Traynor's Jazz Preachers** are to tour Australia in November with the **Kenny Ball Jazz Show**.

After the success of "Moi De Payer" by the Ray Price Quartet, the Australian Record Company has now signed Price to a five-year contract to record for the Coronet label. One week after its first appearance in BMW, C.B.S.-Coronet has rush-released Claude King's "The Burning of Atlanta." . . . Castle Music has picked up the rights to the new **Helen Shapiro** single, "Cry My Heart Out." The deal was made with Lorna Music, London. Also acquired is the rights to the Clyde Valley Stompers English hit "Peter and the Wolf," which has been released on the Parlophone label.

English Decca has announced the release in November of four new albums in the Phase 4 series featuring the artist **Maurice Larcange, Roger Laredo, Stanley Black and Ronnie Aldrich**. . . . **Brian McClenaghan**, manager of Radio 2UE, Sydney, has stated that latest surveys show that rock and roll and the twist are almost defunct and that popular music tastes of Sydney are changing. The rock and twist, he says, have been replaced by sweeter country and western melodies and ballads. Festival Records has re-recorded a new version of "A Man Called Peter," which was originally recorded seven years ago by **Darryl Stewart**.

BELGIUM

Lockwood Visit Adds Incentive

By **JAN TORFS**
Stuivenbergvaart 37, Mechelen

On September 25 and 26 the Gramophone Company received a visit of **Sir Joseph Lockwood**, chairman of EMI, Ltd. Lockwood, accompanied by his personal assistant, Mr. **Burt**, arrived in Brussels on September 25. A luncheon was given by Mr. **John Kirsch**, managing director of Gramophone.

Sir Joseph insisted on the need for close collaboration within the industry in order to maintain unity. Chaotic conditions prevailed in distribution and price maintenance in some countries. No difficulty existed for importing records liberally into Belgium, and it was essential that the different organizations maintain a unified front to ensure a well satisfied future for the industry. Later on, Sir Joseph gave interviews to the Belgian Broadcasting Services and at a reception in the evening met the press.

Anvers Radio reports that they expect very much of French singing star **Jean-Yves Gran**. This

young man just made his first recordings for the Ducretet-Thompson label.

An agreement has been signed between Anvers Radio, Brussels, and Ember Records (International), Ltd., to import, represent and release throughout Belgium and Luxembourg the Ember catalog.

Bill C. Slinger, president of Ar-tone, Holland, acquired the Cameo-Parkway line for distribution in the Benelux countries. Over here, in Belgium, the distribution will be done by Show Records for the manager of the company. **Jules Nijs** signed the agreement with Ar-tone.

Jack Hammer, who has made some public performances for the American troupes in Wiesbaden, Germany, and in Naples, Italy, returned to Germany to record the German version of the "Kissing Twist" and the "Crazy Twist." Jack is now back in Belgium for a tour organized by his promoter, Mr. **Van Hoogten**, director of the Ronnex and Teeny Records, a tour that might bring him to the neighboring countries.

BRITAIN

Bunny Lewis Sets Ritz Distrib Deals

By **DON WEDGE**
News Editor
New Musical Express

Independent producer **Bunny Lewis** is negotiating overseas rights in certain territories for his Ritz Records line released here on the British Decca label (BMW, September 22).

As reported previously, Ritz will go out as a separate label in the U. S. distributed by London Records, Inc. Also arranged is distribution in Germany by Teldec with producer logo included on the label design as in Britain.

Lewis has completed a deal with Karusell for the four Scandinavian countries. He has still to assign rights for South America, France, Spain and, if possible, behind the Iron Curtain. The rest of the world will be covered by the British Decca deal with releases following the pattern already established for Decca's own productions.

Another unusual facet in Britain for the Ritz operation is that Lewis is using a permanent musical director—**Harry Robinson**—who will participate on a royalty arrangement in addition to his session fee.

Craig Douglas, formerly on HMV (EMI), gets his initial release through Ritz with "Oh, Lonesome Me," written and recorded by **Don Gibson** in 1958, but not a hit here. The Douglas deal is not a long-term one.

Trade Talk

Lord Mills, who resigned from the government during the summer, rejoined the board of Electric and Musical Industries effective October 1. He was an EMI director from 1955 to 1957. **Clifford Metcalfe** has resigned his directorship.

The Music Trades Association, which represents many record-selling dealers, advised its members concerned not to participate in the Pye LP offer which involves retail sales at \$2.38. The Gramophone Record Retailers' Association maintains its support.

Record Business

Decca has put forward a plan to **Anthony Newley** which will mean the singer becoming an indie producer for his own disks. . . . Next **Frank Ifield** single (EMI-Columbia) will be "Lovesick Blues," penned in 1922 by **Irving Mills** and **Cliff Friend**. . . . **Acker Bilk** has begun work on a movie short featuring his four recent hits. A sec-

ond full-length feature for Bilk and his Dixie-styled unit is due before cameras next April. . . . Boots, one of Britain's biggest chain-store groups whose field is primarily in drugs and cosmetics, is expanding its disk sales rapidly. Now it has become the first retailer to take Radio Luxembourg time to sell records. It has a deal with EMI, whose records will be used exclusively, for twice weekly 30-minute programs.

Stepping up its British product, **Jeff Kruger's** Ember Records is acquiring specially made disks from indie producer **Jack Meek**. Another dealer participation offer is made by a new consumer monthly, "Record Pictorial," which has space for local dealer insert. . . . Decca has acquired the British cast LP rights to "Fiorello." EMI has already issued the Capitol Broadway version.

Classical

EMI-Columbia re-issued in its "Great Recordings of the Century" series the 1939 recording of the Verdi Requiem with soloists **Maria Caniglia, Ebe Stignani, Beniamino Gigli and Ezio Pinza**, with the Orchestra and Chorus of the Rome Opera House conducted by **Tullio Serafin**. . . . Another HMV release is two EP's in the "Play It Yourself" series. It is designed for young violinists. One side of each record contains performances by **Hugh Bean** (violin), accompanied by **David Parkhouse** (piano) of pieces set for next year's Royal schools of music examinations. The other side is the accompaniments alone. **Bernard Shore**, a professor at the Royal College of Music, was EMI's adviser on the project.

Publishing Business

What may turn out to be a major copyright has been commissioned by United Artists Music, represented here by **Noel Rogers**. It is the theme for a series of films based on **Ian Fleming's** James Bond novels. The first has just been completed. The theme was written by **Monty Norman** and was scored for the film by **John Barry**. The latter has recorded it for EMI-Columbia and the disk will be issued by United Artists Records in the U. S.

EIRE

British Disk Acts Star at Adelphi

By **KEN STEWART**
Teenage Express, Dublin

At a press conference at the Adelphi Theater, Dublin, Manager **Harry Lush** announced details of the cinema's experimental venture into variety. He said that if the initial show is a success—it will use only British artists—Irish performers might be presented in the future. On November 8, **Helen Shapiro** and **Eden Kane**, both of whose records sell consistently here, will appear for a one-night stand. If the attendance is good, the management will stage about six such programs every year.

Initial reaction to Ireland's Top 10, the new Radio Eireann weekly disk session emceed by **Harry Thullier**, is decidedly favorable. A prominent dealer told BMW: "This type of show should have been presented years ago, but now that it's here it is sure of registering well. Also, it is virtually certain of having a positive effect on sales."

"Fursey," the new musical dealing with Irish monastic life, received mixed notices from Dublin critics after its premiere at the Gaiety Theater as one of the items comprising the Dublin Theater Festival. The show will be brought to Belfast shortly. Interest in the proposed Fontana original cast album

is mounting steadily and a decision is expected to be reached soon. Meanwhile the two singles by **Milo O'Shea** and **Austin Gaffney** appear to be doing steady business.

Billy Boyle's debut on wax, "My Baby's Crazy 'Bout Elvis," may well emerge as a "sleeper." Although the Decca release has not yet entered the British chart, the Irish boy is getting generous coverage from the national press here. The disk is marketed here through Solomon and Peres.

FRANCE

Polydor New MGM Distrib

By **EDDIE ADAMIS**
92 quai de Marechal Joffre
Courbevoie (Seine)

Polydor is the exclusive distributor of MGM records for France. Former distributor was Pathe Marconi.

Pathe Marconi also officially introduced the Liberty line with an LP called "The Stars of Liberty." Four Liberty Records had been marketed previously. In addition, Pathe Marconi handles the distribution of Epic Records in France. Epic records are issued with the Columbia logo.

Visitors

Gene Vincent will play Etoile Theater October 25-31. . . . Italian rock and roller **Adriano Celentano** is slated to make a personal appearance in Paris soon. . . . **Bobby Darin** will be in some time in November. . . . A festival of r.&b. rhythm and blues will take place October 20 at the Olympia Theater with **Willie Dixon, John Lee Hooker, Helen Humes, Jump Jackson, Brownie Mac Ghee, Shakey Shake, Memphis Slim, Sonny Terry and T. Bone Walker**.

Signings

French clown **Zavatta** has been signed up by Polydor, which has equally added to its roster Italian thrush **Mina** and French **Gaby Verlor**. . . . **Renee Lebas** quit Fontana for Barclay roster. . . . Pathe has signed up a newcomer **Georgie Dann**.

SOUND TRACKS: The original sound tracks seem to be some kind of a guaranteed sales. Whenever a big pic hits the market, there's always a race in which (apart from the company that has the real sound track of the pic) the others rush cover records. And this is once more the case for Zanuck's pic "The Longest Day."

New Releases

Polydor marketed a new collection devoted to the German folklore and comprised of 10 EP's and two LP's. . . . Odeon's latest LP dedicated to "L'Age d'Or du Music-Hall" covers the years 1870 to 1900 with re-issues by **Adrienne Gallon, Esther Lekain, Damia and Marie Dubas**, among others.

GERMANY

1962 a Bright Wendland Year

By **JIMMY JUNGERMANN**
102 Ismaninger Street, Munich 27

The No. 1 showbiz personality in Germany is **Gerhard Wendland**. This year is his most successful. In March he toured the States and made his first records for Mercury label. When he returned to Germany, he got a gold disk for the million seller, "Tanze Mit Mir In Den Morgen."

WRONG LABEL IN NORWAY

In the Norwegian column of October 6 the label having the hit "Hawaii Tattoo" is erroneously referred to as the Roulette label. In actuality, the Belgian-based firm with the strong-selling side is Palette.

In April his new best selling record, "Schlaefst Du Schon" b-w "Schau Mir Nochmal In Die Augen" was issued. In May and June, Wendland starred in the movies "Tanze Mit Mir In Den Morgen," "Wenn Die Musik Spielt Am Woerther See" and "Bitte, Bitte Nimm Mich Mit."

In July he guest starred in the **Marika Rokk** TV spectacular. In August, Wendland recorded the German version of "Maria" from **Leonard Bernstein's** musical, "West Side Story." In September he got his second gold disk in the Netherlands for his best selling record, "Tanze Mit Mir In Den Morgen" there. And October marks the issue of Wendland's newest record, the German version of "Ramblin' Rose"—"Mary Rose."

Visitors

French singer **Alain Nancey** has been contracted by the German TV network for the show, "Young European Artists," to be aired in December, for a TV show featuring **Friedel Haensch and Hannelore Auer**, for the Charly TV spectacular, and for one more show in January. . . . Yugoslavian composer, arranger and band leader **Slavko Avsenik** visited Munich to get a gold disk for his successful Telefunken records with his Oberkraimer Quintet. Telefunken's **Gunter Braunlich** thanked Avsenik for his seven years with this label.

Bourne Music in New York bought one of the top European numbers, the "Trumpet Echo Polka," by Avsenik.

HOLLAND

Conny's Hits Are In One Package

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

Bovema's HMV label released a new **Conny Froboess** LP entitled "Conny Hits" on the occasion of her performance on Holland's Grand Gala du Disque late September.

Pia Beck's new single on Bovema's HMV label will include a vocal version of **Cannonball Adderley's** "Sack 'o Woe" and "If I Were a Bell," with swinging duets by **Arly Day** and **Pia**. "Pia's Boekie" (which is the wording for a small book in Dutch extracted from "Pia's Boogie") is also the name for HMV's latest album of the **Flying Dutchess**, who has visited the States 12 times already.

Jerome B. Thomas, Liberty's director international sales, had extensive business talks with Bovema's sales staff. . . . In connection with **Renata Tebaldi's** personal appearance for Dutch TV at the Grand Gala du Disque, where she received an Edison Award, Decca compiled a series of eight 45-r.p.m. singles in special sleeves. The series consists of the most popular soprano arias.

Christmas is coming! Among the recordings with Christmas music is a **Mantovani** album on Decca, "Songs of Praise." It is special orchestra and vocal chorus arrangements of well-known hymns with complete texts. The **Pat Boone**

SMASH!



"MY SON, THE FOLK SINGER" ALLAN SHERMAN
the greatest comedy album ever

OVER 65,000 SOLD

THE FIRST WEEK OF RELEASE!

the first name in sound

Personal Management: Durgom-Katz Associates



WARNER BROS. RECORDS

BURBANK, CALIFORNIA

version of "White Christmas" on a London LP, and the new **Blue Diamonds** single "Let's Snow!" with "Shepherds Watched Their Flocks by Night" will be strong Christmas items.

The first record of **Stephan Sinclair**, Britain's 10-year-old vocal sensation, "Party Lights," has been released on HMV in Holland. . . . **Linda Scott's** "Never in a Million Years," released by Artone's Funckler department some weeks ago, is now starting to move. Also released by Funckler department are "Come on Little Angel" by the **Belmonts**, "Torture" by **Kris Jensen** and "You Can't Judge a Book by It's Cover" by **Bo Diddley**.

Inelco L.C. announced three introductory RCA records at the price of less than \$3. This price is meant to encourage record buyers in the classical and popular field to get LP's at the low price of about \$4.50. There's a big press campaign and the distribution of a booklet in full color containing lists of many RCA records in different genres. Last year's campaign resulted in the sale of more than 100,000 LP's of the introductory record.

ITALY

San Remo Votes Again by Juries

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

San Remo's 13th Song Festival, which will take place between February 7 and 9, will go back to its original formula of voting by juries in the theater and in various parts of the country in keeping with the original formula.

Entries, cut back from 24 to 20,

are limited to composers and lyricists who joined the Italian Society of Authors and Editors not later than December 31, 1958. Italian publishing houses may submit no more than three entries of three minutes' duration each before November 20 when a selection committee will begin work. Ten songs will be presented each of the first two evenings, with five chosen on each occasion for the February 9 finals.

Proceeds will go to the San Remo Foundation to be used for a home for composers, lyricists and performers of cinema, operetta, revue and music now under construction.

Festival News

New voices who will participate at San Remo are those of **Eugenia Foligatti** and **Gianni La Commare** who won the finals at Castrocaro Terme.

Latest protest against RAI-TV's "Canzonissima" says that seven of the 48 songs in competition are by members of the selection committee. First singers to participate are **Betty Curtis**, **Jula De Palma**, **Wilma De Angelis**, **Mina**, **Joe Sentieri**, **Luciano Tajoli** and **Achille Togliani**.

"Our Love Must Be" (DeCurtis-Pino), sung by **Tullio Pane**, was the winner at Zurich's Festival of Italian Song which the Swiss call "San Remo in Switzerland." Runner-up was "Written on a Tree" (Medini-Guerra) offered by **Wilma De Angelis** and third went to "Zurich Twist" (Filibello-Fiannenghini-Beltempo) with **Valeria Furconi** singing. . . . Another festival at Palermo turned out to be a complete flop when the advertised voices failed to appear despite TV.

Italian numbers continue to be popular in Germany where "Arrivederci Italia" won the Cologne festival. Last German entry in the Eurovision Festival was "Two Little Italians." . . . Cetra has come up with the first complete recording of Dante's "The Divine Comedy" with seven outstanding male actors.

The work is done in three cantos of six LPs each. . . . Same label has come forth with its second LP of Sicilian folklore. . . . **Milva** has recorded "The Bride's Reply" in the hope that it will attain the popularity of last year's top hit "The Bride."

Francis-Day is pushing "Heaven" which **Edda Montanari** has recorded for Fonit. . . . **Giovanni Bracchi** is the first of 10 lyricists who will be featured on a TV series, "These Unknowns, the Lyricists." . . . Graz, lots!

JAPAN

London Symphony At Osaka Festival

By **J. FUKUNISHI**

108 Kakinokizama, Meguroku, Tokyo

It is reported that the **London Symphony Orchestra** will participate in the 1963 Osaka International Music Festival to open April 13 and that accompanying maestros would be **Pierre Monteux**, **Georg Solti** and **Antal Dorati**. The orchestra is expected to give more than 10 performances during its stay. **Bela Siki**, Budapest-born Swiss pianist, arrived September 27 via Hong Kong on a month-long recital tour under the sponsorship of the Concert Hall Society of Japan, mail order record club established a few months ago. He debuted at Bunkyo Public Hall October 2 by playing four Beethoven Sonatas.

Carmen Cavallaro, pianist, and his band are to arrive October 30 for two-week concerts starting at Sankei Hall, Tokyo, November 3, 4 and 7, then to Osaka, Nagoya and Kyoto.

MEXICO

Jazz Interest Is Building Up

By **OTTO MAYER-SERRA**
Apartado 8688, Mexico City

Jazz is becoming increasingly popular in Mexico. During this month, **Chico O'Farrill** will give a program in the Fine Arts Palace which includes the first performance in Mexico of O'Farrill's "Suite Azteca," with outstanding trumpeter **Chilo Moran** as a soloist, and the world premiere of a new score of "Six Jazz Moods," a 15-minute work written "with a strong jazz feeling" in the dodecaphonic idiom. The concert is sponsored by the National Symphony Orchestra and will be recorded by Columbia Records.

Two days later, U. S. flutist and baritonist **Bud Shank** and his quintet will give, in the same hall, the first of a series of jazz concerts, which include **Dizzy Gillespie**, November 6 and **Oscar Peterson**, December 3.

Simultaneously with the opening (October 10) of the Spanish version of the Broadway hit, "A Funny Thing Happened," in which balladeer **Enrique Guzman** makes his debut in musical comedy, Columbia brought out an EP with four melodies from the show. . . . **Josephine Baker** opened at the Terrazza night club. . . . Peerless Records issued the first LP, recorded in Mexico by Cuban bolero singer **Blanca Rosa Gil**, who makes her New York debut in the Puerto Rico Theater October 31. . . . **Guillermo Acosta**, artistic director of Musart Records, left for his first six-week trip to Latin America and will visit all affiliated companies of

EMI-Odeon. He will be back in Mexico November 12.

A projected Performing Rights law has been sent to the Congress by the Secretary of Education for discussion. During this month the Legal Commission of Congress is hearing the opinion about the project of representatives of all the interested musical industries, societies of authors, composers, performers, etc.

NORWAY

'West Side Story' Is a Movie Smash

By **ESPEN ERIKSEN**
Verdens Gang, Oslo

The original recording of "West Side Story" (Philips) moved to No. 1 position on Norway's LP barometer this month, at the same time the film will be premiered in Oslo. Other best selling LP records include: (2) "Pot Luck," **Elvis Presley** (RCA); (3) "West Side Story," sound track (Philips); (4) "Say It With Music," **Ray Conniff** (Philips); (5) "32 Minutes and 17 Seconds," **Cliff Richard** and the **Shadows** (Columbia).

Correction

A story in this column two weeks ago telling that the record "Hawaii Tattoo" by the Waikikis was issued on the Roulette label simultaneously with the Telefunken label in Norway is erroneous in one point: The original Belgian label is **Palette**, not Roulette.

Local Harvest

Elvis Presley and "She's Not You" moved to the No. 1 slot in the Norwegian VG barometer this week (RCA), but the big news is that for the first time in this local pop chart's history there are four records of local origin. The **Monn**

(Continued on page 25)

"MIND OVER MATTER"

by

NOLAN STRONG

(The Magic Voice of the Diablos)

546

THE ORIGINAL AND THE SMASH VERSION!

Zooming to No. 1 all over the country!

Exclusively on **FORTUNE RECORDS**

3942 Third Ave., Detroit, Mich. TE 3-5383



KAPP

K-492

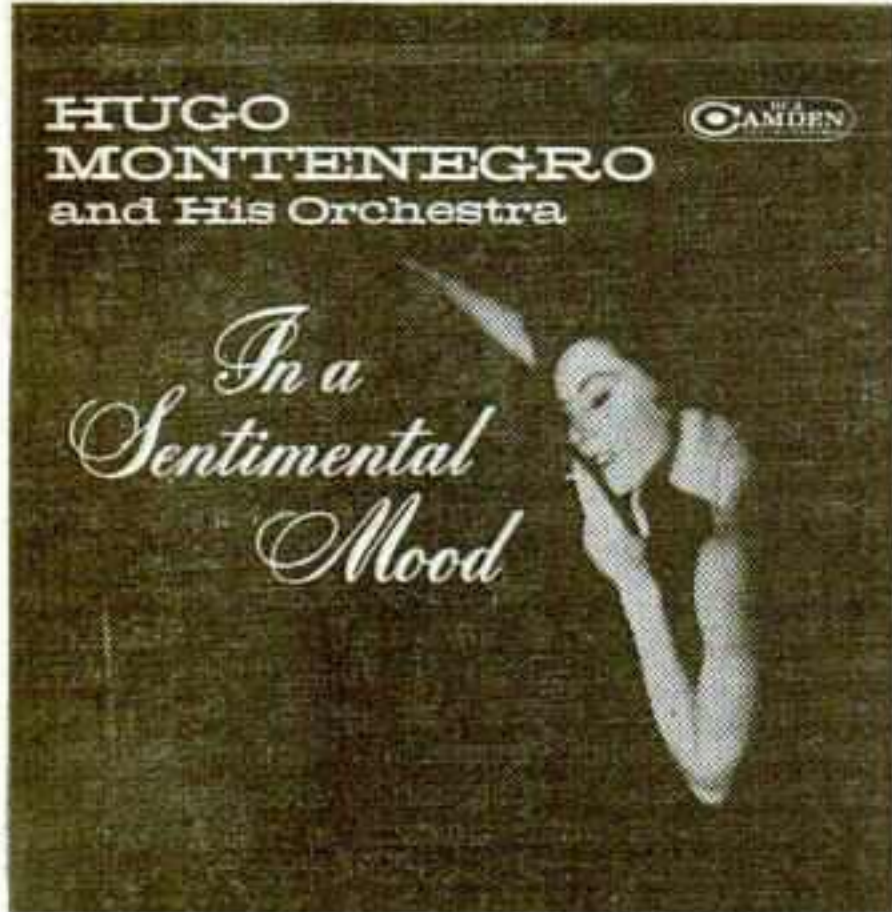
2:24

THEME FROM "MUTINY ON THE BOUNTY"
(From the M-G-M Prod. "Mutiny On The Bounty")

ROGER WILLIAMS

GROWING

THREE GREAT NEW ALBUMS BECOME PART OF...



Big-band sound with romantic depth in strings and woodwinds. Pop perennials include "Girl of My Dreams," "Lady of Spain," 8 more. **CAL/CAS-729**

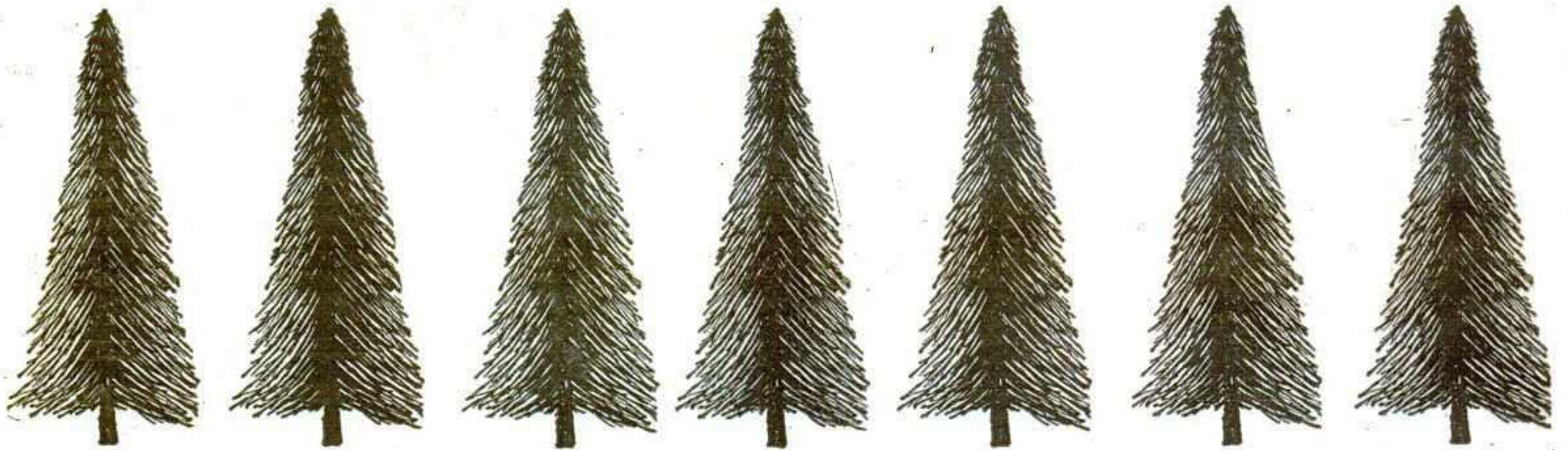


Ten big Fred Rose hits... and his best, including: "Be Honest with Me," "It's a Sin," "Crazy Heart," "Hang Your Head in Shame." **CAL-723***

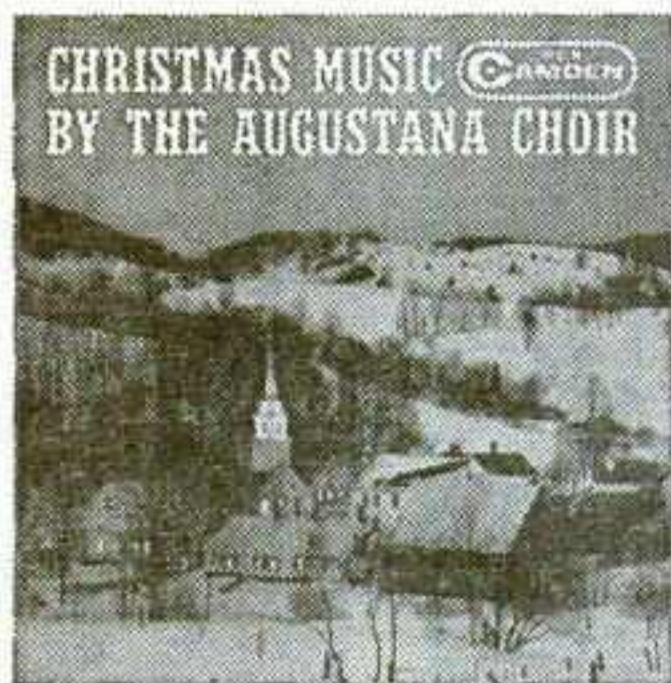


27 everlasting favorites—back cover contains all the words for a sing-along. "Hello! Ma Baby," "Annie Laurie," "Dixie." **CAL/CAS-714**

AMERICA'S BIGGEST CHRISTMAS VALUE



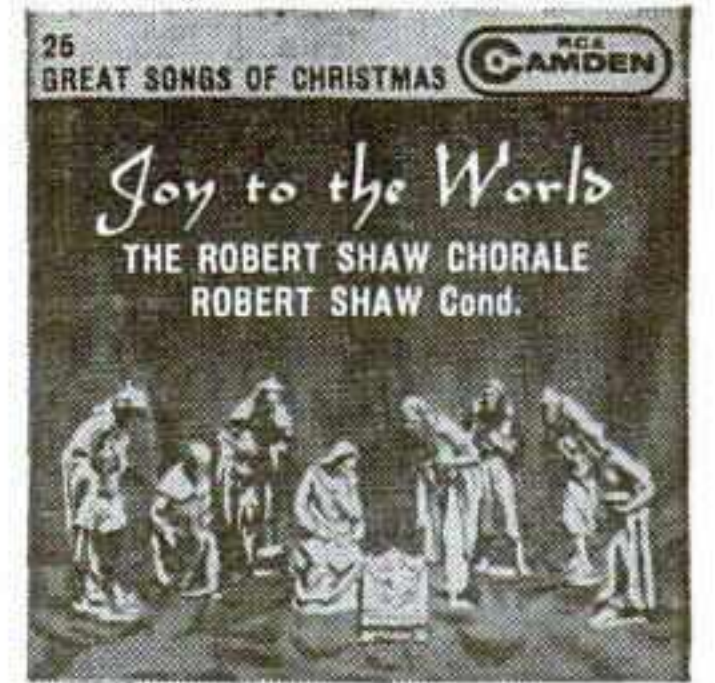
Winterhalter's fine hand graces "White Christmas," "Carol of the Bells" and others. **CAL-449***



"What Child Is This?," "The Coventry Carol" plus traditional carols in choral splendor. **CAL/CAS-636**



Domenico Savino. "Silent Night," "Sleigh Ride," "The First Noël" and thirteen others. **CAL/CAS-392**



Robert Shaw Chorale with 25 great songs of the Christmas season, including "Wassail Song." **CAL-448***



Fifteen Christmas favorites include "I'll Be Home for Christmas," "Silent Night." **CAL-660***



The Three Suns with 20 favorite carols including "Adeste Fideles," "Joy to the World." **CAL-633***



Fourteen favorite carols and songs. "Winter Wonderland," "White Christmas," "The First Noël," "Silent Night." **CAL/CAS-725**



Arranged and conducted by Leo Addeo. "Joy to the World," "O Tannenbaum," "O Holy Night" and 17 others. **CAL/CAS-726**

ON RCA CAMDEN

Call your distributor now!

*Available in Monaural Hi-Fi only

• Continued from page 18

Keys are represented with their film melody "Stakkars store sterke karer" on Triola, American-born singer Jack Dalley sings in Norwegian "No ol, no vin, no dram"

(No Beer, No Wine, No Liquor) on Viking, the Shadows are represented with "Piken i dalen" (The Girl in the Valley) on Triola, and Nora Brockstedt enters this week

in the No. position with the winning tune from the Red Cross Grand Prix, "Guri Malla," on Karusell.

Jack Dailey's "No, Ol" will be issued in England this week with title "No Beer, No Wine, No Nothing," and the label Fontana—on which it is issued—has already started the Radio Luxembourg plugging. The record will also be

issued in the U. S., probably when the singer arrives there together with his Norwegian wife Kari in November.

Philips Separates Norwegian Disk Distributing Firm

Like Philips companies in all other countries, Norsk A/S Philips, has separated its grammophone department from the rest of the company. A special diskery named Norsk Phonogram A/S will take care of all the records previously distributed by Norsk A/S Philips, and the entire staff has moved from Philips to Phonogram to take care of the records. Haakon Tveten will be the manager of the new company.

Norsk Phonogram A/S will distribute the same labels as before. They are: Philips, Fontana, Jazzland, Mercury, Piccadilly, Riverside, Sonora, Sonata and also for Viking Music the label Viking. Further, Norsk Phonogram will handle the labels of Brodrene Johnsen A/S: Rondo, Amadeo, Pye, Pye International, Tono, Vox.

Mercury was earlier handled by Brodrene Johnsen A/S, until Philips and Mercury agreed on a worldwide co-operation, which gave Philips in Norway the Mercury label.

Armstrong's record is a sampling of choice material. Nagraia has released several other disks recorded abroad, among them a record by Caterina Valente.

A total of 23 EP's, covering jazz, pop and dance music, have been bought in Denmark. These are mostly American recordings.

Music Notes

The famous Russian composer, Aram Katchaturian, arrived in Poland. He conducted several concerts at the National Philharmonic in Warsaw. . . . The Polish film, "A Knife in Water," gained the International Critics Award at the Venice Film Festival. Background music was written by a Polish jazz musician, Krzys Ztof Komeda. Some foreign movie directors are interested in this music and offers are pending. . . . The Polish artist agency Pagart is hoping to have a permanent location in Paris for the presentation of Polish songs, performed by Polish and foreign singers.

The Third International Festival of Song will be held in Sopot during Aug. 15-18, 1963. Invitations have been sent among others to the United Arab Republic, Turkey, India, Mexico and Argentina.

SPAIN

Best Mark Ever Set by Industry

By RAUL MATAS
32 Av. Jose Antonio, Madrid 13

The last three months have been the best in the Spain industry's history. Tourism brought music business in the flamenco field, and disks were released sooner, well presented, and better promoted.

Peter de Rougemont, vice-president and in charge of Latin American operations for Columbia Records, spent a couple of days here, planning the soon to appear CBS label. . . . Fred Reiter (Morrow Music, N. Y.) also was here last week and we can anticipate that the new "El Bimbi" rhythm created by Enrique (La Pachanga) Davidson will soon be introduced along with the madison and twist.

R. K. Maitland (Mike), president of WB, and Bobby Weiss, director of the International Department of the same company, arrived here with Bernard Ness of RCA Epanola after meetings and visits through Europe. . . . Vergara of Barcelona finally has made a deal with Ariola from Germany. New studios and new policy might make Vergara a new Punch label in the Spanish market. New releases are the Svend Saaby Danish Choir and Jerry Madison (Condor Records America).

Waldo De Los Rios, one of the big names in Argentinian folk singing, a young pianist, arranger and conductor, and son of Marta De Los Rios, also an outstanding folk singer in Argentina, arrived in Madrid and prepares himself to spend one year in Europe. De Los Rios signed to perform next November at the "Ondas" ceremony (the Spanish "Oscar"), to be held at the Ritz Hotel in Barcelona.

Flamenco Twist

It's new. Newspapers say that the rhythm was born in New York or came there after the Seattle Fair where a flamenco dancers group started doing the new "cocktail" dance. Every night here at the Florida Park the ballet Lorquiana with Carmen Mora is doing the flamenco twist. Might be dynamite.

"Escala en Hi-Fi" is a weekly TV show directed by Fernando Garcia De La Vega. A handful of young men and women pantomime along with hit disks. The show is considered "big help" in promoting records.

PHILIPPINES

Asian Festival Scored a Sellout

By LUIS MA. TRINIDAD
264 Escolta, Manila

The first Asian Musical Festival is a complete sellout. In the opening concert, the NHK Symphony Orchestra is playing a work by Japanese composer Toshio Mayozumi, "Samsahra," followed by a Tchaikovsky symphony.

This year Western Germany is spending in Asia and Africa a total of 195 million marks (about the same in pesos) on educational establishments, professional training centers, official delegations, information services, scholarships for trainees and students, and other cultural projects. The amount was spent on the same work between 1956 and 1961.

Karl Bohm, Herbert Von Karajan, Ferenc Fricsay and others will conduct concert given by the Vienna Philharmonic, the Berlin Philharmonic, the West German Radio Orchestra and the Berlin Radio Symphony Orchestra. The works to be performed range from the classical to the contemporary.

Final arrangements for the performances in Manila of the Berlin Chamber Orchestra are being made. The orchestra, now on an extended Asian tour, is scheduled to play in Manila in latter part of October.

POLAND

Firms Importing Outside Product

By ROMAN WASCHKO
Glogera 4, Warsaw 22

Several disks have been released recently by the Polish Recording Company, Polskie Nagraia, which they bought from foreign sources. For example, the first Polish record of Louis Armstrong is now on the market. It was previously recorded by Decca, but Poland bought it from West Germany.

INTERNATIONAL BUYERS & SELLERS EXCHANGE



A convenient international directory of companies now offering their experience, facilities and services for the sale, distribution, exploitation or manufacture of products in the music and phonograph record field.

ARGENTINA

We Are Proud to Represent
TIME RECORDS
JUBILEE RECORDS
HICKORY RECORDS
in
ARGENTINA, URUGUAY
and CHILE
Now located in our new offices with greater facilities to serve you
TONODISC S.R.L.
15 de Noviembre 1287
Buenos Aires, Argentina

BELGIUM

Everyone in the music business and every teen-ager in Belgium reads
JUKE BOX
BELGIUM'S BIGGEST MUSIC MAGAZINE
A one page ad costs you only \$220
A one-year subscription is only \$3
Send your bank draft to
JUKE BOX
MECHELEN, BELGIUM
Write for Sample Copy.

HOLLAND

BOVEMA, HOLLAND'S TOP RECORD FIRM, is the biggest independent record company because it has recording and pressing facilities, depots in top cities, printing facilities and separate sales staff for different labels. Gerry Oord, President, Bovema-Gramophonehouse, Heemstede, Holland.

NORTHERN EIRE

There's no "blarney" about
EMERALD RECORDS
Ireland's leading recording company. We are specialists in Country & Western, Religious, Irish and Scottish Records. We are always interested in leasing material in the Country & Western and Religious fields.
For further information write:
Mr. Mervyn Solomon, President
67/69 Ann St., Belfast, Northern Ireland
Members of the International Federation of the Phonographic Industry

GERMANY

PAUL SIEGEL (BERLIN-NEW YORK), Producer of Telefunken-Decca (Teldec) Records, Disc Jockey: Radio Berlin (SFB), Music Publisher: Hi-Fi Musikverlag, GMBH, Cable: Symphynrex Berlin. Telephone: Berlin 247025. Address: Tauentzien strasse 16, Berlin W30, Germany.

GREECE

WE SEEK ONE
ADDITIONAL RECORD LINE
FOR GREECE, EGYPT & LEBANON
With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others.
If you want experience and honest consideration, why not write now to
MIDDLE EAST RECORDINGS
Evans Plomaris, President
4 Sportis, Athens, Greece

SWITZERLAND

THERE'S MONEY IN MUSIC IN SWITZERLAND, too! Contact one of the most active publishing companies with own record affiliation. Edition Coda, Postfach 153, Zurich 10/49.

UNITED STATES

AMERICAN RECORDS — LEADING SPECIALIZED exporter of phonograph records and pre-recorded tapes offers all brands at competitive prices. Fast delivery. Efficient service. Albert Schultz, Inc., 116 W. 14 St., New York 11, N. Y.

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

AUSTRALIA

FOR specialised trade coverage of
AUSTRALIA and
NEW ZEALAND
advertise in—
• MUSIC MAKER •
Australia's Leading Music Magazine.
ADVERTISING OFFICES:
416 GEORGE STREET
SYDNEY, AUSTRALIA

GENERAL

Available Soon

All over
the World . . .
... Roger
Williams

"Theme From
Mufiny on the
Bounty"

Kapp K-492

FOR INFORMATION

You can reach the U. S. and World-Wide Music-Record markets regularly, effectively and at very low cost in these columns.
For information contact:

EUROPE

Arthur Rosett, European Director
44 Curzon St., London, W. 1
GROsvenor 7496
BELGIUM: Jan Torts
Stuivenbergvaart 37, Mechelen
ITALY: Samuel Steinman
Fiazza S. Anselmo 1, Rome
SPAIN: Jose Maya
Cea Bermudez 74, Madrid

ASIA & PACIFIC

AUSTRALIA, Brian Nebenzahl
P. O. Box 418, North Sydney
HONG KONG: Carl Myatt
27 Estoril Court, Garden Road
JAPAN: Robert Wynn
521-3 Chome, Sihimo Meguro
Meguro-ku, Tokyo
NEW ZEALAND: Fred Gebbie
P. O. Box 5051, Auckland
PHILIPPINES, Luis Ma Trinidad
264 Escolta, Manila

THE AMERICAS

Frank Luppino Jr., International Sales Director, Billboard Music Week
1564 Broadway, New York City 36
MEXICO: Dr. Otto Mayer-Serra Apartado 8688, Mexico City
PUERTO RICO: Anthony Contreras, 26 Gertrudis St., Santurce

ADVERTISING RATES INTERNATIONAL EXCHANGE

CLASSIFIED: Per line, \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch, \$14. Minimum one inch.

Above prices are for one insertion in one issue. Cash With Order, Please.
Lower rates for 12, 24 or 32 insertions in a one-year period.

Westinghouse Seminar Analyzes Radio; Trade Discussions Seek New Direction

By SAM CHASE

NEW YORK — A precedent-making day-long seminar was held here this week to examine the state of radio, with the intent of seeking new directions in both programming and selling the medium. Attended by broadcasting and advertising leaders, the sessions were held under the auspices of the Westinghouse Broadcasting Company.

Setting the tone for the day's session, WBC program Vice-President Dick Pack opened proceedings by firmly upholding the music and news format, but adding that WBC believes it could become "music and news—plus." It was this plus

factor that was sought after by the attendees.

As part of the day's events, WBC unveiled eight new radio series which it plans to syndicate to radio stations (see separate story). This move further injects the company into program production, this time in radio after several TV efforts, including the new Steve Allen series.

In a rebuttal to a group of critics whose panel opened the day's proceedings, WBC national program director Bill Kaland stated that although there may be defects in radio programming today, the medium basically is in fine shape. Kaland accurately reflects the taste of the mass of the American public

and is what the public wants from most radio stations.

The critics agreed there is a strong trend against the publication of full radio program logs in daily newspapers with a tendency to restrict space to highlights mainly because listings otherwise tend to be merely dj's names.

Press Comments

Maybelle Joyce of the Christian Science Monitor urged more book review shows. Berenice Connor, senior editor of McCall's, felt that programs featuring women speaking to the huge daytime women's audience would have a great chance of success, especially if aimed at subjects important to the audience. Also, that a form of dramatic soap opera could be effective—if it reflects today's realities.

Terry Turner of the Chicago Daily News decried the lack of audience involvement with today's programming. He also said the medium is so over-commercial as to insult the listener.

Win Fanning of the Pittsburgh Post-Gazette noted that the medium is not one type of station, but rather many types, some using talk, others music of various types, some

(Continued on page 30)

SYNDICATED AIR

WBC Radio Showcases Wide-Interest Radio

NEW YORK—The public's desire for more than sound-alike record programming and simple newscasting in radio, and a growing realization by stations that new approaches to radio programming must be taken to win audiences from other media are guiding philosophies behind a new set of syndicated radio packages showcased last week in New York.

Four new radio series and four special one-shots of a documentary nature are in the new syndication group. All are being syndicated by WBC Program Sales, offshoot of Westinghouse Broadcasting which has become a major factor in TV syndication in recent seasons and which invited industryites to a day-long special seminar in New York October 9 (see other stories, this page).

Lead-off show in the new group is a musical package of 20 half-hour shows dealing with American

folk songs. Titled "America Sings" and hosted by Eddie Bracken, the series is "thematic" in that each show focusses on some aspect of Americana (Civil War, Western cowboys, growth of the railroads, etc.) and uses folk songs to help tell the story.

Actually, it's the type of show almost any large station could attempt at the local level—if the station was willing to invest a good deal of time, effort and research in a music show. Although some special material has been recorded by the Honeydramers for the series, the bulk of the musical portions of "America Sings" comes from albums and singles by such artists as Peter, Paul and Mary, the Weavers, Harry Belafonte, the Carter Family, Joan Baez, Chet Atkins, Flatt and Scruggs, Burl Ives, Leadbelly, etc.

The series was produced and

(Continued on page 30)

Bergen Evans on Radio With Word To the Wise Guys

NEW YORK—A new syndicated radio series featuring Bergen Evans (B.A., M.A., Ph.D., B.Litt., D.Litt.) may be more than just another radio syndication series, since it's aimed as much at the broadcast media as it is at listeners.

One of a group of new series and specials being offered by Westinghouse Broadcasting Company to local stations (see story, this issue), Evans' new show, "Words in the News," will officially discuss "words or constructions or special contexts that in the preceding week have made news, decided issues, shaped policies, illustrate changing meanings or journalistic style, need fuller explanation or are of special interest to the public."

With a premise as all encompassing as that, the show may well sound somewhat pompous to potential buyers. Happily, it isn't, to judge from Evans' preview of his series at the October 9 all-day radio seminar hosted by Westinghouse in New York.

As a typical example of blitheful disregard for semantics coming in radio newscasting and print journalism, Evans cited the use of the words "outer space" in connection with satellite shots. "If you want to be precise about it," said Evans, "we are nowhere near being in outer space." Evans also lined up in his sights radio sportscasters "who like to use as many different synonyms for the word 'defeat' as they can, possibly because most sports are so fantastically dull."

Evans intends to zero-in on "weasel words" which receive lots of usage in communications. As one example, Evans cites a recent broadcast industry crisis in Washington in which the Senate added the single word "adequately" to a House bill before it would approve

(Continued on page 30)

All Agree on the Need: Better Research Program

Major Market Broadcasters Stress Quality As Well as Quantity in Format Information

By CHARLES SINCLAIR

NEW YORK—More and better radio research, both qualitative and quantitative, is needed by radio executives charged with the responsibility of programming major-market radio outlets. This was one key area of agreement reached during a panel discussion on the needs of programmers held during a special industry seminar October 9 staged here by Westinghouse Broadcasting Company.

Apart from this point, the panelists — William Schwarz, program manager of WNBC, New York; George Skinner, a veteran radio program consultant for the Katz Agency rep firm; Bob Whitney, executive vice-president of packager-distributor Mar's Broadcasting, Inc., and moderator William Kaland, national program manager of WBC—offered a range of opinion on what constituted ideal aids to creative programming.

Need More Than Top 40

As Katz exec Skinner viewed the problem, it was no longer to be solved simply by using a Top 40

list of records and a minimum of deejay talk, a formula Skinner termed "the epitome of suppression of personality." An alert program man, Skinner declared, was on the hunt for strong local-level personalities "to hold together" the elements of music programming "with an easy, natural manner." Broadcasters "can't switch a program or personality to another station and always get the same ratings, he said.

NBC's Schwarz pinpointed the program-planner's key need as one of specialized research, stating that "TV has changed listening habits, and radio is listened-to for companionship and information, not entertainment." The best path for programmers to follow, Schwarz indicated, was "in seeking total identification with a community."

Issue was taken with Schwarz' stand by Whitney, who said flatly that "50 per cent of the audience listens to popular music on radio," and that the emphasis on program aids should be in the area of bed-rock rating research and some qual-

(Continued on page 30)

ADMEN SPEAK

Air Programming Pros And Cons at Sales Panel

NEW YORK — Major programming changes have been made during the past year by 52 per cent of radio stations in large markets, 37 per cent in medium markets and 32 per cent in small markets.

More money was spent on programming this year by 42 per cent of stations in large markets, 53 per cent in medium, and 29 per cent in small markets.

The percentage of total budget spent on programming was 34 per cent in large markets, 37 per cent in medium and 44 per cent in small.

Finally, more news is now being aired by 56 per cent of all stations in large markets, 35 per cent in medium, 52 per cent in small.

These figures were revealed to participants in an all-day seminar on radio programming sponsored by the Westinghouse Broadcasting Company this week. The source of these data was Miles David of the Radio Advertising Bureau, who chaired a panel on the sales aspects of radio programming.

Applauds News Specials

One sponsor who spoke out in favor of adding such programming as news documentaries to the customary music and news format was Clark Sutton, director of Advertising of the First Savings and Loan Company. Sutton spoke warmly of the success his firm has had with a blanket contract with KDKA, Pittsburgh, whereby it sponsors, on an exclusive basis, all radio news specials the station produces. He

said this programming pinpointed the audience he wished to reach. He urged greater variety in programming so that sponsors can select the type best calculated to reach the desired listening group.

Leslie L. Dunier, vice-president of radio-TV for Mogul, Williams & Saylor urged a greater number of children's shows on radio, stating that although TV has cornered the kiddie show market, those shows are overloaded with commercials because the sponsors have no place else to go and would jump at a chance to reach moppets on radio.

David stressed that music must appeal to the housewives, since they average two hours and 20 minutes daily of exposure to radio. He also said that 24 million radios will be purchased this year, a record after two previous record years, with a total of 70 million sets purchased in the three-year period.

Tailored Commercials

Wally Schwartz of WINS, New York, interjected a query from the audience on why ad agency creative personnel do not tailor their commercials for the type of listener being reached, with one type for pop stations, another for talk stations and others for sports, etc., stations. Carl L. Schuele, president of Broadcast Time Sales, agreed that this was a basic problem, and that sponsors who supply a disk with six different cuts of the same type of commercial are not making effective use of radio. Nine out of

(Continued on page 30)

KEEP IT FRESH, EXCITING, INFORMATIVE AND NOVEL

NEW YORK—You can't run a music-minded radio station simply by finding a workable over-all format, and letting it exist like some form of revenue-producing perpetual-motion machine. This seemed to be the consensus of a panel session staged at Westinghouse Broadcasting Company's radio seminar during which the managers of three well-known New York stations offered answers to the question "How Do You Manage?"

Satch Paves the Way

Stephen Labunski, v.p. and general manager of WMCA, put it this way: "My own theory about competition . . . is based on Satchel Page's admonition, the one about running as fast as you can and not looking over your shoulder, because somebody might be catching up. It seems to me you first need a broadcast philosophy. At WMCA, it is to try to reach, appeal to, entertain, stimulate, inform and hang on to as large an audience as we can get, and then to expose that audience to some ideas and views they are not likely to see, hear or read about elsewhere."

Elliott M. Sanger, executive v.p.

and general manager of WQXR, admitted that the Times-owned good-music outlet has had "the same formula for 26 years," but underlined an important difference, as he saw it. "Without departing from our basic ideas, we have constantly changed our method of presentation and added new program ideas within the original concept of what our audience wants. We have done that to keep the station sounding new and different from other 'good music' stations. We must all avoid imitating others, just as we must program so that others cannot easily imitate us."

Harold L. Neal Jr., v.p. and general manager of ABC Radio's New York flagship, WABC, held to the view that "broadcasters have a dual responsibility." In practical terms, this meant that a station "Must provide (its) audience with the best information and entertainment we possibly can in order to help them remain the world's best-informed, best-educated citizens."

The challenge must be met, said Neal, "convincingly, with imagination and excitement, so that we may attract and hold a large and loyal audience."

By JUNE BUNDY

KBOX'S MILKMAN: This week's award for most co-operative deejay goes to Jimmie Kaye, KBOX, Dallas. Kaye recently challenged World Champion Cow Milker Bill Henderson to a "Milktest" as part of a promotion sponsored by the Mesquite, Tex., Junior Chamber of Commerce Benefit Rodeo. Each man ran the length of the local arena, milked a cow and raced back to the judges stand, carrying his bottle of freshly milked milk with him. Kaye, of course, lost, but he and his outlet gained a sizable amount of publicity from the event.

GIMMIX: Jim Stagg, KYW, Cleveland, featured the "50 Best Musical Encores" on his Labor Day weekend show. The "Encores" were based on nominations sent to Stagg by KYW listeners. . . . Bob Holliday, WING, Dayton, Ohio, won an all-expense trip to New York City from Cadence Records last month. The jock guessed the titles of the new single record ("Send Me the Pillow You Dream On" backed by "What'll I Do?") to be taken from Johnny Tillotson's LP "It Keeps Right On A-Hurtin'." Holliday took WING manager Jim Smith along as his guest on the free ride. . . . John B. Elwood's "Crosby Cavalcade" on WIBM, Jackson, Mich., will chalk up 750 consecutive weeks of broadcasting next month.

CHANGE OF THEME: Gary Seger has succeeded Ray Durkee as program director of KRIZ, Phoenix, Ariz. Durkee has returned to KTLN, Denver. . . . The new KRIZ all night show, "Slumber Party," is piloted by P. Jay Nightie (Jay Edwards), formerly with KALI, Honolulu, Hawaii. . . . Roy Vicknair Jr. is the new deejay-music director of KTIB, Thibodaux, La., and he needs wax. . . . David MacFee, formerly with WROW, Albany, N. Y., has joined WPAT, Paterson, N. J., as director of program operations. He replaces Joseph B. Somers, who has been upped to veepee of Capital Cities Broadcasting Corporation, which owns WPAT.

Veteran deejay Robin Seymour, WKMJ, Detroit, has acquired the additional responsibilities of an account executive. He will continue his regular 6 to 9 a.m. weekday and 6 a.m. to 10 a.m. Saturday shows. . . . Bob Spaulding has left WCED, Du Bois, Pa., and joined WWCO, Waterbury, Conn., in the 7 p.m.-midnight time period. . . . Magician Red Riley has been subbing for vacationing Jerry Wilder on KBER, San Antonio, Tex. . . . Byron Zint, formerly with WFMW, Madisonville, Ky., has taken over the early-morning slot at WJPS, Evansville, Ind. . . . Bob Simmons has become new p.d. of WFMW, and has moved into the 7:20-11 a.m. time slot. Simmons will also continue to handle the 3-4 p.m. time seg at WFMW.

CHANGE OF THEME: Ted Brown, ex-WHN (formerly WMGM) New York, has returned to WNEW, New York, after a 13-year absence. He replaced Pete Myers in the 3-6 p.m. time period. Myers recently moved to WINS, New York. Also new at WNEW is Billy Taylor, pianist-composer, formerly emcee of a jazz seg on WLIB, New York. Taylor will contribute live piano performances in addition to his deejay duties at WNEW. He will pilot the 11 p.m. to midnight seg Sundays through Fridays, plus a four-hour show from 8 p.m. to midnight on Fridays and a Sunday night show from 7 to 8:30 p.m. Kenneth L. Draper, ex-program director of KEX, Portland, Ore., is the new program manager of KYW, Cleveland. . . . Former Los Angeles deejay Bill Stewart, now prexy of Albums, Inc., is emceeing a new radio series, "A Quarter Century of Swing" for the Armed Forces Radio Service five days a week. . . . Comedian-pianist Victor Borge will emcee "G. E. Music Theater" on WQXR, New York, which started October 3 from 9:05 to 10 p.m. The weekly show, aired in FM-stereo and spotlighting Borge's unique interpretations of musical history,

(Continued on page 30)

YESTERYEAR'S HITS

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

POP—5 Years Ago October 21, 1957

1. Jailhouse Rock, E. Presley, RCA Victor
2. Wake Up Little Susie, Everly Brothers, Cadence
3. Honeycomb, J. Rodgers, Roulette
4. Tammy, D. Reynolds, Coral
5. Chances Are, J. Mathis, Columbia
6. Be-Bop Baby, R. Nelson, Imperial
7. Diana, P. Anka, ABC-Paramount
8. Happy, Happy Birthday, Baby, Tune Weavers, Checker
9. Keep A' Knockin', Little Richard, Specialty
10. That'll Be the Day, Crickets, Brunswick

POP—10 Years Ago October 18, 1952

1. I Went to Your Wedding, P. Page, Mercury
2. You Belong to Me, J. Stafford, Columbia
3. Jambalaya, J. Stafford, Columbia
4. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
5. Meet Mr. Callaghan, L. Paul, Capitol
6. Half as Much, R. Clooney, Columbia
7. It's in the Book, Parts I & II, J. Standley, Capitol
8. High Noon, F. Laine, Columbia
9. Glow Worm, Mills Brothers, Decca
10. Trying, Hilltoppers, Dot

RHYTHM & BLUES—5 Years Ago—October 21, 1957

1. Jailhouse Rock, E. Presley, RCA Victor
2. Wake Up Little Susie, Everly Brothers, Cadence
3. Honeycomb, J. Rodgers, Roulette
4. Diana, P. Anka, ABC-Paramount
5. Happy, Happy Birthday, Baby, Tune Weavers, Checker

1. Keep A' Knockin', Little Richard Specialty
2. Mr. Lee, Bobbettes, Atlantic
3. That'll Be the Day, Crickets, Brunswick
4. Whole Lotta Shakin' Goin' On, J. L. Lewis, Sun
5. Honest I Do, J. Reed, Vee Jay

Dick Clark Radio Battles Dick Clark TV

• Continued from page 4

TV shows "because they don't represent competing media," and because "they appeal to different groups." ABC-TV also foresaw little difficulty, but for a different reason. A network v.-p. told BMW that, in his opinion, radio stations purchasing the syndicated series "wouldn't dream of putting it on at 4 p.m. in competition with an established TV show if they want sponsors."

Mars sales executives, meanwhile, report they are busily discussing deals for the new radio package, and that sales were being

written on a firm, 52-week-basis-only. No pricing formula was revealed, although Mars' sales chief Stan Kaplan said "it's an expensive show because of its production gimmicks, but it won't cost a station more than it would to hire another good local deejay."

Record policy on the show is under Clark's control, and it won't duplicate that of the TV series. "We can be looser in radio than in TV, where the numbers are always danced-to," Clark told BMW. "We can now feature comedy numbers and certain religious songs that are hits. 'Battle Hymn of the Republic,' for instance, was a hit we could never use on the TV show."

Local break-outs won't be played up in the radio series, although Clark and Mars have gone to considerable electronic lengths (through the use of the instant-cue tape cartridges, pre-recorded Clark intros to local newscasts, etc.) to design the radio package so that it sounds like a local-station show. Main record emphasis will be on "popular music of the day," Clark said. He estimated that the show would play "about 25 records daily."

An interesting sidelight to the radio series: When making a station sale, Mars informs the purchaser that commercial time must be limited to 18 minutes per hour segment. Reason: Mars is an associate member of the NAB, and adheres to NAB's commercial codes as to length, frequency and content.

Milwaukee's WRIT Hangs Out Shingle

MILWAUKEE — Competition for the rock market has stiffened with the debut, October 9, of WRIT's new format under the banner of its new owner, Air Trails Network.

The new format, in a nutshell: The Top 40 "plus any more new ones that break at any time." According to a station spokesman: "We want to become established as a station that plays the hits and also makes the hits."

Four new deejays have been added to the WRIT staff. They are: George Michaels, formerly of WOL, St. Louis; Mike Nardone and Bill Fields, from WCOL, Columbus, Ohio, and Bill Erickson, recently a spinner in Louisville.

Swinging Slim Back On Air in New York

NEW YORK—Irving (Swinging Slim) Rose, proprietor of Times Records Shop here, has returned to local radio. Rose, who has made a specialty of trading and selling old rock and roll records, plays only old material on his shows.

The new outing will be aired weekly on WWRL, Friday from 9 to 10 p.m. As in the past, the blond teen-ager, known only as "Genevieve," will assist in handling the show and will do much of the announcing. She is known for her extensive knowledge of earlier rock and roll recordings.

Rose's activities in the radio scene date back several years. At first, he sponsored the "Night Train Show" which featured deejay Alan Fredericks, on WADO. Last year, Rose made his own radio bow with Genevieve on WBNX. A substantial following was built up as evidenced by fan mail.

Lionel Hampton's Jazz Deejay Syndicated Show

WASHINGTON — The newest multi-station deejay is Lionel Hampton, who has signed with United Broadcasting Company to do two 30-minute stanzas weekly on each of the seven UBC-owned radio stations. Format will be top jazz wax with featured guest interviews, with Gloria Lynne and Sarah Vaughan among the first scheduled. UBC plans to syndicate the series. Hampton is also involved in a TV deejay show for WOOK-TV, Washington.

Dick Clark Expands; Now in Bottling Business

PHILADELPHIA — Dick Clark, WFIL-TV's "American Bandstand" impresario, continues to expand his business operation. He has formed the Dick Clark Bottling Corporation, putting him in the soda pop field. He has been named distributor for Dr Pepper, rated the world's fourth largest selling soft drink, handling sales in the Philadelphia-Southern New Jersey territory.

CONFERENCE SET ON DIAL CLUTTER

WASHINGTON — Somebody's finally going to do something about the nation's overcrowded radio dials.

An industry-government conference, in which members of the Federal Communications Commission and the National Association of Broadcasters, plus individual station execs, will meet to discuss "overpopulation" of radio stations has been tentatively set.

Dates for the meetings are December 5, 6 and 7. FCC Chairman Minow will head his group with NAB President LeRoy Collins in charge of the broadcasters.

Face-Lifted Portland Station on Big Push

PORTLAND, Ore.—Having had its sound face-lifted by New York independent program consultant Mike Joseph, KGON is now starting an all-out push for increased radio audiences. Program policy in a nutshell: Playlist of "Big 15" singles, "Roaring '20's" (up and comers), challenger-vs.-champ hourly "Twin Piks," a "Big 15" LP track list plus special "LP Piks." KGON has recruited several new deejay personalities, and expects to name a new program director shortly. Station is a 50,000-watt clear channel outlet.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	2	I REMEMBER YOU, Frank Ifield, Vee Jay 457	7
2	1	RAMBLIN ROSE, Nat King Cole, Capitol 4804	12
3	4	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	6
4	3	ALLEY CAT, Bent Fabric, Atco 6226	13
5	6	ALL ALONE AM I, Brenda Lee, Decca 31424	4
6	9	WHAT KIND OF A FOOL AM I, Sammy Davis Jr., Reprise 20048	8
7	7	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	11
8	10	GINA, Johnny Mathis, Columbia 42582	5
9	12	CLOSE TO CATHY, Mike Clifford, United Artists 489	6
10	5	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532	9
11	13	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088	4
12	11	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	6
13	8	TEEN AGE IDOL, Rick Nelson, Imperial 5864	11
14	15	NO ONE WILL EVER KNOW, Jimmie Rodgers, Dot 16378	8
15	14	TEN LONELY GUYS, Pat Boone, Dot 16391	5
16	16	DON'T YOU BELIEVE IT, Andy Williams, Columbia 42523	6
17	19	LOVE ME TENDER, Richard Chamberlain, MGM 13097	3
18	—	DESAFINADO, Stan Getz & Charlie Byrd, Verve 10260	4
19	17	SWEET SIXTEEN BARS, Earl Grant, Decca 25574	7
20	—	I WAS SUCH A FOOL, Connie Francis, MGM 13096	3

"One of History's most remarkable documents has emerged as one of this (or any) year's most remarkable recordings" — *VARIETY*

After 2,000 years, a document

CLAUDIA'S

THE AUTHENTIC LETTER FROM

Dramatically Portrayed by **MARJORIE LORD**

Original Orchestra and Choir Music by **EARLE HAGEN**

"I AM THE WIFE OF THE MAN WHO CONDEMNED CHRIST JESUS TO DEATH," wrote Claudia Procula, wife of the now-infamous Pontius Pilate, Roman Consul of Judea. In this personal letter to her closest friend, Claudia reveals her innermost feelings about the man, Pontius himself, and his own ordeal before and after his Act. Claudia relates — *as an eye witness* — facts and events heretofore clouded in history, in a dramatic accounting of the stirring period so momentous to all the Christian world.

THIS ALBUM SHOULD NOT BE CONSIDERED PURELY RELIGIOUS

**INSTEAD, IT IS A DRAMATIC PRESENTATION OF A MONUMENTAL
HISTORICAL DOCUMENT OF IMPACT AND IMPORTANCE
TO EVERY MAN AND WOMAN OF EVERY FAITH**

It will enjoy commercial success because it is truth itself

**MARJORIE LORD'S PERFORMANCE IS WITHOUT QUESTION ONE OF
THE FINEST DRAMATIC WORKS ON RECORD**

**EARLE HAGEN CONFIRMS HIS IMMENSE TALENT AS MASTER OF
IMPRESSION MUSIC**

today's most **TALKED-ABOUT** new album!

**MORE THAN
TWO YEARS OF RESEARCH AND
PREPARATION PRECEDED THE ISSUANCE OF THIS ALBUM.
ITS EXCLUSIVITY IS GUARANTEED BY COPYRIGHT.**

hidden from the world is **ALIVE!**

LETTER

THE WIFE OF PONTIUS PILATE

This is the exclusive you've been waiting for....

UNTIL TODAY, CLAUDIA'S LETTER HAS BEEN AVAILABLE ONLY BY MAIL ORDER. NOW, ON AN **EXCLUSIVE FRANCHISE BASIS** - ONE DEALER FOR EVERY 50,000 POPULATION (IN TOWNS UNDER 100,000, ONLY ONE DEALER PER TOWN) - WILL BE APPOINTED AS RETAIL OUTLETS TO TAKE ADVANTAGE OF A **TREMENDOUS CHRISTMAS POTENTIAL** AND AN ENDLESS FUTURE FOR THIS TIMELESS CLASSIC * * * **ACT TODAY: THE TIME IS LATE!** IF YOU FEEL YOU QUALIFY AS ONE OF THE **BETTER DEALERS** IN YOUR AREA, WRITE NOW FOR A MONAURAL OR STEREO SAMPLE ALBUM WHICH WILL BE SHIPPED **ABSOLUTELY FREE AND POSTPAID** ← **OFFER LIMITED!** FOR YOU TO LISTEN TO AND KEEP, SELL, OR GIVE AWAY. ALL WE WANT YOU TO DO IS TO **LISTEN ONCE** TO CLAUDIA'S LETTER . . . WHEN YOU DO, YOU WILL WANT TO RETURN THE FRANCHISE AGREEMENT TO US AND START YOUR SHIPMENTS COMING. IF BY CHANCE YOU DON'T, THE FREE ALBUM IS YOURS TO KEEP ANYWAY. CLAUDIA'S LETTER MUST BE HEARD. YOU MUST AGREE TO AT LEAST LISTEN WHEN YOU RECEIVE YOUR FREE ALBUM. BUT **DO IT NOW.** FRANCHISES WILL BE GONE SOON. YOU MUST USE APPLICATION COUPON BELOW. NO OTHER REQUESTS WILL BE HONORED, AND THIS IS THE ONLY TIME IT WILL APPEAR IN THIS OR ANY OTHER TRADE PAPER.

CLAUDIA'S LETTER CAN AND WILL BE A MILLION-COPY SELLER, AND THAT VOLUME WILL BE DIVIDED AMONG **FEWER THAN 10%** OF THE OUTLETS NORMALLY HANDLING ANY OTHER RECORD. **DON'T MISS OUT ON THIS POTENTIAL PROFIT.**

MAIL THIS FORM TODAY.

AN INTENSIVE PROMOTIONAL CAMPAIGN

PERSONAL APPEARANCES AT YOUR STORE

Marjorie Lord herself has agreed to make a number of personal appearances to autograph albums and draw throngs of patrons to your store. This will be a tremendous promotion, but arrangements must be made early!

LITERATURE - MATS

Colorful literature for mailing to customers and complete ad mats for local advertising will be provided to franchised dealers.

MAGAZINE ADVERTISING

Big-Space in result-producing media like Schwann's, American Record Guide, High Fidelity, Hi-Fi Stereo Review, Saturday Review, and many theatre magazines.

PUBLICITY

Pictures and stories have appeared and will continue to increase in newspapers, magazines, and religious media, plus many plugs on television and radio.

DISPLAYS

Window displays will be available to franchised dealers.

FREE ALBUM if you'll just agree to **LISTEN!**

FAN*RECORD COMPANY
631 W. KATELLA AVE., ANAHEIM, CALIFORNIA

Please send a mono stereo album of CLAUDIA'S LETTER, postpaid, and at no cost or obligation whatsoever. Also please send a blank dealer-franchise agreement form.

I agree that I will listen through the album completely and on the basis of what I hear will decide whether or not I wish to become a franchise dealer in the city of _____
If I do, I will return the franchise form to you.

We consider ourselves one of the better dealers in the above area, which has a total population of _____

We handle Popular Records Classical Records
 Jazz Records Documentary Records

On a good selling album, we sell about _____ copies per year.

DEALER _____

BUYER'S NAME _____

ADDRESS _____

CITY _____ ZONE _____ STATE _____

DISTRIBUTOR INQUIRIES WELCOME

VOX JOX

Continued from page 27

will run 26 weeks. . . Paul Barnett, formerly with WJJD, Chicago, has joined WRAW, Reading, Pa., as news director.

CHANGE OF THEME: Veteran all-night deejay Hilary Bogden has returned to the air with a five-hour variety show on WJAS, Pittsburgh, Monday through Friday. Now in his 19th year at WJAS, Bogden retired from deejay chores a while ago to take on a special assignment in the WJAS-NBC news department, but he's back now with a program featuring pops, semi-classics and "a light touch of jazz."

Another veteran deejay is back on the air this week. Big Joe Rosenfield Jr., has returned to the air for the 14th year on a new station, WWRL, New York, in the 7-10 p.m. time slot across the board. Big Joe's "Happiness Exchange" will continue his policy of helping individuals and charity groups with pleas on the air. Until the beginning of the summer, he was heard on WABC, New York. Prior to that his show was aired over the years on a flock of other local outlets, including WMCA, WINS, WEVD, WVNJ, WHOM and WMGM (now WHN).

Art Ford, formerly with WNBC, New York, has joined WINS, New York, in the all-night slot from 11:30 to 6 a.m., Monday through Friday, and from 11 to 6 a.m., Saturday and Sunday. Ford flew to Europe to be featured on his premiere show, "Midnight in London, Paris and Rome." Each succeeding show will be themed on a timely subject. "The World of Eddie Fisher" was aired by Ford on October 2 with reviews of his opening at the Winter Garden, etc. Ford was the original emcee on WNEW's (New York) "Milk Man's Matinee" all-night show which started in 1942. . . . Jere Hahn, formerly assistant manager of KCRS, Midland, Tex., is the new manager of KXOL, Fort Worth.

Tom Looney has completed military duty and resumed his air chores on WCKR, Miami, in his old time periods of 2-6 p.m. daily and 1-5 p.m. on Sundays. . . . Actor Richard Galuppi has become a regular member of "Rege Cordic and Company" on KDKA, Pittsburgh, from 6-10 a.m. Galuppi is doing various characters on the comedy program, including one Chester Snively, "an efficiency expert who urges Cordic to play 33 and 45 records at 78 r.p.m. to save time. . . . Paul Condyllis is subbing for Robert Q. Lewis on KHJ, Hollywood, this month, while Lewis vacations in Manhattan and guest-emsees on two network TV shows.

WBC Showcases Wide-Interest Radio

Continued from page 26

directed by Ben Wechsler for WBC Productions, in co-operation with Southern Illinois University. Scripting was handled by Bob Ruthman with Robert Shelton as music consultant and Buren C. Robbins as historian.

History, Words & News

The three remaining series in the new WBC syndicated radio offerings are "Words in the News," hosted by Dr. Bergen Evans (who stated he intended to comment on

"the peculiar uses of the English language" found in radio, TV and print); "Africa: Peace Corps Plus One" (a five-part series examining the work of the Peace Corp), and "The Voices and Sounds of World War II" (a 20-week series written and produced by Bud Greenspan, in which the voices of famous Allied and Axis leaders form a vocal mosaic of recent history).

WBC is also syndicating a quartet of 60-minute radio specials. These are: "Chicke, the Cops" and "Prison Riots Plus Ten," two documentaries on crime and penal conditions produced by Walter McGraw; "Man of the Century," a biography of Sir Winston Churchill produced by Bud Greenspan, and "Twisted Minds," a study of mental illness produced by John Reavis Jr.

The new WBC properties are not the only syndicated radio fare from WBC to appear on the market this season. During the past three months, WBC has also launched in radio syndication "Democracy in America," "Alliance for Progress," "Around the World in 40 Days" with Mike Wallace, and "Impressions: South America" with columnist John Crosby.

Agree on the Need

Continued from page 26

itative probes. "We should know what listeners like, and are like, in order to program correctly," he said. "We agree on three facts: One, programming is a science; we have to know our audience and what they want. Two, numbers are facts, but we mustn't forget the qualitative approach. Three, programming people are verbal; we've definitely proved the latter today."

Admen Speak

Continued from page 26

10 buyers selecting stations for the commercials have never heard the plugs, he said.

Bill Kaland, WBC national program manager, rebutted by rebuking admen who refuse to buy evening time, despite its favorable cost per thousand. He charged that prejudice was at work, that "deep down in the heart of every such ad man is a feeling that the stations' music does not appeal to adults. You may not like these adults, and you may believe they shouldn't belong to the human race, but they do and it's an inescapable fact," he said. There's no trouble selling 6 to 9 a.m., Kaland said, but the "total station" is not being bought at most outlets, especially the evening hours, and these will prove a gold mine for enterprising advertisers who learn how best to use these hours.

Wilnot Losee, president, AM Radio Sales Company, urged that agencies and sponsors analyze the sales potential of documentaries and "good" radio. Daniel Whitney, vice-president and creative director of Reidl & Freed, said stations could profitably concentrate on an effort to keep the housewife at her radio during the day.

PROGRAMMING PANEL

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

THE QUESTION:

Do Texas radio audiences differ from those in other States, and if so do you tailor your style to suit their regional tastes?

THE ANSWERS:

JACK MURRAY
KFJZ, Fort Worth, Tex.

It has been my experience that Texas audiences do not differ from those of other regions as far as acceptance of a disk jockey's style and presentation are concerned. All audiences seem to enjoy the warmth and friendliness expressed over the air. However, I have found that audience's sense of humor differs from one region to another and in this respect I have had to tailor my style to suit their particular taste.



RUSTY GABBARD
KIKK, Pasadena, Tex.

I find audiences very well the same the nation over. I can program Flatt and Scruggs, Jim Reeves, George Jones or Ernest Tubb or Judy Lynn and get equal amount of requests.



FRANK BELL
KONO, San Antonio

Two major differences between Texas audiences and those of other States are the large Latin population (over 50 per cent in San Antonio) and the popularity of c&w music. To win ratings, you must include these listeners in your planning. One thing I have done in any market is outside promotion. Talk-causing stunts and promotions are often the only difference between top ratings and poor ones in nightly competitive markets.



BOB SINCLAIR
KTSA, San Antonio

Without deadly fear of contradiction I think we can accept the premise that dissimilarities between audiences exists, although probably no greater between Texas and "other States" than exists within Texas itself. In low socio-economic areas the deejay may find the natives more responsive to a basic monosyllabic approach. A diametric situation would require a different expedient. In conclusion, it looks like we're in for a lousy winter.



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

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.

BUNKER HILL

(Mala)

PERSONAL MANAGER: Ray Vernon. **BOOKING OFFICE:** Universal Attractions. **BIRTHDAY:** May 5, 1941. **HOME TOWN:** Tallahassee, Fla. **BACKGROUND:** When Bunker Hill (they insist that's his real name) was only 16 years old he became interested in the prize ring and went straight into professional boxing. He was a contender in 25 fights as a heavyweight, and his record was 18 wins, five losses and two



draws, with 19 of these fights viewed on network TV. He also spent sometime as Archie Moore's sparring partner. But his long-time interest was always music, and Bunker Hill decided to quit his run in the ring to pursue a career as a vocalist. He started singing with a spiritual vocal group and it was while recording with this group in Washington that Ray Vernon heard him perform and singled him out as a prime candidate for the pop market. Hill recorded "Hide and Seek," which he penned with Vernon's guidance. Vernon brought the master to Mala Records' execs, Arthur Yale and Jack Fine, who were impressed enough to purchase the disk.

LATEST SINGLE: "Hide and Seek" moves up a notch into the No. 35 slot this week on the Hot 100.

MIKE CLIFFORD

(United Artists)

PERSONAL MANAGER: Helen and John Noga. **BIRTHDAY:** November 6, 1943. **HOME TOWN:** Los Angeles.

BACKGROUND: Mike Clifford was born into a musical home. His father, a professional trumpet player, took young Clifford along with him on his engagements. His parents, recognizing Clifford's natural inclination for singing, started him on voice lessons at an early age. While in school, Clifford began to entertain at school and community functions and by the time he was 16 he was performing in local night clubs. Clifford met Mrs. Helen Noga, through an introduction by a friend, and she agreed to become his personal manager after listening to Clifford sing. Later on, after much hard work and rehearsing, Mrs. Noga brought him to Ed Sullivan who, impressed with Clifford's poise, voice and stage presence, booked him for his TV debut. Since then the young lad has headlined at various supper clubs in the U. S. and abroad, and in July, 1962, was signed to a long-term contract by United Artists Records.



LATEST SINGLE: Mike Clifford's initial release for U.A. tagged "Close to Cathy" soars into the No. 22 deck this week on the Hot 100 as a Star Performer.

Westinghouse Seminar Analyzes Radio

Continued from page 26

appealing to adults, others to teenagers. He pointed out that radio can no longer afford the Bob Hopes and Jack Bennys, and said that anyone using a mass audience as the basic yardstick of success is using an incorrect concept for the medium today. He also criticized some stations for turning over too much prime time to "sub-teens."

All of the critics, however, including panel chairman John Mc-

Millin of Sponsor magazines, had positive words to say about the medium's variety and hailed sporadic attempts to "edit up" relative to the listeners' intelligence. Turner cited the Prix Award won by the U. S. entry in the international radio competition. The show, a documentary titled "Born to Live," was produced by Studs Terkel for Chicago FM outlet WFMT and was recently heard in New York on WBAI. Turner noted that the Chicago FM station is in the black and frequently got into the Top 10 ratings for the city, indicating a desire on the part of a substantial segment of listeners for adult radio.

Boosts Pop Music

In his rebuttal, Kaland said that those who condemn current pop music by saying "they're not writing them like they used to" do not recall that for every "Stardust" in former years there were "hundreds of dogs." Popular music, he said, is not an art form; it is intended to be trite and sentimental, and should not be judged on the basis of great works of art. Many critics of pop music, he said, have a basic prejudice—they hold to their negative opinions in the face of facts, such as the mass popularity of popular music.

Bergen Evans

Continued from page 26

legislation requiring set manufacturers to equip TV sets to receive ultra-high-frequency channels.

A problem familiar to daytime deejays was also probed briefly by Evans at the Westinghouse meeting—the peculiar American phenomenon whereby groups of women of all ages like to be referred to as "girls." Said Evans: "It's a real problem. What else would you call them? 'Woman' in the singular has dignity, but 'women' does not, while 'ladies' has other connotations. Actually, the word 'girls' in the 14th century originally referred to 'boys'."

Deejays will, apparently, just have to work out their own answer to the problem.

**"TEACH ME
TONIGHT"
5-9504
WAS ON
THE CHARTS...**

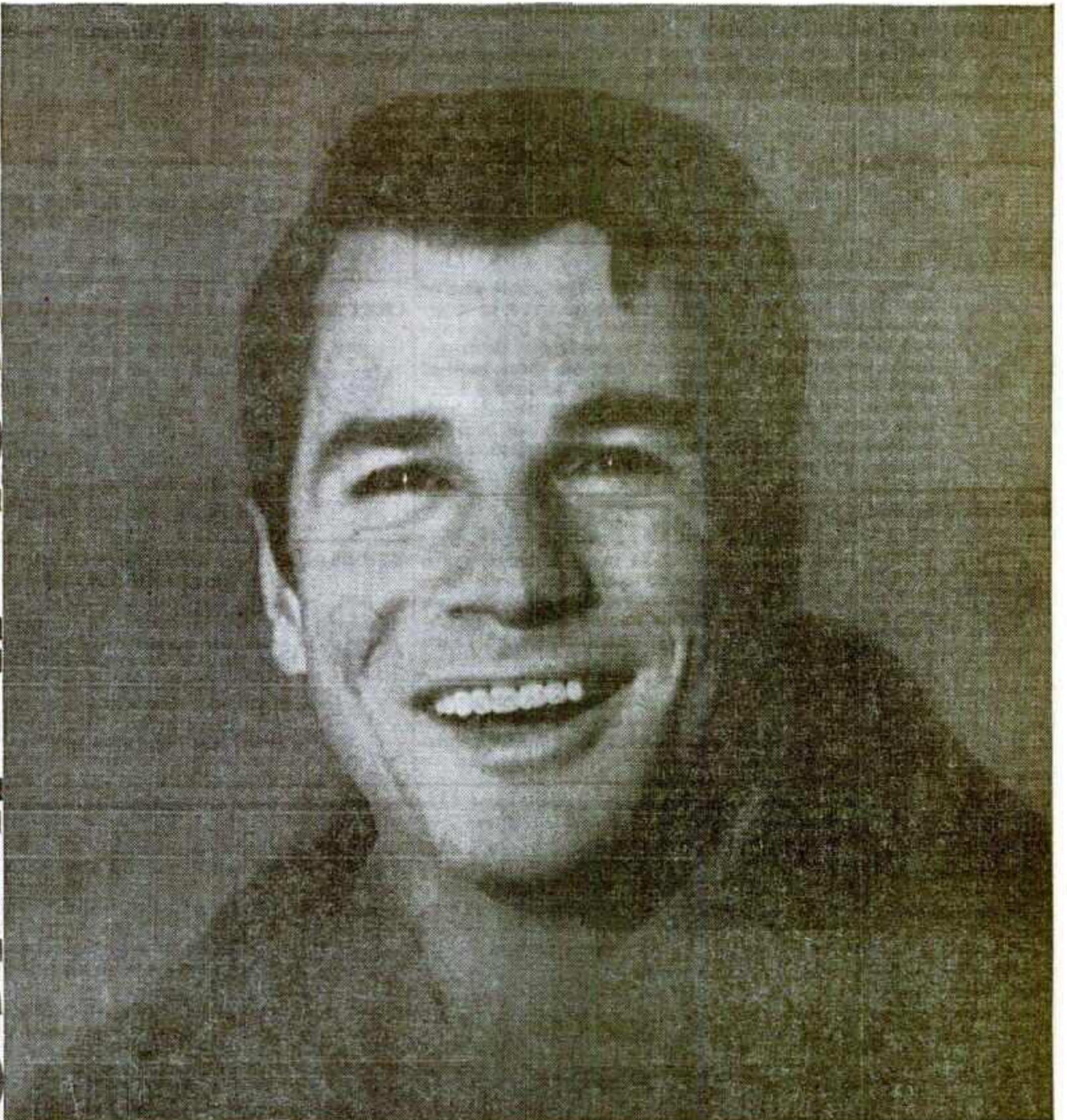
**"LOVE ME AS
I LOVE YOU"
5-9522
WAS ON
THE CHARTS...**

**GEORGE MAHARIS
SINGS
LN 24001/BN 26001
IS ON
THE CHARTS...**

**PORTRAIT
IN MUSIC
LN 24021/BN 26021
IS ON
THE CHARTS...**

***STEREO**

**THE NEW
GEORGE
MAHARIS
SINGLE
WILL BE
ON THE
CHARTS**



BABY HAS GONE BYE BYE
c/w AFTER ONE KISS 5-9555

© "EPIC," "CBS," MARKAS REG. T.M. PRINTED IN U.S.A.

Copyrighted material

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

ALBUM REVIEWS

Pop

SONGS OF FAITH



Dee Dee Sharp Cameo C 1022 (M); SC 1022 (S)—Dee Dee Sharp does a masterful job singing these inspirational favorites. The lass sings with strong conviction and the backing is in a semi-gospel groove. "He's Got the Whole World in His Hands," "Climb Every Mountain," "You'll Never Walk Alone" and "I Believe" are some of the strong tracks. Strings and chorus accompany.

BARABBAS



Sound Track. Colpix CP 510—An above-average, literate film "Barabbas" has an above-average music score by Mario Nascimbene which contains much in the way of musical values. In fact, many of its effects are electronic blends of instruments and voices, and some of these "mixes" are explained in a special track on the second side of the record. With its striking cover and heavy promotion, this album represents a strong package for dealers and a good buy for modern-music fans.

BONANZA



Various Artists. RCA Victor LPM 2583 (M); LSP 2583 (S)—All the millions of dedicated TV "Bonanza" fans are going to want this album, which casts their friends, the Cartwrights, in a new role, that of singers. The setting is a party on a Saturday night at their Ponderosa Ranch. There's a lot of the live party atmosphere and informal gaiety going on as the boys josh each other and chatter between the musical moments. There are some pleasant folk type efforts as well as material from the track score for the show like "Bonanza" and "Ponderosa." The boys had a lot of fun with this and fans will too.

NINA SIMONE SINGS ELLINGTON



Colpix CP 425 (M); SCP 425 (S)—This is one of Nina Simone's best albums in a long time. She taken a flock of Duke Ellington tunes, some familiar and some not-so-familiar, and handed them interesting and intriguing renditions in her own special style. The tunes include "Do Nothin' Till You Hear From Me," "I Got It Bad," "Solitude," "Sunrise," "Satin Doll," "Hey, Buddy Bolden" and "It Don't Mean a Thing." Wax to please both Ellington and Simone fans.

THE GERSHWIN SONGBOOK



George Chakiris. Horizon WP 1610—The young star of the "West Side Story" film smash is pictured in many candid poses in a spread sheet included with this package and fans will also dig the appealing cover shot (in color). Inside, the artist presents a dozen Gershwin songs, most of them familiar and oft-recorded, a few somewhat more obscure. The lad sings them with a mighty pleasant baritone touch, with attractive but sometimes thin backings by Norman Stenfalt. Set should get a lot of attention even though he is presently on another label.

MY SON, THE FOLK SINGER



Allen Sherman. Warner Bros. W 1475—This is one of the funniest albums to come out in many a moon. Allan Sherman, a TV producer, writer and parlor comic, turns in a flock of off-beat, hilarious parodies of well-known folk songs, backed by first-rate musical arrangements by Lou Busch, plus choral accompaniment. He parodies such tunes as "Matilda," calling it "My Zelda"; an Irish folk effort now called "Shake Hands with Your Uncle Max," "Seltzer Boy" for "Water Boy," etc. The songs have many Jewish expressions that will flip New Yorkers, Los Angelinos, and other big cityites. Clever, funny wax spotlighting a very funny guy.

MUSIC FROM STOP THE WORLD-I WANT TO GET OFF AND OLIVER



Mantovani. London LL 3270—Two delightful album sides of uninterrupted music by the British maestro and his big, shimmering ork. One side is devoted entirely to Lionel Bart's "Oliver" score while the other carries the music from "Stop the World," by Tony Newley and Leslie Bricusse. Both scores contain plenty of good melodies and the Mantovani sound is an ideal showcase. Set has big potential.

Low-Priced Pop

LIVING STRINGS PLUS TWO PIANOS PLAY SONGS THAT WILL LIVE FOREVER



RCA Camden CAL 721 (M); CAS 721 (S)—The addition of two pianos to the Living Strings have enlivened their arrangements in a positive manner. This is the second LP including them. Each of the 10 tracks contains two tunes, usually a pop standard plus something from the light classics, putting together such as "Stardust" with the "Moonlight Sonata" and "Melody in F" with "Spellbound." A solid addition to a successful series.

Jazz

THE SOUND OF THE TRIO



Oscar Peterson, Ray Brown, Ed Thigpen. Verve V 8480 (M); V6-8480 (S)—Each of the members of the Oscar Peterson Trio gets a share of the spotlight on this LP. The artful playing of pianist Peterson as well as the fine work of drummer Ed Thigpen and bassist Ray Brown are very much in evidence as a unit and singly. The album was recorded in Chicago's London House, and the sounds of the crowd add a note of realism to the performance. "Triocrotism," "Trag's Dance" and "Kadota's Blues" are three of the five tracks.

Country & Western

KING OF COUNTRY MUSIC



Hank Locklin. RCA Victor LPM 2597 (M); LSP 2597 (S)—Hank Locklin, one of today's top country singers, salutes one of the greats of the field, Roy Acuff, on this new recording. He does not try to sing like Roy, but in his own style sings the songs that Acuff made famous. They include "Wabash Cannonball," "The Wreck on the Highway," "The Great Speckled Bird," "As Long as I Live" and "Blue Eyes Crying in the Rain." A fine tribute to Acuff.

Sacred

CHET ATKINS PLAYS BACK HOME BLUES



RCA Victor LPM 2601 (M); LSP 2601 (S)—Chet Atkins steps inside the church in this new program of great sacred and gospel items done in tasteful, simple guitar style with the barest of simple accompaniment. Atkins has never been finer than here, although it's only fair to say that in this voicing, and done in pretty much the rhythmic framework, the material does not smack strongly of the Church. "In the Garden," "Amazing Grace," "Just a Closer Walk," etc., are all here and played in a way that makes mighty fine pop background listening.

THE BLACKWOOD BROTHERS QUARTET



RCA Victor LPM 2585 (M); LSP 2585 (S)—This album marks the 25th anniversary of the Blackwood Brothers Quartet. Although its personnel has changed over 25 years, the quartet still has two Blackwood brothers in it, and it is still one of the best sacred groups in the country. On this anniversary album the boys sing a fine collection of religious efforts that show off their warm harmony and style. Songs include "Joyfully, I'll Travel On," "He'll Be There" and "In That Land."

(Continued on page 38)

BEST TRACKS FROM THE SPOTLIGHT LP'S

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

POPULAR

THE GERSHWIN SONGBOOK—George Chakiris (Horizon WP 1610) "Do It Again" (2:19)

NINA SIMONE SINGS ELLINGTON (Colpix CP 425, SCP 425) "Satin Doll" (Tempo, ASCAP) (3:37)

SONGS OF FAITH — Dee Dee Sharp (Cameo C 1022, SC 1022) "He's Got the Whole World in His Hands" (2:12)

JAZZ

THE SOUND OF THE TRIO—Oscar Peterson, Ray Brown, Ed Thigpen (Verve V 8480, V6-8480) "Kadota's Blues" (Regal, BMI) (11:05)

COUNTRY & WESTERN

KING OF COUNTRY MUSIC — Hank Locklin (RCA Victor LPM 2597, LSP 2597) "Wabash Cannonball" (BMI) (2:46)

CHRISTMAS

CHRISTMAS WITH EDDY ARNOLD—(RCA Victor LPM 2554, LSP 2554) "Will Santa Come to Shantytown" (BMI) (2:17)

JAMES BLACKWOOD AND THE BLACKWOOD BROTHERS COMBINE WITH HOVIE LISTER AND THE STATESMEN TO WISH YOU A MUSICAL MERRY CHRISTMAS — (RCA Victor LPM 2606, LSP 2606) "Silver Bells" (The Blackwood Brothers) (ASCAP) (2:00)

NASHVILLE CHRISTMAS PARTY—Various Artists (RCA Victor LPM 2579, LSP 2579) "I Heard the Bells" (Chet Atkins)

INTERNATIONAL

IRISH HUMOROUS SONGS—Willie Brady (Avoca AV 131) "The Irish Rover"

BLUES

ROOTS — Jimmy Witherspoon (Reprise R 6057, R 9-6057) "Key to the Highway" (Duchess, BMI) (2:52)

SACRED

THE BLACKWOOD BROTHERS QUARTET—(RCA Victor LPM 2585, LSP 2585) "Joyfully I'll Travel On" (2:30)

CHET ATKINS PLAYS BACK HOME HYMNS—(RCA Victor LPM 2601, LSP 2601) "Lonesome Valley" (BMI) (2:02)

★★★★ STRONG SALES POTENTIAL

★★★★ THE SONGS OF STEPHEN FOSTER

Willie Brady, Avoca AVG 2002—Willie Brady, one of the top names in the Irish-American field, turns in first-rate performances here of some of Stephen Foster's best known songs. He is aided strongly by the

(Continued on page 38)

MANTOVANI LONDON
 PLAYS MUSIC FROM 2 NEW DAVID MERRICK BROADWAY MUSICALS

STOP THE WORLD- I WANT TO GET OFF

WHAT KIND OF FOOL AM I?
 GONNA BUILD A MOUNTAIN
 DANCE IN A LIFETIME
 SOMEONE NICE LIKE YOU
 MEILINKI MEILCHICK
 LUMBERED
 I WANNA BE RICH

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

OLIVER!

Stereo: PS 270
 Mono: LL 3270

On one great LP...

The magnificent music from 2 new David Merrick Broadway musical productions

STOP THE WORLD- I WANT TO GET OFF

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

OLIVER!

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

LONDON RECORDS

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

SINGLES REVIEWS

Pop

GARY (U. S.) BONDS



I DIG THIS STATION (Rock Masters, BMI) (2:13)—**MIXED UP FACULTY** (Rock Masters, BMI) (2:21)—Here are two potent rockers by the big teen seller. The first one is a salute to jockeys that's sung with multi-tracked enthusiasm by the lad. The second is in a similar dance beat with some gentle ribbing in the lyric of the teaching profession. Both have that party sound that's been a sales getter for the lad. **LeGrande 1022**

PAUL ANKA



EASO BESO (THAT KISS) (Flanka, ASCAP) (2:12)—Anka steps into the bossa nova groove with a torrid pop effort in the rhythm. It's a swinger that should score with the teens and features a strong production for chorus and ork that builds and builds. Flip is "Give Me Back My Heart" (Spanka, BMI) (1:55). **RCA Victor 8097**

BURL IVES



MARY ANN REGRETS (Pamper, BMI) (3:30) — This tragic tale is sung with much feeling by Ives, who is backed by neat double-time guitar work. The side tells of lovers split up by parents and should appeal to youngsters throughout the country. The second side is "How Do You Fall Out of Love" (Ark-La-Tex) (3:04). **Decca 31433**

JOHNNY TILLOTSON



I'M SO LONESOME I COULD CRY (Acuff-Rose, BMI) (2:48)—**I CAN'T HELP IT (IF I'M STILL IN LOVE WITH YOU)** (Acuff-Rose, BMI) (2:21)—Two imposing sides from Tillotson's recent c.&w. album score impressively for the lad. Both tunes are by Hank Williams and are beautifully done. The weeper on top gets an agonized and mournful sound, while the flip is touchingly arranged with chorus and ork. Either or both here. **Cadence 1432**

BOBBY BARE



TO WHOM IT MAY CONCERN (Central, BMI) (2:10)—**I DON'T BELIEVE I'LL FALL IN LOVE TODAY** (Central, BMI) (2:06)—Bobby Bare should keep his hit string running with these two moving sides. Tooper is a warm ballad handed a meaningful performance by the chanter; flip is the country song, sung smartly by Bare. Backings are pop-styled on both sides. **RCA Victor 8083**

THE SPRINGFIELDS



DEAR HEARTS AND GENTLE PEOPLE (Morris, ASCAP) (2:57)—**GOTTA TRAVEL ON** (Frank, ASCAP) (2:04)—The Springfields have two sides here from their new album, and either or both could take off. They hand "Dear Hearts" a vibrant reading, showing off their unusual harmony, and they come through with an exciting performance on the flip, based on the traditional folk tune. **Philips 40072**

GLEN CAMPBELL



HERE AM I (American, BMI) (2:25) — **LONG BLACK LIMOUSINE** (American, BMI)—Glen Campbell shows off some fine vocalizing on this potent two-sided release that could grab coins in both the pop and country markets. The top side is a lovely song, penned by the singer and sold with warmth; flip is a variation on an old country theme, and the doleful ditty is handled with appropriate feeling by the chanter. **Capitol 4856**

THE FIESTAS



I FEEL GOOD ALL OVER (Roosevelt, BMI)—Good, slow twisting rhythm ballad is handed an effective vocal by the lead while the group fills in neatly in the backing. Has a chance for the big time. Flip is "Look at That Girl" (Maureen, BMI). **Old Town 1127**

CHIP TAYLOR



HERE I AM (Wiley, BMI) (2:35)—Chip Taylor turns in a first-class performance of a most attractive new ballad which he penned himself. His relaxed style over insinuating backing could make this a long-term hit. Flip is "I Love You, But I Know" (McIntosh, BMI) (2:09). **Warner Bros. 5314**

JERRY WALLACE



SHUTTERS AND BOARDS (Camp & Canyon, BMI) (2:49)—War hero, movie star Audie Murphy is co-writer of this country-style weeper, which has a solid story lyric. The tune is given an impressive send-off by Wallace, backed by chorus and strings. Side has a good chance to go. Flip is "Am I That Easy to Forget?" (Four Star, BMI) (2:19). **Challenge 9171**

PETULA CLARK



THE ROAD (Just, BMI) (2:55)—The London lass offers a swinging version with new lyrics of the American folk melody known familiarly as "Gotta Travel On." She sells the lyric with style and authority, while chorus and ork build excitement in strong, modulated arrangement. Flip is "Jumble Sale." (Essex, ASCAP) (2:20). **Laurie 3143**

THE VELS



NEVER CHERISH A LOVE SO TRUE (Jobete, BMI) (2:48)—The group has a solid teen dance side here. The tempo is in that insinuating middle groove, with strong combo accompaniment. Flip is "There He Is at My Door" (Jobete, BMI) (2:21). **Mel-o-dy 103**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

HOFBRAU SINGERS

★★★★ Auf Widersehn (Acuff-Rose, BMI) (2:35) Hickory 1186

TONY YOUNG

★★★★ The Wah-Watusi—CAMEO 224—The Orleans recently had a vocal smash with this, and here's a solid, rockin' instrumental version in the same tempo with horns taking the lead spots. Good dance sound and fine for the jukes. (Kalmann-Lowe, ASCAP)

★★★★ The Mash—Another new dance, getting some play in various areas and here's a solid instrumental of the blues-based ditty. "Yeh Yeh" shouts are heard but otherwise it's strictly horns and beat. (Renda, BMI) (2:17)

BILLY JOE ROYAL

★★★★ Wait for Me Baby—ALLWOOD

401—Strong vocal work by the lad here. The side is being distributed by Atlantic Records which should get it a good deal of exposure. The side is in a good dance groove and features some fine gospel-like vocal choral work behind the singer. (Lowery, BMI) (2:03)

★★★★ If It Wasn't for a Woman—A strong, lilting rockaballad is sung with conviction by Royal on this side. The tune is handled in fine wide style while a choir of trombones and chorus add to the sound of the backing. (Lowery, BMI) (2:15)

JOE SOUTH

★★★★ Silly Me—ALLWOOD 402—The

★★★★
STRONG SALES POTENTIAL

material here is in the country groove while the arrangement is very much in today's rock-pop idiom. It's an easy rolling-beat tune that's got strong backing from the fem vocal group and combo. Highly danceable side with an infectious beat and strong trumpet chorus. (Wonder-Progressive, BMI) (2:22)

★★★★ Just Remember You're Mine—The lad again sings in a country groove while the backing remains in the easy-rock pop groove a la Barbara George. Vocal chorus and combo add much to the side. (Lowery, BMI) (2:32)

LARRY VERNE

★★★★ The Coward That Won the West—ERA 3091—This is an amusing side from the lad who had "Please Mr. Custer" some time ago. The side has a funny recitation by Verne with funny Western singing in the background. (Pattern-Balladeer, ASCAP)

★★★★ The Porcupine Patrol — Another good novelty from Verne. This one tells the story of a boy scout-type troupe and has some obvious "Custer" touches. Singing group adds to the hilarity. (Pattern, ASCAP) (2:39)

STAN APPLEBAUM

★★★★ In the Chapel in the Moonlight—WARNER BROS. 5315 — Pleasant work here by the Applebaum chorus and orchestra on the pretty oldie. Stylish arrangement by the conductor makes sound mighty fresh. Good programming. (Shapiro-Bernstein, ASCAP) (2:30)

★★★★ On the Rocks—Pleasant riff effort is performed with a happy rock effect by the Applebaum crew. Chorus comes in at the end. Nice but flip is nicer. (Tod, ASCAP) (2:25)

TOMMY EDWARDS

★★★★ Tonight I Won't Be There—MGM 13100—Tommy Edwards sings this country-touched tune with conviction. The side has a lovely sound with strings and vocal chorus. The ballad could get much air exposure for the lad. (Paxton, ASCAP) (2:31)

★★★★ Please Don't Tell Me—Very lush and attractive setting for the singer here was fashioned by Leroy Holmes. The side is a tender ballad that can be played by all stations. (Selma, BMI) (2:44)

FOUR SEASONS

★★★★ Spanish Lace—GONE 5122—Buyers might be interested in this early recording of the "Sherry" winners. The group sings with emphasis against a good beat. (Saturday, ASCAP) (2:20)

★★★★ Bermuda—The old hit is sung with biting attack here by the "Sherry" singers. Strong backing is sharply accented in a Latin vein. (Suffolk, BMI) (2:07)

DR. FEELGOOD AND THE INTERNS

★★★★ Let's Have a Good Time Tonight—OKEH 7161—A shouter as the Dr. issues an invitation for everybody to join in and have a ball tonight. Big rock sound here with "yeh yeh" shouts by the cats behind the tenor sax man and the vocal. Side was cut in Nashville. (St. Louis, BMI) (1:45)

★★★★ The Same Old Things Keep Happening—A rock-a-rhumba side by Dr. Feelgood. This has a good shouting novelty touch, much more like his earlier singles outings. Watch both sides. (Cramart, BMI) (2:14)

(Continued on page 43)

ORIGINAL BROADWAY CAST
 DAVID MERRICK
 BERNARD DELFONT
 ANTHONY NEWLEY
**STOP THE WORLD-
 I WANT TO GET OFF**
 ANNA QUAYLE
 A New-Style Musical
 LESLIE BRICUSSE, ANTHONY NEWLEY
 Produced by ANTHONY NEWLEY
 Cast by ANTHONY NEWLEY
 Lyrics by ANTHONY NEWLEY
 Music by ANTHONY NEWLEY
 Directed by ANTHONY NEWLEY
 Staged by ANTHONY NEWLEY
 ANTHONY NEWLEY

**THE ORIGINAL
 CAST LP FROM
 BROADWAY'S
 NEWEST
 MUSICAL HIT...**

coming soon on **LONDON** RECORDS

The critics agree on DAVID MERRICK'S
**STOP THE WORLD-
 I WANT TO GET OFF**
 "Tip-Top talent and tunes. Broadway's newest Hot Hit Ticket!" WALTER WINCHELL, N. Y. DAILY MIRROR
 "Another smash David Merrick hit!" LOUIS SOBEL, N. Y. JOURNAL AMERICAN
 "There's brilliance to "Stop The World" any way you look at it!" NORMAN NADEL, N. Y. WORLD-TELEGRAM
 "An absolute smash!" ASSOCIATED PRESS
 "A notable theatrical achievement!" RICHARD WATTS JR., N. Y. POST

IHF M PLEASED

**N. Y. Show Attendance
Is Up to Expectations**

NEW YORK—Final attendance figures for the recent New York High Fidelity Show here slightly exceeded pre-show estimates. According to Ray Pepe, president of the Institute of High Fidelity Manufacturers (IHFM), sponsors of the show, about 30,000 showgoers were clocked at the Trade Show Building.

Firms exhibiting regarded public response as "generally good," according to normal response gauges employed. These include a

visitors' register and the passing out of free product literature. None actually sell products.

Signature collector firms reported much more action than heretofore, while those passing out literature found they were running out of materials before the show's wind-up. Normal rule of thumb in this area is one piece of material for every three show-goers, whereas in the current shebang, exhibitors could have used material on a one-for-two basis.

Transistors Discussed

A key topic of conversation among audiophile visitors was the possibility of transistorized electronic units hitting the market. There's nothing radically new about transistorized amplifiers, preamps and tuners. Manufacturers have declared themselves in favor of the so-called "Solid state" designs for some time. All have been working on them but only a few have shown any prototypes or working models.

Among manufacturers, there's wide divergence of opinion. Some voice strong objections, saying transistors still can't do what vacuum tubes can. Others claim transistors offer infinite life, can't get gassy and don't wear out—if operated properly. In this connection, one firm, Acoustech (Acoustic Technology Labs) exhibited a transistorized amplifier, claiming high capability. The unit carries a pretty high price too—\$395.

Cartridge Tracking Force

Cartridge manufacturers were selling "low tracking force" this year at the show. In the past, they've concentrated on other selling factors like flat frequency response, channel separation, compliance etc. This year they've

**Leslie Issues
New Tape Line**

NEW YORK—Pickwick International, low-priced disk producer incorporating a number of lines, has entered the low price tape market, according to Cy Leslie, president. Tapes are all of the four-track, reel-to-reel variety and carry a suggested list price of \$3.99. Pickwick thus becomes the latest in a series of recent entrants in the budget tape field (BMW, September 22).

Initial shipment was made last week and consists of 25 sets, all at 7½ i.p.s. speed. Next release of eight tapes, including two Christmas items, is due within a few days. Leslie said there will be new releases every month. He also expects to back these up with an ad campaign, point-of-sale materials, window streamers, special racks and counter cards.

Leslie said his firm undertook a detailed study of the market before taking the step. He regards record stores and distributors as important growing outlets for tape. Leslie also feels that rack jobbers should grow in importance as an outlet for pre-recorded tapes. Pickwick already has a full marketing program with both racks and disk distrib.

brought tracking forces down to almost unbelievably low levels, one-quarter gram, for example, in the case of Pickering's "Stanton" line.

Last year's show marked the debut of stereo-FM tuners. This year, they were regarded by the public less as curios and more as possible acquisitions. On the stereo-FM front, WTFM, New York outlet that beams nothing but stereo FM, ran a studio operation at the show, doing its full broadcast schedule from the Trade Show Building.

Aside from products alone, there

(Continued on page 36)

**Columbia Tapes
Feature B'way
Yule, Classical**

NEW YORK — Columbia Records has released eight four-track stereo tapes. The important additions to the firm's tape catalog include three Masterworks units, a Broadway show set and four pop entries.

In the Masterworks area, the release is highlighted by a tape version of the recently released Christmas waxing by Eugene Ormandy and the Philadelphia Orchestra with the Temple University Concert Choir. Also included are Tchaikovsky's "Fifth Symphony," by Leonard Bernstein and the New York Philharmonic, and Igor Stravinsky, conducting his own "Le Sacre du Printemps."

The recently released re-creation of Jerome Kern's "Showboat" is another key item, along with new packages, recently released in disk form, by Andre Kostelanetz, Les Brown, Ray Conniff, and Percy Faith.

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

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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

PHONOS LISTING BELOW \$30

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	7/21/62 Issue	4/21/62 Issue		
1	1	1	Decca	47.0
2	5	2	Symphonic	9.0
3	—	—	Masterworks	8.4
4	8	—	General Electric	7.8
5	3	3	Capitol	7.0
6	2	—	Voice of Music (V-M)	6.4
7	—	—	Webcor	3.4
			Others	11.0

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parenthesis.

7/21/62 Issue: Majorette (4); Phonola (6); RCA Victor (6)

4/21/62 Issue: Philharmonic (4); Zenith (5); Phonola (6)

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.

AUDIO-FIDELITY—Expires October 19, 1962. Started September 10, 1962. Label's fall sales program carries a 15 per cent cash discount on its eight new LP releases. See page 5, September 15 issue, for details.

EPIC—Expires October 26, 1962. Started October 1, 1962. Label is offering distributors one album free for every six purchased. Program covers seven new releases plus three specially selected Christmas albums from the label's catalog. See separate story, October 13 issue, for details.

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

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

PHILIPS—Extended through October 31, 1962. Label is extending its "Go" sales plan of 13 per cent discount on all product.

ROULETTE—Expires October 31, 1962. Started October 1, 1962. "Octoberfest '62." Label is offering a 15 per cent discount in free merchandise on both catalog package and new releases.

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

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

LIBERTY-DOLTON—Extended through November 1, 1962. A 15 per cent cash discount on both complete catalogs, including new releases and the Premier line.

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

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

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

CAPITOL-ANGEL—Expires December 15, 1962. Started October 1, 1962. A 12½ per cent discount is being extended on 41 Capitol and Angel Christmas albums. See separate story, page 5, October 13 issue, for details.

LIBERTY—Expires December 24, 1962. Started October 1, 1962. Label is offering dealers a 15 per cent discount on Chipmunk product, new and catalog. See separate story, October 13 issue, for details.

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

SOLD → **The Consumer-Proven Line**



THE RAMSEY III
DP-116(Mah.) DP-117(Walnut)
SELF-CONTAINED FULL STEREO CONSOLE.
\$109.95 (Mah)

THE MEAD
DP-216(Mah.) DP-217(Walnut)
SELF-CONTAINED FULL STEREO CONSOLE WITH AM/FM RADIO.
\$149.95 (Mah)

DECCA PHONOGRAPHS FOR 1963



THE RICHMOND DP-490
HI-FI PORTABLE AUTOMATIC WITH AM RADIO. \$69.95



THE SUFFOLK DP-492
FOUR SPEED HI-FI AUTOMATIC PORTABLE WITH AM/FM RADIO, DRIFT-FREE FM RECEPTION. \$89.95

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

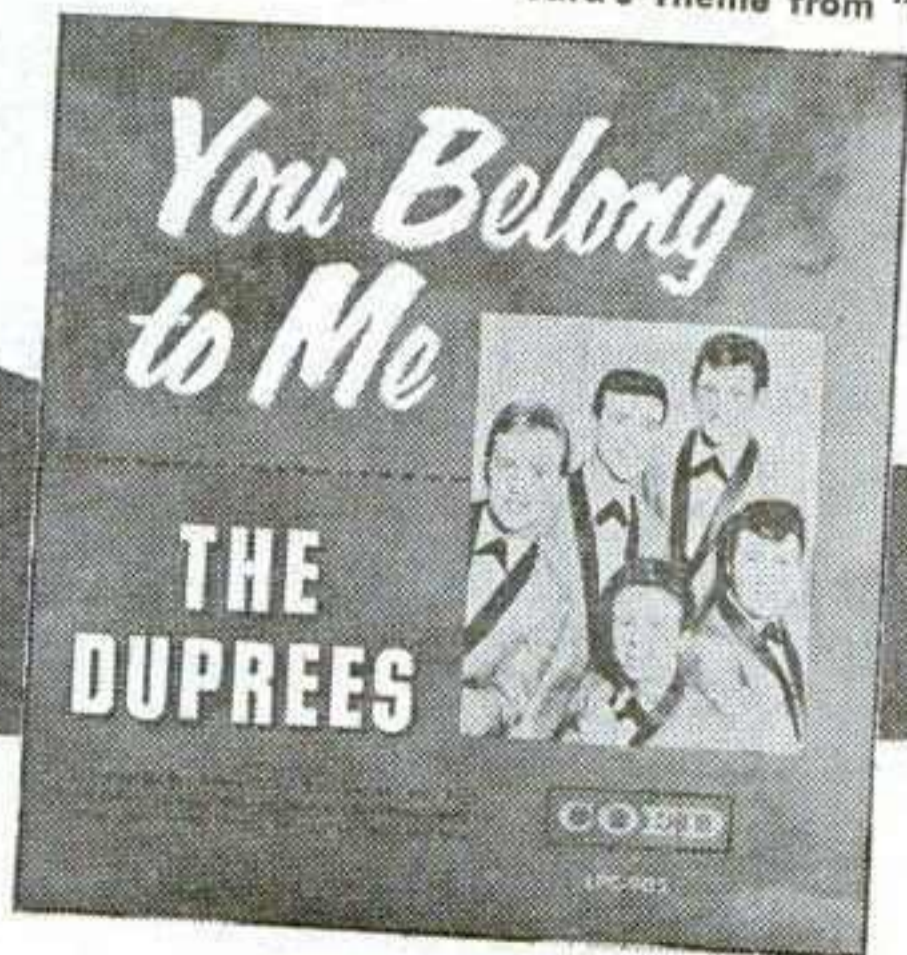
THE DUPREES

With a Smash Follow-Up to "You Belong to Me"

BRAND
NEW!

MY OWN TRUE LOVE

Music: Max Steiner Lyric: Mack David
Tara's Theme from "Gone With the Wind" COED 571



Out this Week!
The Duprees' Great New Album
"YOU BELONG TO ME"
LPC 905

The New Stars are on Coed

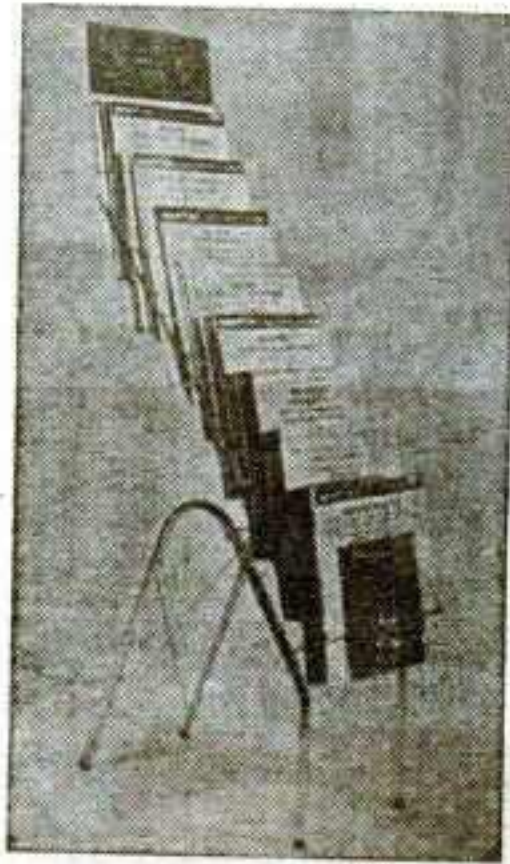
COED
RECORDS

1619 B'way, N. Y. C.

NEW DEALER PRODUCTS

Classical Merchandising Rack

Mercury is introducing a new record rack specifically designed for classical records in conjunction with its classical releases on the Mercury-Wing label. Constructed of brass-plated metal tubing, the rack has a capacity for 96 albums.



Add Tape Splicers

Robins Industries, Flushing, N. Y., has added two new tape splicers to its line of tape recording accessories. The units are called Gibson Girl Stereo 4 splicers and are intended specifically for use on four-track stereo tape. They also have special holding fingers which keep the tape in position throughout the splicing operation.



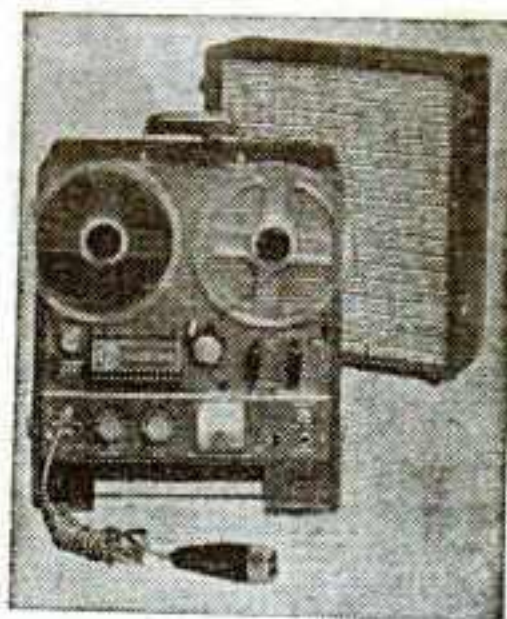
Stereo for Automobiles



The Commercial Products Division of Sumner Corporation, Torrance, Calif., has introduced a stereo record player for installation in autos. The unit plays 33, 16, 45 and 78 r.p.m. and has storage space for disks. The player is chrome inside as well as out and is balanced so as not to skip while the car is in motion. The machine works off six or 12 volts of the car radio. Price is \$95.

New School Tape Recorder

The Lexicon II is a new tape recorder being introduced by Rheem Califone of Los Angeles. The unit retains the distinction of being the only mono tape recorder specifically made for schools with a detachable 12-inch speaker. This makes the unit ideal for use in auditoriums and playing fields. Price is \$279.50.



Maximum Play Time Tape



Scotch Brand, the Minnesota Mining & Manufacturing magnetic tape division, is introducing a maximum recording tape for use on miniaturized recorders. The tape, which is designated as No. 290, is available in 600-foot lengths on 3/4-inch reels which can be accommodated by most transistorized recorders. It will provide a full hour of recording time on two tracks at 3 3/4 inches per second speed. List price for the tape is \$2.95 per roll.

Amelux Intros New Deck & Recorder

NEW YORK — Amelux Electronics Corporation has introduced a four-track stereo tape deck and a new portable stereo recorder. J. H. Curtis, president of the firm, said the units would be sold through existing franchised dealers.

The Luxor MP 424A stereo portable operates at three speeds—7 1/2, 3 3/4 and 1 7/8 i.p.s. Also contained are inputs and outputs for external speakers, external amplifier, stereo phones, radio, phono and both monaural and stereo mikes. The unit, which weighs 32 pounds, lists for \$319.

The Luxor D101 stereo record and playback deck features complete preamplification, inputs and outputs at the rear for connections with existing high fidelity systems and a phono plug mike input at the top front of the deck. List price is \$234.

A Sing-Along With Admiral

CHICAGO — Admiral Corporation has introduced a new portable stereo phono, featuring a special "sing-along" microphone. According to H. C. Gates, stereo division sales manager, the portable is of the new tilt-out turntable variety.

The microphone, when plugged into the mike jack, automatically cuts out the right speaker. With the record playing only through the left channel, the voice then goes through the right amplifier and speaker. The set, which lists for \$99.95, can also be used as a public address system.

Penn Records Will Open New Disk Outlet

PHILADELPHIA — Penn Records, well-known retail disk outlet here, will open a new Chestnut Street location about November 1. According to M. F. Wilf, store executive, more than 40,000 individual items will be stocked, making for one of the most complete selections in the area. Custom-built cases will make possible the display of 1,000 separate album covers. All offerings will be sold at discounts ranging from 25 to 70 per cent. Penn's current location farther west on the same street will continue in operation.

N. Y. Show Attendance

Continued from page 34
was something radically new in the pitch made to housewives. For the first time, the IHFM held a "ladies day" at the show and the aroma of fine perfume mingled pleasantly with the more traditional bouquet of pipe, cigar and cigaret smoke. The Institute has always wooed the women for business reasons but this year the wooing was markedly stepped up.

Another feature of this year's clambake was a pre-opening "dealer day" which, according to Pepe, was highly successful. "They came from all up and down the Eastern seaboard," Pepe remarked, "and in much greater numbers than we expected."

Girl for Ernest Golds

HOLLYWOOD—Composer Ernest Gold, currently scoring "A Child Is Waiting" for Stanley Kramer, became the father of a seven-pound girl, Melanie Christine, born to his wife, singer Marni Nixon. This is their third child. The others are 11-year-old Andy and 9-year-old Martha.

SELL "MUSIC ON WHEELS"



INCREASE RECORD PLAYER & TAPE RECORDER SALES WITH A

terado POWER INVERTER

Provides EXACT 60 Cycle, 110 Volt A.C., in Car, Boat, Plane.

Tape recorders, record players, etc., get new mobility with a Terado Power Inverter. Actually provides 110 volt, 60 cycle A.C. from a 6 or 12 volt battery! 60 cycle frequency will not change with change in load or input voltage. Inverter plugs into cigarette lighter. Also operates portable TV, radios, electric tools, testing equipment, lights, and electric shavers.

Models from 15 to 300 watts.

See Your Electronic Parts Dealer or Jobber, or Write

terado CORPORATION
1060 Raymond Ave.
St. Paul 8, Minn.
In Canada: ATL-45 RADIO CORP. LTD. — Toronto, Ont.



don't forget the kids!

AMERICA'S LEADING CHILDREN'S RECORD LINE
Peter Pan
BIG 7" RECORDS
SELL ON SIGHT

\$16.80 PROFIT ON EVERY GROSS 78 or 45 RPM FREE RACK
SONGS, STORIES, POPEYE, OTHERS
Send \$24.96 for 144 records—Guaranteed Sale
PETER PAN RECORDS
461-X 8th Ave. New York 1, N. Y.

Breaking Wide Open!

ANN COLE
"DON'T STOP THE WEDDING"

R-4452
ROULETTE RECORDS
1631 B'way, N. Y., N. Y.

Pop-Popplin' to the Top!

"POP POP POP PIE"
THE SHERRYS
Guyden 2068

Spins! Sales! Chart Action!
"SECOND FIDDLE GIRL"
BARBARA LYNN
Jamie #1233

Jamie/Guyden
PHILADELPHIA 23, PA.

5 CHANGES IN THE ... ALL MOVING UP ... WATCH THEM GO!

"NEXT DOOR TO THE BLUES"

by **Etta James**
Argo #5424

"TRUE FINE LOVIN'"

by **Billie Stewart**

"LONELY BABY"

by **Ty Hunter**
Checkmate #1015

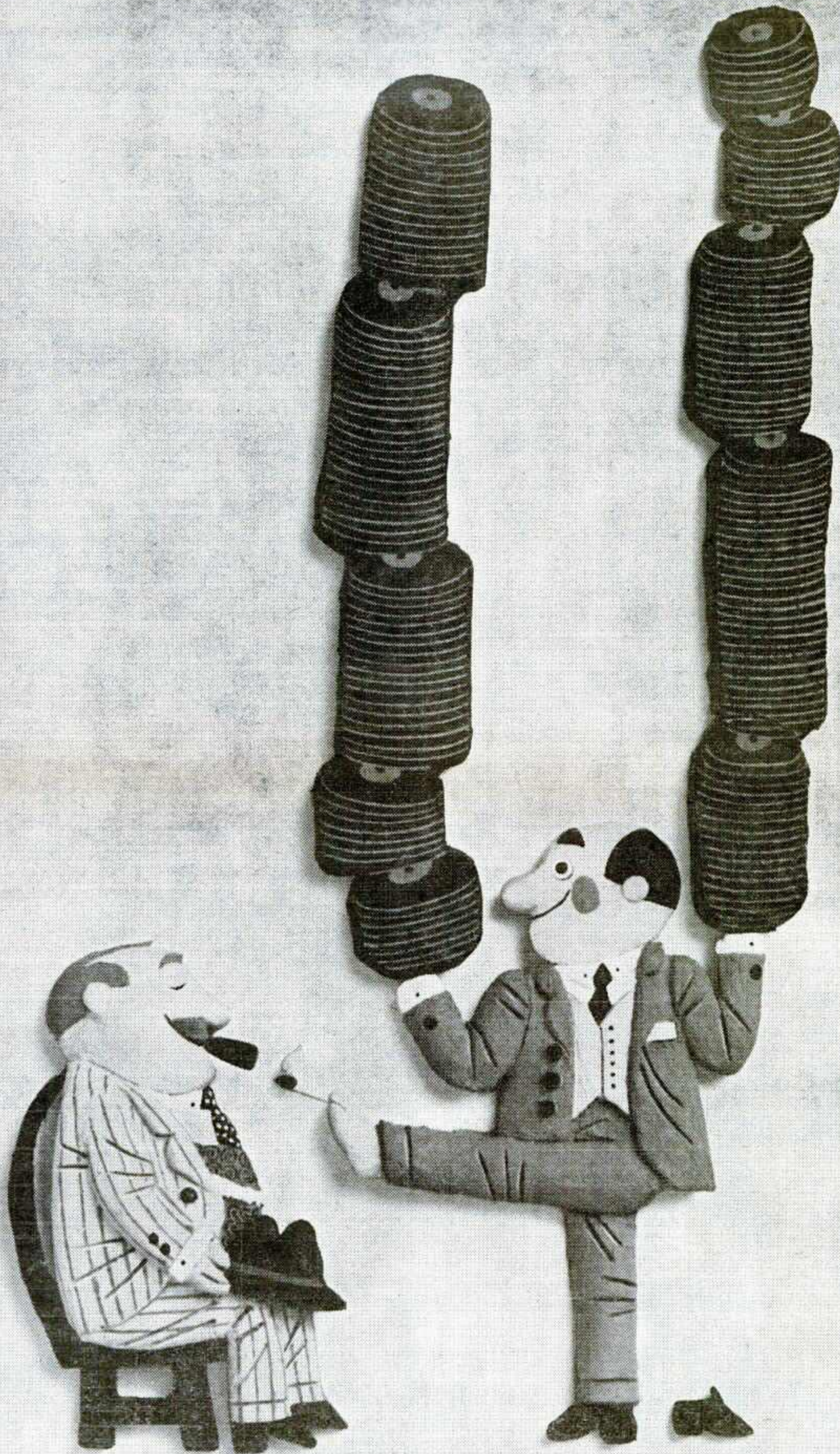
"I LET MYSELF GO"

by **Geraldine Hunt**
Checker #1028

"HAPPY WEEKEND"

by **Dave "Baby" Cortez**
Chess 1834

CHESS PRODUCING CORP.
2120 S. Michigan Chicago 16, Ill.



PERSONAL ATTENTION is a Custom at RCA! "Indies" of the record business flock to RCA Custom for personal attention to their needs. RCA representatives offer their customers expert advice—free. Plus, custom-tailored service and step-by-step supervision of every order. Custom men are knowledgeable fellows, with the latest know-how on every phase of recording and manufacturing...packaging and distribution. These friendly lads cherish your satisfaction. They'd dearly love to help you to your first gold record. They could do it, too! Call soon.

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

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 32

Rhythm & Blues

ROOTS



Jimmy Witherspoon. Reprise R 6057 (M); R 9-6057 (S)—This is an outstanding blues album. It spotlights one of the fine blues singer of the present day, Jimmy Witherspoon, singing some of the great blues songs of the past. He is supported by a fine group of musicians, led by the exciting Ben Webster, who helped on the arrangements too. The songs include "Cherry Red," "Confessin' the Blues," "Your Red Wagon," "It's a Low Down Dirty Shame," "Key to the Highway" and "I'm Gonna Move to the Outskirts of Town." Strong set for blues fans.

International

MORE IRISH SONGS OF FREEDOM, VOL. 2



Willie Brady. Avoca AV 136—This is a strong follow-up to Brady's first album of the same name. Voiced in a clear tenor by Willie Brady to accordion-and-guitar accompaniment, the tunes have a rousing feeling, even in gentle ballads like "The Minstrel Boy." Few sons of the old sod should be able to resist this package. Tunes include "The Men of the West," "The Foggy Dew," "God Save Ireland," among others.

IRISH HUMOROUS SONGS



Willie Brady. Avoca AV 131—Singer Brady is a favorite on both sides of the Atlantic and this LP should be a special winner among the Irish-American population. It's a collection of some of the most famous comedy songs in the Irish repertoire. The singer does a fine job on them in his straightforward style. He is accompanied by a small band that includes accordion and clarinet in Irish style. "The Irish Rover," "Finnegan's Ball," "Finnegan's Wake" and "Paddy McGinty's Goat" are some of the topflight sides.

Country & Western Christmas

NASHVILLE CHRISTMAS PARTY



Various Artists. RCA Victor LPM 2579 (M); LSP 2579 (S)—A rare selection of country Christmas contributions by some of the most important Nashville names. Represented are such as Skeeter Davis, Eddy Arnold, John Loudermilk, Hank Snow, Anita Kerr's group, Hank Locklin, Floyd Cramer, Jimmy Elledge, Jim Brown and Chet Atkins. Tunes are a pleasant mixture of carols and non-religious holiday songs. Specially recommended would be "O Little Town," by the Anita Kerr Singers; Chet Atkins' "I Heard the Bells" and Floyd Cramer's "Silver Bells."

ALL DEALERS !!!

**BUY 5...
GET 1 FREE**
on **DOOTO'S**
**NEW RED HOT
BEST SELLING
ALBUM RELEASES**



- DTL 828 HEARTY PARTY LAFFS—Redd Foxx—The best selling comic on records... another top party LP.
- DTL 829 THE TICKLED SOUL OF HATTIE NOEL—The greatest comedienne of them all—ribald, naughty, bawdy humor.
- DTL 830 THE NEW FUGG—The funniest man alive with a new version of his greatest laugh-maker, A Redd Foxx smash.
- DTL 831 MARTIN LUTHER KING AT ZION HILL—The most inspiring album ever produced... a collector's item.

4

NEW DURABLE SALES-STIMULATING CATALOG ITEMS...ASK YOUR DISTRIBUTOR!

** The Best Comedy Is On Dooto! **

DOOTO RECORDS

9512 SOUTH CENTRAL AVENUE LOS ANGELES 2, CALIFORNIA
LOrain 7-2466

CHRISTMAS WITH EDDY ARNOLD



RCA Victor LPM 2554 (M); LSP 2554 (S)—Some of the finest performances by Eddy Arnold are right here on this package of Christmas tunes which include a bulk of non-sacred items as well as the traditionals, "O Little Town" and "It Came Upon the Midnight Clear." There's much sincerity and devotion in this wax and Arnold is well aided by a chorus and by guitar in some spots and organ in others. "Jingle Bell Rock," "I Heard the Bells on Christmas Day" and "Winter Wonderland" are samples.

Christmas

JAMES BLACKWOOD AND THE BLACKWOOD BROTHERS COMBINE WITH HOVIE LISTER AND THE STATESMEN TO WISH YOU A MUSICAL MERRY CHRISTMAS



RCA Victor LPM 2606 (M); LSP 2606 (S)—Two of the biggest names in the gospel group field join forces on this attractive Christmas set. For the most part, the material is the typical Christmas repertoire, including the beloved carols and several of the more secular favorites like "Silver Bells" and "White Christmas. There are also several new items written by the members of the groups. Two of the numbers, "O Come All Ye Faithful" and "Joy to the World," are done by the groups together, while the others feature one or the other separately.

Children

DR. SEUSS PRESENTS HORTON HATCHES THE EGG, THE SNEETCHES AND OTHER STORIES



RCA Victor LPM 2454 (M); LSP 2454 (S)—Already the nation's top writer of children's stories, Dr. Seuss (Theodor Seuss Geisel) invades the record field with this well-produced album. Marvin Miller narrates the Seuss stories, aided by a small cast, imaginative sound effects by Ralph Curtiss, and musical settings by Marty Gold. The whimsy is delightful, and will appeal to grown-ups as well as moppets. Attractive package has several illustrated pages inside. Stereo work and production level are top-grade. A strong gift item.

SHARI IN STORYLAND



Shari Lewis. RCA Victor LPM 2463 (M); LSP 2463 (S)—Versatile, pint-size TV personality Shari Lewis brings her whole coterie of video characterizations to this album, aided by musical settings (by Lan O'Kun, directed by Marty Gold) which have considerable charm. There's a whole set of candid photos of Shari during the recording session to provide a visual plus. Material is familiar ("Pied Piper," "Pinocchio," etc.) but the songs are new, and the whole album practically shouts "quality production." A good gift item for the small-fry trade at Christmas.

Religious

A MAN NAMED MOSES



George Beverly Shea. RCA Victor LPM 2586 (M); LSP 2586 (S)—This is "The Moses Story" told in episodic, narration-plus-music style, with George Beverly Shea telling the story, aided by a choir and organ. Original music, which has the faint air of a big, Biblical movie about it, is by Jerry Livingston. Well-scripted and paced, it is not the usual "Bible Reading" album, but is a complete production for the sound medium. Stereo work is excellent.

Folk

TRAVIS ON CUE



Horizon WP 1606—Travis is a strong single-act voice in the folk field, and he uses no tricks and gimmicks. Equally at home in English or the Mexican Spanish of the "mariachi" groups, he sings in a clear, light baritone and goes over big with the live audience at the Troubadour, a West Coast club in which this album was recorded. He accompanies himself with a vigorous guitar. An album that's bound to please the folk-song crowd who have Diners' Club cards.

Polka

50-50



Li'l Wally and the Harmony Boys. Jay Jay Hi-Fi 1050—Divided between polkas and waltzes, this latest release featuring Li'l Wally begins with a polka treatment of the pop hit, "Roses Are Red." All the other selections are originals, as is usual on Li'l Wally collections. They also continue the policy of providing a strong, danceable beat and a lively feeling. Polka fans know what to expect from this group and will not be disappointed.

SPECIAL MERIT ALBUMS

Classical

BRAHMS: VIOLIN CONCERTO



Henryk Szeryng; London Symphony Orchestra (Dorati). Mercury MG 50308 (M); SR 90308 (S)—This release, the first by Szeryng on the Mercury label, takes a place among the finest renditions of this standard of the violin repertoire. The artist's talents are revealed as never before by the strikingly realistic recording provided here and show him to be remarkable. The competition on this work is fierce, but dealers will find this version one of the best.

Reviews of New Albums

Continued from page 32

simple accompaniment. Strong wax here for Irish disk shops, especially in the large city markets.

LOVE ON THE ROCKS

Julie London. Liberty LRP 3249 (M); LST 7249 (S)—The moody Miss London plays the part of a woman spurned in this latest album, with the songs all selected to project the mood of weepy-eyed, wistful sadness associated with a lady with a lost love. With soft strings as a setting, she sings such familiar items as "How Did He Look," "The End of a Love Affair," "I'll Be Seeing You" and "A Cottage for Sale." Fine mood stuff for the lass and air play aplenty could follow. As usual, a seductive pose of the gal appears on the cover.

LA DOLCE HENKE

Mel Henke. Warner Bros W 1472—A novelty experiment which couples good, solid, swinging band arrangements with unique uses of voices, particularly those of a series of young ladies, who manage to convey a sort of basic message with their words, their tones and their sighs. Then, too, there are several interesting double entendre vocals creeping into several of the tracks. Mention of such titles as "Last Night on the Back Porch," "It's So Nice to Have a Man Around the House" and "All That Meat" may give an idea of the content.

HOLIDAY IN EUROPE

Bing Crosby. Decca DL 4281 (M); DL 74281 (S)—Here's a pleasant package from Bing with the old Groaner singing such favorites as "Under Paris Skies," "April in Portugal," "Never On Sunday" and "C'est Si Bon." Good listening and good programming for the faithful.

DINO LATINO

Dean Martin. Reprise R 6054 (M); R 9-6054 (S)—Dean Martin sells a flock of south-of-the-border oldies in his usual languid style here, aided by fine support from the Don Costa crew. The songs include "El Rancho Grande," "Manana," "Tangerine" and "Besame Mucho." Good programming wax.

LENNY DEE IN HOLLYWOOD

Decca DL 4315 (M); DL 74315 (S)—Neatly swinging organ work by Lenny Dee, a collection of bright tunes, and good recording combine to make this a most attractive new album. Dee plays stylishly such tunes as "Anna," "Around the World," "Fascination," "Over the Rainbow" and "Blues in the Night," plus many more. A strong album for pop organ fans.

NANA MOUSKOURI THE GIRL FROM GREECE SINGS

Fontana MGF 27504 (M); SRF 27504 (S)—Disk jockeys and consumers might want to take a listen to this set as a change of pace. Miss Moukouri is a very strong European record seller and she has one of her first English language sets in this album. The tunes are mostly standards with smart ork backing that includes some fine string and woodwind work. Al Cohn and Torrie Zito did the arrangements and Zito conducts the ork. "No Moon at All," "The Touch of Your Lips" and "Till There Was You" are some of the soft dreamy ballads that make up this set.

THE BELLY DANCER

The Sheik's Men. Reprise R 6056 (M); R 9-6056 (S)—The cover (a color shot of a harem chick with a hip slung far out to starboard) is enough to stop traffic, and the content of this album is a sort of sonic burlesque show in which some oldies ("Song of India," "Persian Market," etc.) are given a brisk treatment with percussion work timed to the bump-and-grind of the classic Middle-Eastern belly dance. A cute novelty which may follow in the footsteps of "The Stripper." Album contains "Song for Belly Dancer," from Irving Berlin's "Mr. President."

WHAT KIND OF FOOL AM I?

Keely Smith. Dot DLP 3461 (M); DLP 25461 (S)—The title selection from the new Keely Smith LP is a fresh and moving performance of the song from the new Broadway musical, "Stop the World—I Want to Get Off," with special lyrics giving the tune a striking female perspective. The rest of the LP consists of a group of sentimental favorites which Keely presents with her customarily convincing delivery. Typical are her treatment of such great tunes as "If I Should Lose You," "But Beautiful," "But Not for Me," "What's New" and "Don't Blame Me."

12 YEARS ACADEMY AWARD WINNERS

Nick Tagg. Cameo C 4014 (M); SC 4014 (S)—The Oscar-winning tunes from 1950 through the present are given bright and stylish performances by Nick Tagg at the Hammond organ. The material is out of the top drawer, of course, and Tagg's delivery is a satisfying one. A rewarding set.

ERNIE FREEMAN'S SOULFUL SOUND OF COUNTRY CLASSICS

Liberty LRP 3264 (M); LST 7264 (S)—A rockin', eight-to-the-bar kind of twist beat is the basis of this solidly danceable selection. The tunes are mostly from the country

(Continued on page 40)

(Continued on page 40)

LENOX RECORDS COMES OUT SWINGING



REMEMBER "LITTLE ESTHER"?

SHE'S BACK!!!

A SOLID HIT

from Seattle to Miami... from New York to Houston

"Little Esther" Phillips'

**"RELEASE
ME"**

b/w

"DON'T FEEL RAINED ON"

(NX-5555)

HIT#2

"DRUMMER BOY OF SHILOH"

b/w

"FORGET-ME-NOTS"

by

CLINT MILLER

(NX-5557)

ORDER FROM
YOUR NEAREST

LENOX

DISTRIBUTOR

ALBANY, New York
LEONARD SMITH, INC.

ATLANTA, Georgia
HOPKINS EQUIPMENT CO.

BOSTON, Massachusetts
MUSIC SUPPLIERS

CHARLOTTE,
North Carolina
BERTO'S SALES CORP.

CHICAGO, Illinois
ALL STATE DISTRIBUTORS

CINCINNATI, Ohio
HIT RECORD DIST.

CLEVELAND, Ohio
COSMAT DISTRIBUTORS

DALLAS, Texas
BIG STATE DIST. CO.

DES MOINES, Iowa
MID-AMERICA DIST.

DETROIT, Michigan
COSMAT DISTRIBUTORS

EL PASO, Texas
M. B. KRUPP DIST.

HARTFORD, Connecticut
ASSOCIATED RECORD
DIST.

HOUSTON, Texas
UNITED RECORD DIST.

INDIANAPOLIS, Indiana
HERMAN ENTERPRISES

KANSAS CITY, Missouri
COMMERCIAL MUSIC
DIST.

LOS ANGELES, California
BUCKEYE RECORD DIST.

MADISON, Wisconsin
TELL MUSIC

MIAMI, Florida
TOPPS DISTRIBUTING CO.

MINNEAPOLIS, Minnesota
D. G. DISTRIBUTING CO.

NASHVILLE, Tennessee
SOUTHERN RECORD DIST.

NEW ORLEANS, Louisiana
ALL-SOUTH DISTRIBUTORS

NEW YORK, New York
ALPHA DISTRIBUTING
CORP.

NEWARK, New Jersey
IDEAL DISTRIBUTORS

OKLAHOMA CITY,
Oklahoma
A-1 RECORD DIST. CO.

PHILADELPHIA, Pa.
SAUL LAMPERT, INC.

PHOENIX, Arizona
M. B. KRUPP DIST.

PITTSBURGH,
Pennsylvania
COSMAT DISTRIBUTORS

SALT LAKE CITY, Utah
GREAT WESTERN
RECORD DIST.

SAN FRANCISCO,
California
D & M RECORD SALES

SEATTLE, Washington
INDEPENDENT RECORD
SALES

ST. LOUIS, Missouri
RECORD MERCHANDISERS

WASHINGTON, D. C.
SCHWARTZ BROTHERS

LENOX
RECORDS

A Division of



157 WEST 57TH STREET,
NEW YORK 19, N. Y.
PL 7-1041

SPECIAL MERIT ALBUMS

Continued from page 38

Jazz

TAKIN' OFF

Herbie Hancock. Blue Note 4109—This is an imposing first album for pianist Hancock. The lad is making his first set as leader and his work at the keyboard is impressive as are his talents as a writer. A shortened version of "Watermelon Man" should be a natural for r.&b. and jazz juke box and radio play, and might even get some pop reaction. The solo spotlights are shared on the LP by tenor saxist Dexter Gordon and trumpeter Freddie Hubbard. "Driftin'" is another fine track.

International

MIGIANI GRAND ORCHESTRE

RCA Victor FPM 108 (M); FSP 108 (S)—To a large extent, this is a "musician's album." The material is a potpourri of U. S. and continental favorites ("Tenderly," "Perdido," "Viendra le Jour," etc.) but the arrangements by Migiani are worth hearing as he puts a large, well-disciplined ork through its paces. Wordless vocals by soprano Anne Germaine are used as an integral part of the orchestrations to strong effect. A dandy for deejays who like to sneak in an occasional sophisticated instrumental.

Folk

SING AND PLAY A FOLK SONG

Jim Helm, Art Podell. Horizon WP 1603—At last—do-it-yourself folk music! All a buyer has to do is follow the musical score and/or lyrics when playing the record and provide the solo instrumental or vocal, and he's in business. The "backing" is by Jim Helms, Art Podell, and John Fine. Score and lyrics for the songs, folk standards all, are included with the album. Numbers include "The Riddle Song," "Streets of Laredo," "Shenandoah," "Greensleeves," among others. Dandy for serious amateur vocalists, or deejays who would like to try a "voice-over" singing stint.

Latin American

NOCHE EN PANAMA

Lucho Azcarraga. Art ALP 2007—Lucho Azcarraga is the leading exponent of Latin-American music played on the Hammond organ. Lucho has been featured on at least eight previous LP's, and on this new one he plays the delightful Panamanian songs (and one from Costa Rica) with flair and color, with rhythm accompaniment. A variety of tempos and rhythms are embraced and a few vocals featuring Margarita Escala are included. This will appeal to many aficionados.

Christmas

THE SOUND OF CHRISTMAS ON THE RADIO CITY MUSIC HALL ORGAN

Dick Leibert. RCA Victor LPM 2558 (M); LSP 2558 (S)—For those folk who like the sound of the Radio City organ and it's organist Dick Leibert this album should be a must. The huge console is used with much taste in playing a variety of carols and familiar Christmas songs. "Deck the Halls," "O Holy Night," "Adeste Fideles," "Silent Night" and "We Wish You a Merry Christmas" are just a few of the joyous tracks included.

Reviews of New Albums

Continued from page 38

repertoire, but it's the low-down, guitar-highlighted, combo beat that counts here. Tracks include "Half As Much," "I Fall to Pieces," "I'm Movin' On," "I Walk the Line," etc. The teeners should take to this and it's possible some of the items could be good singles properties.

SWINGIN' EASY

Carmen Cavallaro. Decca DL 4287 (M); DL 74287 (S)—The interest is generated here by a key club girl in her pink low-cut working togs, about to fill a customer's glass with champagne. Carmen Cavallaro's lightly tinkling piano interpretations inside can be considered good accompaniment for cocktail hours or for most background purposes. The pianist, working with a rhythm combo, does "Let There Be Love," "Along With Me," "Everybody Loves a Lover," etc. Refreshing and spinnable wax all the way.

WAYNE KING'S GOLDEN FAVORITES

Decca DL 4309 (M); DL 74309 (S)—Lovely standard tunes are done up in the shimmering Wayne King ork style here with accents on strings, winds and occasionally on King's own sax. The sides are all danceable and include neat changes of pace. Especially listenable would be the King theme song, "The Waltz You Saved for Me," plus "Now Is the Hour" and "Meet Me Tonight in Dreamland." Broad mood appeal here, with good stereo a factor.

TRUMPET MOODS

Don Goldie and Ork. Verve V 8475 (M); V6-8475 (S)—Trumpet man Goldie has a smooth, pop-styled tone, not unlike that of Al Hirt and various others who come to mind. On the "Exodus" track, in fact, he resorts to effects reminiscent of Ziggy Elman. Goldie works with a big band, scored largely in a pop dance vein by Oliver Nelson and Al Cohn. The numbers are pleasant and familiar and include "Tammy," "That's All," "Funny Valentine" and "Mack the Knife" among others. Good listening and danceable.

★★★★ STRONG SALES POTENTIAL

JAZZ LP'S

MAIN STEM

Oliver Nelson with Joe Newman. Prestige 7236—Oliver Nelson adds another fine instrumental voyage as tenor and alto sax soloist to his recorded catalog on this album. He is nicely teamed with trumpeter Joe Newman who adds some mighty fluid and pretty blowing to the date. The album has its accent on swing and romps along on a fine rhythm section. "Tangerine," "Mainstream," "J & B" and "Latino" are some of the better tracks.

JOHNNY (HAMMOND) SMITH COOKS WITH GATOR TAIL

Johnny (Hammond) Smith and Willis Jackson. Prestige 7239—Two of the better selling artists on the Prestige label team up here for a swinging LP. Hammond's bluesy organ style is a fine, moody partner for the wailing Willis Jackson tenor sax style. The tempo is changed attractively throughout for continual change of pace. The rhythm section fulfills its function with alacrity throughout, making for an album that's exciting as well as musical. Some of the better tracks are "Besame Mucho," "Neckbone" and "Y'All."

OSCAR (PAPA) CELESTIN NEW ORLEANS JAZZ BAND

Imperial LP 9199—One of the great pioneers of Dixieland jazz was cornetist Papa Celestin, who died in 1954. This LP contains great traditional jazz favorites as a virtual memorial to him. The musicians are not named, but in the main are of the first rank. Fine tracks include a two-part rendition of "Tiger Rag," plus "That's A Plenty," "Wabash Blues" and "Didn't He Ramble."

CHRIS BARBER PLAYS TRAD

Colpix CP 404 (M); SCP 404 (S)—England's Chris Barber and his "trad" Dixie combo are all to be seen in "Ring-a-Ding Rhythm," Columbia Pictures' new film release, a fact brought out by a special wrap-around on this new album. The set itself offers 12 Chris Barber tracks of his special kind of smoothed-out Dixieland. "Camp Meeting Blues," "Mood Indigo," "Sweet Sue" and "When You and I Were Young Maggie," are samples of the fare.

★★★★ STRONG SALES POTENTIAL

CLASSICAL LP'S

THE GOETHE SONGS OF HUGO WOLF

Elisabeth Schwarzkopf. Angel 35909 (S)—A most artful presentation of the rarely recorded, but beautiful songs from characters in the writings of the greatest of German poets, Wolfgang von Goethe. Herr Wolf, whose music lies almost exclusively in the field of the art and lieder song, found Goethe one of his inspirations, as these songs attest. Mme. Schwarzkopf, herself a true artisan in the lieder field, provides touching, haunting renditions, ably accompanied by Gerald Moore. Those who have acquired any of her numerous earlier lieder recitals on records, will find this package rewarding.

LOW-PRICED CLASSICAL

TCHAIKOVSKY: NUTCRACKER SUITE; 1812 OVERTURE; MARCHÉ SLAVE

Oslo Philharmonic Orchestra (Gruner Hegge). RCA Camden CAL 630 (M); CAS 630 630 (S)—Three ever-popular warhorse classics are given a brisk, echoing performance by one of Europe's lesser-known orchestras. Recording work is good, and worthy of more expensive classical albums. With its attractive cover, this album represents good musical value for the money (particularly the stereo edition) to beginning collectors.

★★★★ STRONG SALES POTENTIAL

SPECIALTY LP'S

INTERNATIONAL

IRISH COUNTRY DANCES

McCusker Bros. Celli Band. Avoca AV 138—This is fine music for Irish dancing. The McCusker Brothers play a series of jigs, reels and hornpipes here with the dash and the beat that should score with Irish-American listeners. The album features traditional Irish sound with accordion, fiddles and pipe carrying the melody throughout. Traditional and original melodies are nicely interspersed here to make a mighty entertaining 40 minutes or so for the Irish listener and dancer.

CATTLE CALL AND OTHER WESTERN FAVORITES

Willie Brady. Avoca AVG 2001—Willie Brady, the Irish favorite, sings a dozen Western cowboy tunes on this LP. The tunes are delivered in straightforward fashion with easy accompaniment. Fans of this popular singer in the Irish-American market might like this set for the interpretations. "Ghost Riders in the Sky," "Red River Valley" and "Tumbling Tumble Weeds" are some of the fine tracks. Brady is backed by Irish combo on some tracks and accompanies himself on guitar on others.

(Continued on page 43)

"HERE'S THE MAN"

BOBBY BLAND
DUKE LP 75
PLUS
"STORMY MONDAY"
DUKE 355
(WATCH AMERICAN BANDSTAND
OCTOBER 23)

LATEST PEACOCK SPIRITUALS "BEDSIDE OF A NEIGHBOR"

B/W
"OUR FATHER'S CHILDREN"
DIXIE HUMMINGBIRDS
PEACOCK 1861

"JESUS I CAN'T FORGET YOU"

B/W
"WITHOUT THE LORD"
HIS GRACE "KING NARCISSE"
PEACOCK 1866

"THE LITTLE BLACK TRAIN"

B/W
"HOLD MY BODY DOWN"
REV. ROBERT BALLINGER
PEACOCK 1867

DUKE-PEACOCK RECORDS, INC.
2809 Erastus Street, Houston 26, Texas
ORchard 3-2611

AF AUDIO FIDELITY
CATALOG OF HITS
"THE HIGHEST STANDARD IN STEREOHONIC HIGH FIDELITY"
AL HIRT • SOUND EFFECTS
JO BASILE • OSCAR BRAND
PATACHOU • JOHNNY PULEO
AND MANY MORE!

"MILLION SELLER HITS"
Featuring
SHIRLEY TEMPLE . . . TOMMY DORSEY
. . . GLENN MILLER . . . GEORGE
GERSHWIN . . . GOLDEN SING ALONG
. . . GREAT THEMES FROM MOTION
PICTURES
The Best Buy in Albums Anywhere!
RETAIL PRICE \$1.98
20th RECORDS FOX

BV 3312
Annette
The Story of My Teens
16 Annette hits plus 8 page full-color book

"YOU CAN RUN"
by
JERRY BUTLER
VEE JAY #463

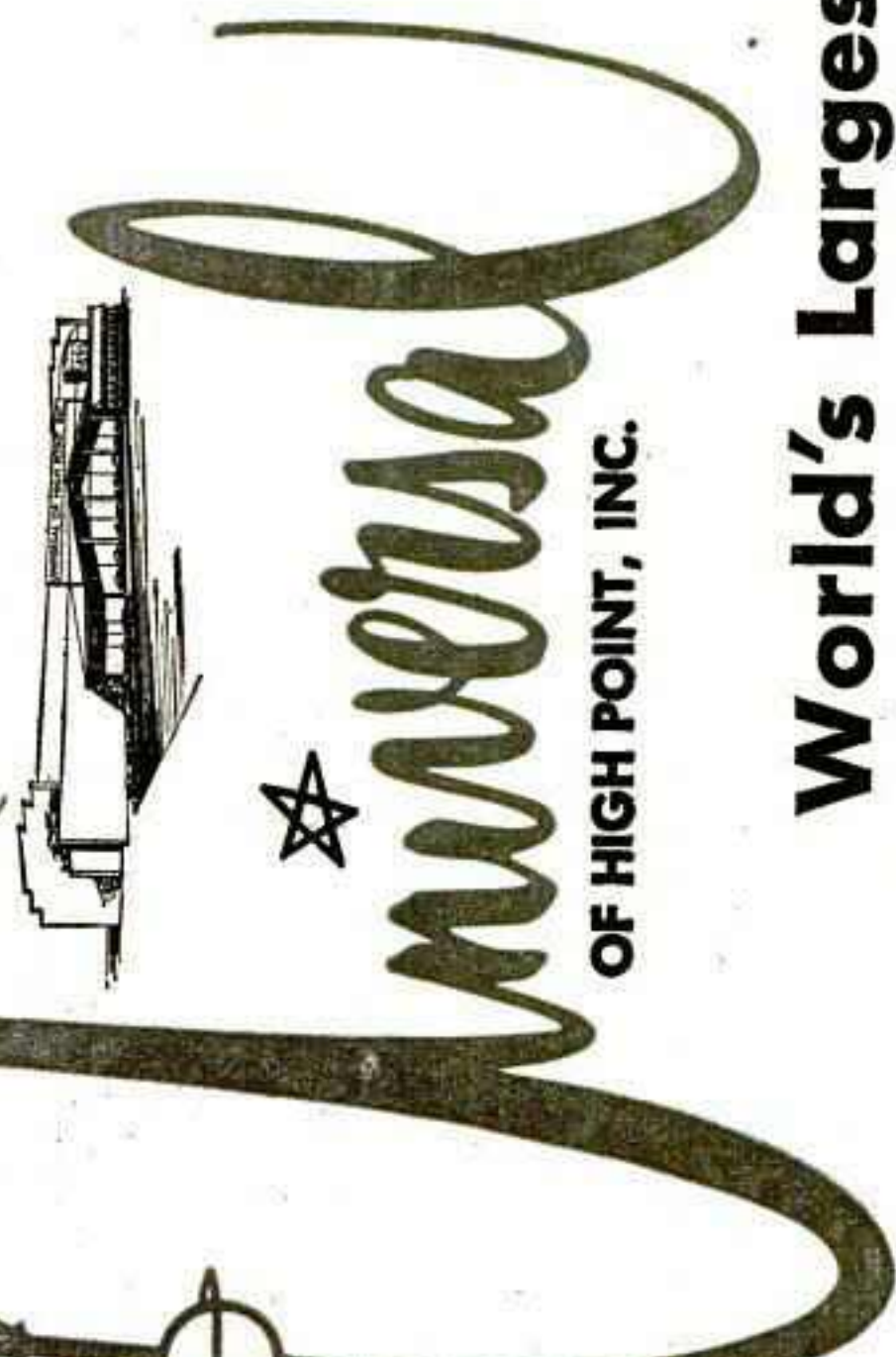
TORME HAS GOT HIMSELF A HIT!
COMIN' HOME BABY
ON ATLANTIC
MEL TORME
2165
ATLANTIC RECORDS
1841 Broadway, New York 23

Columbia Record Distributors

IMPORTANT ANNOUNCEMENT!

NATIONALLY FAMOUS FOR SERVING THE MUSIC INDUSTRY IS NOW DISTRIBUTING

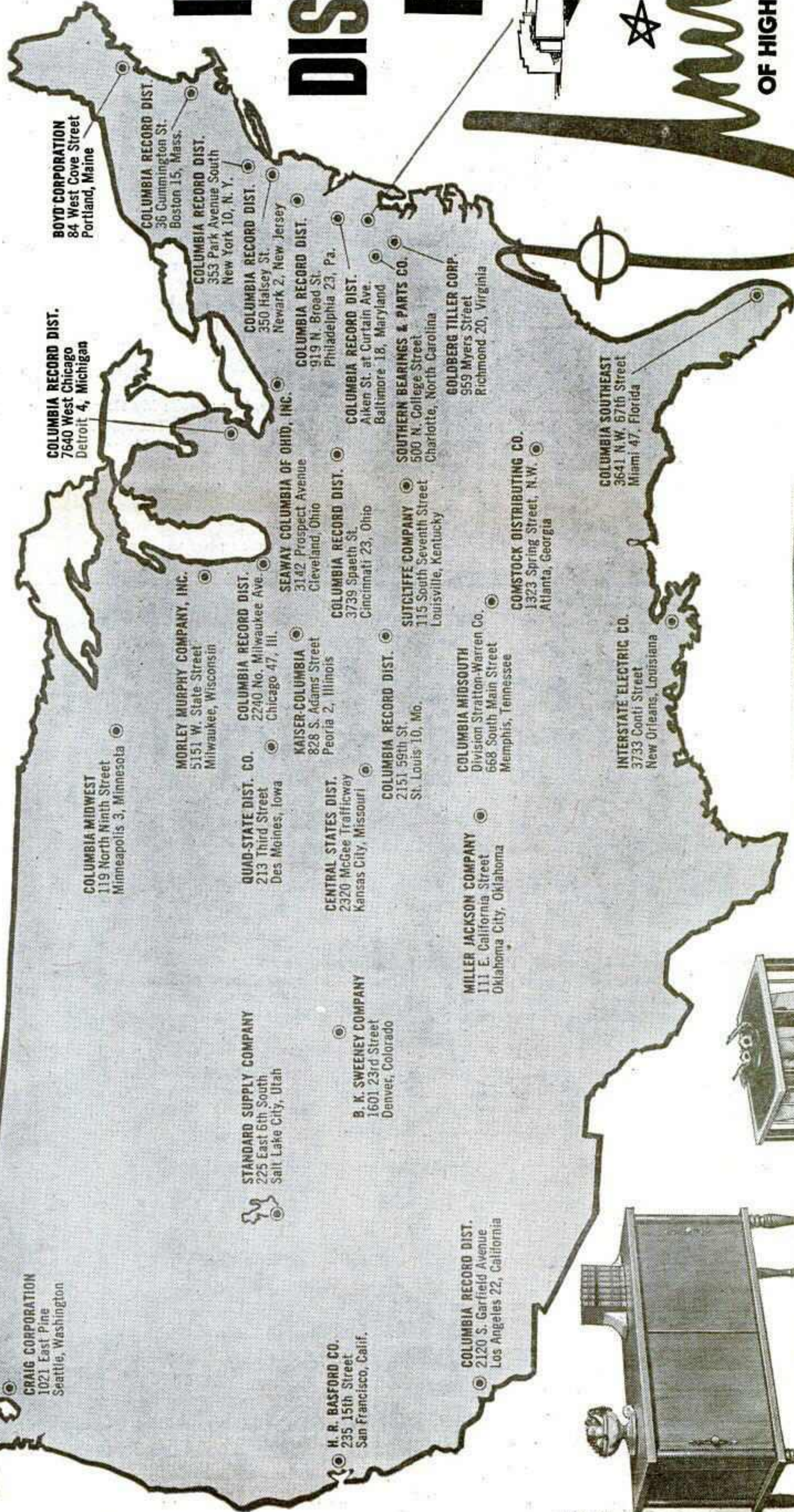
FOR



OF HIGH POINT, INC.

World's Largest Manufacturer of Record Cabinets

Universal of High Point proudly announces its association with Columbia Record Distributors! Now . . . dealers throughout the country can be assured of fast service and follow-through on all Universal sure-fire record cabinet promotions. There is a tailor-made program that suits your individual needs. Don't miss out on this opportunity for increasing store traffic . . . sales and profits! Contact your local Columbia Record Distributor for full information.



CRAIG CORPORATION
1021 East Pine
Seattle, Washington

H. R. BASFORD CO.
235 15th Street
San Francisco, Calif.

COLUMBIA RECORD DIST.
2120 S. Garfield Avenue
Los Angeles 22, California

STANDARD SUPPLY COMPANY
225 East 6th South
Salt Lake City, Utah

B. K. SWEENEY COMPANY
1601 23rd Street
Denver, Colorado

CENTRAL STATES DIST.
2320 McGee Trafficway
Kansas City, Missouri

QUAD-STATE DIST. CO.
213 Third Street
Des Moines, Iowa

MORLEY MURPHY COMPANY, INC.
5151 W. State Street
Milwaukee, Wisconsin

COLUMBIA RECORD DIST.
2740 No. Milwaukee Ave.
Chicago 47, Ill.

KAISER-COLUMBIA
828 S. Adams' Street
Peoria 2, Illinois

COLUMBIA RECORD DIST.
3739 Spaeth St.
Cincinnati 23, Ohio

SEAWAY COLUMBIA OF OHIO, INC.
3142 Prospect Avenue
Cleveland, Ohio

COLUMBIA RECORD DIST.
500 N. College Street
Charlotte, North Carolina

SOUTHERN BEARINGS & PARTS CO.
Aiken St. at Curtain Ave.
Baltimore 18, Maryland

GOLDBERG TILLER CORP.
959 Myers Street
Richmond 20, Virginia

COMSTOCK DISTRIBUTING CO.
1323 Spring Street, N.W.
Atlanta, Georgia

COLUMBIA SOUTHEAST
3641 N.W. 57th Street
Miami 47, Florida

INTERSTATE ELECTRIC CO.
3733 Conti Street
New Orleans, Louisiana

COLUMBIA MIDSOUTH
Division Stratton-Warren Co.
668 South Main Street
Memphis, Tennessee

MILLER JACKSON COMPANY
111 E. California Street
Oklahoma City, Oklahoma

COLUMBIA RECORD DIST.
2151 59th St.
St. Louis 10, Mo.

COLUMBIA RECORD DIST.
919 N. Broad St.
Philadelphia 23, Pa.

COLUMBIA RECORD DIST.
353 Park Avenue South
New York 10, N. Y.

COLUMBIA RECORD DIST.
350 Halsey St.
Newark 2, New Jersey

COLUMBIA RECORD DIST.
36 Cunningham St.
Boston 15, Mass.

BOYD CORPORATION
84 West Cove Street
Portland, Maine

7100 Series:
30" long, all purpose record cabinets in 4 decorator styles and 7 wood finishes.
18.88 retail

65 Series:
Bandstand tables for TV or Phono. Choice of 4 decorator styles and 7 wood finishes.
18.88 retail

95 Series:
All purpose record cabinets in 4 decorator styles and 7 wood finishes.
14.77 retail

8100 Series:
40" long, all purpose record cabinets in 4 decorator styles and 7 wood finishes.
19.88 retail

NATIONALLY ADVERTISED:
LIFE
LOOK
TV
CONCENTRATION

UNIVERSAL OF HIGH POINT, INC. • P.O. BOX 1289 • OFFICES & SHOWROOM, 1601 S. MAIN ST., HIGH POINT, N.C. • PHONES: 88 3-1933, 88 2-9520 (AREA CODE 919)

Fox Steps Up Battle Vs. Treasure

• Continued from page 5

thorization, permission, consent or license.

"Defendants thereby infringed said copyright of said plaintiffs and have caused substantial and irreparable loss to said plaintiff."

The plaintiffs ask in connection with each cause of action that, 1. Defendants, agents and servants be permanently enjoined from infringing the copyrights and from making, producing, distributing, vending, selling, marketing or otherwise disposing of any arrangement or adaptation of the copyright or any recordings thereof; 2. That each defendant be required to pay such damages as plaintiffs have sustained; 3. That each defendant be liable for an accounting of all gains derived from the alleged infringement and for treble damages in the case of each infringement; 4. That each defendant deliver up for destruction all infringing parts, copies, reproductions, plates, molds, tapes, matrices or other matter for making

Latin Disk Men

• Continued from page 4

other labels in neighboring countries.

Finally, the congress expressed its determination to prevent any increase in royalty rates by European publisher seeking to take advantage of existing regulations which protect rights of authors and composers.

The congress was attended by manufacturers from virtually all Latin-American nations. Attending from the U. S. were Sydney Frey of Audio Fidelity and his Brazilian manager, Sebastian Bastos, and also Sidney Siegel of Seeco.

infringing parts; 5. That each defendant pay to plaintiffs the cost of the action and reasonable attorney fees.

Action Pending

In commenting on this case, John Clark, the filing attorney, said that other actions against other firms are definitely pending and will be filed shortly. He underscored the fact that dealers will also be named as defendants in forthcoming actions just as in the current one. Shopping squads have been active in the area buying disk merchandise suspected of containing infringed material.

Co-operation of NARM was welcomed by Clark. In connection with this, Malamud noted that his organization would proceed with its backing of the campaign, on a twofold basis. First, he said, "Many rack jobbers, both our own members, and others who are not currently in NARM, are new in the record business and are simply not aware of their own liability in these matters. It's the duty of a trade group to inform its members and we will do just that whenever such suits are filed. We want to protect them."

"Secondly, and taking perhaps a longer view of the situation," Malamud continued, "an information program such as this can benefit the entire industry. The great majority of record manufacturers are innocent victims of the fact that a few are dishonest, and by publicizing the word about those who are proven infringers, we can protect the legitimate firms."

On the same point, attorney Clark noted that in the well-known Goody decision, which established the liability of the dealer when

Victor Has Gerry Date With Desmond

NEW YORK—RCA Victor has recorded Gerry Mulligan for a one-shot album with one of its exclusive contract artists, Paul Desmond. The album, to be called "Two of a Mind," will be issued within the next two weeks. The label has also signed Lambert, Hendricks and Bavan to an exclusive pact. The trio, formerly known under the name of Lambert, Hendricks and Ross, was with Columbia. George Avakian signed the group.

Hinton So. California Rep for WB Label

HOLLYWOOD—Warner Bros. Records, in line with its plan to establish full-time promotional representation in the key markets, last week named Bruce Hinton to serve as its rep in the Southern California area.

Hinton will headquarter here and work with the label's distributor, Sun State Music. He had handled promotion in Boston for Dale Enterprises. In addition to the local area, WB now has full-time promotional men in New York, San Francisco, Chicago, Detroit, Baltimore, Philadelphia, and St. Louis.

he handles infringing goods (a decision which was eventually upheld by the U. S. Supreme Court), the Court noted, in effect, that "ignorance is no excuse" and that any dealer has the right to demand proof from any record manufacturer that he has either filed a notice of use with the publisher of copyrights being recorded, or that he has been licensed and authorized to record the copyrights.

MARTIN TO EDIT DAILY NEWSHEET AT C.&W. FEST

HOLLYWOOD — Fred Martin, Capitol's publicity director, will again turn editor and publisher in producing a daily newsheet at the forthcoming Nashville Country Music Festival. The tab-sized sheet will carry "The Festival Times" as its logo. Ken Veeder, Capitol's photographic director, will serve as its photog.

Martin produced a similar daily at the Country Music show last year and later issued a daily at the rack jobber's convention in Miami. According to Martin, Capitol provides the daily as a service to the record industry and maintains an impartial and unbiased editorial policy in covering the affairs of competitors.

Maxwell Pop Head

NEW YORK — Riverside Records has appointed Larry Maxwell as the head of its newly created pop department. The new wing has signed a vocal group, the Four Tops, and has two disks scheduled for release. One is a vocal version of "Alley Cat," the current Bent Fabric hit, and the second is an r.&b. side, "You Broke My Heart," by Bobby and Sylvia. The Sylvia is the same lass, Sylvia Robinson, of the Mickey (Baker) and Sylvia team who had hits some years back.

The pop label will carry a four-color logo, and sessions in the pop groove are planned for Mark Murphy and Billie Poole.

G. Ricordi, N. Y., Changes Name to Franco Colombo

NEW YORK—The New York firm, G. Ricordi & Company, has changed its name to Franco Colombo, Inc. The New York branch of the firm was purchased from Ricordi of Milan by Colombo in 1960. Colombo himself, son of the former president of Ricordi of Milan, Alfredo Colombo, joined Ricordi in 1936 in the firm's legal department. He became vice-president of the parent company in the 1940's and started the firm's popular music department in 1946.

Colombo has been the president of G. Ricordi, New York, for the past decade. During his tenure he published many original works by American composers, and in 1956 Mme. Eugenie Salabert worked out arrangements for Ricordi, New York, to publish her catalog of contemporary French Music.

As Franco Colombo, the firm will continue to be the exclusive U. S. representative for Ricordi firms throughout the world, as well as Editions Salabert of Paris and other European publishers.

The 3 Young Men Sign With Cameo

NEW YORK — Cameo Records has signed the Three Young Men, Dick Riddle, Pat Fox and Bob Ruby. Lads had started to make an impact in the business early last year, and then Ruby was called into service at the height of the Berlin situation. Ruby was released from the service a while back and the group was reunited last month.

First album for Cameo will spotlight the trio in a folk-oriented album. Dave Stephens will cut the boys' first LP. After the session is cut they will go out on a one-nighter tour.

all we sell is LISTENERSHIP

Listenership increases for your radio station, Mr. Broadcaster, when you play records you obtain from Record Source International.

RSI solves your programming problems . . . helps you increase listenership . . . gives you the records you want when you need them and keeps your librarian from getting grey hair.

Whether your accent is on Pop, Top 40, Country, Easy Listening or Classical, there is an RSI service for you. RSI provides records at special low prices. Record manufacturers co-operate with RSI because they know that more than 1,350 stations subscribe to RSI services . . . because it helps stations, and helps them.

RSI has a weekly pop singles subscription service, based on Billboard Music Week's Spotlight Reviews and Hot 100 Chart. It also has weekly Easy Listening and Country & Western singles packages, not to mention monthly album packages in the Popular, Classical and Jazz categories.

RSI also has a catalog Album Service to help new stations build their libraries, to help established stations fill gaps in theirs. Catalog Services include Easy Listening, Original Cast, Classics & Light Classics and "Golden Hits" album packages.

Complete details will be sent to you immediately. Just write "Send details" on your business card or station letterhead and send to:

MISS CAROLINE COLLETT

RSI

RECORD SOURCE, INTERNATIONAL

A DIVISION OF

BILLBOARD MUSIC WEEK

1564 BROADWAY, NEW YORK 36, N. Y. PLAZA 7-2800

Chart listing with columns: Rank, Last Week, Title, Artist, Label & Number, Weeks on Chart. Includes entries like 'DO YOU LOVE ME, Confours, Gordy 7005' and 'GREEN ONIONS, Booker T & the MG's, Stax 127'.

FOLK

★★★★ WHEN I WAS A YOUNG GIRL Barbara Dane. Horizon WP 1602—Young Barbara Dane—now on Capitol—has a fine, blues-flavored folk voice, and has developed a strong following.

COMEDY

★★★★ BASSE-ACKWARDS Ell Basse. Stereoditties CB-1—A sure-fire item with the Tired Businessmen types who think membership in a "key club" is the height of sophistication.

BLUES

★★★★ LIGHTNIN' HOPKINS AND THE BLUES Imperial LP 9211—Here's another blues album from Lightnin' Hopkins, with the chanter singing a collection of down home songs with intensity and feeling.

LATIN AMERICAN

★★★★ VIEJOS PERO BUENOS (LATIN OLDIES BUT GOODIES) (Latin Pete) Terrace. Colpix CP 432 (M); SCP 432 (S)—Twelve familiar Latin tunes are played here with sparkle by Pete Terrace and his Latin American crew on this rhythmic waxing.

★ ★ ★ MODERATE SALES POTENTIAL

★★★ GUNNER ANDERSON AND HIS RHYTHM TRIO Cesna CE 989

★★★ PIANO COCKTAIL, VOL. I Michael Danzinger. Apon 7751

★★★ THE SOUL OF COUNTRY AND WESTERN STRINGS Billy Liebert. Capitol T 1806 (M); ST 1806 (S)

★★★ PIANO COCKTAIL, VOL. III Michael Danzinger. Apon 7753

JAZZ

★★★ PREACH BROTHER! Don Wilkerson. Blue Note 4107

FOLK

★★★ THE BEST OF KATIE LEE Horizon WP 1604

★★★ RICHARD DYER-BENNETT NO. 10 Dyer-Bennet Dyr 10

★★★ ROCKIN' THE CRADLE Judy Mayhan. Horizon WP 1605

INTERNATIONAL

★★★ MUSICAL MOODS OF ITALY Roy Straigs. Cameo C 4016 (M); SC 4016 (S)

★★★ SACRED SONGS Edwin Fitzgibbons, Veronica Dunne. Avoca AVG 2003

LATIN AMERICAN

★★★ SABROSA Y CALIENTE (Latin Pete) Terrace. Colpix CP 430 (M); SCP 430 (S)

Integrate Cleveland Musicians' Union

CLEVELAND—The white and Negro Musicians Union locals in this city merged this week, ending 52 years of autonomy for both locals.

Negro Local 550, numbering 200 members, merged with the 2,800-member Local 4 on October 1, under an agreement that pooled the assets of both locals under the management of the larger union.

STRONG SALES POTENTIAL

Continued from page 33

TRACEY DEY

★★★★ Once in a Blue Blue Moon—VEE JAY 467—Miss Dey turns in a Brenda Lee styled performance on a ballad tune. She works effectively with strings and male chorus.

★★★★ Jerry (I'm Your Sherry)—Here's an answer to the smash "Sherry" done to much the same strutting beat. Gal works with a fem chorus here and the side could get play.

CHARLIE RICH

★★★★ Finally Found Out — PHILLIPS INTL 3582—Rich bounces through this happy rocker with style over driving combo support that spots neat piano and chorus work.

★★★★ Sittin' and Thinkin'—He got in all kinds of trouble last night and he wants his baby to forgive him. He says he'll stop drinkin' sometime soon.

PATSY ANN NOBLE

★★★★ Once in a Lifetime—CAPITOL 4859—A cute, bright ditty, arranged in a style similar to some of the Linda Scott hits. The Australian gal has a touch similar to that of Miss Scott.

★★★★ Don't Love and Run—A pretty ballad, done with a creamy style by the new thrush from "Down Under." The artist should be watched.

BOB BECKHAM

★★★★ Building Memories—DECCA 31432—A strong piece of weeper wax which employs a solid, gang-sing effect against sweeping strings.

★★★★ Memory Mountain — A snappy, hand-clapper ditty sung in jaunty fashion by Beckham. There's a feel of the "Wolverton Mountain" approach here and it seems to fit the chanter well.

RICHARD (POPCORN) WYLIE

★★★★ Come to Me—EPIC 9543—A new chanter from Detroit, joins the label with a swinging, Lloyd Price type side. Big band pounds it out behind the enthused vocal.

★★★★ Weddin' Bells — Another bright opus, which also features the Lloyd Price big band type backing. "Popcorn" has a happy sound and he could catch on.

THE NEWPORTS

★★★★ A Fellow Needs a Girl—GUYDEN 2067—Warm treatment of Rodgers and Hammerstein Broadway oldie by this male group in relaxed tempo against electric organ and combo backing.

★★★ If I Could Tonight—(Adams-Dandellion, BMI) (2:19)

DAVID CARROLL AND HIS ORK

★★★★ Jacqueline and Caroline—MERCURY 72046—Latin-tempo instrumental is sparked by sax and a harpsichord, named in honor of the First Ladies of the U. S.

★★★ Little Pixie—(Secley, BMI) (1:46)

BILLY JOE AND THE CHECKMATES

★★★★ My Friend, the Rain—DORE 652—Electronic novelty effects of "tinkle" of rain (a piano fed through a reverberation network) give this easy-tempo instrumental a pleasant sound.

★★★ Chalypso Delight — (Meadowlark, ASCAP) (1:25)

THE SONICS

★★★★ Beautiful Brown Eyes — JAMIE 1235—Here's a potent pop reading of the oldie. The tune is handed an interesting tone with strong harmony and deep-voiced "Boo-Dah" figure a la the Marceles.

★★★ Sugaree—(Acuff-Rose, BMI) (2:22)

THE FIVE SATINS

★★★★ Downtown—CHANCELLOR 1121—Here's a sort of answer song to the recent hit "Uptown." In this case, it's a male group, but otherwise, the treatment employs the same approach.

★★★ Do You Remember?—(Slotkin, BMI) (2:07)

FLORRAINE DARLIN

★★★★ Not Like a Sister—EPIC 9542—The gal, who is Bobby Vinton's protege, and who had an answer hit to his "Roses Are Red," turns in a pleasant waltz ballad.

★★★★ I Won't Pretend—Another waltz side, this time the effective dual-track vocalizing with chorus, guitar and strings. A pleasant effort with a nod to the flip.

BILLY SILLS

★★★★ Only True Love (Can Survive These Times) — MOTION 3001 — A neat moderate-paced rocker, commenting on the troublesome times in which we live.

★★★★ It's a Brand New Term—Here's a medium-paced ballad, keyed to the school scene. Romance flourishes in the corridors because he still has the same heartache despite the new school term.

JOHNNY PRESTON

★★★★ The Day After Forever—MERCURY 72049—Preston who will be best remembered for his "Running Bear" hit some time back, has a touching weeper in this tune.

★★★ Let the Big Boss Man—(Rise-Jack, BMI) (1:53)

TOMMIE LEE

★★★★ Won't You Make Up Your Mind —TRIBE 8303—Backing is supplied in the Barbara George "I Know" vein on this tune.

★★★ Big Town—(At Last, and Crazy Cajun, BMI) (2:29)

JOHNNY BURNETTE

★★★★ Party Girl—CHANCELLOR 1123—Young Burnette bows on the label with an impassioned reading of a surging ballad about a fickle lass.

★★★ Tag-Along — (Press-Burnette, BMI) (2:20)

BOBBY CAVER

★★★★ Roller Coaster—CORAL 62337—An interesting rhythm side which relies on repetition and a gimmick high-pitched vocal sound by Caver for its effect.

★★★ Never Leave Me—(Champion, BMI) (3:05)

KENNY BALL AND HIS JAZZMEN

★★★★ The Payoff — KAPP 494 — The Kenny Ball Jazzmen sell this pleasant instrumental effort penned by Sidney Bechet in proper style here.

★★★ Cornet Chop Suey—(Leeds, ASCAP) (3:01)

SHERRY SCOTT

★★★★ Don't Take Him Away From Me Devil Woman—MERCURY 72047 — Here's another version of the answer song to Marty Robbins' big hit.

★★★ Just in Time — (Chappell, ASCAP) (2:29)

LOU CHRISTIE

★★★★ The Gypsy Cried — ROULETTE 4457—Some mighty tantalizing high note work from the lad on this ballad with a beat. He is backed by a chorus of chicks and strong rhythm combo.

★★★ Red Sails in the Sunset—(Shapiro-Bernstein, ASCAP) (2:00)

THE TIJUANA BRASS

★★★★ The Lonely Bull—A & M 703—Here's an interesting instrumental played in the Tex-Mex groove by trumpet and combo.

★★★ Acapulco 1922 — (Almo, ASCAP) (2:30)

Reviews of New Albums

Continued from page 40

MUSIC OF IRELAND

Sean Maguire. Avoca AV 139—Jigs, reels, hornpipes and set dances make up this fine Irish album by the Maguire instrumental group.

COUNTRY & WESTERN

HEART SONGS AND LOVE SONGS

Slim Whitman. Imperial LP 9209—Slim Whitman's fans will find his yodel touches with the agonized voice breaks that are his trademark much in evidence on these newest outings.

SPIRITUAL

SOMEWHERE IN GLORY

Davis Sisters. Savoy MG 14061—One of America's top gospel groups, the Ward

Singers, come through with a fine collection of spiritual efforts here that are sure to please their many fans.

JUST OVER THE HORIZON

Ward Singers. Savoy MG 14060—An outstanding gospel album by the Davis Sisters, who perform these songs with reverence and meaning.

RELIGIOUS

CATHOLIC HYMNS

St. Charles Choir. Imperial LP 9200—The St. Charles Choir sings 14 Catholic favorite hymns in this LP. The voices blend beautifully and the hymns are familiar to all Catholics.

JOIN THE BIG MOVE TO NASHVILLE



BILLBOARD MUSIC WEEK'S BIG NOVEMBER 10 COUNTRY & WESTERN SPECIAL

If you can't go to WSM's 10th Annual Country Music Festival in Nashville, Nov. 7-10—make sure you're represented there in the advertising pages of Billboard Music Week.

And even if you can get there, you'll find it pretty difficult to make a personal call on the many disk jockeys who'll be attending—but they'll all see

Billboard Music Week, so it's a good idea to have an ad in either way.

The issue will not only go to all the folks back home, but it'll get extra distribution to the deejays in attendance too. And they'll be reading it with even more than usual interest for results of Billboard's Annual C&W Disk Jockey Poll.

THE ISSUE WILL HIGHLIGHT:

FAVORITE FEMALE C&W ARTIST
FAVORITE MALE C&W ARTIST
FAVORITE SMALL C&W VOCAL GROUP
FAVORITE C&W SONGWRITERS
FAVORITE C&W SONG

FAVORITE C&W LP
MOST PROMISING MALE C&W ARTIST
MOST PROMISING FEMALE C&W ARTIST
ALL-TIME FAVORITE SINGLE
ALL-TIME FAVORITE LP

And Special C&W Features Like:

- World-wide importance of C&W Music
- Country Music Association

MAKE YOUR PLANS TO GET ON BOARD NOW!

AD DEADLINE IS OCTOBER 31

**BILLBOARD
MUSIC WEEK**

NEW YORK
1564 Broadway
PL 7-2800

CHICAGO
188 W. Randolph
CE 6-9818

HOLLYWOOD
1520 N. Gower
HO 9-5831

FOLK TALENT & TUNES

By BILL SACHS

Featured through October 28 at the Ice House, Pasadena, Calif., popular folk music spot, are the Shenandoah Trio, Dot recording artists; Jose Trujillo, flamenco guitarist, and the Billison Brothers, Fred and Ron, who feature a British approach to folk music. Lori Spring continues to beat the publicity drums for the Ice House. . . . Bill Anderson is back in Nashville from a promotion tour for Decca Records on his own penned and recorded "Mama Sang a Song." Bill is reportedly sporting a new Cadillac with the cover money on the Walter Brennan and Stan Kenton versions of the "Mama" tune.

Marty Roberts, deejay at WJZ, Decatur, Ill., takes his country band and show to the Coliseum at the Illinois State Fairgrounds, Springfield, October 19, when President Kennedy stops off there on a stumping tour in behalf of the Democratic candidates on the State ticket. Roberts believes his is the first country group ever to share the stage with JFK. Marty reports a fat season for his group, the climax coming with a 10-day stand at the Illinois State Fair a few weeks back. . . . Polly Johnson's new LP release on the Gospel label is titled "Polly Johnson Sings Songs From the Old Country Church," which she cut recently at the Don Smith Studios in Fresno, Calif.

Hank Thompson and His Brazos Valley Boys opened Saturday (6) at the State Fair of Texas, Dallas, to remain through October 21, presenting three free shows daily from the Magnolia Bandstand, sponsored, as in the past, by the Falstaff Brewing Corporation of St. Louis. The brewery has sponsored Hank's appearance at the Dallas annual since 1952. . . . Wanda Jackson closed a week's stand at Chestnut Inn, Kansas City, Mo., Saturday (13), and follows with a string of one-nighters arranged by Jim Halsey, of Thunderbird Artists, Independence, Kan. . . . Roy Clark (Capitol) is routed for Genova's Chestnut Inn, Kansas City, Mo., October 15-20.

Herb Shucher, who formerly handled the managerial reins on the Browns and Jim Reeves, has launched his own publicity and promotion firm, with offices at 1808 West End Building, Nashville. . . . Benny Martin and Jerry Johnson join Roy Acuff and His Smoky Mountain Boys for an eight-week tour of Saudi Arabia, Turkey and Iran sponsored by the USO. The group left Nashville Thursday (18). . . . Freddie Hart stops off in El Paso, Tex., November 2-3 on dates arranged by Ole Mike Oatman, of KHEY, that city. . . . Bob Forshee, who recently joined Pamper Music, Inc., Goodlettsville, Tenn., as a writer, has taken on the additional duties of assistant to production chief, Hank Cochran. He will also work in promotion along with J. Hal Smith.

Country singer Jimmy Walker has returned to "World's Original Jamboree," WWVA, Wheeling, W. Va., after a year's absence, during which he spent some time at WSM, Nashville, and WLW, Cincinnati. . . . John Corrigan, WWVA program director and boss of the station's "Jamboree," reports that WWVA will stage its annual Harvest Home Festival at the Capitol Theater, Wheeling, W. Va., October 28, with Hawkshaw Hawkins heading. . . . Gordon Terry, reportedly kicking up excitement on the West Coast with his first Liberty release, "Wild Honey" b.w. "For Old Time's Sake," leaves for a tour of Japan with "The Johnny Cash Show" October 24. Deejay copies of Gordon's new platter are available by writing to Cliffie Stone Associates, 1483 North Vine, Hollywood 28.

Lester Flatt and Earl Scruggs will appear on the Ernie Ford ABC-TV network show Friday, November 9, as part of the National Country Music Week (November 4-10) program. The lads are heard in the main title theme of the new CBS-TV network show, "The Beverly Hillbillies," and will appear in the show itself later in the series. Flatt and Scruggs have recorded the theme ditty, "The Ballad of Jed Clampett," which was released last Friday (12). The Flatt and Scruggs unit has been engaged to entertain at the Country Music Association banquet in Nashville November 9. . . . The veteran folk and country music impresario, John Lair, president of Renfro Valley Enterprises, Inc., announces that work is under way to convert Renfro Valley, Ky., into a major tourist attraction. Renfro Valley has served as the site for a Saturday night barn dance and folk music show the last 25 years. The Lair unit again enjoyed surprising success at the Kentucky State Fair in Louisville this season, playing to some 15,000 paid admissions during the nine-day run of the annual. Lair plans to produce a unit to play the major fairs in 1963.

Ott Devine, talent chief of WSM's "Grand Ole Opry," announces recent bookings as follows: Lester Flatt and Earl Scruggs, Olive Branch, Miss., October 16; Forrest City, Ark., 17; New Albany, Miss., 19; Elgin, Ala., 23; Hodgenville, Ky., 25, and Cleveland, Ohio, 27; the Louvin Brothers, Wilmington, Del., October 15; Springfield, Mass., 16; Troy, N. Y., 17; Hamilton, Ont., 18; Pawtucket, R. I., 19, and Pittsfield, Mass., 20; Ray Price, Aurora, Colo., October 18-20; Minneapolis, Minn., 27; Des Moines, Ia., 28; George Morgan, Lima, Ohio, October 17; Billy Grammer, Cleveland, Ohio, October 17; Hawkshaw Hawkins and Jean Shepard, South Shore, Ky., October 17; Wheeling, W. Va., 18; Stonewall Jackson, Evansville, Ind., October 20; Beckley, W. Va., 27; Bill Monroe, Arlington, Va., 27.

(Continued on page 48)

BILLBOARD HOT C & W SIDES

This Week	Last Week	By special survey for week ending 10/20 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	DEVIL WOMAN, Marly Robbins, Columbia 42486	12
2	3	MAMA SANG A SONG, Bill Anderson, Decca 31404	13
3	2	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080	8
4	4	I'VE BEEN EVERYWHERE, Hank Snow, RCA Victor 8072	6
5	6	DON'T GO NEAR THE INDIANS, Rex Allen, Mercury 71997	4
6	10	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	9
7	16	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	10
8	12	PRIDE, Ray Price, Columbia 42518	8
9	7	A GIRL I USED TO KNOW, George Jones & the Jones Boys, United Artists 500	8
10	11	HELLO OUT THERE, Carl Belew, RCA Victor 8058	4
11	5	WILLIE THE WEEPER, Billy Walker, Columbia 42492	8
12	8	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	17
13	9	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	25
14	17	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	17
15	20	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	7
16	14	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	4
17	18	COW TOWN, Webb Pierce, Decca 31421	8
18	25	UNDER COVER OF THE NIGHT, Dave Dudley, Jubilee 5436	6
19	13	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	12
20	—	DADDY STOPPED IN, Claude Gray, Mercury 72001	1
21	28	SO WRONG, Patsy Cline, Decca 31406	9
22	19	SHAME ON ME, Bobby Bare, RCA Victor 8032	6
23	—	THE BURNING OF ATLANTA, Claude King, Columbia 42581	1
24	27	I'M LOOKIN' HIGH & LOW FOR MY BABY, Ernest Tubbs, Decca 31399	8
25	22	SOONER OR LATER, Webb Pierce, Decca 31421	2
26	24	THE COMEBACK, Faron Young, Capitol 4654	19
27	29	SUCCESS, Loretta Lynn, Decca 31384	16
28	21	BIG FOOL OF THE YEAR, George Jones & the Jones Boys, United Artists 500	2
29	15	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	11
30	—	SILVER THREADS & GOLDEN NEEDLES, Springfields, Philips 40038	7

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Country and western jocks who have missed out on the current releases by Webb Pierce, Warren Smith, Wade Ray, Smokey Stover, Johnny and Jonie Mosby, Jimmy Dickens, Adrian Roland or Ray Price, can get service on same by hollering on their station's letterhead to Slick Norris at P. O. Box 653, Highlands, Tex. . . . Stations KWBA, Baytown, Tex.; WRVK, Renfro Valley, Ky.; WELD, Fisher, W. Va.; KXTO, Sherman, Tex., and WISE, Atlanta, are full-time country operations in need of records from artists and the diskeries. Two more full-time country stations are due soon—one in Tampa and the other in Shreveport, La.

western music was a favorite of many persons in the area, but no station was programming any measurable amount of it. Featured as disk jockeys will be Dave Miller and Ted Wilkins.

Sp 5 Dave Shearer, Hq., 2d U. S. Army Recruiting District, Radio Publicity Department, Fort George Meade, Md., writes: "I do a regular c.&w. show for Army recruiting which is carried by some (Continued on page 48)

A new sound made its bow on WSEN, Baldwinsville (Syracuse), N. Y., recently when the station switched its musical programming to a country and western format. The move, according to Station Manager Bob Stockdale, followed a study of the programming services being offered in the Syracuse area. It was found that country and

BILLBOARD MUSIC WEEK SALUTES COUNTRY & WESTERN MUSIC

in its NOVEMBER 10 Issue

Distributed at the National Country Music Festival in Nashville, Nov. 7-10.

The Whole Convention in Print for those who attend and those who have to stay at home and mind the store.

- Exciting, Informative Editorial Features
- Annual Country & Western Poll Winners
- Country & Western Man of the Year
- International Outlook on Country Music

Action on Both Sides
JORDAN CHRISTOPHER
"BROKEN-HEARTED BOY"
b/w
"GOODBYE MY LOVE"
Jubilee 5440
Nationally distributed by . . .
JAY-GEE RECORD CO., INC.
318 W. 48th St., N. Y. 36

Mac
Wiseman
"SING LITTLE BIRDIE"
Capitol 4854
CENTRAL SONGS, INC.
1483 NORTH VINE STREET
HOLLYWOOD 28, CALIF.
HO. 9-2239

BREAKING BIG!
"HEARTBREAKER"
by
DEAN CHRISTIE
Select 715

JOY RECORDS
1619 B'way, N.Y. 19, N.Y.

His Newest and Biggest Hit!
JERRY LEE LEWIS
HOW'S MY EX TREATING YOU
b/w Sweet Little Sixteen
Sun #379
SUN RECORDS
639 Madison Memphis, Tenn.

COAST TO COAST
IT'S
Bob Gallion's
WALL TO WALL LOVE
HICKORY 1181

AND STILL CHAMP
STAR DUST
BOSSA NOVA
ELLA FITZGERALD
on Verve
MILLS MUSIC INC., N. Y. C.

Breaking Fast!
TOMORROW NIGHT
B. B. KING
ABC-10366
ABC-PARAMOUNT
FULL COLOR FIDELITY

BREAKING!
It Was You
b/w
Near You
#4853
Ferlin Husky
Capitol RECORDS

MUSIC AS WRITTEN

OGDON ON MUSIC 'TIL DAWN . . .

Lyman Clardy, producer of the WCBS, New York, all-night show, "Music 'Til Dawn," returned from a three-week tour of Europe with a number of newly recorded classical works which will premiere on the show. **Bob Hall** introduced **John Ogdon**, joint winner of the Moscow International competition, on an HMV recording with the Philharmonic Orchestra conducted by John Prichard last week.

SET SONGWRITER WORKSHOP . . .

Cleffer **Sid Wyche** will conduct a series of songwriter workshops for promising new songwriters during the fall and winter. Ten songwriters will be admitted to each workshop, with the writers selected by Wyche after personal interviews. Wyche is conducting the seminars for his music firm, Unicore, on East 56th Street in New York.

SIMON NAMED TO NARAS BOARD . . .

Bill Simon has been re-elected as a governor of the New York Board of the National Association of Recording Arts and Sciences (NARAS). Simon fills a vacancy left by the resignation of **Lehman Engel** and was a member of the board of governors until business reasons compelled him to establish residence outside the New York City area.

HOUGHTON MIFFLIN SELLING FOR CORNELL . . .

The Houghton Mifflin publishing house has been named distributor of recording produced by the Cornell Laboratory of Ornithology and the Federation of Ontario Naturalists. Disks released feature sounds of birds and insects.

FIRMS GROUPED BY SCHROEDER . . .

The publishing firms of **Aaron Schroeder** are being placed under a corporate name, A. Schroeder Music, Inc. The firms being grouped under the corporate name are January Music, Arch Music and Sea-Lark. The Schroeder organization also includes a recording firm, Musicor.

McKEAN SHADOW OF THE VALLEE . . .

Gil McKean, RCA Victor planning and merchandising administrator, has co-authored with **Rudy Vallee** the singer's memoirs "My Time Is Your Time." Theater and movie rights to the book have already been picked up by **Robert Fryer** and **Lawrence Carr**. McKean has just completed a novel called, "A Bomb for Big Daddy."

COLUMBIA SIGNS WENDY BURTON . . .

Columbia Records' a.&r. producer **Al Kasha** has signed **Wendy Burton** to a recording contract. Miss Burton, who is 12 years old, is the daughter of **Ed Burton**, one of the heads of Trinity Music, and **Csida-Burton Associates**.

New York

Fans and trade alike will be surprised at the sound of the new **Mel Torme** side "Comin' Home Baby" on Atlantic. The disk is a vocal version of the **Herbie Mann** single now getting action. Tune features an innovated backing for the singer; it's in a hard rock groove a la **Bobby Darin**. . . . Both MGM and Liberty have been approaching independent producers to make disks for them. Deals vary, but both labels have invited the indies to cut particular sides for almost everybody on their talent rosters.

Don Elliot, host of his own WABC-FM radio show Tuesdays, 10 to 11 p.m. . . . **Riverside** reports action from distributors on the vocal version of "The Alley Cat Song" by **David Thorne** in Midwest and East Coast sales areas. **Johnny Halonka's** Beta distrib is handling the singles line here. . . . **Sable Records** has signed **Candy Moore**. She's featured as **Lucy's** daughter on the new **Lucille Ball** TV stanza. . . . **Erroll Garner** in Pittsburgh kicked off hometown United Fund Campaign. . . . **Richard Dewey** and **Al Griener** have combined to manage, produce, publish and promote in the music business. They have a new office in town.

Caedmon Record recording director **Howard Sackler** to direct NBC TV's "Shakespeare: Soul of an Age," which stars **Sir Michael Redgrave**. . . . **Ken Wilhot** and **Nick Carras** penned new theme from "Loretta Young Show." . . . **Joseph Lilley** writes score for "Papa's Delicate Condition." . . . **Palisades Records** is a new label formed by **Vandergrift Productions** on the Coast. . . . **Charles Records** has signed singer **Connee Boswell**. . . . **Larry Newton** reported pushing **Ray Charles** album in Memphis. . . . **Jay Gee Records** distributing the **Aertun** label's "Bustin' Surfboards" by the **Tornados**. . . . **Don Arden** back in the city as producer-director for the Latin Quarter. Toronto's the Fifth Peg, a folknik type coffee house, is back in operation with **Oscar Brand**. . . . **Damita Jo** signed a reported \$125,000 deal for her two-week show at the **Riviera Hotel**, Las Vegas. . . . **Three Sons Records** has leased **Rocket-Tones** sides to **Ronnex** of Belgium. . . . **Howie Land** and the **Galaxies** featured on the first **Periscope** label. . . . **Mel Shayne Enterprises** and **Paul Tannen** publishing in new quarters. . . . **Palace Music** has rights to "Greenback Dollar" for England and Europe.

JACK MAHER

Chicago

Augie Blume takes over as new Midwest promotion head for RCA Victor, as **Stan Pat** moves up to a West Coast slot. Blume is from the Baltimore-Washington area. . . . Two big sales meetings here over the weekend: **Art Talmadge** in to head the United Artist session on the label's fall release. Sound track of the spectacular "Taris Bulba" movie will be a big item. ABC-Paramount kicks off its new **Ray Charles** c.&w. album (Vol. II) at a Concord Motel meet here. . . . **Ray Van Steen**, production man at WJJD, joins **Gaylord Productions**, parent company of **Stacy Records**. . . . **Stacy** president, **Jim Gaylord**, has named **John Dolan** national sales manager for the label. Dolan was

general manager of New Phoenix. . . . **Little Al** will be sole agent here for **Telerecord**, the telegraph-records-all-over-the-country service (like sending flowers). And in a lighter vein, **Al** wants to trade a phonograph needle display case, valued at some \$300, for an African Gray parrot. He needs the bird to fill out his collection. . . . **Fran Gates**, **Gates Village Music Shop**, Oak Park, Ill., is back at work following recent surgery. . . . **Jerry Healy** is out as WJJD program director but the station plans no format changes. . . . **Bob Crewe**, producer of "Sherry" for **Vee Jay**, cut an answer to the tune, "Jerry—I'm Your Sherry," by **Tracey Dey**. . . . **Fred Sipiora** is organizing the cats here for a New York ski weekend. Anyone interested, give him a call. NICK BIRO

Hollywood

CIRCA, **Mike Elliot's** independent distribution network, has added five labels to its roster, including **Kammy Records**, with **Shuggy Smith's** "Hootchie-Kootchie Man"; **Caron**, featuring the **Sparkles'** version of "The U. T."; the **Kimley** label, with **Ron Scuderi's** "Night and Day"; **Pilot**, starting with **Danny Williams'** "Tennessee Road," and the **Brosh** label, with **Judy Jae's** "Twisteree."

Nelson Riddle has been signed to compose and conduct the score for **Frank Sinatra's** upcoming picture for **Paramount** release, "Come Blow Your Horn." **Neal Hefti** was originally set for the assignment. . . . **Crystalette** is using lapel buttons and bumper cards to promote its "Shy Guy" single with the **Crystals**. According to the firm's president, **Carl Burns**, youngsters are using the "Shy Guy" buttons and bumper strips as a gag, but in the meantime it is providing a means of exploitation for the single. A craze for the strips will start among youngsters in an area which in turn creates a run on the promotional material, **Burns** said.

Bob Bogle is setting up his own independent distribution network for his **Unity** label, with "Project Venus" to be the first single to be launched in the new sales set-up. Disk is a gimmick platter featuring a new group called the **Explorers**. . . . **Dootsie Williams** plans to issue a documentary disk devoted to the **Albany, Ga.**, movement, quoting various addresses by desegregation leaders, including **Martin Luther King**, as well as songs which were created during the **Albany** period. The album will be issued under **Williams' Pica** label, the same used to present the **Martin Luther King** album. Royalties from the album will go to the **Conference** which had helped in **Albany**, **Williams** said. LEE ZHITO

Boston

RCA Victor threw a wingding at the **Sheraton** last week to introduce a new Italian tenor, **Sergio Franchi**, and promote his first record of romantic Italian songs. A big build-up is planned under the aegis of **Sol Hurok**, with **Bertie Green** of **London's Astor Club** as his traveling manager. . . . **Myron Cohen** is giving two completely different shows each night at the **Revere Beach Frolics**, both of them clean as a whistle.

Arthur Godfrey flew his own plane into the **Hub** in a violent storm to open at **Blinstrub's Village**. Along with the redhead is a **Dixieland** band; the **Godfreyettes**, eight dancing girls; **Richard Hayes**, **Carol Sloane** and the **Buffalo Bills**. His show goes for an hour and 20 minutes with **Godfrey** on stage almost all the time.

The **Weavers** will open **Folklore Productions'** season at the **Donnelly Theater** with a list of top names to follow. Among them are **Theodore Bikel**, **Miriam Makeba**, the **New Lost City Ramblers**, **Odetta** and **Joan Baez**. . . . A new life begins at 40 for the **Donnelly Memorial Theater**. Restoration of the 3,583-seater has been completed. In 1959 the theater, then **Loew's State** movie house, was bought by the **Archdiocese of Boston** and named for a prominent **New England Catholic** family. It now houses top jazz and record artists. CAMERON DEWAR

Philadelphia

Tony De Santis, who gave up his football scholarship at **Temple U.** to become road manager for **Frankie Avalon**, was dropped suddenly for what he said was an economy move by **Chancellor Records** which handles **Frankie's** affairs. . . . It's no longer **Audrey** and **Her Riot Men With Al Antonio**, with **Al** now fronting the unit and **Audrey (Mrs. Antonio)** taking on housewife chores. . . . **Tommy Ferguson** takes over the bandstand at **Drexelbrook Swimming and Tennis Club**, with **Eddie DeLuca** canceling his contract when new management took over. . . . **Chubby Marks**, road manager for **Fabian**, and **Linda Mariano** took the middle-aisle route. . . . **Guitarist Burt Payne** has joined **Steve Gibson's Red Caps**. . . . **Joe Frassetto** signed for another season at **Cherry Hill Inn** on the **Jersey** side. . . . Back from **England**, **Billy Duke** reinstalled his **Dukes** at **Schillig's Black Horse Farms** at nearby **Mount Ephraim, N. J.** . . . The 2d **Fret**, where the folk singers are featured, is lighting up Tuesday nights for a series of hootnannies, with disk jockey **Gene Shay** in charge.

The "Oscar" fever has hit the local organizations with kudos being showered on music personalities. For his efforts to combat juvenile delinquency, **Dick Clark**, of **WFIL-TV's "American Bandstand"**, was given an award last week by the 21 **Jewel Club** at a dinner Tuesday night (2) at the **Bellevue-Stratford Hotel**. . . . **City of Hope's Philadelphia** region group singled out **WIBG's Hy Lit** for his fund-raising efforts in behalf of that West Coast institution. He will be handed the "Oscar" at a luncheon October 16 at the **Bellevue-Stratford Hotel**. . . . **West Philadelphia High School** will honor alumnus **Herman Levin**, producer of "My Fair Lady," at its 50th anniversary dinner, October 25.

A one-story showroom and service building at 2512 No. **Broad Street** was leased by **Marnel Distributing Company, Inc.**, as new quarters for its phonograph records distribution business. **Marnel** is one of the largest independent distributors in the area. . . . **Cameo-Parkway Music Corporation**, affiliate of the recording labels, has changed the name of the music firm to **Wyncote Music Publishing Company, Inc.** MAURIE ORODENKER

'TV Gospel Time' Gets 22 Markets

NEW YORK — The first TV series designed to appeal to Negro viewers, a filmed musical series called, "TV Gospel Time," was launched September 30 in six cities, with plans calling for 22 additional TV markets starting next January.

Featured in the 30-minute series will be a guest chorus each week, such as the **Washington Angelic Choir**, **Twilight Gospel Singers** and the **Nathaniel Lewis Singers**, as well as a regular choral ensemble. The series is sponsored by the **Artra Cosmetics Division of Pharmaco**, and commercials will be done entirely with Negro talent. The program was created by **Integrated Communication Systems** and produced by **Allied Productions**, New York, for the sponsor and its agency, **N. W. Ayer**.

Composers, Writers Voting on Joining Nat'l Music Council

HOLLYWOOD — Composers and Lyricists Guild of America is balloting its members here and in the East for approval of the Guild's proposed affiliation with the **National Music Council**.

The election also calls for choosing executive board members for three-year terms in the **New York** and **Los Angeles** wings of the Guild. Members are being asked to select one board covering screen composers, four for television, two songwriters and two specialized composers to serve on the **Western** board.

Nominees include screen composers **Hugo Friedhofer**, **Ernest Gold** and **David Raksin**; TV composers **Jack Meakin**, **Mahlon Marrick**, **Irving Miller**, **Joseph Mullendore**, **Ruby Raksin**, **Pete Rugolo**, **Nathan Scott**, **Herbert Spencer**, **Fred Steiner** and **John Scott Trotter**; song composers **Jack Brooks**, **Arthur Hamilton**, **Donal Kahn**, **Jerry Livingston**, **Ben Oakland** and **Harold Spina**; specialized composers **Ivan Dittmars**, **Farlan Myers**, **Louis Palange**, **Robert Sande**, **Martin Spitzer** and **Gene von Hallberg**.

Those remaining on the **Western** executive board are **Basil Adlam**, **Jeff Alexander**, **Benny Carter**, **Alexander Courage**, **Mack David**, **Ralph Freed**, **Johnny Green**, **Leigh Harline**, **Wilbur Hatch**, **Henry Mancini**, **Franklyn Marks**, **Larry Orenstein**, **Leith Stevens** and **Paul Francis Webster**.

Eastern executive board nominees for two TV and two specialized composers include TV composers **Richard DuPage**, **Lehman Engel**, **Irwin Graham**, **Will Lorn**, **Billy Nalle** and **Paul Swain**; specialized composers **George Cole**, **Jack Easton** and **Henry Sylvan**. Eastern executive board members remaining for the coming year include **Winston Sharples**, **Elis Siegmeyer**, **Cornel Tanassy** and **David Terry**.

UA Signs Distrib For Argentina

NEW YORK — **United Artists Records** has concluded a new distribution contract with **Surco Industrias Musicales S.R.L.** of **Argentina** that will bring the firm's disk product to that country.

The pact is for two years and was negotiated by **Sid Shemel** of **UA**. **UA** product distributed by **Surco** will carry the **United Artists** logo.

The firm's **European** director, **Norman Land**, recently completed extensive visits throughout the **Continent** as well as **Latin America**. He is currently back at his headquarters in **Paris** and will be joined there by jazz a.&r. chief **Alan Douglas** in a few weeks. **Douglas** will record and visit affiliates in **Europe** for the remainder of 1962.

FOLK TALENT & TUNES

• Continued from page 46

October 18-20; Minneapolis, Minn., 27; Des Moines, Ia., 28; Jimmy Newman, Minneapolis, Minn., October 15-20; Spencer, Ia., 21; Iowa Falls, Ia., 22; Fairfax, Ia., 23; Miles City, Mont., 24; Gordon, Neb., 25; Herosa, S. C., 27, and Topeka, Kan., 28; Minnie Pearl, Springfield, Mass., October 16; Troy, N. Y., 17; Justin Tubb, Cleveland, Ohio, October 27; Billy Walker, San Antonio, Tex., October 19; Robstown, Tex., 20; Lima, Ohio, 27; George Hamilton IV, Wilmington, Del., October 15; Springfield, Mass., 16; Troy N. Y., 17; Hamilton, Ont., 18; Pawtucket, R. I., 19, and Pittsfield, Mass., 20.

The Wilburn Brothers, Don Helms and Slim Rhodes and band entertained more than 3,000 people at Hardy, Ark. (600 population), Sunday, October 7, the proceeds of the show going towards completion of a clinic in Hardy, the Wilburns' hometown. . . . The Louvin Brothers, Ira and Charlie, have signed an exclusive booking pact with the Wilhelm Agency, Nashville. . . . Clyde Beavers, country singer and writer with Cedarwood Publishing, has turned actor and is currently playing the part of Marcellus, one of the leading roles, in Theater Nashville's production of "The Music Man," which opened in the Music City October 11 to run through October 27. Clyde is putting in his spare moments promoting his tune, "He Is So Good to Me," as done by George Jones on United Artists, and a tune he penned in collaboration with Georgia Thomas, "King of Lovers' Lane," by Kaye Golden on Tempwood V.

Upcoming bookings by the Acuff-Rose Artists Corporation, Nashville, headed by Jim McConnell, stack up as follows: Wilma Lee and Stoney Cooper, George Hamilton IV and the Louvin Brothers, Wilmington, Del., October 15; Springfield, Mass., 16; Troy, N. Y., 17; Hamilton, Ont., 18; Pawtucket, R. I., 19; Pittsfield, Mass., 20; Pontiac, Ill., 27; Tex Ritter, Minneapolis, Minn., October 15-20; Marshalltown, Ia., 20; Franklin, Ind., 21; Galesburg, Ill., 22; Waterloo, Ia., 24; Rockford, Ill., 25; Beloit, Wis., 26; Minneapolis, Minn., 27; Des Moines, Ia., 28; Rusty and Doug, Donna Darlene, the Carlisle Trio, Bob Luman and the Pap Wilson Band, Albuquerque, N. M., October 18; Casa Grande, Ariz., 20-21; Louvin Brothers, Bob Luman and the Pap Wilson Band, Bradley, Ill., October 20; Roy Orbison, Houston, Tex., October 20; Homer and Jethro, Webb Pierce, the Willis Brothers, Marty Robbins, Skeeter Davis, Bobby Lord, Evansville, Ind., October 20; Joe Dowell, Springfield, Ill., October 20; Faron Young, Alexandria, Ind., October 21; Bobby Lord, Franklin, Ind., October 21; Canon City, Colo., 26; Rusty and Doug, Springfield, Ill., October 27; Johnny and Jack and Kitty Wells, Alexandria, Ind., October 28; the McCormick Brothers, Franklin, Ind., October 28; the Roy Acuff unit, Knoxville, Tenn., October 28.

Hank Snow and His Rainbow Ranch Boys begin an extended tour of Arizona, California, Nevada, Oregon and Idaho October 17. Tour, set by Stew Carnall, Santa Barbara, Calif., will extend into November. . . . Harry Head, member of the band with the Tommy Scott combination country and western and variety show, currently playing Ohio territory, spent several

days in Cincinnati last week to promote his new Katona Records release, "Talkin' to Myself" b.w. "All the Way," with the local deejays and music trade. In a visit to the country music desk Tuesday (9) Harry revealed that he is in his eighth year with the Scott show, which opened the season in South Texas January 10 last and which since has toured the Southwest, West and Midwest. Unit winds up its season around mid-November.

Bobby Hankins and the Blue Boys, heard daily over KOEL-Radio, Oelwein, Ia., are routed on personals as follows: Monona, Ia., October 16; Janesville, Ia., 17; Worthington, Ia., 18; Canton, Minn., 19; Janesville, Ia., 20; Spencer, Ia., 21; Iowa Falls, Ia., 22; Fairfax, Ia., 23; Oelwein, 25; Mascon City, Ia., 26; Guttenberg, Ia., 27; Rochester, Minn., 28; Petersburg, Ia., 29; Janesville, Ia., 30, and Perry, Ia., 31. On the October 21-23 dates, the Hankins unit appears with "Grand Ole Opry's" Jimmy Newman. In the Hankins Blue Boys line-up are Billy Hicks, Bookie Modin, Buddy Nite, Jerry Heyer and Dave Clark. Lads are heard on AD Records.

22 in Race for Place in CMA's Hall of Fame

NASHVILLE — The Country Music Association has announced a list of 22 nominees for a place in the association's Country Music Hall of Fame. Alphabetically the nominees are Roy Acuff, Eddy Arnold, Chet Atkins, Gene Autry, Rod Brasfield, A. P. Carter, Vernon Dalhart, Jimmie Davis, Red Foley, J. L. Frank, George D. Hay, Johnny Horton, Uncle Dave Macon, Minnie Pearl, Bill Monroe, Ralph Peer, Tex Ritter, Carson Robinson, Steve Sholes, Hank Snow, Ernest Tubb and Bob Wills. Number and names of the winner or winners will not be announced prior to the unveiling.

Nominees were selected through a concise voting process of the CMA Committee of 100 and the roster represents a cross-section of country music's greats, both living and the dead. Last year's initial selection of honorees was limited to deceased c.&w. titans. Last year's winners were Jimmie Rodgers, Fred Rose and Hank Williams.

The unveiling of the final 1962 Hall of Fame selection will come as the climax of CMA's Fourth Anniversary Banquet and Show in Nashville November 9 and will highlight the second annual Country Music Week November 4-10. The unveiling will also coincide with WSM's 11th Annual Country Music Festival here.

The Committee of 100 is comprised of veteran c.&w. figures who have been in the industry at least a decade. To secure a spot in the Country Music Hall of Fame, the nominees must receive 75 per cent of the votes cast. No one is admitted to the Hall of Fame with less than 60 votes.

The CMA-founded Country Music Hall of Fame is currently housed in the Tennessee State Museum, located on the lower level of the War Memorial Building here.

Dot Signs Texas Footballer

HOLLYWOOD — Dot Records last week signed 21-year-old former Texas football player Jody Daniel to a recording contract. His first release, "I'd like to Have You Back Again" b/w "Release Me." He accompanies himself on the guitar.

WITH THE COUNTRY JOCKEYS

• Continued from page 46

80 stations, and would like to build it higher. But that's another story. What I really need now are the late releases and a steady stream of new stuff to work with. Any stations programming c.&w. who would be interested in carrying my show, either 15 minutes or 30 minutes a week, in a public service spot, should contact their local Army recruiter. This covers only the States of Virginia, Maryland, West Virginia, Kentucky, Pennsylvania, Ohio and Delaware. We also do 30-minute c.&w. specials with station call letters, if so desired. This makes it a little more personal."

Station WSEN, Baldwinsville (Syracuse), N. Y., which recently adopted a country and western music format, has just added another seg, "WSEN's Country Jubilee," to its programming schedule. The show is heard from 1 to 3 p.m. each Saturday and features live c.&w. music, employing regular house bands along with guest artists selected from area talent. House bands are the Range Riders, under the direction of Gordon Figie, and the Sodbusters. Emceeding the two-hour show is WSEN personality, Ted Wilkins. . . . Deejays may obtain copies of Carl Butler's new one, "Wonder Drug," by writing to Earl Barton Music, Radio-TV Building, Springfield, Mo. . . . Bud Morris, who spins the c.&w. program matter at KDAN, Eureka, Calif., is anxious to contact his old friend Lonnie Glosson, old-time harmonica player and songwriter.

Country Johnny Mathis has joined the jockey staff at Station KREB, Shreveport, La., where he fills the noon to 6 p.m. slot. KREB is now operating full-time country on 5,000 watts. Mathis puts in a request for artist releases and 8 by 10 photos. . . . If you've been missed in the mailing on Claude King's "The Burning of Atlanta" on Columbia; the new Johnny Horton single on the same label, "All Grown Up" b-w "One Woman Man"; Country Johnny Mathis'

"I'm Still in Love With Kay" on United Artists, or Billie Jean Horton's Jamie release, "Come Back to Wichita," shoot a request on your station's letterhead to Tillman Franks at 604 Commercial Building Shreveport, La. . . . Jim McCoy, c.&w. deejay at WHPL, Winchester, Va., invites brother jocks to write in on their station's stationery for copies of his new release, "That Makes the World Go Round" b-w "If the Truth Is Gonna Hurt," on the Nashville label. . . . Merlene Records, 1033 South Treadway, Abilene, Tex., has available copies of Pee Wee Wharton's "Third Party" b-w "Do You Remember," slated for release in two weeks. Put your request on your station's letterhead.

Promotioneer Slick Norris, P. O. Box 653, Highlands, Tex., again comes through with aid for deejays needing late releases. Slick has available the following: Jimmy Dickens' "The Violet and a Rose," Ray Price's "Walking Slow b.w. "Pride," Johnny and Jonie's "I'd Fight the World," Webb Pierce's "Sooner or Later" b.w. "Cowtown," Glenn Barber's "I Can't Stop" b.w. "Two Little Hearts," Wade Ray's "It's My Way," Adrian Roland's "Same Old Fool," Smokey Stover's "Sometimes You Just Can't Win," Smiley Monroe's "Bluegrass in Hollywood" and Warren Smith's "160 Pounds of Hurt." Any or all of the records listed above may be obtained by writing to Norris on your station letterhead. . . . Jocks needing a sample of Beverly Buff's new release on Bethlehem, "I'll Sign b.w. "Used-to-Be Sweethearts," may obtain same by writing to Howl Music Company, 313 Sixth Street, N.E., Atlanta 8. This is the 19-year-old country singer's first record on any label. She hails from Winder, Ga.

Bob Wolf, Ty Connors and Bob Delcoure spin out the good country sounds 16 hours each day on Sta-

P. Duchin Magnet Off Old Block

• Continued from page 13

type band through all sorts of rhythms from fox trots to cha chas, with occasional twist items thrown in. The songs played, and occasionally sung by thrush Nancy Manning, are standards and show songs, new, old and in between. During the sets the personable leader chats with the terpers and between sets, while being subbed by the Ray Bari Quartet, he makes a point of visiting tables throughout the room.

There is not much that's distinctive about Duchin's piano work in front of the band, as the arrangements rarely have him soloing. Now and then, when he does, it might appear that he would rather play jazz than society, but such moments are rare. However, this makes little difference. Duchin is there to lead the ork, and he does, and well.

It looks like a long run for Duchin at the Maisonette, and the publicity he has gotten and will continue to get out of this engagement should make him a natural for other class rooms in other cities. And this noise shouldn't hurt his Decca Records sales either.

BOB ROLONTZ

MOVIE REVIEW

'Barabbas' a Literate Spectacle

"Barabbas," from which Colpix is issuing a de luxe sound track album, belongs in the category of de luxe Biblical-era spectacles like "Ben-Hur"—but with a difference. The Dino De Laurentiis production has a full share of Roman arena scenes, hero-in-slavery scenes and even a lavish burning-of-Rome sequence, but its theme is a serious one and is treated, in a literate Christopher Fry script, with the character dimension usually reserved for "art films."

Starring Anthony Quinn in the title role plus a huge cast (Silvana Mangano, Arthur Kennedy, Katy Jurado, Vittorio Gassman, Jack Palance, et al.), the picture seeks to portray the mental anguish of Barabbas (the thief freed when Christ was crucified) as he gropes toward an understanding of himself, and the meaning of Christ's death. It's a big, saga-like picture, and one whose strong promotion campaign will undoubtedly help the sound-track package.

Considered in the context of the movie, Mario Nascimbene's score aids director Richard Fleischer greatly in establishing powerful dramatic moods without being obtrusive.

CHARLES SINCLAIR

tion KWBA, Baytown, Tex., which is now operating full-time country. Lads say they need records and station break in the worst kinda way. . . . James Rasmussen, who spins a half hour of c.&w. music each Saturday afternoon over WLAD, Danbury, Conn., asks for help in acquiring promotional records. . . . Charlotte Harden, who whirls the c.&w. wax at WMRP, Flint, Mich., invites brother deejays to write in for a copy of her new release, "Echoes From My Heart." Put your request on your station letterhead.

Unsurpassed in Quality at any Price

Made in the famous studios and laboratories of James J. Kriegsmann

GENUINE 8"x10" GLOSSY PHOTOS

7¢ EACH IN 1,000 LOTS

\$9.88 per 100

GENUINE HIGH-GLOSS POST CARDS, \$32 per 1,000 Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Sizes: One: 2 or more

20"x30" ..\$4.85 ..\$3.50 ea.

30"x40" ..\$7.50 ..\$4.85 ea.

KODAK COLOR PHOTOS

100 JUMBO SIZE \$22.50

100 8"x10" at 1.10 ea.

Plaza 7-0233

JJK COPY ART Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 36, N. Y.

"We've got the know-how"
 "We've got the salesmen"
 "We've got the promotion"
 "We've got the \$capital\$"

LOOKING FOR HIT SINGLES & LP LINES!

DELTA RECORD DIST. CO., INC.

718 Howard Ave.
 New Orleans 12, La.

525-7104

HUGH DEVLIN—PRESIDENT

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO
 Box 1941 Bridgeport, Conn.

Made To Be Played—The

SPOOK

ARTISTIQUE RECORDS (5003A)
 56 Third St. Hoboken, N. J.

RELIABILITY—QUALITY

RECORD PRESSING

Originators of the Patented rim drive, thick-thin type record

RESEARCH CRAFT CO.
 1011 NORTH FULLER
 HOLLYWOOD 46, CALIF.

WANTED

Sales Manager to run Kiddie Record Company in New York area. Chain store, dept. store, rack jobber. Experience necessary. Liberal salary plus commission. Submit full details. Replies confidential.

Box 453, Billboard Music Week
 1564 Broadway, New York 36, N. Y.

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

**TOPPS IS TOPS
IN POP SINGLES**

Do You Love Me
Contours—Gordy

What Kind of Fool Am I
Sammy Davis Jr.—Reprise

Hide and Go Seek
Bunker Hill—Mala

Mr. Lonely
Buddy Greco—Epic

Available in Florida from

TOPPS DISTRIBUTING CO., INC.

2218 N.W. 6th Ave. Miami, Fla.
Code 305, FRanklin 4-8166

HIT MAKERS

A New Distributor in Philadelphia

Single Records Only
We Start Them and the
Nation Charts Them

A Division of E.S.B.
2522 N. Broad St.
Philadelphia, Pa.

Shy Raiken—BALDWIN 3-9650

Proudly Announcing
the
Appointment to Distribute
MONUMENT RECORDS

MERIT MUSIC
DISTRIBUTORS, INC.
15773 Wyoming Ave.
Detroit 38, Michigan

Michigan's Newest & Fastest Growing
Distributor!

If Distribution Is Your Problem, Call
Gene Silverman, UN 3-9119.

The Newest and Swingingest
Distributor in the
Washington-Baltimore Area

FREESTATE
Distributing Corp.

We are financially sound. Adequately
staffed and completely knowledgeable.
To give your line the representation
you would like to have — call
Everett Smith or Jim Zemarel
Area 301 — 235-0252

FREESTATE DISTRIBUTING CORP.

1 West 23rd St. Baltimore, Md.

**HAYDN SOCIETY
RECORDS**

ARE NOW AVAILABLE
TO QUALITY DEALERS
FROM COAST-TO-COAST

Send for current catalog

ESOTERIC, INCORPORATED
P. O. BOX 1799
HARTFORD, CONN.

National Distributors for
HAYDN SOCIETY RECORDS

INVEST IN NEW LABELS — NATIONAL
distribution and artists. Special deal for any
foreign country. Write to Vonelle Inter-
nationale, 919 W. Nimsala Road, Akron 19,
Ohio.

**RECORD MFG. SERVICES,
SUPPLIES AND EQUIPMENT**

PRESSING, PLATING

NO JOB TOO SMALL — QUALITY PRESS-
ing. Low cost. House of Wax, 1697 Broad-
way, N. Y. C., CI 7-2159. np-mh2

**RECORD PROMOTION
& PUBLICITY**

ABSOLUTELY TOPS IN NAT'L RECORD
promo. Ask 2,000 DJ's about George Jay,
1606 Argyle, Hollywood. HO 9-5838. ch

NEW OFFICES • NEW LOCATION

Same great promotion know-how

JOE PETRALIA

Record Artists Representative

Park Sheraton Hotel
Suite 267 55th St. at 7th Ave.
New York 19, N. Y.
Phone: COLUMBUS 5-0853

**RECORD ACCESSORIES &
DEALER FIXTURES**

**RECORD STORES
Increase
Selling Efficiency**

The original and most convenient record
catalog service. Listings of the latest
popular records by titles and artists
rushed three times a month by first-
class mail. Big Books of over 200
pages of current and older numbers
by titles and artists sent monthly—each
month complete in itself with no need
to refer to previous issues.
Three months' trial, \$10.00, or economi-
cal yearly, \$35.00. Information and
samples sent on request.

RECORDAID, INC.

P. O. Box 5765 Philadelphia 20, Pa.

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

**USED COIN MACHINE EQUIP-
MENT, PARTS AND SUPPLIES**

FOR SALE

POKERINO WITH DROP CHUTE — SOME
older games with push chutes. If it's parts
for POKERINO you need, write James Travis,
P. O. Box 206, Millville, N. J. np-ja26

WANTED TO BUY

WANTED TO BUY—UN. TRIPLE PLAYS.
Nobro Novelty Co., 142 Dorst St., San Fran-
cisco, Calif. MA 1-5438, MA 1-5439. ch-tfn

BUSINESS OPPORTUNITIES

BUSINESS CARDS — DE LUXE THERMO-
graved; wide selection type styles; 7 lines;
low cost, free samples; 1,000 cards, \$4.95
postpaid. Maison de Pierrot, P. O. Box 605,
Yonkers, N. Y. no3

THE COMPANY THAT REALLY GOES
after more business can get more business.
Consistent advertising in this Classified
Mart is a proven economical way to arouse
interest, make valuable contacts and in-
crease sales and profits. Handy order form
printed below for your convenience. ch-np

MISCELLANEOUS

COMEDY—"DAYS, DATES & DATA" IS A
monthly collection of patter, bits, one-line
yoks, promos and program ideas. Current
sample copy \$3. Show-Biz Comedy Service
(Dept. MW), 65 Parkway Ct., Brooklyn 35,
New York. oc20

28,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
catalog. Robert Orben, 3538 Daniel Crescent,
Baldwin Harbor, N. Y. mh15-84

EMPLOYMENT SECTION

HELP WANTED

**NASHVILLE
REPRESENTATIVE
WANTED**

Full-time men wanted to represent Bill-
board Music Week in the Nashville,
Tennessee, area.

Will cover news sources and write
stories. Will service advertising
agencies and advertisers.

Knowledge of Country & Western and
Popular Music Fields desirable. Occa-
sional travel involved.

Write, in complete confidence, giving
brief resume of your qualifications and
background, reasons why you think
you can cut the mustard and salary
requirements. No Phone Calls, Please!

BILLBOARD MUSIC WEEK

Attn.: Frank Luppino Jr.
1564 Broadway N. Y. C. 36

SELL RECORDS AT LOW PRICES—GOOD
commission. Fred Miles Presents, 6 S. Mole
St., Philadelphia, Pa. oc20

SITUATIONS WANTED

AMBITIOUS YOUNG MAN DESIRES CREA-
tive writing job in N. Y. C. Music Field.
Excellent background, ad editor, writer,
columnist, broadcaster and music director.
Will furnish top references. Write Box 451,
Billboard Music Week, 1564 Broadway,
N. Y. C. 36. ch-oc27

**BRIGHT YOUNG WRITER
AVAILABLE**

For special projects in pro-
gram or promotion work for
AM/FM radio or network/
syndication television.

Write BOX 452

c/o Billboard Music Week
1564 Broadway
New York 36, N. Y.

PROMOTION MANAGER—FOUR YEARS'
experience at both national and distributor
level and some publicity. Advertising know-
how. Desires to relocate with talent agency,
public relations or advertising firm, film
company publicity office, or international
division of record manufacturer. Salary no
object if creative and challenging position.
Excellent references upon request. Replies:
Box C-BMW 25, c/o Billboard Music Week,
2160 Patterson St., Cincinnati 14, Ohio.

Capitol Exec Shift

• Continued from page 6

pointed general controller, Walter
Theiss. Schaefer's chief responsibil-
ities lie in the realm of profit plan-
ning. His former executive positions
include Technicolor Corporation's
Consumer Products Division vice-
president; Eversharp, Inc.'s finan-
cial vice-president, and the Paper-
mate Company's financial and op-
eration vice-president.

Lloyd Dunn was re-elected a
CRI vice-president. Dunn will have
full executive responsibility for the
firm's complete classical product,
including the Capitol Classics and
Angel Records lines. According to
Livingston, if one were to add the
Capitol Classics and Angel Albums,
the total volume would place the
combined lines second in sales, sur-
passing Columbia.

Dunn's International Post

As executive vice-president of
the International subsidiary, Liv-
ingston said Dunn holds the reins
of one of the company's most im-
portant operations. The fact that
an executive of Dunn's stature and
background was selected for helm-
ing the international operation, in-
dicates the company's recognition
of International's potential. Dunn,
for more than a decade a CRI
vice-president, most recently served
the firm as vice-president in charge
of marketing, embracing the firm's
merchandising activities.

With Livingston as president of
both CRI and International sub-
sidiary, Dunn continues to report
to him in both areas of his respon-
sibility on the International side.
Bud Frazier will serve under Dunn
as vice-president of the Interna-
tional subsidiary corporation; Perry
Mayer, heretofore merchandising
director, moves over to Interna-
tional to assist Frasier. Livingston
explained the beefing up of the In-
ternational by stating: "This area
accounts for a very large percent-
age of our income, and it is grow-
ing daily."

New Merchandising Concept

With Mayer giving up his mer-
chandising post in favor of working
under Frasier in International, Cap-
itol will invoke a new concept in
handling merchandising. According
to Livingston, "Merchandising and
sales in our business today are
practically one and the same. The
merchandising operation will be in-
corporated in the sales department.
It will be of the CRDC operation
as headed by vice-president and
general manager Stan Gortikov and
Bill Tallant, vice-president and na-
tional sales manager. George Jones,
head of Capitol's manufacturing
and engineering, was elected a
CRI vice-president. Jim Bayliss,
who had served as manufacturing
and engineering vice-president,
moved to the newly created post
of consultant to the chairman.

Last week saw the greatest num-
ber of executives reshuffling within
the Capitol organization since the
company was founded. Wallich's
hailed the reorganization as "pro-
viding a greater opportunity for
growth and development" of the
West Coast-based major label.

BARGAINS! BUY WHOLESALE! SAVE
money! Free catalog! Norris, 273 Merrick
Rd., 273-A1, Lynbrook, N. Y. oc27

RESULTS??? Recent CLASSIFIED MART advertisement for
distribution outlets brought 28 replies in 4 days!!!

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.

Classification: _____ Size: _____

Set regular classified style. Set boxed classified style.

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ Zone _____ State _____

BILLBOARD MUSIC WEEK BUYERS AND SELLERS CLASSIFIED MART
1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

CLASSIFIED RATES

	Per Insertion			
	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If Box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.
- Billing only to rated firms and on orders of 4 insertions or more. All others, cash with order.

MOA Directors Huddling To Map New Campaign

CHICAGO—Music Operators of America directors met at the Morrison Hotel here last week (11-13) to chart plans for the future.

For many it was their first meeting with Robert H. Blundred, new managing director of the association. Blundred has spent the past several months conducting an unofficial survey among operators, distributors and manufacturers around the country.

His speech at the directors meeting was expected to touch on what he feels should be done to get MOA moving.

Big Problems

Big problems before the association today include the next convention, the familiar, but this year even more ominous, ASCAP problem, and perhaps most important, a general program of revitalization for the group.

The three day sessions were to be directed by Clinton Pierce, board chairman of the association.

George Miller, MOA president, was to give a report on a new major medical group plan available to members (see separate story). Harry Snodgrass was scheduled to give the treasurer's report and, of course, Blundred was slated to give his recommendations for association programs.

30 to Attend

Some 25 to 30 board members were to arrive for the regularly scheduled mid-year session.

MOA's next convention has been set at the Morrison Hotel, May 5-7, but the general feeling is that unless MOA does something drastic to encourage both exhibitor and operator attendance, the conclave may never come off.

The association has been fight-

ing declining attendance from all ranks for the past several years. Last year, record company attendance was at a minimum, and for the second straight year three of the industry's five juke box manufacturers failed to show.

Nothing New

Exhibitors blame poor operator attendance for their lack of interest and operators in turn have complained about the lack of "anything new" being shown.

Judging from Blundred's speech at the West Virginia operator convention two weeks ago, his recommendations will cover new services in the following areas: Public relations, industry surveys, tax and legislative assistance, business operating clinics and aids, and providing members with such things as sample contracts, uniform loan agreements, and other business forms.

Coin Machine Exports June, 1962

	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	105	\$ 85,657	—	\$ —	1,126	\$ 485,361	1,231	\$ 571,018
West Germany	672	419,516	40	13,165	316	122,040	1,028	554,721
Belgium	226	176,828	310	93,144	413	98,210	949	368,182
United Kingdom ..	25	21,100	30	19,475	525	224,762	580	265,337
Canada	213	177,293	35	6,885	357	71,726	605	255,904
Switzerland	88	69,327	—	—	—	—	88	69,327
Nan Islands	50	41,481	46	16,359	5	1,765	101	59,605
Italy	30	21,120	—	—	50	27,275	80	48,395
Netherlands	10	8,402	24	7,060	87	30,049	121	45,511
Mexico	36	26,432	54	11,375	—	—	90	37,807
Japan	—	—	32	6,285	96	26,696	128	32,981
Denmark	25	20,206	—	—	32	10,699	57	30,905
Peru	30	27,059	—	—	—	—	30	27,059
Ireland	2	1,258	—	—	47	20,565	49	21,823
Other Countries ...	66	47,768	63	19,783	393	103,312	522	170,863
Totals	1,578	\$1,143,447	634	\$193,531	3,447	\$1,222,460	5,659	\$2,559,438

U. S. Coin Machine Exports Show Substantial Sales Climb in June

NEW YORK—U. S. coin machine exports for June rose by more than \$350,000 over the preceding month, according to figures released this week by the U. S. Department of Commerce. Total exports of juke boxes and amusement machines were \$2,559,438.

While the increase in dollar volume was substantial, the actual number of units shipped declined from 7,736 to 5,659. Biggest drop was in used juke boxes. In May, some 800 units valued at \$265,002 were shipped. The following month, only 634 units valued at \$193,531 were shipped.

The number of games shipped dropped from 5,829 units to 3,447 units, but the value of these games actually increased from \$1,129,790 to \$1,222,460.

No Dumping Ground

This means that the average game shipped in May was worth \$194, while the average game shipped in June was worth \$355. The export market is becoming less and less of a dumping ground for obsolete equipment and more of a market for sound, reconditioned games.

At one time, the overseas juke box market was primarily a used machine market—but no more. In June, U. S. manufacturers shipped 1,578 new machines valued at \$1,143,447. During the same month, American distributors shipped only 634 used machines valued at \$193,531.

The new machine figure was up from 1,107 units valued at \$813,713 for the preceding month.

The used machine figure was down from 800 units valued at \$265,002.

Willing to Pay

The juke box export figure emphasizes the changes in overseas buying habits. Overseas purchasers are more and more interested in late models and are willing to pay the price. They are buying fewer machines, but paying more.

For the second successive month, France was the leading buyer of U. S. coin machines with total purchases of \$571,018, compared with \$422,563 for the preceding month. West Germany and Belgium—normally the two leaders—were in second and third places. West German purchases were \$554,721, a sharp increase from \$320,350 in May. Belgian purchases were also up—from \$321,234 to \$368,182.

Despite the fact that West Germany is second only to the United States as a manufacturer of juke boxes, it is by far the biggest buyer of new U. S. juke boxes.

New Machine Market

The West Germans bought 672 new juke boxes, about 42 per cent of the total shipped to all overseas buyers, and only 40 used machines. The Germans are depending on new U. S. machines for their top locations and using machines of domestic manufacture for their secondary stops. Whatever used U. S. machines they need are already available in the European market.

France has developed into the top game market for U. S. exporters. In June the French bought 1,126 U. S. games, a decline of three games from May. Just about one of every three games shipped from the U. S. in June wound up in France.

EUROPEAN NEWS BRIEFS

Germans Assist Africans

ESSEN—West Germany is conducting an informal "technical assistance program" for the coin machine trade in the newly independent African lands. German coin machine firms are co-operating with the Bonn government in bringing trainees from these countries, including Tanganyika, the Congo, Sierre Leone and Nigeria, to this country for on-the-job training in West German coin machine establishments. After they return home, they continue to receive written advisory assistance, including updating on technical developments. The German trade has found the training of Africans a sure-fire method for promoting the use of German equipment in their home countries.

Trailer Shows Equipment

LONDON—Symplay Limited, U. K. representative for the Bergmann Symphonie phonograph, has conceived the "jukeman's holiday," a house trailer equipped as a mobile showroom for Bergmann equipment. The trailer, which the British call a "caravan," has large lettering advertising it as a "mobile showroom" and inviting, "Stop Me and Play One on the Symphonie Juke Box." The caravan permits Symplay, according to the firm, to carry the "Bergmann message" to remote areas which otherwise never would be subjected to phonograph sales penetration. It also opens the possibility for sales demonstration in camping areas, where the caravan can double as showroom and bedroom. It is particularly effective in promoting sales to operators serving tourist camps.

Coin Trade at GEMA Hearing

BONN—West Germany's Federal Cartel Office, the Bonn government's antitrust agency, has ruled that coin machine trade organizations are entitled to representation at hearings on a monopoly complaint against GEMA, the copyright organization. The coin machine organizations involved are the Central Operator's Organization (ZOA) and the Federal of the German Coin Machine Industry (VDAl) and the German Coin Machine Wholesaler Federation (DAG). GEMA objected to presence of the organizations at hearings on ground that they had no legitimate role in the inquiry. The antitrust agency is investigating ZOA's complaint that GEMA has come to dominate the coin machine trade through its control of royalty rights. Operators claim GEMA's control of music rights gives the German ASCAP twin control over their livelihood. ZOA is angling for government regulation of GEMA, including the fees it levies.

Export Fanfare Boxes

BINGEN, West Germany—N.S.M. is now exporting its Fanfare Silver Juke box to 48 countries girdling the globe. The Silver model is being successfully promoted as the only machine on the world market which is completely adjustable to local operating conditions. The machine can be shipped entirely dismantled and be reassembled at the shipping destination. It can be used as a console or as a wall machine, depending on space available, and it can be modified to meet the import requirements of any specific country. The Silver was designed specifically for the world market, N.S.M. having invested three years in its development.

Italians Organize Game Ops

ROME—Italian game operators are planning to organize all game operators in the European Common Market area into a market-wide federation which will campaign for uniform operating legislation. The Italian operators are particularly interested in legalizing pinball operation. In Belgium the issue is bingos, and in West Germany payout operators are seeking to boost the maximum play from one mark to two marks and to increase the permissible number of machines in any one establishment from two to five. Italian operators base their plans on the trend toward uniform legislation through the Common Market area on regulatory matters. The theory is that if operators in the six countries unite, they can apply greater collective pressure on the authorities in the separate countries.

Germans Export Reconditioned Payouts

FRANKFURT—West Germany is increasing the export of reconditioned payout machines. Exports have gained 15 per cent in 1962 over the first half of 1961, and machines are now going to 17 countries. The Germans report considerable success in getting local laws modified to permit operation of what one German trade figure calls "a dessicated fruit machine." The machines are available for export because German law provides that machines when placed on location must be brand new and cannot be operated longer than three years. At the expiration of the three-year period the machine must be replaced by a brand-new machine. This provision frees otherwise serviceable equipment for export. German payouts are designed primarily for small-stakes play, the German limit being one mark or 25 cents.

Drift to Full-Line Vending Noted at Meet

By AARON STERNFIELD

SAN FRANCISCO—The steady drift on the part of juke box operators toward full-line vending was dramatized here, Saturday (13), at the opening of the 1962 convention of the National Automatic Merchandising Association at the Civic Auditorium.

It's a bit early to count heads, but opening day attendance at the vending industry's only national trade show indicates that music machine tradsters have turned out in large numbers.

Among the 130 exhibitors are three of the nation's top four juke box manufacturers and a leading amusement machine maker. And a high percentage of the distributors handling the four lines are at the show.

When NAMA held its convention in Chicago, which it has done in a majority of cases, the juke box and amusement machine representation was generally pretty good. The fact that the vending group did hold its convention in Chicago accounted in a large measure for this representation. Most of the game manufacturers and three of the four leading juke box manufacturers have Chicago headquarters, and many coin machine distributors and operators used the convention as an occasion to visit the factories.

No Curiosity Seekers

There are no curiosity seekers here though. San Francisco is not a juke box or amusement machine headquarters city. Juke box distributors and operators here have more than a casual interest in vending.

As in the past, NAMA is enforcing its policy of not permitting juke boxes or amusement machines on the convention floor. Seeburg, Rock-Ola, Rowe AC Services

and Williams' exhibits are confined to merchandise venders. While the diversification of juke box manufacturers into merchandise vending is going on at a much more accelerated rate than that of juke box operators, the trend is taking place at the operator level.

Cigaretts Bridge

Cigaret machines are the devices that help bridge the gap. A juke box operator with tavern locations is in an excellent position to operate cigaret machines. He already has the locations, and the workings of an electrical cigaret unit aren't too complicated as compared with a juke box or pinball machine.

According to BMW's 1962 Music Machine Survey, some 40 per cent of all juke box operators are already operating cigaret machines. And the average cigaret machine operation is 84 machines.

The same survey showed that juke box operators are moving into the food and drink machine business a bit more carefully. About 10 per cent of the phonograph operators have these machines, with an average of 10 units per operator.

Leaders Diversify

While the diversification of juke box manufacturers already moved into full-line vending is not too impressive, those operators who have diversified are generally among the leaders in the industry. And leaders usually attract followers.

The passage of the Eastland bill, restricting the use of certain types of coin games, will probably push more operators into vending. The normal operating pattern calls for the juke box for the slow and steady dollar and the game for the faster buck. With quick-action games all but out, the juke box operator is being forced to seek other

avenues of revenue. To most operators, this means vending. Chances are that only a minority of juke box operators will eventually get into full-line vending, but this could be a healthy minority, and the average vending operation could be a large one.

Stumbling Block

Biggest stumbling block in the diversification process is the switch from the street to the industrial location. As long as the juke box operator confines his diversification effort to cigarets, there is no problem.

He's still dealing with the tavern or restaurant owner, and placement of a cigaret machine to supplement the juke box and game already on the location poses no problem.

But when the juke box operator begins to think in terms of coffee and hot food machines, he's got to learn a completely different business. The only relationship between a drink machine and a juke box is that they're both coin operated.

Industrial Caterer

In short, the operator is no longer solely a purveyor of entertainment—he's an industrial caterer.

The juke box operator who has bridged this gap successfully is generally the one who's bought a small vending expert, and he generally winds up by setting up as a base, and then expanded. In most cases he's hired a vending expert, and he generally winds up by setting up a separate corporation for the vending venture.

There is no easy way of diversifying a juke box operation into a full-line vending route. But several juke box operators have done it the hard way. And it's been worth the effort.

1961 Vending Machine Production

From Annual study by U. S. Bureau of the Census, underwritten by National Automatic Merchandising Association.

Item	Number of companies reporting	Number of machines	Value (\$1,000)
VENDING MACHINES, GRAND TOTAL	77	621,572	\$171,108
Coffee (instant or liquid concentrates)	14	14,882	5,234
Coffee (fresh brew—batch)	7	6,185	7,447
Coffee (fresh brew—single cup)	6	15,561	16,001
Canned beverages (refrigerated)	4	1,708	1,003
Soft drink (bottle)	12	133,925	49,053
Soft drink (cup—postmix)	8	16,180	22,221
Soft drink (cup—premix)	6	9,839	7,122
Packaged milk (indoor) and other vending machine for beverages	10	5,176	4,301
Vending machines for beverages, total	36	203,456	\$112,382
Bulk	7	98,518	1,618
Candy bar	8	44,805	13,492
Hot canned foods and soups	6	3,300	1,390
Multi-purpose (refrigerated)	4	5,076	5,883
Multi-purpose (non-refrigerated)	4	5,076	5,883
Pastry	11	19,142	5,373
Other vending machines for confections and foods	11	19,142	5,373
Vending machines for confections and foods, total	25	170,841	\$ 27,756
Cigarette	13	80,511	25,323
Ice	4	567	2,228
Postage stamp	7	10,370	510
All other vending machines (except beverages, confections and foods)	27	155,827	2,909
All other vending machines, total	44	247,275	\$ 30,970

U. S. VENDING MACHINE MANUFACTURERS last year turned out products worth \$171,108,000 with drink machines accounting for nearly 70 per cent of the total. Cigaret machine sales to operators were nearly \$28,000,000.

Guide to N.A.M.A. Exhibits

American Tobacco Co. 265 150 E. 42nd St., New York 17, N. Y. Cigarettes	Beech-Nut Life Savers, Inc. 853 477 Madison Ave., New York 22, N. Y. Chewing gum, candy, cough drops	Brown & Williamson Tobacco Corp. 510, 511 1600 W. Hill St., Louisville 1, Ky. Cigarettes
American Univend Corp. 100, 102 10 E. 49th St., New York 17, N. Y. Vending machines for F&F Laboratories rolled products. Alkaid anti-acid tablets, cloramint breath sweetener, F&F cough lozenges and additional specialty candies	Bel-Cal 913 San Carlos, Calif. Bill changer, coin changer, combination bill & coin changer	Berry Biscuit 267 Division of Quaker Oats Co. 1265 Durant St., Elizabeth 3, N. J. Cookies, crackers, pastry
Automatic Products Co. 666 301 Chestnut St., St. Paul 2, Minn. Cigarette vending machines, half dollar mechanism with nickel changer, penny changer, quick-set accumulator	Beverage Equipment Leasing Co. ... 18 52 Vanderbilt Ave., New York 17, N. Y. Financial service	Chevrolet Motor Division 64, 65 General Motors Building, Detroit 2, Mich. Truck equipped for delivering vending machines and supplies
Avanco 906, 907 2412 University Ave., S.E., Minneapolis 14, Minn. Fresh brew, instant coffee and hot drink, cold drink and hot food vending machines; bottle water attachments; can opener base	Blumenthal Bros. Chocolats Co. ... 719 Margaret and James Sts., Philadelphia 37, Pa. Candy	Chicago Lock Co. 462 2024 N. Racine Ave., Chicago 14, Ill. Cylinder locks, cabinet locks, padlocks
Beaver Vending Machine & Supply of America 903 11036 Whittier Ave., Detroit, Mich. Ball gum, candies, bulk venders	Brandt Automatic Cashier Co. ... 801 515-517 First St., Watertown, Wis. Coin handling machines	Cigaretomat Corp. of America . 469, 470 1616 Walnut St., Philadelphia 3, Pa. Cigar and candy vending machines
	Braval Products Corp. 208 601 W. 26th St., New York 1, New York Motors	Clark Co., The D. L. 714 503 Martindale St., Pittsburgh 12, Pa. Candy
	Brown Mfg. Co., Inc., K. G. 471 Wickham Ave., Mattituck, L. I., N. Y. Soft drink and ice vending station	Coan Manufacturing Co. 515, 516 2070 Helena St., Madison 4, Wis. Candy, snacks, gum, cigarette and pastry vending machines

(Continued on page 52)

NAMA Schedule

SATURDAY, OCTOBER 13

Civic Auditorium and Brooks Hall

8:00 a.m. to 6:30 p.m.—Registration Open (Grove Street Lobby, Civic Auditorium).

10:00 a.m.—Annual Meeting of N.A.M.A. (Main Arena, Civic Auditorium).

A review of the Association's year including a summary report on the N.A.M.A. Safety Program launched in 1962.

Personnel: Herb A. Geiger—N.A.M.A. President; United Servomation Corporation, Milwaukee, Wis.; Carl Millman—N.A.M.A. Treasurer; Automatic Merchandising Corporation, Milwaukee, Wis.; David D. Dayton—Chairman, Nominating Committee; Automatic Retailers of America, Knoxville, Tenn.; Thomas B. Hungerford—Executive Director, N.A.M.A., Chicago, Ill.

11:00 a.m.—“The United States and the World Crisis.”
Keynote address by Martin Agronsky, radio and television news analyst for National Broadcasting Company—a recipient of radio's Pulitzer Prize, the Peabody Award.

12:00 Noon—Grand Opening of the Exhibit—(Entrance to Brooks Exhibit Hall).

12:00 Noon to 6:30 p.m.—Exhibit Open.

SUNDAY, OCTOBER 14

Civic Auditorium and Brooks Hall

10:00 a.m.—Registration Open—(Grove Street Lobby, Civic Auditorium).

12:00 Noon to 5:30 p.m.—Exhibit Open (Brooks Exhibit Hall).

5:30 p.m. to 7:00 p.m.—Sanitation—“An Essential Factor in Business” (Polk Hall, Civic Auditorium).

“The Golden Villian”—A vivid demonstration of the spread of disease organisms. Speaker: Professor Harold S. Adams, Indiana University Department of Public Health, Indianapolis, Ind.

“Sanitation Extras at the Full-Line Location”—Selection and maintenance of supplemental equipment and utensils, and an introduction to the Operator Self-Inspection Scoresheet.
Speaker: Robert E. Piker, Coffee Time, Inc., Brentwood, Md.

“The Sanitation of Cup Beverage Machines”—A presentation of a new Do-It-Yourself series of color slides for operator use.

Speaker: David E. Hartley, N.A.M.A. Director of Public Health, Chicago, Ill.

5:30 p.m. to 7:00 p.m.—“Our Voice Is Being Heard” (Polk Hall, Civic Auditorium).

An analysis of the negative attitudes of school officials, and other agencies toward the sale of confections in schools. A report of the experience of the Chicago Board of Education and what it means to operators.

Speaker: Clarence M. Kretschmer, President, American Licorice Co., San Francisco, Calif.

MONDAY, OCTOBER 15

Civic Auditorium and Brooks Hall

8:30 a.m. to 5:30 p.m.—Registration Open (Grove Street Lobby, Civic Auditorium).

9:30 a.m. to 11:00 a.m.—“Say What You Mean” (Polk Hill, Civic Auditorium).

(Continued on page 52)

**Now Ready
FOR PRACTICAL
PROFITABLE
VENDING...**

**ASPIRIN
WITH ITS OWN
DRINKING
CUP!**



Aspirin products are among America's most-used commodities... used more than 77,000,000 times daily; a yearly consumer cash outlay of \$282,000,000.

Never before has there been an efficient aspirin vending machine. Now, because of this magnificent new packaging concept, YOU can cash in on the profits.

**KUP-PAK®
WORKS!
KUP-PAK®
SELLS!**

• Kup-Pak® package was tested and researched over two years.

• Every place where people congregate is a potential customer.

• Steady profits from refill orders.

Phone Ed Granger or use handy coupon below.

**PHARMACEUTICAL VENDING
CORP.**

Suite 310, 800 W. 47th St.
Kansas City 12, Mo.
Phone WEstport 1-0182

Guide of NAMA Exhibits

Continued from page 51

- Coffee-Mat Corp.108, 110
107 Trumbull St., Elizabeth, N. J.
Hot drink vending machines
- Coin Acceptors, Inc.119
1711 Hereford St., St. Louis 10,
Mo.
Coin handling equipment
- Continental-Apco, Inc.356 to 367, 406 to 417
1270 Avenue of the Americas,
New York 20, N. Y.
Post-mix and pre-mix soft drink
cup venders with ice; cigarette,
brewed and instant hot drink,
hot food, popcorn, ice cream,
milk and all-purpose venders
- Curtiss Candy Co.806
3638 Broadway, Chicago 13, Ill.
Candy and French fries
- Documat, Inc.871
84 Fourth Ave., Waltham 54,
Mass.
DOCUSTATE coin-operated photo-
copy machine
- DuGravier, Inc., Arthur H. 701 thru 704
15 Hale St., Haverhill, Mass.
Cigarette, candy, pastry, sand-
wich, laundry supply, cigar, hot
drink venders and gum and mint
units
- Electro Counter & Meter850
2717 N. Ashland, Chicago, Ill.
Counters and meters
- F & F Laboratories, Inc.851
3501 W. 48th Place, Chicago 32,
Ill.
Candy rolls and cough drops
- Fort Lock Co.850
2717 N. Ashland, Chicago, Ill.
Locks
- General Cigar Co., Inc.321
485 Lexington Ave., New York
17, N. Y.
5-selection cigar pack vender;
cigars and cigarillos
- Gold Medal Products Co.259
1825 Freeman Ave., Cincinnati
14, Ohio
Detergent vender and popcorn
vender
- Griswold Vending Co.914
Division of Northwest Automatic
Products Co.
1204 Chestnut Ave., Minneapolis
3, Minn.
Pre-brew coffee venders, bulk
milk venders, package venders
- Hershey Chocolate Corp.709
19 East Chocolate Ave., Hershey,
Pa.
Solid chocolate and candy coated
items; vending sirup and powder
- Hollywood Brands, Inc.460
836 South Chestnut St., Centralia,
Ill.
Candy bars
- Illinois Lock Co., The258
301 West Hintz Rd., Wheeling, Ill.
Locks
- Imperial Vending Co.671
920 East Walnut, Fullerton, Calif.
Coin operated beverage packet
vending machine; non-coin op-
erated refreshment bar
- Jennings & Co.166, 214
4309 West Lake St., Chicago 24,
Ill.
Milk vender, can vender and va-
riety venders
- Johnson Fare Box Co.551
4619 North Ravenswood Ave.,
Chicago 40, Ill.
Coin counting equipment
- Keathley's, Inc.514
2255-75 Young Ave., Memphis 4,
Tenn.
Pastry items: pecan pies, fig bars,
French (fruit) pies, cake (cookie-
cake) items
- Liggett & Myers Tobacco Co.206, 207
630 Fifth Ave., New York 20,
N. Y.
Cigarettes
- Lion Match Co., Inc.506
11-49 44th Rd., Long Island City
1, N. Y.
Book matches for vending
- Lorillard Co., P.456 thru 459
200 East 42d St., New York 17,
N. Y.
Cigarettes
- Mars, Inc.512, 513
2019 North Oak Park Ave.,
Chicago 35, Ill.
Candy
- Mechanical Servants, Inc.257
6610 North Clark St., Chicago
26, Ill.
General merchandise vending
machines; general merchandise
for sale through the above ma-
chines
- Merkle-Karff Gear
Company715, 716, 717
213 North Morgan St., Chicago
7, Ill.
Fractional H.P. geared motors;
power driven automatic cup dis-
pensers; advertising display turn-
tables
- Model Vending Controls, Inc. 160, 161
1507 Copley Rd., Akron 20, Ohio
Coin changers, dollar bill chang-
ers, dollar bill acceptors, gasoline
venders
- National Biscuit Co.519, 520
425 Park Ave., New York 22,
N. Y.
Cookies, crackers, pastry
- National Rejectors, Inc.60, 301, 304
5100 San Francisco Ave.,
St. Louis 15, Mo.
Coin and currency control com-
ponents systems
- National Venders, Inc.55 thru 58
5055 Natural Bridge Ave.,
St. Louis 15, Mo.
Cigarette, candy, pastry, hot
canned food, hot and cold food,
refrigerated sandwich and gen-
eral purpose merchandisers
- Nestle Co., Inc., The664
100 Bloomingdale Rd.,
White Plains, N. Y.
Vending coffees, dairy product,
hot chocolate, vending soups, tea
and chocolate vending bars
- New England Confectionery Co.311
254 Massachusetts Ave.,
Cambridge 39, Mass.
Confectionery items
- Northwestern Corp.461
East Armstrong St., Morris, Ill.
Vending machines for nuts, bulk
candies, ball gum, tob gum, pack-
age gum, postage stamps
- Pez-Haas, Inc.209
10 Columbus Circle-Coliseum,
New York, N. Y.
Mechanical vending machine, ani-
mated vending machine, Pez
products
- Philip Morris, Inc.306, 307
100 Park Ave., New York 17,
N. Y.
Cigarettes
- Plantation Baking Co., Inc.165
1420 South Pulaski Rd.,
Chicago 23, Ill.
Pastry items
- Planters Peanuts904, 905
Division of Standard Brands, Inc.
632 South Main St.,
Wilkes-Barre, Pa.
Nuts, candy, peanut bars and
cheese cracker peanut butter
sandwiches
- Precision Metalcraft, Inc.262
4748 France Ave. N.,
Minneapolis 22, Minn.
Coin metered cigarette, cigar,
cookie, laundry supply, candy
and coffee machines; bait shop;
Bowl-R-Shop; ladies nylon ha-
siery machine
- Progress For Vending, Inc.855
3601 North Mozart, Chicago 18,
Ill.
Burglar alarms, icemaker adapter,
sirups, creme, whipping choco-
late, display fronts, steam clean-
er, instant and ground coffee
- Progressive Manufacturing
Co.210, 211
1101 South 9th St.,
Kansas City, Kan.
Vending machine fronts and uni-
fication kits, condiment equip-
ment, special accessories
- Reese Candy Co., H. B.708
U. S. Route 422 West,
Hershey, Pa.
Reese's "The original peanut but-
ter cup"
- Reynolds Tobacco Co., R. J.769, 770
Fourth & Main Sts.,
Winston-Salem, N. C.
Cigarettes and vending machine
merchandising aids
- Riverside Manufacturing Co.15
P. O. Box 469, Moultrie, Ga.
Business uniforms, embroidered
emblems, uniform items and ac-
cessories
- Rock-Ola IVI Corp.314 thru 317
800 North Kedzie Ave.,
Chicago 51, Ill.
Single cup fresh brew, batch
fresh brew and compact soluble
coffee vending machines
- Rowe AC Services Division
.....756 to 767, 806 to 817
Automatic Canteen Co. of Ameri-
ca, 18 South Michigan Ave.,
Chicago 3, Ill.
Cold drink, hot drink, pastry, hot
and cold food, candy and ciga-
rette vending machines; currency
changers, background music, in-
ter-communication systems

(Continued on page 53)

**Twin M's Form Theme
For NAMA Frisco Meet**

SAN FRANCISCO — Merchandising and management were the twin themes of the 1962 convention of the National Automatic Merchandising Association which opened its four-day run at the Civic Auditorium here Saturday (13).

Some 130 vending machine manufacturers, suppliers and service industries displayed their wares in the world's largest exhibition of vending machines and products.

Keynote speaker was Martin Agronsky, NBC news analyst, who spoke on "The United States and the World Crisis."

Sanitation Workshop

The business sessions got under way Sunday evening (14) with a sanitation workshop, featuring Prof. Harold S. Adams, Indiana University; Robert E. Piker, Coffee

Time, Inc., and David E. Hartley, NAMA public health counsel.

At the same time, Dr. Benjamin Werne, NAMA employer-employee relations counsel, conducted a workshop on "Organized Labor and the Disorganized Businessman."

Monday's program will include a session on the problems and potential of candy vending, a discussion of the lie detector for routemen, a forum on communication with employees and locations.

Tuesday Program

Tuesday's program opens with a re-appraisal of basic operating techniques, followed by "The Location's View of Vending Service." The final business session will be a talk on the future of the independent operator.

While attendance figures are not in, NAMA had expected a turnout of 7,000 for the convention.

NAMA Schedule

Continued from page 51

A communications expert discusses a major problem which cuts across all levels of industry.

Speaker: James T. Adams, President, Adams Institute of Marketing, Inc., Shreveport, La.

"Does Your Business Have a Twilight Zone?" (Polk Hall, Civic Auditorium).

Polygraph expert reviews the increasing use of polygraph by operators. A look at all sides of this controversial technique for checking honesty of employees and prospective employees.

Speaker: B. Irvin Ross, President, Associated Research, Youngstown, O.

Panelists: William Courtney, United Servomation Corp., Youngstown, O. J. Richard Howard, Automatic Retailers of America, Inc., Indianapolis, Ind.

12:00 Noon to 5:30 p.m.—Exhibit Open.

5:30 p.m. to 7:00 p.m.—"Organized Labor and the Disorganized Businessman"—(Main Arena Foyer, Civic Auditorium).

An analysis of current employer-employee relations problems in a changing economy. Speaker: Dr. Benjamin Werne, N.A.M.A. Employer-Employee Relations Counsel, New York, N. Y.

5:30 p.m. to 7:00 p.m.—"Symposium on the Tobacco-Health Problem."

Speakers: Aaron Goldman, Chairman, Macke Vending Co., Washington, D.C.; Louis Risman, Mystic Automatic Sales Co., Medford, Mass.; Walter W. Reed, N.A.M.A. Public Relations Director; Richard W. Funk, N.A.M.A. Legislative Counsel.

TUESDAY, OCTOBER 16

Civic Auditorium and Brooks Hall

8:30 a.m. to 3:30 p.m.—Registration Open (Grove Street Lobby, Civic Auditorium).

9:30 a.m. to 11:00 a.m.—"There's No Such Thing As Automatic Merchandising" (Polk Hall, Civic Auditorium).

A reappraisal by operators of basic operating techniques.

"Machine Appearance Is All-Important"—An operator looks at the need for cleanliness of machines and location and the condition of equipment as it relates to dollar income.

Speaker: Claude L. Witbeck, Witbeck Vending Service, Inc., San Francisco, Calif.

"Product Quality"—An operator looks at importance of product quality and the significance of brands.

"Is Your House in Order?"—A review of the need for good appearance of the operator's place of business, vehicles, printed materials and advertising.

Speaker: Clarence M. Landis, Automatic Canteen Company of America, San Jose, Calif.

"Your Employees Are Your Bread and Butter"—The importance of instilling proper manners and appearance in your personnel; training your people to serve. Speaker: Mrs. Joan Blackmore, California Cigarette Concessions, Inc., North Hollywood, Calif.

"The Location's View of Vending Service"—The location looks at the operating and selling performance of operators, and at vending's limitations.

Speakers: Everett G. Foster, Manager, Employees Activities, General Electric Company, Evendale Plant, Cincinnati, O.; D. C. Robertson Jr., Dining Service Manager, Illinois Bell Telephone Company, Chicago, Ill.; Art Kent, Supervisor, Administrative Services, State Farm Mutual Auto Insurance Co., Berkeley, Calif. An industry address.

12:00 Noon to 3:30 p.m.—Exhibit Open.

7:30 p.m.—Annual Banquet (Grand Ballroom, Fairmont Hotel).

Please send me complete details about new distributor plan.

Name.....

Company.....

Address.....

City & State.....

German Health Crackdown Due on Ball Gum Venders

BONN—West Germany's health ministry has included ball gum in a crackdown on food adulteration. New food adulteration legislation under preparation provides that artificial coloring must be limited to certain substances certified as free of toxic effect, and that preservatives in general may not be used. The draft legislation also makes operators responsible for not only the quality but also the "freshness" of product in their machines. The ministry takes the position that

aged food products are as dangerous as adulterated products. The ministry, moreover, has gone beyond the black-white issue of health, in the opinion of the operators, and has introduced the consideration of "value received" as well. The ministry's new doctrine is that food products, including ball gum and peanuts, must not only be free of deleterious additives but must also "represent honest food value."

The offering of stale gum or peanuts constitutes, under the ministry's new interpretation, "the defrauding of the consumer," and as such is a punishable offense.

Operators Warned

The ministry says it obviously does not intend to prosecute each and every operator who permits stale product in his machine, but it warns that operators who habitually and flagrantly disregard the right of the consumer to an honest value in the product purchased will be subject to prosecution.

Operators see the net effect of the draft legislation as compelling them to monitor product quality considerably more closely than most of them have felt necessary in the past. Most operators consider the legislation unrealistic, but a minority support it on the ground that "high standards never hurt anybody's business."

Connecticut Man Warned for Not Tagging His Units

HARTFORD, Conn. — Robert Zorn of the Zorn Vending Company, North Babylon, N. Y., has been warned by the Connecticut State Department of Consumer Protection for failing to put proper identification tags on 10 bulk vending machines and for removing State seizure notices from these machines.

State Consumer Protection Commissioner Attilio R. Frassinelli
(Continued on page 54)

1-Cent Bulk Venders Not Sneezed At By This Large-Scale Southeast Route

FLORENCE, S. C. — Though most large-scale vending route operators eschew the bulk vending of "another breed of cat," Bonneau Lesesne, of Southeast Vending Company here operates 600 1-cent bulk venders in a route which includes candy, cigarettes, pastries, hot foods and automatic cafeterias.

Lesesne, who has expanded rapidly into South Carolina's leading operator of automatic cafeterias during the past two years, believes that 1-cent bulk venders have a lot of advantages for any operator who concentrates a large number of machines in a comparatively small area.

Southeast vending company, which operates entirely in Florence and immediate suburbs, has more than a hundred locations for cigarettes, candy, bottled soft drinks and cup venders.

Spotting anywhere from two to eight 1-cent venders for nuts, ball gum, and charms around such locations is a highly logical step, inasmuch as the same serviceman can attend to all varieties upon the same stop.

"We simply service our bulk venders a little less often," Lesesne said. "Most machines need to be serviced only once every two weeks, and some of them only once a month. Because of this fact, it isn't too much to use the same truck for servicing 5- and 10-cent vending machines as well as the penny varieties," he explained.

Lesesne also uses 1-cent bulk

venders as leaders to attract customers to any location. Many people, for example, develop a fondness for salted peanuts, and will go out of their way to get them several times a day, for the tasty goobers.

Boosts Drink Sales

This, naturally, means thirst, and it results in heavy volume on either bottle or cup venders in the same location. Proof that peanuts are thus paying a double profit has come frequently, when a peanut vender went out of service for one reason or another. Invariably, soft drink sales in the same spot fall

off rapidly. Likewise, a surprisingly large number of adults enjoy ball gum, and will buy candy, pastries and cigarettes, to save a trip when they stop by the bulk venders for a gum ball.

NEW YORK—Life-size, "crazy" footprints, suitable for capsule vending, are being introduced by Karl Guggenheim, Inc. The prints when rubbed on cloth will adhere to any surface. Kids can plaster the house with them. Packed two to a capsule, the prints are priced \$36 per 1,000 capsules.

Guide of NAMA Exhibits

Continued from page 52

- | | |
|---|--|
| Royal Crown Cola Co.508, 509
10th Ave. and 10th St.,
Columbus, Ga.
Soft drinks and drink machines | Vac-Ur-Car720
6223 No. Francisco, Chicago
Car cleaning equipment |
| Rudd-Melikian, Inc.50 thru 54
300 Jacksonville Rd.,
Hatboro, Pa.
Hot beverage (coffee, tea, chocolate, soup), full-line, milk and soft drink vending machines; automatic coffee urn, condiment bar, Kwik Kooker; Old Mill coffee tape, coffee and tea, chocolate, liquid and dry soups, tea sirup | Vend Magazine...Information Center
188 West Randolph St.,
Chicago 1, Ill.
Publications |
| Schulze and Burch Biscuit Co....660
1133 West 35th St., Chicago 9, Ill.
Cookies and crackers | Vendiversal Manufacturing Corp.157, 158
210 East Manville,
Compton, Calif.
Refrigerated can venders; peanut butter vending machines; insurance venders; milk venders, record vender |
| Seco Electronics, Inc.910
1201 South Clover Drive,
Minneapolis 20, Minn.
Microwave oven, tube tester | Vending Industries, Inc.100, 102
Div. American Univend Corp.
10 East 49th St.,
New York 17, N. Y.
Financing and leasing service |
| Seeburg Corp., The7 thru 14
1500 North Dayton St.,
Chicago 22, Ill.
Milk, cigarette, coffee, cold cup, bottle and can venders; background music | Vendo Co., The . . .567 to 617, 656 to 666
7400 East 12th St.,
Kansas City 26, Mo.
Vending machines for hot foods, cold foods, combination hot and cold foods, coffee, tea, soup, hot chocolate, milk, juice, fruit, ice cream, sandwiches, pastry, candy, cigarettes, carbonated beverages; automatic rack merchandiser for a variety of products; dollar bill changer |
| Serv-O-Matic, Inc.112, 114
Hot beverage, pastry, cigarette, candy, milk and fresh brew coffee vending machines | Vendotronics Corp.263
572 Merrick Rd., Lynbrook, N. Y.
Popcorn vending machine, salt dispenser, bag dispenser, popcorn, seasoning, salt pads, bags |
| Solan Super-Lock Co., Inc.854
115 L St., S. E.,
Washington 3, D. C.
Locks | Vend-Rite Manufacturing Co.156
1536 North Halsted St.,
Chicago 22, Ill.
Cookie and cracker vender; gum (5c pkge.) vender; laundry supplies vender; school supplies vender |
| Standard Change-Makers, Inc.463, 464, 465
422 East New York St.,
Indianapolis 2, Ind.
Coin changers, counters and sorters (manual and electric), one dollar bill changers and combination one dollar bill and coin changers | Victor Products Corp.269
901 Pope Ave., Hagerstown, Md.
Coffee venders and post-mix venders |
| Stewart's, Inc.256
653 Corrine St., P. O. Box 2851,
Memphis 2, Tenn.
Salted peanuts, potato sticks, potato chips, corn sticks, cookies and peanut butter sandwiches | Welch Co., James O.507
810 Main St., Cambridge 39,
Mass.
Candy |
| Unimatchco Merchandiser 59
Division of Universal Match Corp.
5100 San Francisco Ave.,
St. Louis 15, Mo. | Williams Electronic Manufacturing Corp.771
4242 West Fillmore St.,
Chicago 24, Ill.
Paper back book vending machine |
| Universal Vendors, Inc.....469, 470
1616 Walnut St.,
Philadelphia 3, Pa.
Cigar and candy vending machines | Wrigley Jr. Co., Wm.521
410 North Michigan Ave.,
Chicago 11, Ill.
Chewing gum |
| U. S. Vending Corp.912
140 53d St., Brooklyn, N. Y.
Automatic ice cube vender | |

RIGHT NOW . . . AT ANY PRICE . . . WHERE COULD YOU GET A SHOE SHINE!

1. The answer is CINCH the new revolutionary instant shoe shine packet that vends for a dime through a small inexpensive wall type coin-operated machine. . . .
2. CINCH is so good that the world-famous Hilton Hotel chain and the Howard Johnson Motel Corp. purchased over 6 million packages to give away in their rooms and build customer goodwill
3. Dollar for dollar invested in equipment, there isn't a coin-operated machine now on location that will return the operator as much profit . . . without any service problems . . . this we can prove!
4. Locations such as motels, barber shops, beauty parlors, rest rooms, fraternity houses, etc., in fact, anywhere that people are apt to be found, are but a few of the hundreds of locations presently with CINCH vending units, "ALL OPERATING PROFITABLY"
5. Try a sample on your own shoes . . . and then let us prove to you that "pennies invested" will give you "dollar returns"



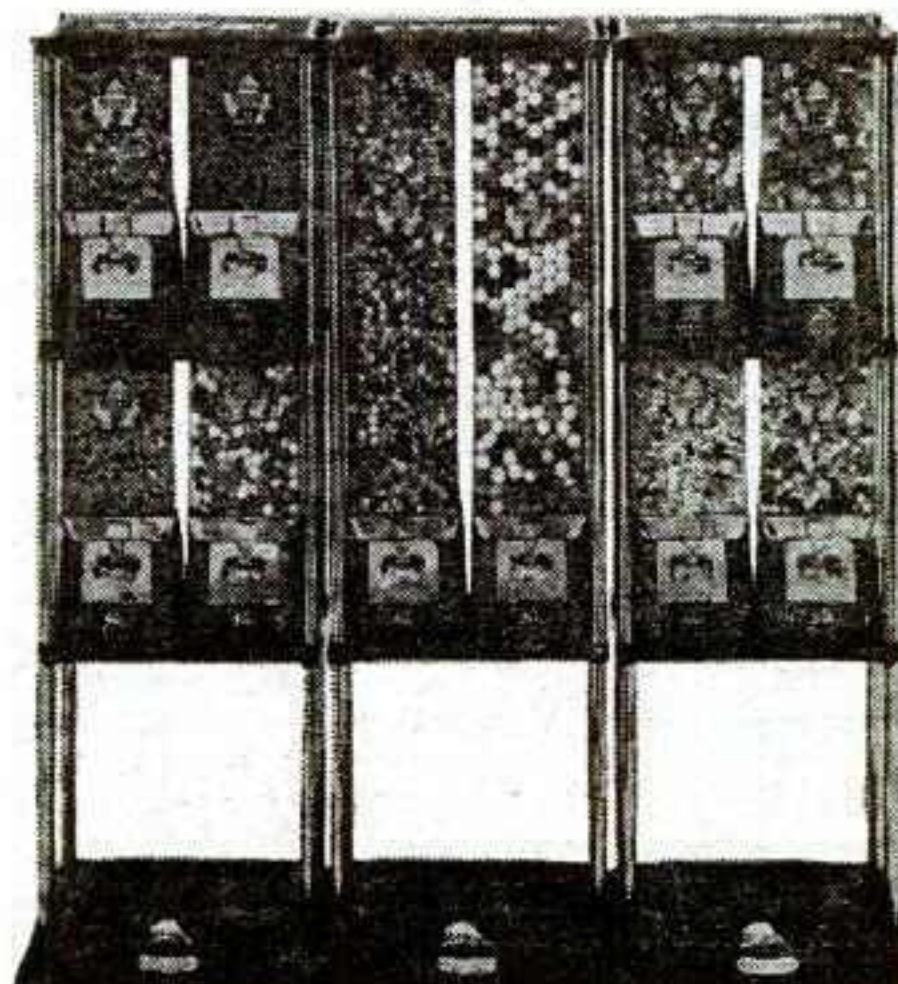
REDD DISTRIBUTING COMPANY, INC.
126 Lincoln St., Brighton 25, Massachusetts
ALgonquin 4-4040

BEAVER VENDORS ARE LOCATION GETTERS . . .

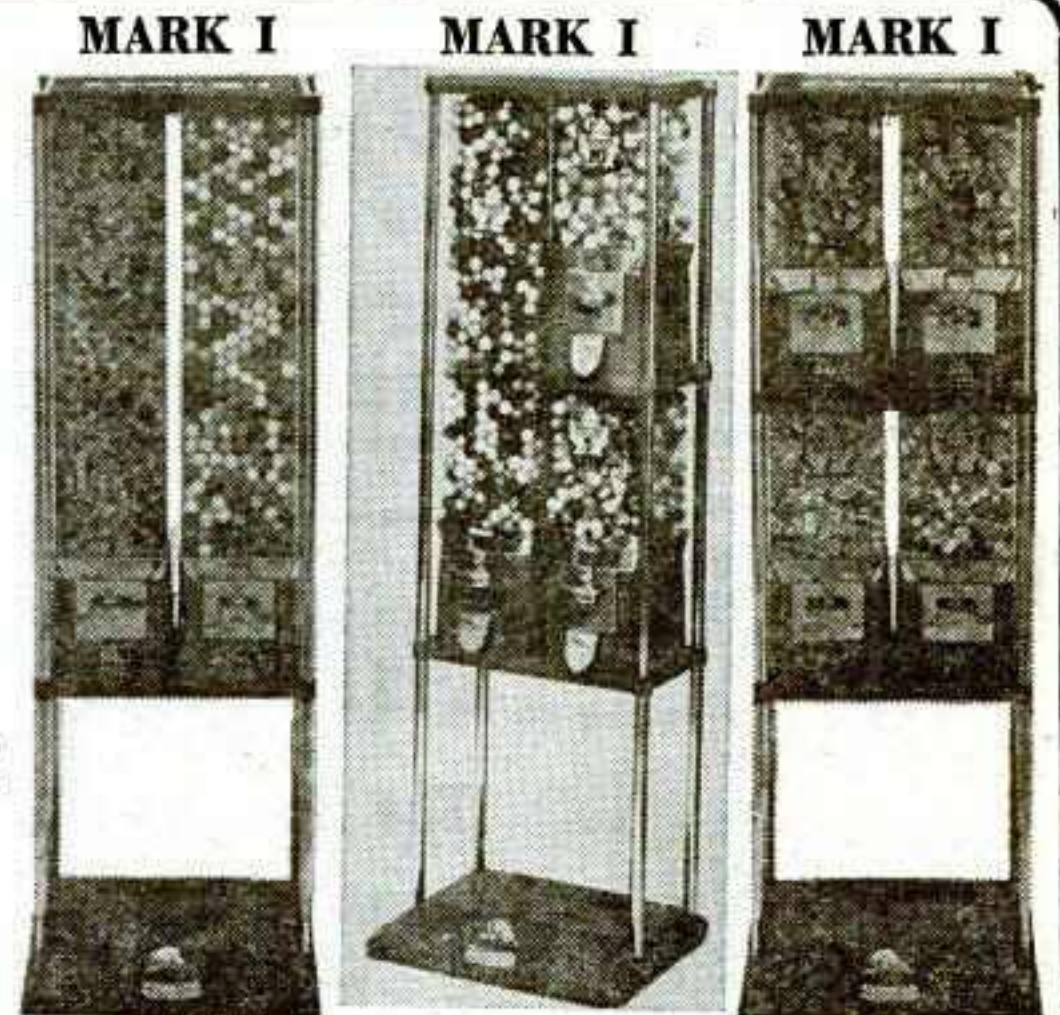
CHAIN STORES DEMAND THEM.

See them at Booth 909,
N.A.M.A. CONVENTION,
OCT. 13-16

MARK I DELUXE CONSOLE



Contains 3 Complete Sections, 10 Units



Contains 2 Units

Contains 3 Units

Contains 4 Units

Address All Inquiries To:

BEAVER VENDING MACHINE AND SUPPLY OF AMERICA

(Exclusive Representative in the U. S.)

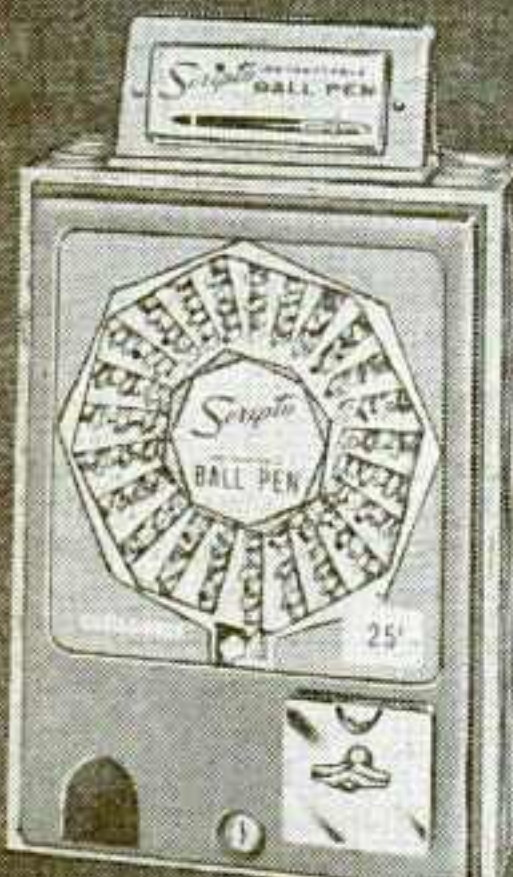
11036 Whittier Avenue

Detroit 24, Michigan

Please send me your large catalog with pictures and prices on the complete line of Beaver Bulk Vendors and Vend-Craft Bubble Gum Products.

Name.....
Company.....
Address.....
City and State.....
Distributor.....
Operator (over 500 Machines).....
Operator (under 500 Machines).....
Prospective Operator.....
I'm Interested in Beaver Bulk Vendors.....
I'm Interested in Vend-Craft Bubble Gum Products.....

PEN VENDORAMA AND SCRIPTO PENS



A Fine Combination
Holds 193 SCRIPTO Pens
Vending at 25c Each
Takes in \$48.25
SCRIPTO Pens—Fine Quality Mds.
This machine is covered by U.S. Patents. Other Patents Pending.

VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

ONLY EPPY CAN BRING YOU 8 NEW ITEMS
 At One Time

Filled 5c Capsules
 Twin Skeletons—Glow Per M in the Dark\$20
 Cigarette Puffs—Actually Smokes 20
 Book of 24 Tattoos—Assorted... 20
 Parachutes With Soldier..... 20

Filled 10c Capsules
 Shrunken Heads With Hair...\$42
 Large Dangling Skeleton—Glow in the Dark 38

Filled 5c Pocket Item
 Mexican Jumping Bean—one—Designed in Small Capsule...\$18.50

New 1c Charm Items
 Ten Puzzle Games—Packed in New 1c Capsule\$12.50
 Miniature Compasses—Packed in New 1c Capsule 12.50

Immediate Delivery—Available at our Factory and Warehouses.

EPPY CHARMS INC.
 91-15 144th Place, Jamaica 35, N.Y.



LOOK YOUR BEST
 WITH THIS AMAZING NEW PRODUCT IT'S A
CINCH
 TO SHINE ALL COLORS PERFECTLY
 IN A MINUTE!
 THE FINEST SHOE POLISH YOU CAN GET
 ONLY 10¢ EACH

REDD DISTRIBUTING COMPANY, Boston Seeburg outlet, is manufacturing a shoe-shine packet vending machine called Cinch. Si Redd says the unit can be placed in motels, barbershops and rest rooms. The Hilton Hotel chain and the Howard Johnson Hotel Corporation have bought more than 6,000,000 packets as giveaways for customer good will.

oak PROFIT MAKER!

25¢ OR 50¢
SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

oak MANUFACTURING COMPANY, INC.
 11411 Knightbridge Ave., Culver City, California

PRINCESS RINGS
 Adjustable Metal Rings
 Genuine Reproductions of Stone Rings
 Only \$13.50 per M for 5 M



Write for low prices on other feature items.
 Send \$2.25 for a sample gross of PRINCESS RINGS.

PENNY KING COMPANY
 2538 Mission Street
 Pittsburgh 3, Pa.

EARLY DARK
Everyone Has a Glow On In German Paint Season

MUNICH—The German bulk vending trade will glow this winter. In readiness for the short daylight days, German operators are painting their machines with luminous paint as part of the general winter-proofing overhaul.

The Germans have a number of new developments in luminous paint which make it easy and inexpensive to impart a glow to equipment. The paint resembles ordinary finish by daylight, but at night the machine glows like a beacon.

The worsening German weather cycle has cut sharply into German bulk vending machine collections. Although experts disagree as to the cause and permanency, weather studies show that the past few years have been the "darkest"—literally—in the last century.

Sunny days are few, as rain and gray clouds the German weather scene. This has created a problem for the bulk vending operator in this country, where machines have to be seen to be patronized.

Germany's problem is complicated by the fact that the U. S. style supermarket and emporium-type drugstore are unknown. The supermarket development is in its first stages, and supermarkets of the German junior version still account for relatively few machines. The exposed facade location is still used for most of the machines. Operators have been experimenting in recent years with various lighting schemes, none of which worked out.

Meantime, developments in luminous paint seem to make this promising for bulk vending equipment as well as for automobile bumpers and traffic signs.

It is estimated that 150 machines, painted to a luminous glow, will grace Munich building facades this winter. Over Germany as a whole, there will be about 1,000 machines tested with the luminous paint.

CONNECTICUT WARNING
 • Continued from page 53

said that his department put 10 Zorn gum ball machines under State embargo because they did not have proper identification tags.

Zorn removed the embargo notices so that the machines could be used, Commissioner Frassinelli reported.

The machines were found at five locations in Fairfield, Bridgeport and Norwich.

Frassinelli's office told Zorn to put the metal identification tags on the machines as quickly as possible.

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

VENDORAMA®

The most practical all-purpose bulk vendor suitable for MULTIPLE VENDING OPERATIONS

Top refill assembly and removable cash drawer make it so.

Write for beautiful illustrated circular and prices today.

VICTOR VENDING CORP.
 5701-13 W. Grand Ave. Chicago 39, Ill.

Northwestern SUPER SIXTY Capsule Vender*
 The ultimate in quality Capsule Merchandising.
 Vends any item which can be placed in a capsule.
 5c, 10c and 25c.
 *With QUICK-TACH at slight extra cost.



H. B. HUTCHINSON, JR.
 1784 N. Decatur Rd., N. E., Atlanta 7, Ga.
 Phone: DRake 7-4300

RECONDITIONED & REFINISHED NORTHWESTERN 49's

Oven Baked Enamel Finish
 Rotary delivery—mechanically simple—Sani-carry globe.
 Available in 1c or 5c Merchandise or 1c Ball Gum and Charm.
 (Specify when ordering.)
Only \$14.50 each

BULK MERCHANDISE

	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	69
Medium Pistachios, Red	30	60
Small Pistachios, Red	30	55
Leaflets (M&M Style Candy)	25	37
Teeny Jelly Beans	33	27
Candy Corn	30	25
Hersheyettes	30	47
Chicle Base Cub Chicks 520	30	42
Chicle Base Cub Chicks 320	30	42
Rainbow Tabby-Lets 520	30	32
Sugar Pops (Bulk Candy)	24	40
Maltettes (Ball Style, 100 Ct.)	15	35

BALL GUM VARIETIES

	Pack	Per
	Lbs.	Lb.
140-170-210 Rainbow Gum	25	32
Rainbow 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	34
Rainbow Screwballs, 100's	18	35
Rainbow 1/2 Chicle 140	25	41
Cherry 210 Count	25	32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.)

Adams, Wrigleys, Beech-Nut Brands, 1c, 100's, Per Box 47

ACCESSORIES

Single Floor Stand	\$ 5.50
Dbt. Cross Bars for Above	2.00
Triple Cross Bars for Above	2.25
4 Place Racks With Wheels	10.50
6 Place Racks With Wheels	12.50
3 Place Racks With Wheels	8.95
1c Coin Counting Scale	22.50
1c-5c Coin Counting Scale	22.50
Stamp Folders, Per 10,000	6.00
Ass'd. Trading Cards	3.25
Ball Point Pens, Gr.	5.50


RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1c or 5c Bulk	\$14.50
N.W. Model 49, 1c Ball Gum	13.50
Silver King, 1c or 5c Bulk	8.50
Acorn 1c Ball Gum	11.00
Victor Toppers, 1c Bulk	11.00
Acorns, 1c or 5c Bulk	11.00
Silver King 5c Hot Nut	13.50
Ajax 5c-10c 3-Col Bulk	39.50
Premier 1c Card Vendors	14.50
2-Col 5c-10c Stamp (Folder)	15.00
Model V 1c Ball Gum	8.50
N.W. 10-Col. Tab w/removable drums	21.50

SEND FOR NEW CATALOG.
 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D.
 SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

Rake Coin Machine Exchange
 609-A Spring Garden St.,
 Philadelphia 23, Pa. WALnut 5-2676

More will LIVE the more you GIVE



HEART FUND

Everybody benefits when everybody gives



the **UNITED** way

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Fold-Its, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
President 2-2900

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.50
N.W. Deluxe 1c or 5c Comb. 12.00
N.W. 10-Col. 1c Tab Gum Machine 18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G. 6.50
Silver King 1c B.G. or Mdse. 8.50
ABT Guns 30.00
Mills 1c Tab Gum 12.00
Model #33 Peanut, 1c 6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.69
Pistachio Nuts, Jumbo Queen, White .47
Pistachio Nuts, Large Tulp47
Pistachio Nuts, Vendor's Mix40
Pistachio Nuts, Shell, Red52
Cashew, Whole68
Cashew, Butts63
Peanuts, Jumbo45
Spanish57
Mixed Nuts37
Baby Chicks32
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans30
Licorice Gems28
M & M, 500 ct.47
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct.45
Wrigley's Gum, all flavors, 100 ct.45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY NEW VICTOR L. C. TOPPER

1c Mechanism
New large capacity for 1175 BALLS of 100-COUNT GUM

Equipped with De Luxe base. Standard base optional at same price.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

Say You Saw It in Billboard Music Week

Get Plenty of Action with **MONSTERS (PREHISTORIC)**



Make all your machines come alive with this beautifully detailed assortment of ten prehistoric monsters, including dinosaurs, brontosauruses, pterodactyls, etc.

Have loads of play value. Kids will collect all ten, play with them, stand them up, etc.

Molded of same soft material as our famous "Scare 'Ems."

Available in assorted colors.

ONLY \$42.00 PER M CAPSULED

PAUL A. PRICE CO., INC.
35 Leonard Street, New York 13, N. Y.
CORtland 7-5147-8

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

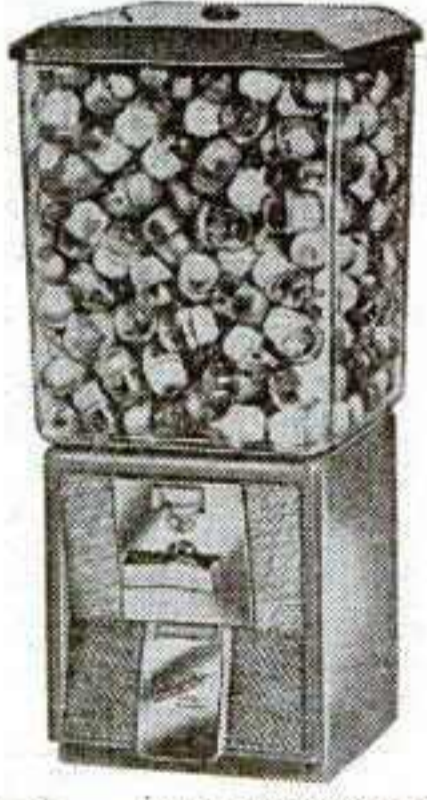
Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 28 1/2¢ lb.
Chicle Ball Gum, 130 ct. ... 36 1/2¢ lb.
Clor-o-Vend Ball Gum... 41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct. 41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct. 37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct. ... 29 1/2¢ lb.
Tab (short stick), 100 ct. ... 38¢ box
5-Stick Gum, 100 packs... \$1.90
F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS

37 years of manufacturing experience
4th & Mt Pleasant • Newark 4 N. J.

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one... Learn why other operators find the SUPER 60 their favorite capsule vender.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.

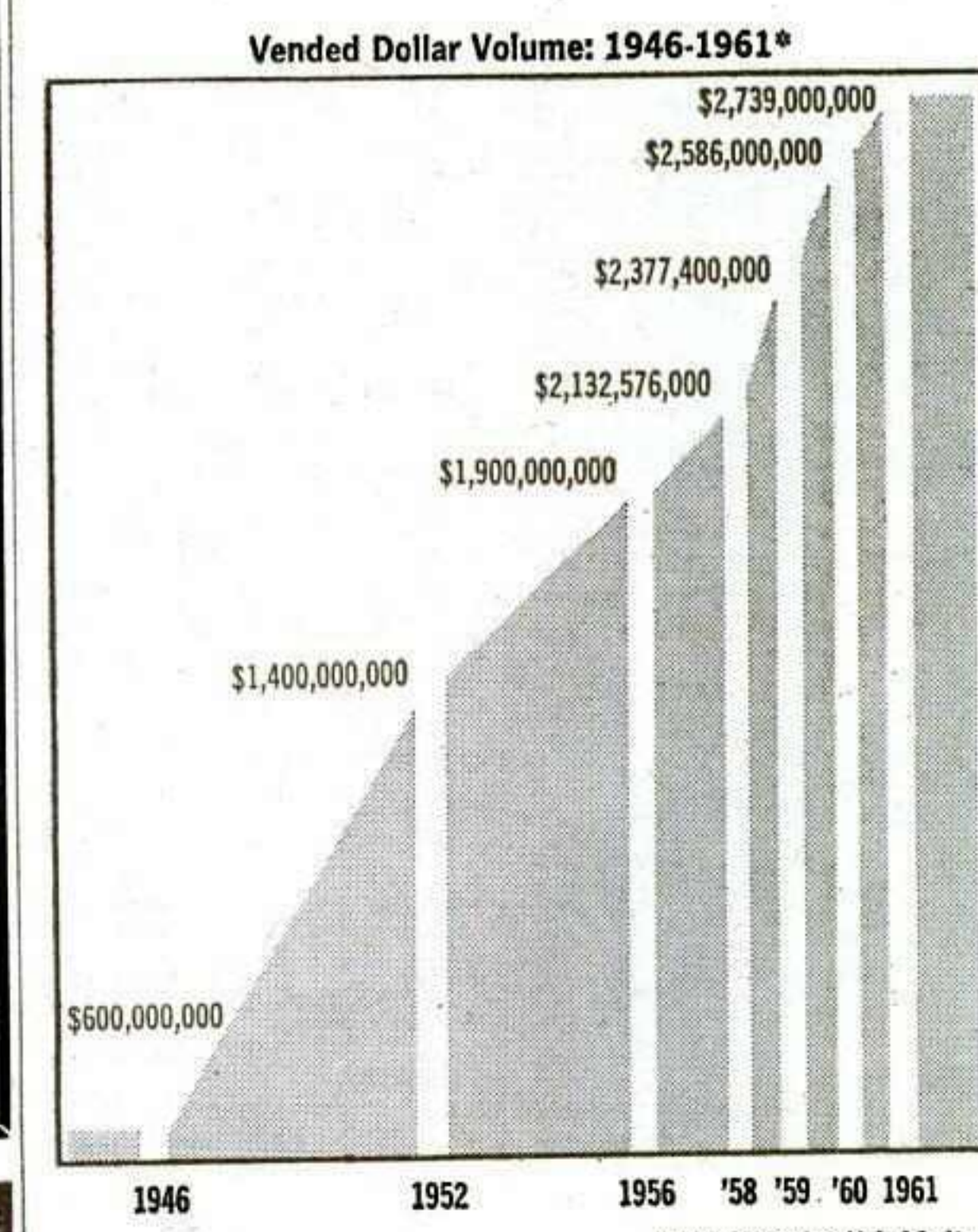
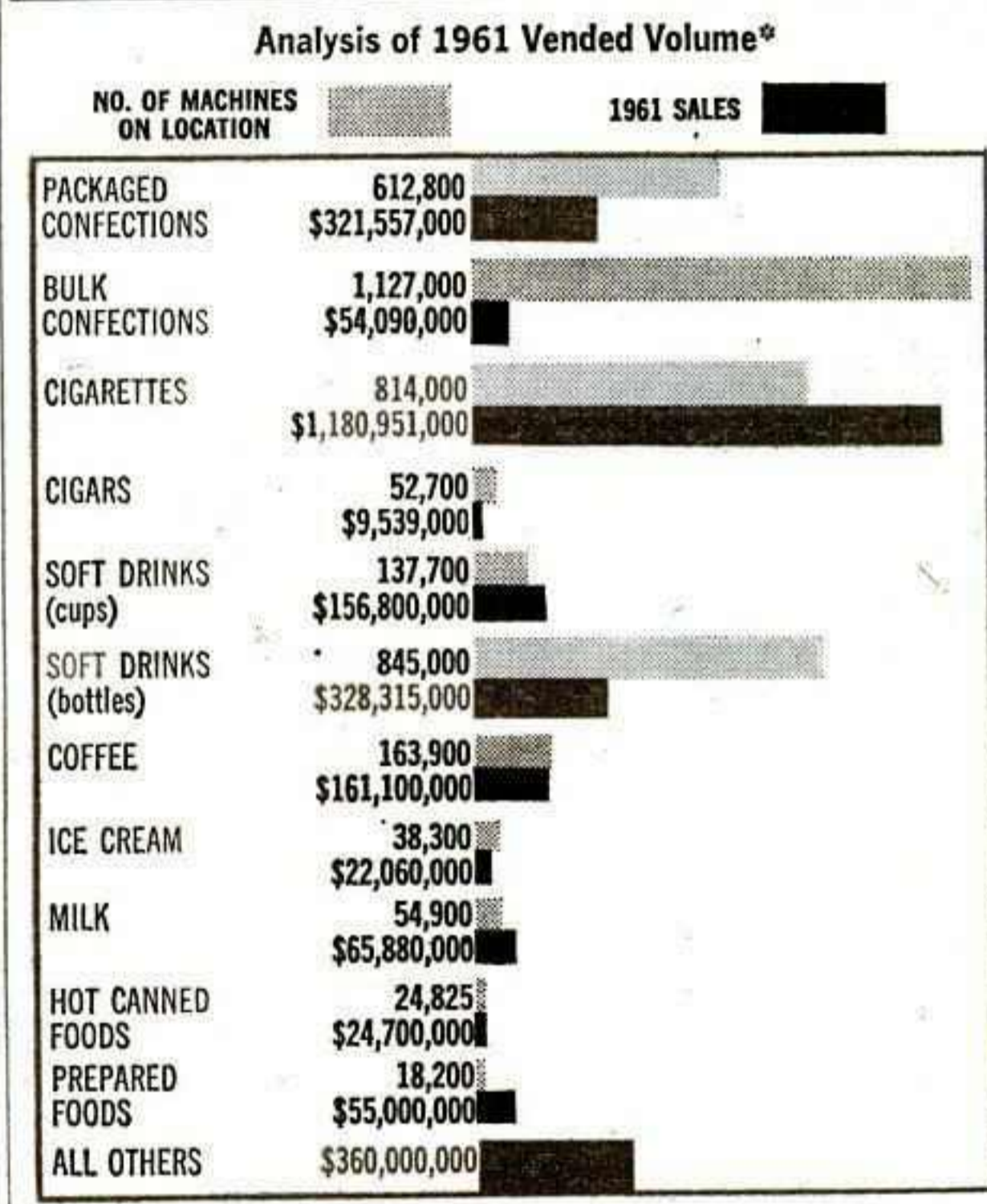
Northwestern CORPORATION

21023 E. Armitage St. Morris, Ill.
Phone: WHitney 2-1300

YOU HELP MORE THE UNITED WAY



WILLIAM (JACK) HARPER, Rowe AC vice-president (left), was named general manager of the firm, succeeding **John B. Hale** (center), who became director of distributor relations for Automatic Canteen Company of America, parent company of Rowe AC. **Fred Pollak**, formerly director of marketing for John Plain & Company, and more recently director of retail store services for Rowe AC, was named vice-president and sales manager, succeeding Harper.



JUKE BOX AND GAME OPERATORS entering vending usually start off with cigarets, and for two good reasons. It's the easiest type vending machine to place on a street location, and it's by far responsible for the most dollar volume—\$1,180,951,000 last year, according to Vend Magazine. Bottom chart traces the growth of merchandise vending from 1946-'61.

*Vend Magazine Vol. 16, No. 6

Eastland Bill On JFK Desk At Press Time

WASHINGTON — The Anti-Gambling Devices Bill is finally ready for Presidential signature, and may have been signed into law by the time this issue of Billboard Music Week goes to press. The bill (S. 1658), which amends the Johnson anti-slots act banning shipments of gambling devices in interstate commerce, was particularly aimed at ending shipment of gaming pinballs.

The bill's broad definition makes any type of device subject to the amended Johnson Act, if it can be shown to be manufactured with gambling intent. Strict registry and numbering requirements are included. Original proposal by the House to permit the Attorney General to make rulings which would have the same penalty force as the law was eliminated by the Senate, and a specific provision for individual States to exempt themselves from the act was included.

The Vagabond Awards Extra Ball 4 Ways



VAGABOND

CHICAGO—Players can earn an extra ball four different ways in Williams' Vagabond, new add-a-ball pin game. The game also marks Williams' first use of a drop-target feature.

Extra balls can be earned by lighting a series of four A-B-C-D

(Continued on page 57)

W. Va. Ops Gather



HOBART BOOTH (CENTER) BALLS IT UP with the girls at the West Virginia operator convention in Huntington last week. Looking on, perhaps a bit enviously, are John (Red) Wallace, outgoing president of the association, and Art Daddis, Rock-Ola.



NEW OFFICERS AND DIRECTORS of the West Virginia Music & Vending Association: (Seated) Leoma Ballard, treasurer; James K. Hutzler, first vice-president; William N. (Bill) Anderson, president; C. H. Flannery, second vice-president; Chris Ballard, Sergeant at Arms; (Standing) Jim Kiser, Jerry Derrick, Norman Tweel, Mitch Oliver, Andy C. Kniska, Lige Smith, J. G. Hunt and Carl Keesling.



JOHN (RED) WALLACE and Richard Funk, National Automatic Merchandising Association legal counsel (center), palaver on the legislative problems facing the coin machine industry, as Norman Tweel (left) and a group of West Virginia Music & Vending Association operators look on.



A PAUSE FOR A MOMENT OF RELAXATION during the afternoon exhibit hours at the West Virginia convention. In the foreground is Mrs. Leoma Ballard, association treasurer, backed by Robert H. Blundred (left), managing director of Music Operators of America, and Francis and Happy Bannister (right) of Oak Hills, W. Va.

Heavy Taxation, License Inequalities Biggest Headaches Facing Vendors

HUNTINGTON, W. Va.—Typical of the growing number of new faces in the West Virginia Music & Vending Association is Matthew M. Corey, a cigaret and candy wholesaler and vending operator, who joined the association some two years ago.

Corey was one of the first in the vending industry to join the West Virginia group, though the number is now growing regularly. A year ago, the association gave official recognition to the trend and changed its name to include vending in the title. A week ago, at the group's eighth annual convention, Corey was elected a director, first vending-only member to so serve.

Corey operates some 200 cigaret, candy and coffee machines in the Beckley (W. Va.) area and just finished a term as president of the local wholesalers' association. He is

a firm believer in what a trade association can do to help an industry.

Believes in Vending

He's also a strong believer in merchandise vending and feels the future of retailing is in this direction.

What are the big headaches faced by the vending industry in West Virginia? Corey cites heavy taxes and inequality in machine licensing.

"We're taxed on a per unit basis," he notes "For example, operators pay a tax on each individual sale rather than on total sales volume. Thus, a vending sale of a nickel candy bar or cup of coffee is subject to a penny tax. Stores, on the other hand, pay a percentage of total sales, rather than a tax on each item.

Cigarets Too

"Take cigarettes as another example. If a man buys two packs

in a vending machine, the operator has to pay two separate 1-cent taxes—or a total of 2 cents. The same purchase in a store is only subject to a 1-cent tax," Corey notes.

"The entire coin machine industry—juke boxes, games and vending machines—has a big public relations job to do," says Corey. "This association is the perfect place to do the job. We have to show the State we're a real industry," he says.

Besides his business activities, Corey is active in numerous civic and local organizations. He's currently serving on the board of directors of the West Virginia Wholesalers Association, following his year's term as president. He's also a member of the Elks, Moose, Rotary and the National Association of Tobacco Distributors. He lives with his family in Beckley.

Vianola, the Juke Box Forerunner, Brings a Tear to Everyone's Eye

By O. R. ALLEN

DALLAS—Almost all of the hundreds of taverns in Dallas contain juke boxes, but only one, the Nugget Bar, can boast of a Vianola Virtuoso. And some say after listening to this granddaddy of the mechanical phonograph, that it's those other hundreds of taverns that are the lucky ones.

The strange appearing contraption works on the same principle as the player piano, but it goes the old-fashioned player piano one better—the Vianola also has a mechanically played violin.

Dispensing with a bow, the violin is played by means of a small, rosined felt wheel which rolls over the strings. The strings are kept in tune with the use of weights, while small metal levers are used to strike the notes.

Who Did It?

The rinky-tink playing music maker was patented in 1912, though the person obtaining the patent obviously had the good sense to make sure that his name was wiped from the pages of history.

But, in spite of its faults, it must have been a pretty big thing in its time, though probably not as important as a note on the machine's box proclaims. This note describes the Vianola as "the 8th greatest invention of the decade." It doesn't mention which decade, though, nor does it list any of the lesser inventions of that era.

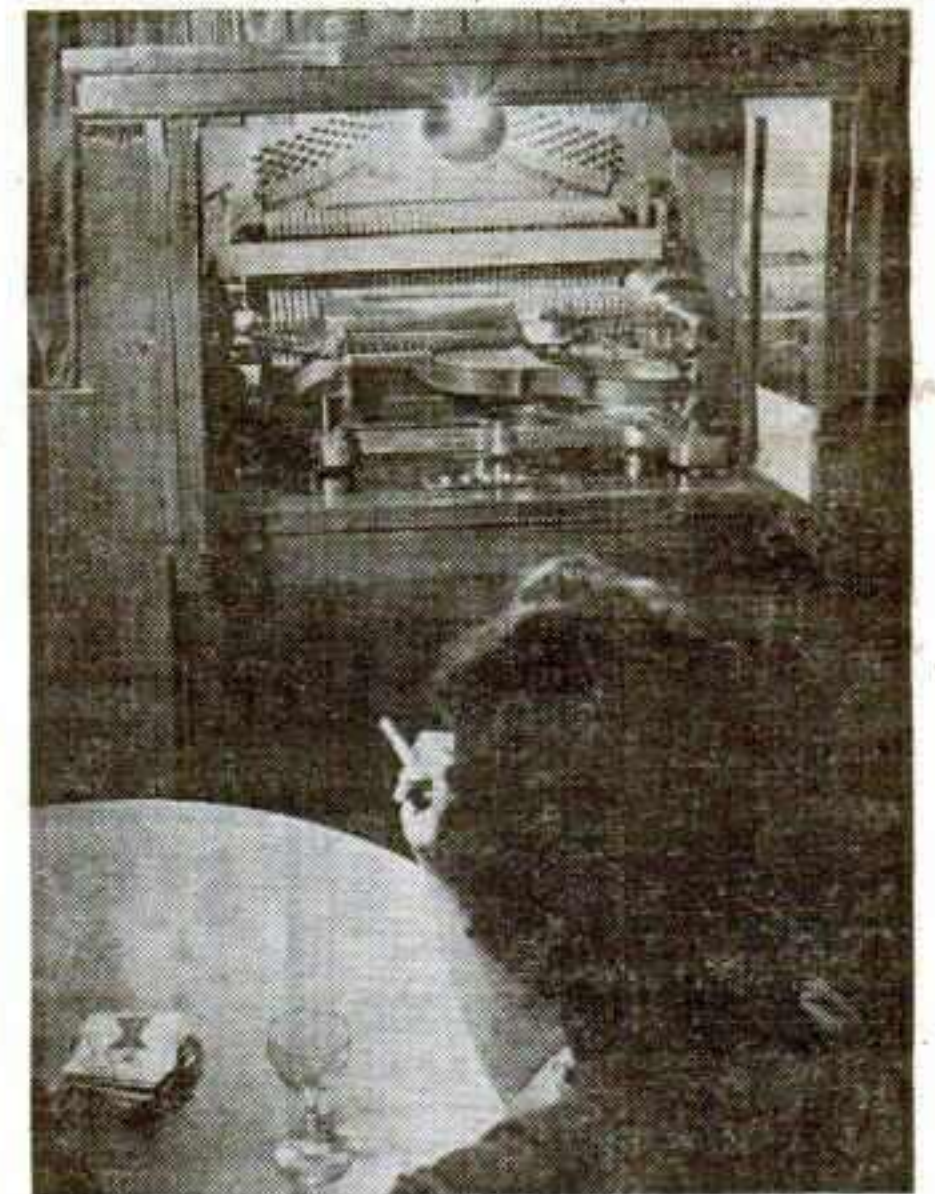
A little weak in the tone and interpretation department, compared with the velvet sounds of modern stereo, the Vianola holds its own with the customers by coming in loud and scratchy with the old nostalgia.

Ancient Programming

As a waitress in the tavern said, "Just let somebody start the thing playing and the customers get that faraway look. From then on they feed it quarters all night long." For these quarters they hear tunes ranging from "Sweet Lisa," a fox trot, to "My Sin," a waltz.

This particular Vianola arrived at the Nugget by way of Wichita Falls, Tex., where it once held a proud position in a candy and ice cream parlor.

Historians of the machine say that a decade before the advent of the juke box, one owner of



GRANDDADDY OF THE JUKE BOX still draws the listeners with tunes of a bygone era.

the Vianola acquired enough money from its operation to send his son to college—with an automobile.

Worth \$10,000

A Wichita Falls family discovered the now antiquated machine several years ago and thought enough of it to have it restored. As an antique, it is now valued as high as \$10,000.

At present it belongs to a Wichita Falls man who, having a practical mind, reasoned that the rightful spot for the old music-maker was a beer parlor.

And that's where it is, Merrily squeezing out tunes of an era that's gone.

3 U. S. Coin Machine Firms Seeking German Manufacturing Facilities

STUTT GART—At least three U. S. coin machine concerns are seeking manufacturing facilities in West Germany.

State authorities in Baden-Wuerttemberg and Bavaria report that in addition to the three firms, several additional American firms have solicited information about available plant sites.

Officials recommend purchasing existing plant facilities or leasing, if possible. New plant construction has become expensive and plagued with delays because of labor and material shortages.

"Unfortunately," an official in the Baden-Wuerttemberg state economics ministry here cautioned, "there is a general influx of U. S. concerns into this area because of the Common Market, and coin machine manufacturers will have to get in line, so to speak."

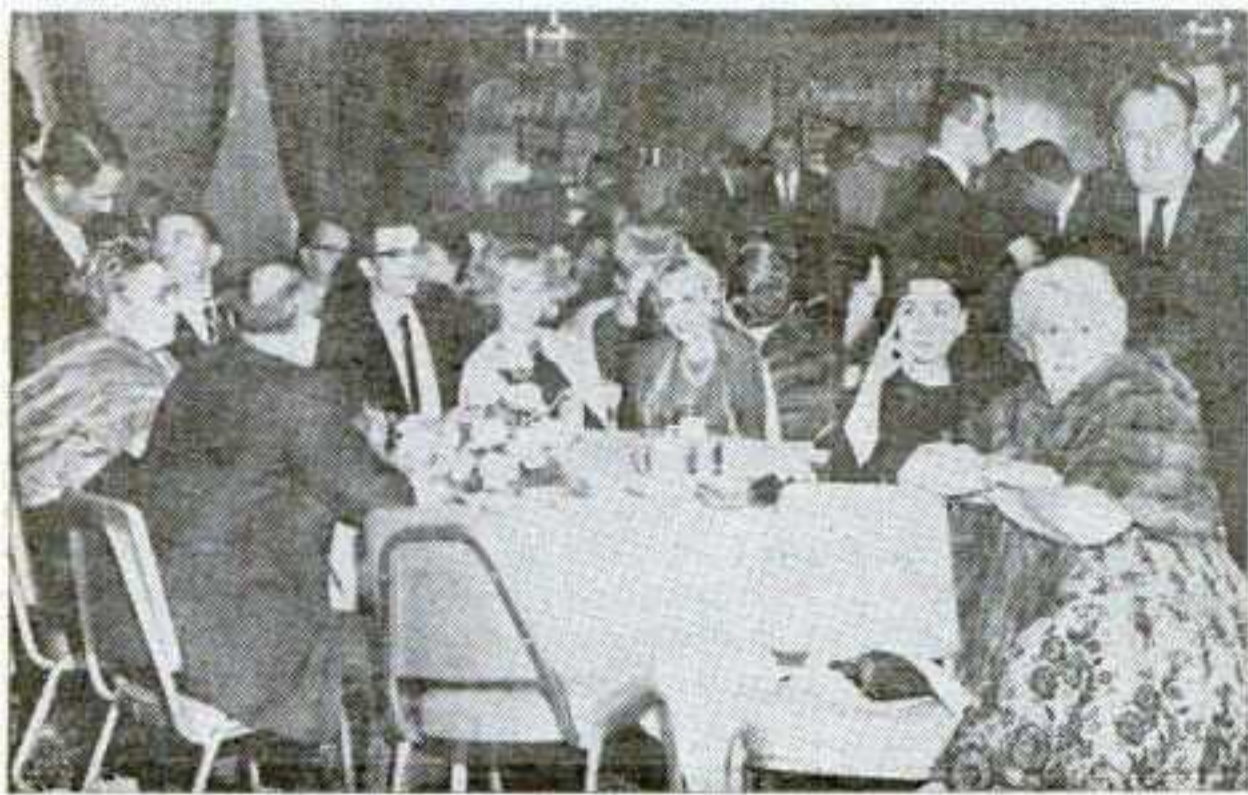
Officials here suggest to U. S. concerns that the best possibilities at the moment are offered by firms bankrupted by the slowdown in the German boom. The number of such firms is increasing, and their production facilities can be acquired

on highly favorable terms as a rule.

A recent statement by Thomas H. Miner, president of a management consultant firm, is endorsed by German officials. Miner said in Chicago that the coin machine manufacturer would find that the first and cheapest alternative to exporting is to license a foreign manufacturer to make his products and sell them under the manufacturer's trade-mark.

However, German experts believe that better results can be achieved by partnership arrangements, whereby the U. S. concern acquires a half interest in the Common Market subsidiary. These experts believe, furthermore, that outright U. S. ownership of its foreign subsidiary has many advantages.

Holiday Inn Backgrounds by Seeburg



JOE ROBBINS (standing, left) checks to see if everything is all right at Empire's big blast introducing the new Rock-Ola line last week. Robbins, together with Empire owner, Gil Kitt, were hosts of the affair.

MEMPHIS — The Seeburg Corporation has the exclusive franchise for installing its background music units in all new Holiday Inns as they are completed, George Sammons, president of Sammons-Pennington Company, local Seeburg distributor, said last week.

Sammons' announcement came after he was visited by Stewart Auer, vice-president of Seeburg in charge of the background music division.

Installation of the background units will fall to the respective districts of Seeburg distributors.

For example, Sammons, in the Mid-South, will soon have units operating in new Holiday Inns in these cities:

Little Rock and North Little Rock, Ark.; Clarksdale, Miss.; Texarkana, Ark.; Jackson, Tenn.; Greenville and Greenwood, Miss.

Holiday Inns have become the largest motel chain in the nation. About six new motels are being opened somewhere in the U. S. each month.

The home office of the national chain is Memphis. It was started

here by two millionaire builders, Wallace E. Johnson and Kemmons Wilson, with an idea, money, know-how and good credit standing for more money when they needed it.

Sammons also has background music units in various other types of businesses: factories, radio stations, banks, restaurants, office buildings, and supermarkets.

Tony Bennett Headlines Empire Rock-Ola Show

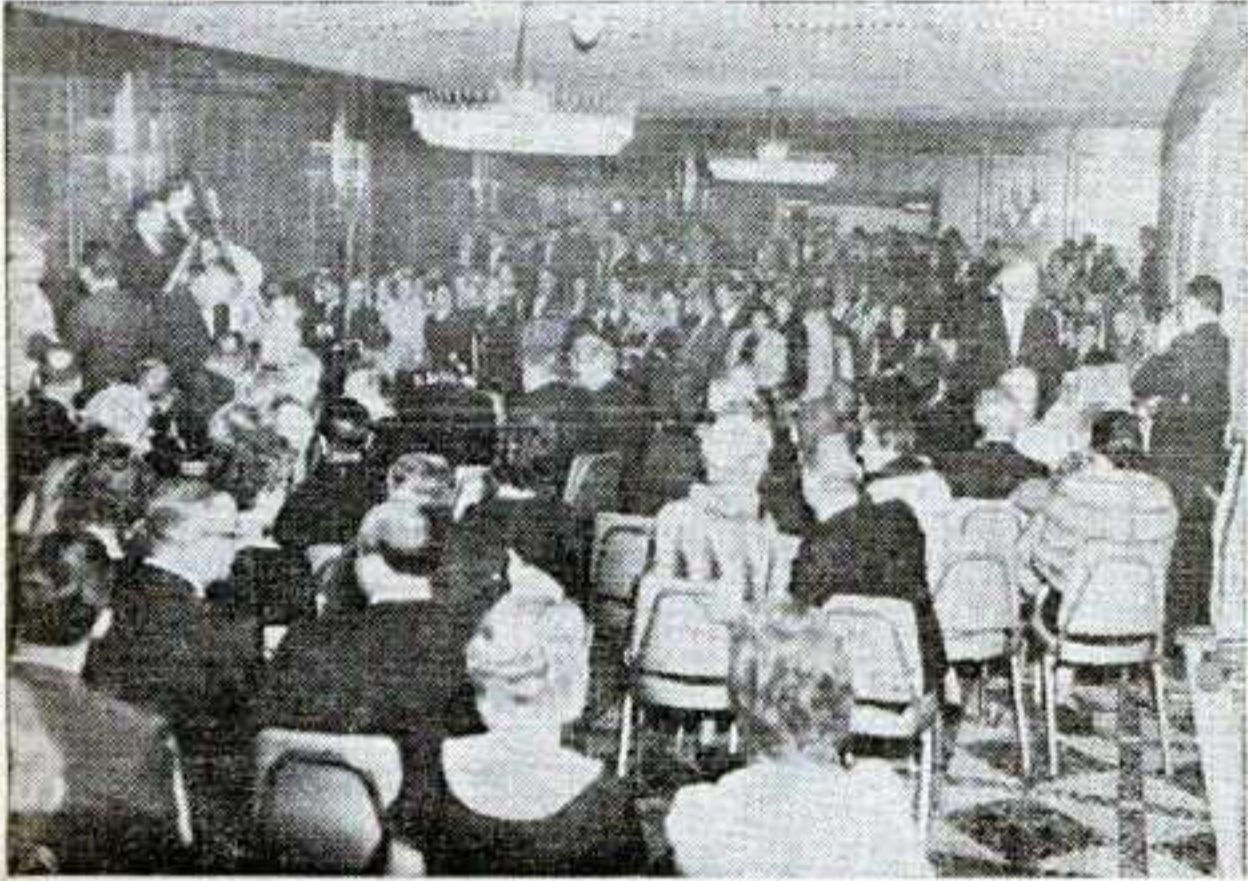
CHICAGO — Empire Coin Machine Exchange threw what was clearly the biggest and plushiest social affair of the year here as it unveiled the new Rock-Ola juke box line to several hundred operators and guests at the plush Sahara Inn last Saturday (6) night.

Tony Bennett, appearing as a personal friend of Empire owner, Gil Kitt, headlined an hour-long floorshow that included Harvey Fine, comedian; Monnett, vocalist, and the Sam Di Stefano orchestra.

Other celebrities to put in an appearance were Nick Noble, Ralph Marterie, Patty Page, Pat Morrissey, and Sig Sakowicz.

The evening was strictly social. The new Rock-Ola machines were attractively displayed at one end of the room, but this was the only recognizable business aspect of the affair. A 10-second thank you message from Gil Kitt was as close as anyone even came to a speech.

Cocktails were served at 6 p.m., with a buffet following. Dancing continued long into the night. Gentlemen were presented with a Parker pen and pencil set, with ladies getting a beautiful gold perfume dispenser. A liberal supply of records and other goodies were also passed out.



SEVERAL HUNDRED OPERATORS AND GUESTS gathered in close as the entertainment got under way at Empire Coin Machine Exchange's giant bash in the Sahara Inn Motel last week. Gil Kitt and Joe Robbins were hosts as Empire unveiled its new Rock-Ola juke box line.

Dance Pitch To Youths by Drive-In Cafe

FLORENCE, S. C.—Juke box operators who believe that drive-in restaurants are too marginal from the profit standpoint to justify a top-notch stereo phonograph can find a solution in a plan developed by Keels Music Company of Florence and Myrtle Beach, S. C.

S. M. Keels, owner, simply builds concrete platforms out in front of the juke boxes and encourages teen-agers to dance.

A typical location is the Airport Drive-In Restaurant, east of Florence. The drive-in, built to capitalize on heavy traffic of people who like to sit in their automobiles and watch airliners and military planes landing and taking off, is exceptionally popular with teen-agers.

Excess Energy

This gave Keels an idea. Why not make it possible for the youngsters to work off some of their excess energy jitterbugging or twisting while waiting for food service or afterwards?

He installed a 200-play phonograph about 100 feet back of the drive-in, in front of which a 16-by-16-foot concrete platform was poured. The juke box itself is protected from inclement weather by a wooden shed with a waterproof roof, and a lining of waterproof material to guard against moisture damage. A heavy lock closes the door when the drive-in closes late at night to protect the phonograph against vandalism—and an inexpensive overhead cable, up high

(Continued on page 61)



A HAPPY TRIO, Pat Morrissey, Tony Bennett and Gil Kitt, at Empire's plush party in the Sahara Inn last week. Tony interrupted a rehearsal schedule to appear as a special favor to Kitt.

PETEET BROS. GOT GREAT ACT FOR THE ROAD

NORTH TONAWANDA, N. Y.—Two Wurlitzer service schools—one in Covington, Ky., and the other in Billings, Mont.—were recently held on the same afternoon. Field Service Engineer Peteet was in charge of the Kentucky session. Montana operators were also instructed in the fine points of electric circuitry and electrical components. Instructor was Field Service Engineer Peteet. The Wurlitzer Company here has what is probably the only brother act in a highly specialized field. Hank Peteet, working out of Columbus, Ohio, sets up schools for operators and servicemen in Wurlitzer distributor showrooms throughout the Midwest. His brother, Walt Peteet, performs similar functions in the 11 Western States. Walt works out of Seattle.



CHICAGO'S RADIO AMBASSADOR OF GOOD WILL, Sig Sakowicz, who incidentally tips the scales at slightly over 250, gets a friendly pat from orchestra leader Ralph Marterie, as Gil Kitt gives them the word on the new Rock-Ola line during Kitt's plush party at the Sahara Inn last week.

MOA Offering Medical Insurance Plan to Members

CHICAGO—A major medical insurance plan with benefits up to \$5,000 is being made available to Music Operators of America members.

The plan is being handled through Union Trust Life Insurance Company and administered by George Miller, MOA president.

Rates vary from \$7 per quarter for a member under 40, to \$29.40 per quarter for a member from 60 to 69. Wives and employees of members may also be covered.

Pays 80 Per Cent

The plan calls for a flat deductible of \$300 and will pay 80 per cent of so-called reasonable expenses up to the \$5,000 maximum for any one accident or sickness.

In a special letter to MOA members, Miller noted that the plan becomes operative when 60 or 70 per cent of the members who now are enrolled in MOA's group life insurance plan join the major medical.

Members are being asked to send checks to Miller in Oakland, Calif., where the money will be held in trust until the plan begins.

Expenses

Eligible expenses include: Hospital room and board; miscellaneous

expenses such as operating room, oxygen, X-rays, lab tests, medicines and drugs; nurse expense; physician and surgeon fees and dental treatment if necessitated by accident or injury.

Benefits are payable for expenses incurred within two years after the date of the accident or within two years of the date of the first expense incurred for any one period of sickness.

Coverage cannot be terminated by the company as long as the plan remains in force, the insured remains a member, or reaches 70.

Full details and applications are available from MOA's Oakland offices.

The Vagabond

• *Continued from page 55*

alleys, by making high score, by hitting the drop target when lighted (accomplished by lighting all 10 center buttons), and by hitting either of two side eject holes when lit. The side eject holes also raise the drop target after its been knocked off.

Vagabond is a single player game and has a single coin chute for nickel or dime play.

Vend . . . the Magazine of Automatic Vending

HUNDREDS OF MONEY-MAKING VENDING IDEAS

Cost you a fraction of a cent a piece when you subscribe to Vend—the magazine of automatic vending!

Fill in—tear out—mail today!

FEATURES TWICE A MONTH

Candy, Gum & Nuts
Beverages
Tobacco
New Products
Trends
Industry News
Market Place
Editorials
Articles

VEND Magazine, 2160 Patterson St., Cincinnati 14, Ohio

Yes—Please sign me up for Vend for

1 year \$7 3 years \$15
 (Foreign rate, one year \$14)

758

Name

Address

City.....Zone.....State.....

Occupation.....

Ops Smile as 'Big Girls Don't Cry' Hits

CHICAGO — Vee Jay's "Big Girls Don't Cry," by the Four Seasons, looks as tho it's on its way to becoming the biggest record operators here have had for a long time. Both Russ DiAngelo at Music Box and Fred Sipiora at Singers report it as one of their hottest disks, and the record hasn't been out 10 days.

It's a prime example of a radio station building demand for a record even before it has reached distributor shelves. In this case, it's also a strong pat on the back for WYNR, the city's new swinging rock and roll station.

"Winner," as the new McLendon-owned outlet's call letters are pronounced, started plugging the tune from a Four Seasons album, and Vee Jay had to push production schedules to come out with the disk on time.

Also Desafinado
The vocal version of "Desafinado," by Pat Thomas on Verve, is also doing well, being reported by both one stops as a hot item.

Other hot operator numbers at Music Box include "Blue Flame," Billy Vaughn, Dot; "I've Been Everywhere," Hank Snow, RCA Victor; "Alley Cat," David Thorne, Riverside (vocal version); Telstar, Tornados, London; "Mama

Sang a Song," Stan Kenton, Capitol; "Guitar Man," Duane Eddy, RCA Victor; "Love Me Tender," Richard Chamberlain, MGM; "I Was Such a Fool," Connie Francis, MGM, and "If You Wanna," Baby Jean, Stacey distributed by United Artist.

At Singer's, hot items include "Don't You Believe It," Andy Williams, Columbia; "Return to Sender," Elvis Presley, RCA Victor.

Operator collections are good though going through a regular seasonal drop. Singles in general are a little off and the juke box situation is usually related.

A number of big news events, notably the Walter Shirra blastoff and now the World's Series, have been pulling people into bars, but the attention is on television, not the juke box.

General feeling among operators is that the end of the series plus the first cold snap will pick things up.

WANTED BINGO MECHANIC
for work at Honest Johns in fabulous Las Vegas on slot machines with electronic applications. Must be qualified—between ages 30-40. No past record. Top money for right man. Call
Norman Little
Las Vegas, Nevada
Dudley 2-3633 collect

CLOSEOUT
In Stock—Make Us An Offer

BOWLERS
ABC Bowling Lane
ABC Champion
Chi Coin
Bowling League
Chi Coin
Classic Bowler
Chi Coin
TV Bowler
Bally Challenger
Bally Lucky
Bowler
Bally Pan
American
Bally Strike
Bally Trophy
United Jumbo
United Royal
United Bowling
Alley

POOL TABLES
Kaye Leader
Kaye Fleetwood
Fisher
Fisher Jumbo
Fisher Imperial
Valley 7450
Valley 8500
"As Is" or reconditioned.

COMPLETE ARCADE SET-UP FOR SALE
If interested write for complete details.

Write for Complete Catalog of
GOTTLIEB and WILLIAMS
Pinball Machines and
BALLY Bingos.

Write for complete catalog of all coin-operated equipment.
SCOTT CROSSE CO.
1732-42 Fairmount Ave.
Philadelphia, Pa.
Center 6-4444

ZIG-ZAG
Counter Game
5-ball play, 1c-5c-10c play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.
\$49.50

SHUFFLEBOARD SCOREBOARDS
Coin operated. 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.
\$159.50
Wall Model \$105.00

SPECIALS! POOL SUPPLIES

5-Oz. Bumper Pool Balls (10) \$ 9.00
4-Oz. Bumper Pool Balls (10) 7.50
2 1/2" Pool Balls 1-15 w/Cue Ball. Set 12.50
2 1/4" Pool Balls 1-15 w/Cue Ball. Set 16.95
Plastic Triangles, 2 1/4" 1.50
48" Cues \$1.50 ea.; 25, \$1.15 ea.
52" Cues \$1.95 ea.; 25, \$1.50 ea.
57" Plastic Cues \$3.95 ea.; \$39.00 dz.

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS
We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

1/3 Deposit, Balance C.O.D. or S.D.
MARVEL Manufacturing Co.
2845 W. Fullerton Ave., Chicago 47, Ill.
Phone: Dickens 2-9424

Recent Stereo Releases For Juke Box Operators

All titles listed below are from the latest Rowe-AMI Top Talent packages. All are available in 3 1/2 stereo. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

Folk Matinee, The Limelites, RCA Victor (Folk)
Sing Hallelujah/Sweet Water Rolling
Funk/Blue Mountain Lake
Tamborito/Uncle Benny's Celebration
Wake Up, Dunia/Reedy River
To Everything There Is a Season/Those Were the Days

Dick Hyman and His Trio, Dick Hyman, Command (Pop Instrumental)
Forty-Second Street/The Bad and Beautiful
Somebody Stole My Gal/When Your Lover Has Gone
Love for Sale/Down Home Melody
Make Someone Happy/Jitterbug Waltz
Dites Moi/People Will Say We're in Love

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.

ALL ALONE AM I AND SAVE ALL YOUR LOVIN' FOR ME	BRENDA LEE Decca 31424
POPEYE (THE HITCHHIKER) AND LIMBO ROCK	CHUBBY CHECKER Parkway 849
NOTHING CAN CHANGE THIS LOVE AND SOMEBODY HAVE MERCY	SAM COOKE RCA Victor 8088
IF A MAN ANSWERS AND A TRUE, TRUE LOVE	BOBBY DARIN Capitol 4837
WORKIN' FOR THE MAN AND LEAH	ROY ORBISON Monument 467
I WAS SUCH A FOOL AND HE THINKS I STILL CARE	CONNIE FRANCIS MGM 13096
RETURN TO SENDER AND WHERE DO YOU COME FROM	ELVIS PRESLEY RCA Victor 8100
NEXT DOOR TO THE BLUES AND FOOLS RUSH IN	ETTA JAMES Argo 8424

Joe Ash says . . .
CONTACT ACTIVE FOR PINBALLS
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POlor 9-4495
Write or wire for prices

22-FT. SHUFFLEBOARDS \$225.00 Reconditioned & Resurfaced Top, 9-Ft. American Bank Shot 125.00 6-Pocket Pool Tables (reconditioned) 75.00 3 Quarter Tables—6 Pockets 295.00	ARCADE 1960 Auto Test \$445.00 Pollard Football 135.00 Jet Pilot 185.00 Road Racer 375.00 Drive Mobile 150.00 Midway Shooting Gallery 215.00 Deluxe Shooting Gallery 275.00 Moon Raider Gun 160.00 Carnival Gun 125.00 Sportsman Gun 140.00
BOWLERS ABC 150 \$150.00 Congress 165.00 CC Gold Pin 465.00 UN Line-Up 465.00 CC Hollywood 95.00 CC Blinker 95.00 CC Rocket 75.00	

PURVEYOR Better Buys
DISTRIBUTING CO.
4322-24 N. WESTERN AVE.
CHICAGO, ILLINOIS
JUNIPER 8-1814

Exclusive Chicago Area Distributor for
WURLITZER PHONOGRAPH and PARTS

IMPORTERS SEND FOR FREE 1962 CATALOG
64 Pages—Fully Illustrated.

FIRST COIN MACHINE EXCHANGE, INC.
Joe Kline
Cable: "FIRSTCOIN"—Chicago
1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

WANTED TO BUY
Will pay top prices for
LATE GOTTLIEB GAMES
—BALLY SHOOT-A-LINES
—BARRELS OF FUN —
—LOTTA FUN — KEENEY
—STAR TIME — UNITED
—TRIPLE PLAYS—SEEBURG
R-100—AMI Continental.

FOR SALE
Uprights, Bingos, Flipper Games, Shuffles & Bowlers—always a better deal here.

ARCADE EQUIPMENT
C.C. Goales \$110
Cap. Midget Movies 125
Quarterback 125
Motorama 175
Merc. Floor Grips 85
Pull Donkey's Tail 175
Wms. Crane 125
Wms. Peppy the Clown 195
Set Shot Basketball 195
Stand. Metal Typex 225
Harv. Metal Typex 195
Mid. Red Ball 195
Sidewalk Engineer 125
Ex. Hi-Ball 75
Keeneey League Baseball 125
Ingo Floor Grip 85
Radiograms, Fl. Mod. 110
Walling Scales 95
Mills Scales 65
Love Meters, Fl. Model 125
Auto. Drivemobile 150
Muto. Silver Gloves 150
See-a-View 75
Periscope 110
Pitch'm & Bat'm 125
Cross Country Drive-mobile 250

GUNS
Ex. Space Gun \$125
Silver Bullet 125
Gun Patrol 110
Six Shooter 110
Shooting Gallery 135
Mid. Shooting Gallery 275
Vanguard 225
State Fair 195
Sky Gunner 125
Gun Club 195
Keeneey Sportsman 150
Atomic Bomber 100
Auto. Sky Fiter 125
C. C. Ray Gun 395
Seeburg Bear Gun 175
Un. Sky Raider 195

AUTO PHOTO
Model #9 \$895.00
Model #11 1,895.00
Model #14 2,750.00

DISTRIBUTORS FOR WURLITZER, UNITED, GOTTLIEB AND MIDWAY.
CLEVELAND COIN MACHINE EXCHANGE Inc
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

M. S. GISSER
Sales Manager

ANY THREE OF THESE

FALL SPECIAL!!
3 for \$125.00

ANY THREE OF THESE

BALLY 12 FT. ABC CHAMPION BOWLER 14 FT. STRIKE BOWLER	CHI COIN 12 FT. BOWLING LEAGUE 14 FT. BOWLING LEAGUE 14 FT. SUPER BOWLING LEAGUE	UNITED 11 FT. BOWLING ALLEY
--	--	---------------------------------------

AMI W-80 WALL BOXES \$20.00 ea. or ten (10) for \$175.00
AMI W-120 WALL BOXES \$25.00 ea. or ten (10) for \$225.00
AMI R-168 BAR GRIPS \$5.00 ea. or ten (10) for \$40.00

TERMS: 1/3 Deposit, Balance Order Notify.
SOUTHERN AUTOMATIC MUSIC CO., INC.
735 S. BROOK STREET LOUISVILLE, KENTUCKY

NEW ROWE AMI 3 in 1 phonograph

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.* Brilliant design, moving color. Loaded with play building features.
*Patent pending

See your Rowe AMI Distributor!
Rowe AC Services
Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Ill.

BARGAINS FOR THE WEEK

GAMES GAMES
250 OF THEM

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED? SPECIALS FOR THE WEEK

AMI, G-200 Phonograph \$195.00
Advance Bowler 495.00
Gottlieb Contest (4 Player) 235.00
C.C. Dutchess Bowler . 595.00
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Venders.

Write or Call Us Collect.
MAin 1-3511
Write for Our Price List on Full Line of Coin-Operated Machines.

Central

DISTRIBUTORS, INC.
2315 Olive Street, St. Louis 3, Mo.
Phone: MAin 1-3511, Cable: Condist

MIXED LOYALTIES

Canale Kinfolk Cavort At Memphis Ballpark

MEMPHIS — Drew Canale, owner of Canale Enterprises Inc., music and cigaret operator, found himself in a dilemma on a recent Saturday (6) when the football teams of Tennessee and Mississippi State clashed on the gridiron at Memphis.

Reason: Drew has four husky nephews who play football, three for Tennessee and one for Mississippi State.

The one who plays for Mississippi State, Justin Canale, was named after Drew, whose middle name is Justin. Justin plays tackle.

The other three are all Tennessee stalwarts: George Canale Jr., quarterback; Whit Canale, end, and Frank Canale, blocking back.

It would seem Tennessee with their Canales outnumbering Mis-

issippi State Canales, would overpower the Mississippi boys.

But a fighting Mississippi State turned the tables this year, shocked the fans and scored an upset, beating favored Tennessee 7 to 6.

All four Canale football players are brothers, son of George Canale Sr., who has a large hay farm and owns a service station and himself played football when he was younger.

Drew Canale was asked after the game who he was pulling for —Tennessee or Mississippi State.

"Oh, I was pulling for Tennessee," he said rather dejectedly.

Asked why, he changed to:

"I was really neutral."

Then asked why he wasn't pulling for his namesake on the Mississippi State squad, he said:

"I was really leaning that way a little bit. I tried to stay neutral so there wouldn't be a family argument."

Then later the confession finally came:

"I was happy with all of them. They all did well. I was sort of glad Mississippi State won. Tennessee has beat them so many years in the past."

NEW for '62!

DELUXE and SPECIAL 6-POCKETS BUMPER POOL®



POOL TABLES by VALLEY

NEW DESIGN! NEW MECHANISMS! At your distributor or write—

VALLEY SALES CO.
323 Morton St. Bay City, Michigan

WHAT TO DO UNTIL THE DOCTOR COMES

MEMPHIS—George Sammons, president of Sammons-Pennington Company, distributor, is again this year giving his employees flu shots so they won't come down with Asian flu when the epidemic hits Memphis.

A doctor will come to the company's office this week to give the second shot. He gave the 13 employees the first shot two weeks ago.

Sammons gave his employees shots last year.

From a monetary standpoint, Sammons will be far ahead: the shots, at a reduced rate of \$3 each (the doctor is a friend), will run him \$78. Just one employee off with the flu would cost him many times that in lost sales or repair work.

OPERATE UNITED

Shuffle Alleys and Bowling Alleys

WELCOME EVERYWHERE

★
UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.

UPRIGHTS AT SPECIAL PRICES
The following items appeared incorrectly listed in the ad appearing in the Oct. 6 issue:

BIG ROUNDUPS \$ 50
SUPER WILDCATS (REGULAR) 150
1/3 deposit with order, balance C.O.D. on sight draft.

D&L DISTRIBUTORS
24 E. Franklin St. Hagerstown, Md.
Reg 9-4402

SALE! Completely Reconditioned

GOTTLIEB 1-PLAYERS

SILVER \$135
QUEEN OF DIAMONDS ... 175
MISS ANNABELLE 175
UNIVERSE 195
WORLD BEAUTIES 195
SPOT-A-CARD 235
KEWPIE DOLL 245

SALE! Completely Reconditioned

GOTTLIEB 2- and 4-PLAYERS

WHIRLWIND \$175
BRITE STAR 185
AROUND THE WORLD ... 275
SEVEN SEAS 285
MADEMOISELLE 295
SWEET SIOUX 325
TEXAN 345

OLYMPICS

Gottlieb's New 1-Player "Sports Spectacular"! Delivery Now—Order Today.
See page 61

WANT TO BUY

ALOHA—LANCERS—FOTO FINISH—FLYING CIRCUS—LIBERTY BELLE—BIG CASINO—OKLAHOMA—SHOW BOAT—TROPIC ISLE

NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey Chicago 14, Ill.
BUckingham 1-8211

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



ANOTHER Williams FIRST...

the exciting new skill feature

DROP TARGET
incorporated for the first time in . . .

Williams VAGABOND

IF HIT WHEN LIT PLAYER GETS EXTRA BALL!

- hitting 10 rollover buttons lites center drop target—sets up play for extra ball.
- making skill lanes A-B-C and D gives extra ball.
- two eject holes at sides raise drop target and gives extra ball, when lit.
- high score gives extra ball.
- five jet bumpers ● rebound kickers
- two flippers ● single coin chute
- plasticote finish long life playfield resists wear.

See Vagabond at your Williams Distributor

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES

New 24 volt system • New "push-pull" latch mechanism for front molding • New polished chrome metal one-piece flippers • New modern style back box with metal back door • New Relays • New "brushed nickel" front door and frame.

"Profit-Makers" From
chicago coin
 ROYAL CROWN BOWLER • STARLITE
 WORLD'S FAIR RIFLE GALLERY • CITATION PUCK BOWLER
 CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE 1-1000, 4 Flavor. . . . \$595	A.M.I. 1-200M \$395
ROWE AMBASSADOR, 11-Col. (93-A) 145	A.M.I. 6-120 245
ROWE 20-700 (20-Col.) Cig. 245	A.M.I. 6-200 245
ROWE AMBASSADOR, 14-Col. Cig. . . . 175	A.M.I. E-80 145
ROWE CANDY (11-Col.) Med. 77 265	ROCK-OLA 1464 (Wall Type) 365
ROWE CANDY, 8-Col. 145	ROCK-OLA 1455 275
ROWE HOT FOOD (7-Col.) 375	SEEBURG 0-160SH 795
ROWE RV750 COFFEE (Fresh brew). 500	SEEBURG 222-5H 725
DUGRENIER PASTRY (4-Col.) 145	SEEBURG "200" WALLBOX 85
DUGRENIER K-12 Cig. (Man.) 165	WURLITZER 2400 645
NORTHWESTERN STICK GUM VENDOR 15	WURLITZER 2200 325
NATIONAL 11-ML Cig. (Man.) 150	WURLITZER 2000 265
VENDO ICE CREAM (Dairi-Vend) 145	WURLITZER 2100 295

AC DOLLAR BILL CHANGER
 Location proved. Eliminates need for attendant! Immediate delivery.
\$995 plus F. E. T.
STANDARD COIN CHANGERS
 30c Model—\$125.50 Duo 50c-25c—\$210. plus F.E.T.
5-BALLS
 Gottlieb FLIPPER CLOWN . . . \$315
 Gottlieb ALOHA, 2-Pl. 395
 Gottlieb FLIPPER 225
 Gottlieb LANCER, 2-Pl. 365
 Wms. JOLLY JOKER 275
 Cable: "ATMUSIC"—Chicago

Distributors for
AMI—ROWE—BALLY
ATLAS MUSIC COMPANY
 A Quarter Century of Service
 BRANCH OF ROWE-AC SERVICES DIVISION
 DES MOINES, IOWA 1120 Walnut St. Ph.: 283-2393
 CHICAGO 47, ILL. 2122 N. Western Ave. ARmitage 6-5005

4 European Mfrs. Mulling Merger

By OMER ANDERSON

PARIS—Four kingpin European juke box manufacturers are discussing merger with a view toward establishing a U. S. manufacturing operation as well as strengthening their competitive position inside the European Common Market.

Pending progress of the merger talks, none of the four firms will comment on plans under discussion or permit their firms to be identified. Their officials describe the talks, however, as paralleling the negotiations in progress for a fusion of European airlines into a single European super-carrier. The four airlines are Air France, Lufthansa (West Germany), Alitalia (Italy), and Sabena (Belgium). They propose merging their operations into a super-air transport organization to be called Air Union.

Coin machine trade sources here understand that the Air Union negotiations have inspired the proposed merger of European phonograph producers. It is understood that they have been tentatively picked the name Automaten Union for the super-company they propose organizing to carry the competitive battle against U. S. juke boxes to America.

Best Guess

Although names of the four firms are being withheld, continental trade sources long have speculated about such a merger. The four firms most frequently mentioned in this connection are N.S.M. (West Germany), Marchant (France), Rennotte (Belgium), and Notomat (Italy).

All are strong phonograph manufacturing companies. Notomat builds the Wurlitzer under license at Leghorn, but N.S.M., Marchant and Rennotte manufacture machines of their own design. All four firms are feeling the pressure of U. S. competition on the Continent.

It is understood that, in connection with plans to establish a U. S. manufacturing operation, the Automaten Union negotiators have retained a private firm of Chicago consultants and engineers.

WANTED
 Man to service Seeburg Music and Bally Bingos. Call
JOHN WASSICK
 LI 2-9071 Morgantown, W. Va.

ONLY
WURLITZER
HAS THE
TEN TOP TUNES

Your last chance to buy LIDOS, CAN CANS and other Bingos. Also, many other bargains.
 Call, wire or write us.
NEW ORLEANS NOVELTY COMPANY
 1035 DRYADES STREET
 NEW ORLEANS, LOUISIANA
 Tel.: 529-7321



AMONG UNUSUAL LOCATIONS is a vending installation in a Southern Pacific Golden State railroad car serving a full line of food. Southern has been adding one automat car per month for the past year at a conversion cost of from \$35,000 to \$50,000. Southern leases the equipment under a five-year contract from Davidson Bros., division of Automatic Retailers of America. Davidson provides full service.

FOR SALE
GAMES & BOWLERS
 Bally Congress Shuffle 5 95.00
 Bally Star Shuffle 195.00
 Bally Deluxe Club Shuffle 295.00
 Wildcat 100.00
 Midway Shooting Gallery
 Deluxe 195.00
 United Handicap Shuffle 75.00
 Chicago Coin Players Choice 295.00
 United Royal 165.00
 Key West 65.00
 Road Racer 345.00
PHONOS
 Seeburg VL \$245.00
 Seeburg R 290.00
 Rock-Ola 1440 Hideaway—
 120 Selections 65.00
 Rock-Ola 1498 Empress 695.00
 Wurlitzer 1400 55.00
 Wurlitzer 1650 85.00
 AMI 1 120 335.00
 AMI G200 225.00
 Call, Write or Cable.
 Cable: LEWJO
 We are now distributors for Smokeshoppe and Gottlieb.

Lew Jones Distributing Co
 Exclusive Wurlitzer Distributor
 1301 N. Capitol Ave. 329 W. Ninth St.
 Indianapolis, Ind. Covington, Ky.
 Tel.: ME1906 5-1593 Greater Cincinnati
 Tel.: AX 1-6969

just why
do you read
Billboard
Music Week?

You're reading this issue because you want the facts in the news, all the facts.

And in Billboard Music Week you know you get more news, more facts and more helpful information about what's going on in the music industry than you get from reading any other music trade paper or combination of trade papers.

That's why reading Billboard Music Week every week is such a rewarding experience. It brings you more news, more about new records and new products, more about equipment and components, and more buying guides, and more profit-making and programming services.

You get more in Billboard Music Week. That's why it's read by more people in the music industry . . . in the U. S. A., in Canada and in other countries around the world. More people pay more money for subscriptions to Billboard Music Week than for Cashbox, Music Reporter, Music Vendor, Home Entertainment Retailing or Variety.

Oak Injunction, Infringement Suits

HOLLYWOOD — Sid Bloom, secretary-treasurer of Oak Manufacturing, Inc., last week stated that the two court actions filed recently by his firm included a complaint of patent infringement filed in the U. S. District Court of Dallas against Charles Groden, doing business as Beaver Distributing Company; the other was filed in the Supreme Court of the Province of Ontario against Kenneth McPhail, McPhail Vending Service, Beaver Casting & Vending Machine Supply Company, McPhail Manufacturing Company, and McPhail Vending Service, Ltd. In the Canadian suit, Oak asked for an injunction to prevent the defendants from "passing off and/or selling vending machines similar to vending machines of the plaintiff's design and manufacture."

Say You Saw It in Billboard Music Week



HE JUST SAW THE
ROCK-OLA
BIG 3 FOR '63!

YOU WILL BE FLIPPING
over the ROCK-OLA
BIG 3 FOR '63!

OPEN HOUSE INTRODUCTION SOON TO BE ANNOUNCED



FOR SALE GAMES

C.C. Starlite, 50¢	Write
C.C. Red Dot	\$425.00
C.C. Double Feature	245.00
C.C. Championship	125.00
Un. Regulation	95.00
Un. Handicap	125.00
Un. Atlas	195.00
Un. Lighting	150.00
Un. Clipper	175.00
Un. Capitol	195.00
Un. Rainbow	75.00
Un. Speedy	95.00
Bally Jet	95.00
Bally Victory	95.00
Bally Champion	125.00
Bally Blue Ribbon	125.00
Bally Lucky Shuffle	195.00
Bally De Club	275.00
Bally Official Jumbo	350.00

BOWLERS

Un. Jumbo	\$275.00
Un. Bonus	325.00
Un. Duplex	395.00
Un. Handicap	495.00
Un. Savoy	575.00
Un. Dixie	625.00
Bally Tournament	125.00
Bally Lucky Alley	275.00
C.C. TV	175.00
C.C. Classic	225.00
C.C. Variety Roll Down	695.00

BONN CATS LOVE CONNIE

HAMBURG—Connie Francis is the West German juke box top favorite. An operator poll shows that the American singer brings German operators more business than any other vocalist, German or foreign. Connie Francis' new disks are regarded as urgent "must" buys by all German operators. In fact, the growing popularity of the German "Conny," Conny Froboes, is ascribed in part to the similarity of first names. West Germany's leading film and TV magazine, Bravo, has just selected Miss Francis as West Germany's "most beloved" TV, film and disk artist.

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

Dance Pitch

• Continued from page 57

enough on poles to be away from mischief or vandalism, supplies the current.

At almost any hour of the evening or night the juke box is in continuous use, as carloads of youngsters descend on the convenient outdoor dance floor and twist away.

The management of the drive-in, which was one of the first to be tested on this basis by Keels, was at first apprehensive of rowdiness, but this has never developed, probably because the usual jitterbugs or twisters only stay a short period of time, while waiting for food orders, then move on, to be replaced by others.

No special licenses or permits were necessary to obtain the privilege of permitting outside dancing in this way, and because the drive-in sells no alcoholic beverages and features low-priced fast-food order, the outdoor dance clatter has been very favorably received by parents and the local press.

The Keels Music Company operates one of South Carolina's largest routes of phonographs, vending and amusement machines, extending more than 100 miles from the Myrtle Beach playground, west of Florence and beyond.

WORLD'S LARGEST INVENTORY FOR SALE

Send for Complete Lists

ARCADE—GAMES
BINGOS—RIDES
MUSIC, etc.

DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

SPECIAL WILL ACCEPT YOUR BEST OFFER VENDING

- 8 Seeburg E2 Cigarette Vendors
- 1 Du Grenier 20-Col. Hi Boy
- 2 Apco SC6SL
- 3 Stoner D 1
- 2 Vendo Milk
- 2 Keeney Popcorn
- 1 Yates American Ice Cube Mach. (Like New)
- 2 Bally 583
- 5 Apco Jr. Coffee
- 6 Apco Sr. Coffee
- 2 Apco MCS

Wire—Write—Telephone
CABLE ADDRESS: REDDING
REDD DISTRIBUTING CO., INC.
126 Lincoln Street
Boston (Brighton) 35, Mass.
PHONE: ALgonquin 4-4040
EXCLUSIVE DISTRIBUTORS FOR SEEBURG, BALLY, CHICAGO COIN IN NEW ENGLAND STATES.
MEMBER OF N.A.M.A.

MONROE
COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: Superior 1-4600

FOR SALE—BARGAINS

Games Inc. Trail Blazer	\$195	Games Inc. Twin Trail Blazer	\$345
Games Inc. Tim Buc Too	245	Games Inc. Twin Tim Buc Too	395
Games Inc. Super Wildcat	145	Games Inc. Twin Super Wildcat	295

WANT... WILL PAY CASH!

BALLY Shoot-a-Line—Light-a-Line
Barrel o' Funs—Lotta Fun

KEENEY Old Plantation—Birdland
Startime—El Rancho

Contact Immediately:

Mickey Anderson
AMUSEMENT CO.
314 East 11th St. Erie, Pa.
Phone Glendale 2-3207

more than

GO

... saving specialties. Come aboard now... earn while you learn a trade of the future.

NAVY

EXTRA WAREHOUSE CLEARANCE

Ask for Our Current Used Equipment List

SHUFFLES

United Big Bonus	\$435
United Big Nofch	145
United Mercury	35
United Mars	35
United Eleventh Frame	45
Bally De Luxe Club	275
Bally Monarch	350

FLIPPERS

Gottlieb Flipper	\$225
Gottlieb Flipper Parade	250
Gottlieb Flipper Fair	275
Williams Jolly Joker	350

BOWLERS

Bally Trophy	\$195
Bally Tournament	195
Bally Lucky Alley	245
United Jumbo	195

MUSIC

Wurlitzer 1400	\$ 50
Wurlitzer 1500	95
Wurlitzer 1650	95
Wurlitzer 1800	200
Wurlitzer 2000	225
Wurlitzer 2100	355
Wurlitzer 2200	395
Wurlitzer 2310	495
Wurlitzer 2404	565

REX-BILOTTA CORPORATION
821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanite 6-4071.



SPORT SPECTACULAR

Gottlieb's OLYMPICS

Breaks World's Record for Money-Making!

Soccer, swimming, high jump, discus, baseball, hockey, pole vault, whatever the event, OLYMPICS naturally attracts the crowds. Really a honey of a crowd pleaser; a honey of a money-maker. Order OLYMPICS for your locations. See your distributor today.

- Each rollover designates an "Olympic City".
- Scoring 8 cities awards special.
- Scoring all cities lights targets for specials.
- Each top rollover scores when its pair of bumpers are lit.
- Targets spot rollovers indicated by lit pair of bumpers.
- Center "run up" numbers keep total of cities scored.
- 4 on-off pop bumpers for high score.
- Match feature.
- Sparkling cabinet design.

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!



Bally

Big 7 Shuffle

WITH **7** EXCITING WAYS TO SCORE



FLASH-MATIC PLUS SUPER-STRIKES
BIG 7 SHUFFLE is the only flashing light alley with SUPER-STRIKE skill-appeal

JUMBO
WITH SPEED-CONTROL SKILL-APPEAL PLUS SUPER-STRIKES

MATCH-MATIC
WITH SECOND-SHOT SCORE-SAVER
Strike scores up to 500. If Strike not scored, flashing lights permit player to score up to 500 on second shot.

OFFICIAL
FOR DYED-IN-THE-WOOL A.B.C. BOWLING FANS

HANDICAP
(OFFICIAL A.B.C. SCORING)
Any number of players may be allowed "easy" Strike HANDICAP for as many frames as agreed.

ALL-STRIKE
FOR FAST COMPETITIVE PLAY
ONLY STRIKES SCORE

MYSTERY
popular skill "equalizer"
PLUS SUPER-STRIKES

FULL LENGTH STAINLESS STEEL CABINET RAILS
HIGH SPEED TOTALIZERS
ROTARY PLAYER & FRAME COUNTERS

8 ft. 8 in. by 25 in.
1 TO 6 CAN PLAY

COIN STYLES
1. DIME ONLY
2. DIME OR 2 NICKELS
QUARTER, HALF DOLLAR

BIG 7 SHUFFLE is everybody's alley, appeals to the whims and moods of every type of player, keeps busy every minute of the business day. Get BIG 7 SHUFFLE now!

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

WHY WE WON'T CALL IT A J B



A name that's out of date and out of style chains you to the past. It does nothing to build the high character of your business. That's why the industry's worn-out name is no good for the phonograph that opens the door to today's bigger opportunities ... the revolutionary Seeburg LP Console.

FOUR GREAT NEW
SINGLES
 FROM THE FORTHCOMING BROADWAY MUSICAL
"OLIVER!"

FROM THE INTERNATIONAL MUSICAL SENSATION
OLIVER!




45 RPM
 RCA VICTOR

lena horne
WHERE IS LOVE?
 from "OLIVER!"
 — and —
COME ON STRONG
 (FROM THE BROADWAY PRODUCTION
 "COME ON STRONG")

Nº 8092

FROM THE INTERNATIONAL MUSICAL SENSATION
OLIVER!




45 RPM
 RCA VICTOR

DELLA REESE
AS LONG AS HE NEEDS ME
 from "OLIVER!"
 and
IT MAKES NO DIFFERENCE NOW

Nº 8093

FROM THE INTERNATIONAL MUSICAL SENSATION
OLIVER!




45 RPM
 RCA VICTOR

THE LIMELITERS
WHO WILL BUY?
 from "OLIVER!"
 — and —
FUNK
 From The Limelitters' album "Folk Matinee."

Nº 8094

FROM THE INTERNATIONAL MUSICAL SENSATION
OLIVER!



45 RPM
 RCA VICTOR

THE NORMAN LUBOFF CHOIR
CONSIDER YOURSELF
 FROM "OLIVER!"
SEVENTY SIX TROMBONES
 A 100 VOICE CHORUS AND THE RCA VICTOR SYMPHONY ORCHESTRA
 (FROM THE BROADWAY PRODUCTION "THE MUSIC MAN")

Nº 8095

STOCK NOW FOR THE RUSH!

RCA VICTOR

The most trusted name in sound

