

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD MUSIC WEEK PAGE ONE RECORD

LP SALES START LONG ROAD BACK

SINGLES

★ NATIONAL BREAKOUTS

YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345

★ 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.

YOU'RE STRONGER THAN ME . . .
Patsy Cline, Decca 31406 (Pamper, BMI) (Chicago)

THE MASQUERADE IS OVER . . .
Five Satins, Chancellor 1110 (DeSylva, Brown & Henderson, ASCAP) (Philadelphia)

YOUR HEART BELONGS TO ME . . .
Supremes, Motown 1027 (Jobete, BMI) (Baltimore)

RIGHT STRING BUT THE WRONG YO-YO . . .
Dr. Feelgood and the Interns, Okeh 7156 (Cigma, BMI) (Atlanta)

ALL THESE THINGS . . .
Art Neville, Instant 3246 (Tune-Kel, BMI) (New Orleans)

NEW ON THE HOT 100

56. **YOU DON'T KNOW ME . . .**
Ray Charles, ABC-Paramount 10345

73. **SHEILA . . .**
Tommy Roe, ABC-Paramount 10329

78. **VACATION . . .**
Connie Francis, MGM 13087

84. **ALLEY CAT . . .**
Bert Fabric, Atco 6226

86. **DEVIL WOMAN . . .**
Marty Robbins, Columbia 42486

88. **CARELESS LOVE . . .**
Ray Charles, ABC-Paramount 10345

90. **STOP THE WEDDING . . .**
Etta James, Argo 5418

91. **CALLIN' DOCTOR CASEY . . .**
John D. Loudermilk, RCA Victor 8054

96. **LITTLE YOUNG LOVER . . .**
Impressions, ABC-Paramount 10328

98. **I'M TOSSIN' AND TURNIN' AGAIN . . .**
Bobby Lewis, Beltone 2023

99. **JIVIN' AROUND . . .**
Al Casey Combo, Stacy 936

100. **COME ON BABY . . .**
Bruce Channel, Smash 1769

ALBUMS

★ NATIONAL BREAKOUTS

MONO

No Breakouts This Week.

STEREO

PETER, PAUL AND MARY, Warner Bros. WS 1449
PETE FOUNTAIN'S MUSIC FROM DIXIE—Coral CRL 757401
WORRIED MIND, Ray Anthony, Capitol ST 1752

★ NEW ACTION LP'S

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

MONO

THE MANY MOODS OF FERRANTE & TEICHER
United Artists UAL 3211
SHE CRIED
Jay & the Americans, United Artists UAL 3222
WEST SIDE STORY
Oscar Peterson Trio, Verve V 8454
STRANGE ENCHANTMENT
Vic Damone, Capitol T 1696
BROTHERS FOUR GREATEST HITS
Columbia CL 1803
DON'T PLAY THAT SONG
Ben E. King, Atco 142
IT'S TRAD
Kenny Ball & His Jazzmen, Kapp KL 1285
JULIE AND CAROL AT CARNegie HALL . . .
Julie Andrews & Carol Burnette, Columbia OL 5840
PETE FOUNTAIN'S MUSIC FROM DIXIE . . .
Coral CRL 57401
JOHNNY GET ANGRY
Joanie Sommers, Warner Bros. W 1470
BRAVO GIOVANNI
Original Cast, Columbia KOL 5800
DROWN IN MY OWN TEARS
Don Shirley Trio, Cadence CLP 3057
THE MUSIC MAN
Sound Track, Warner Bros. B 1459
LET'S GET TOGETHER WITH HAYLEY MILLS
Vista BV 3311
ROSES ARE RED
Bobby Vinton, Epic LN 24020

STEREO

FOR THE NERO MINDED
Peter Nero, RCA Victor LSP 2536
GEORGE MAHARIS SINGS!
Epic BN 26001
DINAH 62'
Dinah Washington, Roulette SR 25170
LET'S DANCE TO THE MOVIE THEMES . . .
David Carroll & His Ork, Mercury SR 60688
I LEFT MY HEART IN SAN FRANCISCO . . .
Tony Bennett, Columbia CS 8669

NEW ON THE TOP LP'S

MONO

133. **MAD TWISTS ROCK 'N' ROLL**
Various Artists, Big Top 1305
136. **THEME FROM BEN CASEY**
Valjean, Carlton LP 143
140. **HERBIE MANN AT THE VILLAGE GATE**
Atlantic 1380

(Continued on page 8)

There were indications last week that LP sales, which slowed down during the past few months, were picking up as a result of the issue of strong new fall product. Dealer reports from a number of key markets showed a gradual increase in LP sales as compared with the past seven or eight weeks.

Movement of LP's were sparked by a number of impressive albums, including Warner Bros.' "The Music Man" sound-track LP, as well as sets by George Maharis, Vince Edwards, Elvis Presley; Peter, Paul and Mary; Jimmy Smith and "Rome Adventure." Also racking up solid LP sales were two recently issued LP's by Ray Charles, whose ABC-Paramount album of "Ray Charles' Greatest Hits," and his two-LP Atlantic album, "The Ray Charles Story," were money in the bank for dealers.

Singles continued to perk along merrily in most markets, with Chicago experiencing its greatest resurgence in singles in many a moon. The new Ray Charles single, "You Don't Know Me," was making cash registers ring, and other hot product was continuing to grab counter sales. Bobby Vinton's "Roses Are Red" looked like the second million seller this summer, as it stayed in BMW's No. 1 slot for the second week.

SMALL CHI DEALER SCORES

CHICAGO—The small, independent, list-price dealer is in better shape than he has been for a long time here, due to a sudden surge in singles and album sales.

Chicago is enjoying what the trade describes as a general "stiffening" of the record business. Sales are dramatically up— as much as 40 to 50 per cent over a year ago. And the small dealer appears to be reaping a solid portion of the good fortune.

Singles, which have been enjoying strong sales for the past month or so, have recently been joined by a surge in album product.

Distributors have a variety of explanations: (1) obviously strong product; (2) better merchandising on the part of neighborhood dealers, who, many distributors feel, are stocking more product in greater depth.

One distributor pointed out that while his sales to neighborhood dealers were up, sales to some of his large discount record shops were off. This distrib, and some others, felt that rack sales were hurting some of the discount record shops, who apparently depend on much of the same trade as the racks. Yet some distrib here say they are increasingly reluctant to deal with certain rackers, who, they say, "want too much and pay too slow." One distrib claimed that of the racks he was doing business with, one was "current" (paying his bills within 30 days).

CREDIT AIR SPOTS

Vinton Shoots to Top in Philly

PHILADELPHIA—Bobby Vinton's new Epic album is the hottest thing here since Ray Charles' country set, according to local observers, and part of the success of the Vinton package can be credited undoubtedly to the high-powered radio spot campaign initiated by Marnel Distributors.

Marnel has gone all out with one-minute spots, featuring a commercial by the well-known local jockey, Hy Lit, who introduces a smattering of takes from tracks of the album. Various stations are carrying the commercials. Last week the same tactics were being pursued in Boston (BMW, July 21).

Radio time buying has been employed here in the recent past in connection with other albums. It was used with sets by Sandy Nelson on Imperial, Original Sound's "Oldies But Goodies, Volume 4," and a recent album by deejay Douglas (Jocko) Henderson, long-time member of the WDAS jock staff. The Jocko package is on the Bonded label and features a selection of "oldies but goodies" type hits. Among those airing the spot announcements on the Jocko set was the rival station, WIBG.

Another deejay here also made the news this week, when it was learned that Jerry Blavitt, 23-year-old pop disk man on WCAM, has become syndicated. Blavitt, formerly one of Dick

(Continued on page 8)

RCA VICTOR FLASH!



NEW PRESLEY SINGLE



SEE BACK COVER

150 Best Selling MONAURAL LP's

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

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 150 monaural LPs.

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50 Best Selling STEREO LP's

Table with 5 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Lists 50 stereo LPs.

**IT KEEPS RIGHT ON
A-HURTIN' SINCE I LEFT**
Decca 31418
The BIG-HIT and answer to the BIG-HIT song

**DON'T WORRY
'BOUT ME**
c/w
AND NOW
VINCENT EDWARDS
Perfect Prescription for a hit!
Decca 31413

**PLEASE DON'T WEAR
THAT BIKINI**
A Summertime Smash
SONNY FLAHARTY
Decca 31419

PEEPIN' N HIDIN'
Breakin' in Detroit
THE COUNT VICTORS
featuring Danny Harrison
Coral 62324

THE
**DECCA
CORAL
BRUNSWICK**

**MAMA SANG
A SONG**
c/w
ON AND ON AND ON
Spinning and Winning in all the Markets
BILL ANDERSON
Decca 31409

TEEN TANGO
Everybody Dance!
THE CANNONBALLS
Brunswick 55231

HOT
PARADE
is getting
HOTTER

TROUBLE
c/w
A PICTURE OF YOU
A TWIN Sided Hit!
THE KALIN TWINS
Decca 31410

CIN CIN (CHE BEL)
"Here's How" from Italy . . .
now the toast of America
THE FOUR BUDDIES
Coral 62325

YOUNG AT HEART
A New Hit Demension in Sound
THE DEMENSIONS
Coral 62323

APRIL IN PARIS
One More Time!
WILD BILL DAVIS
Coral 65558

★ STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	1	1	2	ROSES ARE RED	Bobby Vinton, Epic 9509	8
2	2	4	14	THE WAH-WATUSI	Orions, Cameo 218	8
3	5	5	12	SEALED WITH A KISS	Brian Hyland, ABC-Paramount 10336	8
4	3	3	3	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	13
5	4	2	1	THE STRIPPER	David Rose & His Ork, MGM 13064	12
6	8	13	22	SPEEDY GONZALES	Pat Boone, Dot 16368	7
7	6	7	7	WOLVERTON MOUNTAIN	Claude King, Columbia 43352	10
8	13	19	26	BREAKING UP IS HARD TO DO	Neil Sedaka, RCA Victor 8046	5
9	9	9	16	GRAVY	Dee Dee Sharp, Cameo 219	7
10	12	18	47	AHAB THE ARAB	Ray Stevens, Mercury 71966	5
11	7	11	9	JOHNNY GET ANGRY	Joanie Sommers, Warner Bros. 5275	10
12	15	20	30	DANCING PARTY	Chubby Checker, Parkway 842	6
13	18	15	17	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	9
14	26	52	71	LOCO-MOTION	Little Eva, Dimension 1000	5
15	23	33	43	YOU'LL LOSE A GOOD THING	Barbara Lynn, Jangle 1230	7
16	10	6	4	PALISADES PARK	Freddy Cannon, Swan 4106	12
17	11	10	6	AL DI LA'	Emilio Pericoli, Warner Bros. 5259	11
18	19	29	38	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	Eddie Hodges, Cadence 1421	6
19	22	23	31	TWIST AND SHOUT	Isley Brothers, Wand 124	9
20	24	24	33	I NEED YOUR LOVING	Don Gardner and Dee Dee Ford, Fire 508	9
21	17	17	21	HAVING A PARTY	Sam Cooke, RCA Victor 8036	9
22	28	34	39	WELCOME HOME BABY	Shirley, Scepter 1234	6
23	32	60	78	PARTY LIGHTS	Claudine Clark, Chancellor 1113	5
24	34	61	88	THINGS	Bobby Darin, Atco 6229	4
25	16	14	18	I'LL NEVER DANCE AGAIN	Bobby Rydell, Cameo 217	9
26	36	55	65	HEART IN HAND	Brenda Lee, Decca 31407	4
27	37	53	72	LITTLE DIANE	Dion, Laurie 3134	4
28	14	8	5	IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson, Cadence 1418	12
29	31	41	53	IT STARTED ALL OVER AGAIN	Brenda Lee, Decca 31407	5
30	21	22	24	JOHNNY LOVES ME	Shelley Fabares, Colpix 636	8
31	20	12	8	SNAP YOUR FINGERS	Joe Henderson, Todd 1072	11
32	29	25	28	LITTLE BITTY PRETTY ONE	Clyde McPhatter, Mercury 71987	7
33	42	35	46	BONGO STOMP	Little Joey & the Flips, Joy 262	7
34	43	58	74	LITTLE RED RENTED ROWBOAT	Joe Dowell, Smash 1759	6

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
35	40	50	56	HAVE A GOOD TIME	Sae Thompson, Hickory 1174	7
36	25	16	10	PLAYBOY	Marvelettes, Tamla 54660	13
37	33	26	27	THE CROWD	Roy Orbison, Monument 461	9
38	30	21	11	CINDY'S BIRTHDAY	Johnny Crawford, Del FI 4178	12
39	35	28	13	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka, RCA Victor 8030	10
40	27	32	36	SEVEN-DAY WEEKEND	Gary (U. S.) Bonds, LeGrand 1019	6
41	41	43	55	BUT NOT FOR ME	Ketty Lester, Era 3080	6
42	50	54	66	ROUTE 66 THEME	Nelson Riddle, Capitol 4741	9
43	46	51	57	STEEL MEN	Jimmy Dean, Columbia 42483	6
44	49	85	—	BRING IT ON HOME TO ME	Sam Cooke, RCA Victor 8036	4
45	52	59	68	SUMMERTIME, SUMMERTIME	James, Epic 9281	6
46	39	31	25	WALK ON THE WILD SIDE	Jimmy Smith, Verve 10255	12
47	55	62	77	MARY'S LITTLE LAMB	James Darren, Colpix 644	5
48	45	37	42	WEST OF THE WALL	Toni Fisher, Big Top 3097	10
49	53	56	61	I DON'T LOVE YOU NO MORE	Jimmy Norman, Little Star 113	7
50	48	40	50	LIMBO ROCK	Champs, Challenge 9131	10
51	47	49	41	FORTUNE TELLER	Bobby Curtola, Del FI 4177	13
52	66	88	—	WHAT'S A MATTER BABY	Tina Turno, Liberty 55469	3
53	44	36	19	STRANGER ON THE SHORE	Mr. Acker Bilk, Atco 6217	20
54	38	27	29	BRISTOL TWISTIN' ANNIE	Dovells, Parkway 838	11
55	63	78	83	THE BALLAD OF PALADIN	Duane Eddy, RCA Victor 8047	4
56	—	—	—	YOU DON'T KNOW ME	Ray Charles, ABC-Paramount 10345	1
57	59	71	73	BABY ELEPHANT WALK	Lawrence Welk, Dot 16364	8
58	62	70	75	NEVER IN A MILLION YEARS	Linda Scott, Congress 103	7
59	69	80	—	BEN CRAZY	Dickie Goodman & Dr. I. M. III, Diamond 119	3
60	76	97	—	RINKY DINK	Dave (Baby) Cortez, Chess 1829	3
61	56	48	40	WHERE ARE YOU	Dinah Washington, Roulette 4424	11
62	67	75	80	IF I SHOULD LOSE YOU	Dreamlovers, End 1114	5
63	65	76	81	HOT PEPPER	Floyd Cramer, RCA Victor 8051	4
64	70	—	—	A SWINGIN' SAFARI	Billy Vaughn, Dot 16374	2

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
65	61	73	86	SHOUT AND SHIMMY	James Brown & the Famous Flames, King 5657	4
66	60	64	70	BOOM BOOM	John Lee Hooker, Vee Jay 438	10
67	82	95	—	A TASTE OF HONEY	Martin Deane, Liberty 55470	3
68	75	96	100	MAKE IT EASY ON YOURSELF	Jerry Butler, Vee Jay 451	3
69	73	83	94	MY DADDY IS PRESIDENT	Little Jo Ann, Kapp 467	4
70	72	84	92	I JUST CAN'T HELP IT	Jackie Wilson, Brunswick 55229	4
71	57	57	52	SWINGIN' GENTLY	Earl Grant, Decca 25560	10
72	83	—	—	SHAME ON ME	Bobby Bare, RCA Victor 8032	2
73	—	—	—	SHEILA	Tommy Roe, ABC-Paramount 10329	1
74	68	72	82	WHY DID YOU LEAVE ME!	Vince Edwards, Russ-FI 7001	4
75	79	89	—	ALL NIGHT LONG	Sandy Nelson, Imperial 5860	3
76	93	—	—	CALL ME MR. IN-BETWEEN	Burl Ives, Decca 31405	2
77	80	93	98	SWEET AND LOVELY	April Stevens & Nino Tempo, Atco 6224	4
78	—	—	—	VACATION	Connie Francis, MGM 13087	1
79	81	90	93	GOODNIGHT IRENE	Jerry Reed & the Hully Grls, Columbia 42417	5
80	91	—	—	BEACH PARTY	King Curtis, Capitol 4788	2
81	84	92	—	THE BIRD MAN	Highwaymen, United Artists 475	3
82	86	87	—	ABOVE THE STARS	Mr. Acker Bilk, Atco 6230	3
83	78	81	91	WORRIED MIND	Ray Anthony, Capitol 4742	5
84	—	—	—	ALLEY CAT	Bert Fabric, Atco 6226	1
85	95	99	—	LA BOMBA	Tokens, RCA Victor 8052	4
86	—	—	—	DEVIL WOMAN	Marty Robbins, Columbia 43486	1
87	90	100	—	A MIRACLE	Frankie Avalon, Chancellor 1115	3
88	—	—	—	CARELESS LOVE	Ray Charles, ABC-Paramount 10345	1
89	94	—	—	COME ON LITTLE ANGEL	Belmonts, Sabina 505	2
90	—	—	—	STOP THE WEDDING	Etta James, Argo 5418	1
91	—	—	—	CALLIN' DOCTOR CASEY	John D. Loudermilk, RCA Victor 8054	1
92	77	82	85	NOTHING NEW (Same Old Thing)	Fats Domino, Imperial 5863	5
93	96	—	—	TILL DEATH DO US PART	Bob Braun, Decca 31355	2
94	87	—	—	LIFE'S TOO SHORT	Lafayette, RCA Victor 8044	2
95	99	—	—	REAP WHAT YOU SOW	Billy Stewart, Chess 1820	2
96	—	—	—	LITTLE YOUNG LOVER	Impressions, ABC-Paramount 10328	1
97	97	98	—	THEME FROM HATARI	Henry Mancini, RCA Victor 8037	3
98	—	—	—	I'M TOSSIN' AND TURNIN' AGAIN	Bobby Lewis, Beltone 2023	1
99	—	—	—	JIVIN' AROUND	Al Casey Combo, Stacy 936	1
100	—	—	—	COME ON BABY	Bruce Channel, Smash 1769	1

HOT 100—A TO Z—(Publisher-Licensee)

Above the Stars (LeVan, ASCAP)	82	I Can't Stop Loving You (Acuff-Rose, BMI)	4	Sealed With a Kiss (Post, ASCAP)	3
Ahab the Arab (Lowery, BMI)	10	I Don't Love You No More (Hill & Range, BMI)	49	Seven-Day Weekend (Hill & Range, BMI)	40
Al Di La' (Whitmark, ASCAP)	17	I Just Can't Help It (Pearl, BMI)	70	Shame on Me (Western Hills-Lois-Saran, BMI)	72
All Night Long (Golden State, BMI)	75	I Need Your Loving (Fast-Fete, BMI)	20	Shells (Eager-Nitetime, BMI)	73
Alley Cat (Metrolite, BMI)	84	I'm Tossin' and Turnin' Again (Lescay, BMI)	98	Shout and Shimmy (Lois, BMI)	65
Baby Elephant Walk (Famous, ASCAP)	57	I'll Never Dance Again (Aldon, BMI)	25	Snap Your Fingers (Sigma, BMI)	31
Ballad of Paladin (The Time, BMI)	55	If I Should Lose You (Alan K., BMI)	62	Speedy Gonzales (Budd, ASCAP)	6
Beach Party (Kitynn, BMI)	80	It Keeps Right on A-Hurtin' (Farridge, BMI)	28	Steel Guitar and a Glass of Wine, A (Spanka, BMI)	39
Ben Crazy (KX, BMI)	59	It Started All Over Again (Aldon, BMI)	29	Steel Men (Southside, BMI)	43
Bird Man, The (United Artists, ASCAP)	81	Jivin' Around (Reese, BMI)	99	Stop the Wedding (Figure, BMI)	90
Bongo Stomp (Drury Lane, BMI)	23	Johnny Get Angry (Tod, ASCAP)	11	Stranger on the Shore (Mellin, BMI)	53
Boom Boom (Conrad, BMI)	66	Johnny Loves Me (Aldon, BMI)	30	Stripper, The (David Rose, ASCAP)	5
Breaking Up Is Hard to Do (Aldon, BMI)	8	La Bomba (Bright Tones, BMI)	85	Summerlike, Summerlike (Robbery, ASCAP)	45
Bring It on Home to Me (Kays, BMI)	44	Life's Too Short (Duchess, BMI)	94	Sweet and Lovely (Robbins-Danels, ASCAP)	77
Bristol Twistin' Annie (Schulman, BMI)	54	Limbo Rock (Four Star, BMI)	50	Swingin' Gently (Marvelle, BMI)	71
But Not for Me (New World, ASCAP)	41	Little Bitty Pretty One (Records, BMI)	32	Swingin' Safari, A (Roosevelt, BMI)	64
Call Me Mr. In-Between (Pamper, BMI)	76	Little Diane (Dial, ASCAP)	27	Taste of Honey, A (Songfest, ASCAP)	67
Callin' Doctor Casey (Acuff-Rose, BMI)	75	Little Red Rented Rowboat (Reis, BMI)	34	Theme From Doctor Kildare (Hastings, BMI)	13
Careless Love (Tangerine, BMI)	88	Little Young Lover (Curton, BMI)	96	Theme From Hatari (Famous, ASCAP)	97
Cindy's Birthday (Maraville, BMI)	38	Loco-Motion (Aldon, BMI)	14	Welcome Home Baby (Ludix, BMI)	22
Come On Baby (LeBlill, BMI)	100	Make It Easy on Yourself (Famous, ASCAP)	68	West of the Wall (Music Productions, ASCAP)	48
Come On Little Angel (Glendon, ASCAP)	89	Mary's Little Lamb (Aldon, BMI)	47	What's a Matter Baby (Edee, BMI)	52
Crowd, The (Acuff-Rose, BMI)	37	Miracle, A (South Mountain, BMI)	87	Where Are You (Feist, ASCAP)	61
Dancing Party (Kalmann, ASCAP)	12	My Daddy Is President (Gretaviv, ASCAP)	69	Why Did You Leave Me? (MamaLoo, BMI)	74
Devil Woman (Marty's, BMI)	86	Never in a Million Years (Robbins, ASCAP)	58	Wolverton Mountain (Painted Desert, BMI)	7
Fortune Teller (Kemo, BMI)	51	Nothing New (Travis, BMI)	92	Worried Mind (Peer Int'l, BMI)	83
(Girls, Girls, Girls) Made to Love (Acuff-Rose, BMI)	18	Palisades Park (Claridge, ASCAP)	16	You Don't Know Me (Hill & Range, BMI)	56
Goodnight Irene (Ludlow, BMI)	79	Party Lights (Rambled, BMI)	23	You'll Lose a Good Thing (David-Crazy Cajun-Jamie, BMI)	15
Gravy (Kalmann, ASCAP)	9	Playboy (Jobeto, BMI)	36		
Have a Good Time (Acuff-Rose, BMI)	35	Reap What You Sow (Arc, BMI)	95		
Having a Party (Kays, BMI)	21	Rinky-Dink (Arc-Cortez, BMI)	60		
Heart in Hand (Metric, BMI)	26	Roses Are Red (Lyle, ASCAP)	1		
Hot Pepper (Acuff-Rose, BMI)	63	Route 66 Theme (Gower, BMI)	42		

BUBBLING UNDER THE HOT 100

101. I WANT TO BE LOVED	Dinah Washington, Mercury 72015
102. THE MASQUERADE IS OVER	Five Satins, Chancellor 1110
103. GOODBYE DAD	Castle Sisters, Terrace 7506
104. YOUR HEART BELONGS TO ME	Supremes, Motown 1027
105. DON'T CRY BABY	Aretha Franklin, Columbia 42456
106. POOR LITTLE PUPPET	Cathy Carroll, Warner Bros. 5284
107. RIGHT STRING BUT THE WRONG YO-YO	Dr. Feelgood & the Interns, Okeh 7156
108. THEME FROM A SUMMER PLACE	Dick Ronan, Harmon 1004
109. LOLITA YA-YA	Ventures, Dalton 60
110. I'LL COME RUNNING BACK TO YOU	Roy Hamilton, Epic 9520
111. YOU'RE STRONGER THAN ME	Patsy Cline, Decca 31406
112. YOU BELONG TO ME	Duprees, Coed 569
113. DON'T WORRY 'BOUT ME	Vince Edwards, Decca 31413
114. I'M COMIN' HOME	Paul Anka, ABC-Paramount 10338
115. SO WRONG	Patsy Cline, Decca 31406
116. THIS IS IT	Jay & the Americans, United Artists 479
117. SILVER THREADS & GOLDEN NEEDLES	Springfields, Philips 40038
118. DON'T BREAK THE HEART THAT LOVES YOU	Bernie Leighton, Colpix 645
119. SWEET GEORGIA BROWN	Carroll Brothers, Cameo 221
120. THE BIGGEST SIN OF ALL	Connie Francis, MGM 13087

Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

Speedy Gonzales/The Locket Pat Boone
#16368

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

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

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

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

Where Have You Been/Soldier of Love Arthur Alexander
#16357

OTHER HIT SINGLES

Tribute To A Dog/ Life Gits Tee-Jus, Don't It #16348	WALTER BRENNAN	Mumbles/Take Me Along #16369	JACK ROSS
I Found The Only Girl For Me/ Queen Of The Senior Prom #16360	THE MILLS BROS.	Handful Of Friends/I Can't Walk Away #16367	CHASE WEBSTER
Say Your Heart Belongs To A Soldier/ The Call Of Summer #16370	THE CROSBY BROTHERS	In The Middle Of A Love/ Little Did I Know #16377	LYN FITZGERALD
In Other Words (Fly Me To The Moon)/ The Rest Of My Days #16361	TONY MARTIN	Third Man Theme/Quiet Village #16376	GEORGE CATES
		Exodus/ Never On Sunday #16373	THE FOUR LADS

NEW RELEASE: A Mile and a Quarter/Just One More Lie . . . Sonny James #16381

BEST SELLING ALBUMS

STATE FAIR • Sound Track	DLP 9011 mono, 29011 stereo	YELLOW BIRD • The Mills Bros.	DLP 3338 mono, 25338 stereo
HITS OF THE '60's • The Four Lads	DLP 3438 mono, 25438 stereo	LOOK FOR A STAR • Billy Vaughn	DLP 3322 mono, 25322 stereo
SO RARE • Jimmy Dorsey	DLP 3437 mono	THEME FROM A SUMMER PLACE • Billy Vaughn	DLP 3276 mono, 25276 stereo
YOUNG WORLD • Lawrence Welk	DLP 3428 mono, 25428 stereo	BE MY LOVE • Keely Smith	DLP 3241 mono, 25241 stereo
CHAPEL BY THE SEA • Billy Vaughn	DLP 3424 mono, 25424 stereo	BLUE HAWAII • Billy Vaughn	DLP 3165 mono, 25165 stereo
MOON RIVER • Lawrence Welk	DLP 3412 mono, 25412 stereo	THE MILLS BROS. GREAT HITS	DLP 3157 mono, 25157 stereo
I'LL SEE YOU IN MY DREAMS • Pat Boone	DLP 3399 mono, 25399 stereo	STAR DUST • Pat Boone	DLP 3118 mono, 25118 stereo
YELLOW BIRD • Lawrence Welk	DLP 3389 mono, 25389 stereo	SAIL ALONG SILV'RY MOON • Billy Vaughn	DLP 3100 mono, 25100 stereo
WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn	DLP 3366 mono, 25366 stereo	MUSIC FOR THE GOLDEN HOURS • Billy Vaughn	DLP 3086 mono, 25086 stereo
CALCUTTA • Lawrence Welk	DLP 3359 mono, 25359 stereo	PAT'S GREAT HITS • Pat Boone	DLP 3071 mono, 25071 stereo
		MELODIES IN GOLD • Billy Vaughn	DLP 3064 mono, 25064 stereo
		THE GOLDEN INSTRUMENTALS • Billy Vaughn	DLP 3016 mono, 25016 stereo



"THE NATION'S BEST SELLING RECORDS"

Strong Product Forecasts Juicy Fall Season for All

NEW YORK—The fall season is shaping up as a strong one for the record dealer. Riding on the crest of a solid summer singles business, and with the LP business showing a definite pickup, many segments of the business are waxing optimistic about the fall as a result of upcoming powerhouse LP product.

Most manufacturers already have shown their fall releases to the dealers. In a few weeks salesmen from indie and major distributors will be visiting dealers, racks and discount stores with fall lines from the largest to the smallest labels.

Traditionally most manufacturers save their strongest product, featuring their top names, for the fall. And this fall is no exception. Between now and the end of September between 500 and 1,000 LP's will be put on the market, and of these close to 100 could turn into powerhouse items.

New Names Strong

What makes the coming fall season impressive is that the regularly

scheduled LP releases are implemented by quickie albums featuring a strong new crop of singles artists who have made it, and made it big, over the summer. In recent years more and more albums by hot singles artists have been popping up on the charts. Now, with only one big singles hit, an artist often can come up with a pop album that is not only a good seller but can turn into a smash LP.

An instance of this would be Bobby Vinton, whose Epic smash "Roses Are Red" stirred the Epic people into rushing forth with an album—that also has turned into a smash seller. David Rose had his first hit since "Like Young" with "The Stripper" on MGM, and his album of "The Stripper" also has turned into a smash.

Companies today come out with albums so quickly when a singles artist has a hit or two, that sometimes the album and the single hit their respective charts at the same time. As far as dealers are concerned they are usually most happy with this procedure, because kids are now so oriented to LP's by their favorites that they will buy the album — containing the hit tune — in preference to a single. And, of course, an album sale, even at a discount price of \$2.98, is preferred to a single sale at 89 cents or so.

Diskeries Cash In

Diskeries have also been quick as a flash in capitalizing on well-known TV names as record acts. The success of the Vince Edwards album and the George Maharis album are two current examples of this. It can be expected that the alert and ever-resourceful a.&r. men at the large and the small record firms will continue to reach out for names to sell records, whether they're from TV, stage or the baseball world.

The record firms are also doing
(Continued on page 32)

GRAND JURY IN STUDY OF PARTY DISK BUSINESS

NEW YORK—A New York County Grand Jury is in the final stages of an investigation of producers and sellers of so-called party record albums. Such product, much of which was at one time regarded as under-the-counter merchandise, recently has become prime window display material in a number of local stores. There it caught the eye of investigators for the local district attorney office.

A number of dealers, distributors and manufacturers have given testimony before the Grand Jury.

A FAST SET

Moscow BG Gang Cuts In a Hurry for Colpix

NEW YORK — Colpix Record pulled a cool play last week and it could well turn out to be one of the smart ones of the year. The firm's jazz a.&r. staffer, Jack Lewis, grabbed the musicians who returned from Russia after their tour with the Benny Goodman band and recorded them in a brand-new album called "Jazz Mission to Moscow." Firm rushed the pressings and the album covers through and expects to ship the set to distributors this week.

On the recording date were all but two of the men who toured Russia with Benny. They include Jimmy Maxwell, Willie Dennis, Zoot Sims, Phil Woods, Jerry Dodgion, Gene Allen, Mel Lewis and Bill Crow. Since Noe Newman and John Bunche, who played with the Goodman band abroad stayed in Europe, Lewis added two ringers, Eddie Costa and Markey Maykowitz.

The arrangements for the session were made by Al Cohn, who also conducted the date. Colpix expects to grab attention with the set because of the publicity the Goodman tour drew and still is getting.

Benny himself returned home last week. Tapes that were cut in Russia of the band there, under B.G.'s direction, are expected to be issued by Victor shortly.

Record Industry Keeps Dealers in Mind As Fair's Program Nears Completion

Many Chicago Exhibits, Panel Sessions, Clinics Geared To Interests of Disk Dealers as Well as General Public

CHICAGO — With only four weeks remaining before the doors open on the World's Fair of Music and Sound at Chicago's lakefront exhibition hall, the record industry is stepping up its plans and furnishing final details to appeal to public and tradesters alike.

The Fair, which will run at McCormick Place from August 31 to September 9, has a double appeal — industry as well as consumer. The big moves are now tak-

Victor Budgets 600G For Big 'Best Buy' Push

By BOB ROLONTZ

NEW YORK — RCA Victor launched its 10th Anniversary "Best Buy" program here last week in the Biltmore Hotel at a two-day meeting attended by the firm's distributors, field men and distrib representatives.

Shown to the Victor sales family were the diskery's complete line-up of 29 August and September pop and Red Seal releases, which will be supported by the largest advertising and promotion campaign ever budgeted by the firm. Budget will total \$600,000.

The Victor annual meeting was sparked not only by the large ad and promotion plans and the name value of the new LP's, but also by the news that Victor was going to have simultaneous record and tape releases, wherever feasible. In addition, a Camden four-track pre-recorded tape line (at 7½) will

be introduced in August at a \$4.95 list price. It was also revealed that Victor singles were up 121 per cent over the first six months of 1961; and that Odetta, the folk artist who turned into a best-selling disk act, has signed with RCA Victor.

About 250 distributors and distributor representatives, as well as some of the firm's foreign affiliate reps, were present. According to Victor Vice-President and General Manager George Marek, who chaired the opening program, the nine previous "Best Buy" programs represented a sales volume — on "Best Buy" merchandise alone — of \$79 million. The slogan for this year's campaign is "Hear! Hear! The Biggest News of the Year From the Stars on RCA Victor."

This year's "Best Buy" program will see a flock of albums by top-selling LP artists. They include, for August, pop packages by Chet Atkins, Paul Anka, Brother Don

Gardner and Ann-Margret. In September the pop packages spotlight Perry Como, Floyd Cramer, Duane Eddy, and the Limelights. The classical packages for the two months include Red Seal sets by Mario Lanza, Jascha Heifetz, Leontyne Price, Artur Schnabel, the Boston Pops under Fielder, the Boston Symphony under Munch, the Chicago Symphony under Reiner, plus two newly recorded operas.

Odetta on Victor

Victor also unveiled its first LP with folk artist Odetta. The thrush, a long-time hot seller with Vanguard, was signed by Victor quietly a few months ago. Her first LP will reach the market in September.

Victor is offering its distributors a 10 per cent discount, plus a 5 per cent return privilege, and extended dating allowances on all RCA Victor records and tapes. This includes the "Best Buy" merchandise as well as the complete catalog.

New Camden product for the fall also was played and displayed at the annual Victor meet. Camden also was based around the label's top-selling LP's, the Living Strings and the Living Voices as
(Continued on page 32)

Victor Holds Hearty Hopes for Tape; Increases Production Capacity 50%

NEW YORK—At RCA Victor word on tape is bullish. According to Jack Burgess, sales vice-president, Victor tape sales, both raw and pre-recorded have been rising steadily.

Pre-recorded reel-to-reel tape sales, Burgess reported, were up 50 per cent so far in 1962 as against the same period of 1961. And tape cartridge sales were up 90 per cent for the same period. Burgess pointed out these facts at the annual RCA Victor Best Buy Meeting held last week at New York's Biltmore Hotel.

In talking about Victor's new policy of simultaneously issuing records and tapes, Burgess said that there are now 4,000,000 pieces of tape equipment now available in consumers' homes. He estimated that 500,000 new tape players are sold each year.

He said that Victor's raw tape sales have risen so strongly over the past year that the firm has decided to increase its tape production capacity by 50 per cent. The Victor executive noted that his firm now was selling raw tapes to Decca, Columbia, Bel Canto, Mercury and M. T. Duplicating Company on the West Coast which makes tapes for Capitol.

Burgess also said that for the month of May, Victor's reel-to-reel tape sales were up 161 per cent as against last May; tape cartridge sales were up 131 per cent. But he noted that 60 per cent of Victor reel-to-reel and tape cartridge sales were coming in only six markets. He suggests that distributors treat tape as an integral part of a strong merchandising and selling program. Burgess predicted that tape will continue to increase its profit range.

As part of Victor's new plan for selling more pre-recorded tape, the firm will now make available simultaneous records and tapes of its new releases, Burgess said. This will be true of four-track reel-to-reel tapes. Tape cartridges will be made available of best sellers each month.

Burgess added that buyers of operas on tape will now be able to receive full-sized books and librettos of the opera by writing to Victor.

The Camden four-track tapes, which will be made available starting in August on reel-to-reel, will list at \$4.95. Two pops and one classical album per month will be issued on Camden tapes.

Teens Target Of School Plan

NEW YORK — RCA Victor is embarking on a test of a plan to further the musical education of teen-agers in order to boost future sales of classical records.

The test, called the "Adopt-a-School" plan, is designed to have distributors work with local schools to stimulate interest in an appreciation of good music in junior highs and high schools throughout the country.

In the test Victor will provide to schools at no cost 100-album Red Seal Stereo libraries, portable Victor phonos, student prizes of 50, 25 and 10-album libraries, and classical sweatshirts with a portrait of Beethoven on the front and "I Dig Culture" on the back.

Here is the way the plan would work: Each Victor distributor, in conjunction with a local dealer of his choice, will choose a school and confer with the faculty to implement the program. The distributor and dealer will give the school a 100 Red Seal LP library. Scripts will be provided with each album to help teachers. A portable RCA Victor stereo phono will be donated
(Continued on page 14)

Carole King Sings on 1st Companion Disk

NEW YORK—The hot Nevins and Kirshner organization is adding another label besides its recently established Dimension label. The new banner is being called Companion Records.

First artist to be released on the new ensign is Carole King, who is best known for her top-draw writing talents for N.-K. Miss King sings one of her own tunes "It Might as Well Rain Until September" on the first Companion disk. It will be distributed through Amy-Mala Records.

ing shape in the exhibitor section. RCA Victor and RCA Sales have announced that they are doubling their space which will make the RCA exhibit the largest at the show. The firm also announced that it will bring some of its foremost talent personalities to the fair to meet industry personnel as well as the public. No names were released.

However, MGM-Verve, another of the large exhibitors, announced

that it will have big stars on hand, listing Richard ("Dr. Kildare") Chamberlain, Joni James, Conway Twitty, Ella Fitzgerald, Jaye P. Morgan, Stan Getz, Leroy Holmes and the Wanderers. These stars will be on hand every day, according to Sol Handworger, MGM-Verve promotion and publicity director.

The firm will also have, as part of its exhibit, a motion picture theater which will show technicolor
(Continued on page 32)

1962-'63 BUYERS' GUIDE WITH BMW NEXT WEEK

NEW YORK—Next week's issue of Billboard Music Week, dated August 4, will feature the 1962-1963 International Music Industry Buyers' Guide & Market Data Report. Bound as a separate section from the regular news portion of BMW, the Buyers' Guide will be distributed as part of the issue to every subscriber.

Nearly 200 pages in size, the Buyer's Guide will provide information never before published in a single issue. Included will be market information and lists of names and addresses of record manufacturers, music publishers and companies serving the music-record industries of 76 nations besides the United States. Coin machine data and lists provide material about 63 nations in addition to the United States.

A most significant section of the volume is the Market Data Report, which provides basic statistical and research information about music, record and juke box sales, imports and exports for the past year on a global basis, as well as pertinent facts and figures about the sale of products associated with the record industry such as phonographs, radios, tape recorders, etc. Also included are statistics covering the scope of the U. S. radio audience with full data on stations broadcasting FM-Stereo through the multiplex technique, a development which provides outstanding new promotional opportunities for the record industry.

The Buyers' Guide will contain such data concerning the U. S. record industry as lists of the leading active record manufacturers, leading music publishers, distributors, rack jobbers, one-stops and importers-exporters.

Other sections of the Buyers' Guide will provide lists covering record dealer accessories and supplies and broadcaster programming aids. The former section includes browser boxes, carrying cases, catalog services, cleaners, cloths and brushes, needles and rack manufacturers. The broadcaster section includes lists of radio programming services, radio news services, music licensing organizations and a summary of the regulations concerning the broadcast of licensed copyrighted music.

The Coin Machine section includes not only a summary of pertinent statistical data, but also lists of manufacturers of juke boxes and amusement games in the U. S. and around the world, and of distributors in 63 nations plus the United States, plus coin machines services, supplies and organizations in all lands.

'We're in Tape Business All the Way,' Columbia Officials Tell Convention

MIAMI BEACH—New emphasis on pre-recorded tape, single records, a new kiddie line, an expansion of the language records, and accessory news shared the spotlight with discussions of regular pop, classical and jazz album product at the Columbia Record sales convention here last week.

Of particular interest was the announcement: "From now on we're in the tape business all the way." Highlighting this was announcement of an increase from 33½ to 38 per cent in the dealer-consumer price mark-up, effective at once. In addition, two separate tape samplers, in the pop and the classical field were announced. These will both carry a suggested

list of \$2.98 and will also carry the new 38 per cent mark-up structure. Beyond this, all tapes will carry an extra 10 per cent discount in conjunction with the fall sales program.

Besides the samplers, the company unveiled new tape releases of six best selling disk albums in both pop and classical categories. At the same time, it was noted that the firm was upping the list price of pop tapes from \$6.95 to \$7.95. Classical tape prices remain the same. The firm will release

(Continued on page 12)

Epic Albums In Fall Plan

NEW YORK — Albums by George Maharis, Lester Lanin and Roy Hamilton are among 21 new LP's being brought out by Epic during August, part of the firm's fall plan that offers a 15 per cent discount on distributor purchases from July 23 through September 21 for the entire Epic and Okeh catalog.

Included in the new releases are 12 popular and jazz albums, six classical, two electronically rechanneled for stereo and one album on Okeh.

Besides Maharis, Lanin and Hamilton, LP's will spotlight Buddy Greco, Nikki Price, Miriam Burton, Bill Butler, Ralph Burns, Jon and Sondra Steele, the Travelers, Billy Butterfield, George Jessel and conductor George Szell.

The sales program includes a deferred billing arrangement and a special incentive plan for distributor salesmen.

Disk jockey and dealer display material will accompany the releases. Dealers will also be provided with a revised catalog order form to facilitate ordering and inventory control.

Old Good Ones Head for Stereo

MIAMI BEACH — Columbia Records last week announced a number of important reprocessings for stereo or warhorse catalog material as part of its drive to bring new sales activity on its catalog.

At one of three Friday presentations Peter Munves, classical marketing director, said the forthcoming "re-channeled-for-stereo" albums include the original cast packages for "South Pacific," "Kiss Me Kate" and "Finian's Rainbow."

Other notable items to be re-released in this form include "The Great Benny Goodman," Dave Brubeck's "Jazz, Red Hot and Cool," "Ellington at Newport," "Round About Midnight With Miles Davis," "Mitch's Marches," "Tony's Greatest Hits," "Johnny's Greatest Hits," "Levant Plays Gershwin" and the "Windjammer" sound track.

COLUMBIA STRESSES CATALOG PRODUCT AS KEY TO FIRM'S FALL SALES DRIVE

500 Distributors & Salesmen at Miami Beach Convention Hear Lieberon Outline Extensive Point-of-Sale Campaign

By REN GREVATT

MIAMI BEACH—"Your future is in the line," Columbia Records President Goddard Lieberon, told more than 500 distributors and distributor salesmen, assembled here last week for his firm's annual sales convention. These words, which became the slogan for Columbia's fall sales campaign, underscored the powerful emphasis being placed by Columbia on catalog product. The three-day meeting took place at the Americana Hotel in the Bal Harbour section of this city last Thursday through Sunday (19-22).

Sharing the spotlight with the

more than 60 new August and September album releases announced was news of an extensive point of sale merchandising campaign and a record consumer advertising budget encompassing national magazines, television and local newspapers. Columbia was offering its distributors a 10 per cent discount on all new releases and on most catalog items.

To lighten the serious note struck at the three days of business sessions, Columbia treated its distributors to three separate evening shows, with a vast array of talent from all areas of the firm's roster.

In his remarks opening the series of meetings, Lieberon noted, "If some of you want to know why we're meeting in Florida in July, it's because we're the hottest company in the business and we want to keep it that way."

Add Nichols and May

After stressing the importance of catalog, Lieberon went on to announce the signing to an exclusive contract of the well-known comedy team of Mike Nichols and Elaine May.

Lieberon also went into the "luxury" concept of records. "Economic recessions usually hit luxury commodities first," he said. "But they haven't yet hit records. The answer must be that records are now no longer a luxury but

a necessity. That's the way we like to see it."

In line with this, Lieberon asserted: "Our record club has been an enormous factor in making the public aware of the need for records as a necessity rather than a luxury. On the matter of our club, some of you may have heard about the Federal Trade Commission's actions against us. Well, we think they're wrong, legally and factually, and we'll prove that they're mistaken in the months ahead."

The importance of catalog was highlighted at a later point by various spokesmen who noted that, traditionally, new product accounts for only about 25 per cent of fall sales, the other 75 per cent coming from catalog merchandise. Peter Munves and Stan Kavan shared the spotlight in presenting the catalog items, Munves hailing classical material and Kavan taking over in the pop area.

New Releases

Despite its emphasis at these meetings on catalog, Columbia was not neglecting the matter of new releases. The Masterworks released for August and September includes four sets with Leonard Bernstein and the New York Philharmonic, two with the late Bruno Walter and three with Eugene Ormandy and the Philadelphia Orchestra. A highlight of the meet-

(Continued on page 14)

MITCH HONORED, 10 GOLD ONES

MIAMI BEACH — Mitch Miller was presented with 10 gold records here last week, on the occasion of Columbia Records annual sales convention.

The presentation, which incorporated four awards for sing-along albums with selling marks over one million copies each, and six others for sing-alongs which each sold better than half a million, was made during an all-star show Friday evening (20). More than 500 guests of Columbia were on hand at the Americana Hotel for the presentation.

Gold Records, also framed and trimmed in gold, were given for the million-selling "Sing Along With Mitch," "More Sing Along With Mitch," "Still More Sing Along With Mitch" and "Christmas Sing Along With Mitch." Gold Records, with frames trimmed in silver, were given for the half-million sellers: "Perry Sing Along," "Saturday Night Sing Along," "Sentimental Sing Along," "Memories Sing Along," "Happy Times Sing Along" and "Holiday Sing Along."

U. S. Court Holds Hearing On Next Move in MCA Case

WASHINGTON — Justice Department wants federal courts to order MCA, Inc., giant talent and TV film production agency, to divest itself of Decca Records and the Decca subsidiary, Universal Pictures, Inc. The Attorney General has charged MCA with monopoly practices and restraint of trade in a civil suit filed in U. S. District Court in Los Angeles.

MCA lost its motion in Federal Court last week to vacate and dissolve a temporary restraining order obtained by the anti-trust division of the Justice Department. Next move was a Los Angeles hearing on the preliminary injunction scheduled for Monday (23).

Justice also wants MCA to drop talent representation, a move the firm recently claims to have accomplished. The government suit says that MCA's acquisition of Decca Records, the fourth largest record company in the U. S., violated the anti-merger laws. MCA

is said to make about \$82 million annually.

The suit charges that MCA's dual role as talent agency and TV production company placed rivals at a substantial competitive disadvantage. MCA was also charged with unlawful tie-ins of talent and program, allegedly forcing its talent to enter into contracts giving MCA sales right to all programs or packages owned by the talent.

MCA is sole defender in the suit, but co-conspirators named in the complaint are Screen Actors' Guild and Writers Guild of America West, Inc., plus five MCA subsidiaries. Justice says certain contracts between MCA and both talent unions and performers should be declared illegal.

MCA began business in 1924 as a talent agency representing bands and musicians, and ultimately came to represent most of the name bands in the country, the complaint states. In 1938, MCA began representing the motion picture industry, and stabled the biggest names in U. S. and British talent. The firm has now become the "principal producer and seller" of filmed TV programs, and owns over 700 feature films and 2,500 filmed TV programs, the complaint estimates.

Maceo Pinkard Dies in New York

NEW YORK—Composer Maceo Pinkard, 65, died suddenly here this week. He was the writer of such standards as "Them There Eyes," "Sweet Georgia Brown," "Gimmie a Little Kiss," "Sugar," "Here Comes the Show Boat" and the Broadway musical show, "Lisa."

Pinkard is survived by his widow, Edna P. Pinkard, who is active in ASCAP activities.

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Randy Wood Signs 7-Year Para Pact

HOLLYWOOD—Dot Records president-founder, Randy Wood, last week signed a new seven-year contract with Paramount Pictures, the label's parent firm. The new pact assures that Wood will remain at the helm of the firm he founded 12 years ago, and quashes recurring trade rumors that he plans to retire from the record business to enter the political arena. BMW learned that, according to terms of the new agreement, Wood may emerge as the disk industry's highest paid executive.

Wood launched the Dot label in 1950 at Gallatin, Tenn., as the off-shoot of a mail-order business. In 1957, he sold the firm to Paramount Pictures for a reported \$2,800,000, remaining as the president of Dot and becoming vice-president of Paramount. Since Para-

Cohen Sells Out Country Stable To Aberbachs

NEW YORK—Paul Cohen sold his publishing interests to Hill & Range's Valley Publishing firms last week for a "most substantial sum," reported to be in sizable six figures. Cohen, now heading Todd Records, sold all of his music publishing interests to the Brothers Aberbach's music firm, including both his BMI and ASCAP companies.

Over his years with Decca Records as country a.&r. chief, and his many years on his own, Cohen had built up a substantial collection of copyrights, including many important standards in the country field. With country music expanding in ever-increasing flow throughout the pop field, and throughout the world, the acquisition of the Cohen catalogs by the Aberbach Freres is a major one.

The BMI firms sold by Cohen include Copar Music, Old Charter, Trans World, Co-Axial, Drake, Forest, Music City and Old Hickory. These are being placed in Copar-Forest. The ASCAP firms sold include Amber, Cornell, and Kingsway. These catalogs, which will combine under Cornell-Kingsway, will be handled by the Aberbach's Ross-Jungnickel firm.

The combined catalogs contain more than 100 songs, with about 300 of them representing tunes that were hits in the country or pop field. Among the best-known of the songs are "Jingle Bell Rock," "Cincinnati Dancing Pig," "Lonely Wine," "Sugarfoot Rag," "Missing You," "A Whole Lot of Shakin' Goin' On," "Back Street Affair," "Plantation Boogie," "That's Me Without You," "Just Call Me Lonesome," "Metro Polka" and "They Say You're Laughing at Me."

JARVIS TO HEAD ABC-PARA OFFICE

NASHVILLE—ABC-Paramount Records has opened an office here. It will be headed by Felton Jarvis and will handle a.&r. functions for the label, according to Ampar president, Sam Clark.

Jarvis said he will accept demo disks for both artists and song material and also will conduct live auditions. Jarvis recently recorded "Every Beat of My Heart," with Gladys Knight and the Pips. Initial disk for ABC-Paramount to come out of Nashville is "Sheila," with Tommy Roe.



RANDY WOOD signs new seven-year deal to continue as president of Dot Records, Inc., and serve as vice-president of Paramount Pictures Corporation. Flanking him, from left to right, are: Paramount President Barney Balaban; Vice-Presidents George Weltner and Paul Raibourn and Treasurer James E. Richardson.

mount brought Dot into its fold as a subsidiary, the label continued to climb in stature and earnings, a fact stressed by Paramount president, Barney Balaban, at the time he and Wood signed the new agreement here last Wednesday (18).

Cites Wood's Record
Dot 1957 gross (year Paramount acquired the label) amounted

BREAKING GROUND

Ace-VeeJay Deal Called Biggest Ever of Its Kind

JACKSON, Miss.—The exclusive distribution deal, recently concluded between Ace Records here, and VeeJay Records in Chicago, is believed to be one of the biggest of its kind ever negotiated in the independent disk business.

The move will see VeeJay taking over all Ace promotion, sales and distribution and will soon result in a permanent move from here to New Orleans by Johnny Vincent, owner of the Ace label and the New Orleans distributorship, Record Sales.

The deal calls for Vincent to devote himself exclusively to producing records and developing new artists. The Ace label will be maintained as is, with three currently important artists, Jimmy Clanton, Frankie Ford and Huey Smith, expected to be joined by others soon. Vincent will turn out product for release under the VeeJay banner as well.

Vincent will get a guarantee of \$500,000 for the life of the contract, which is expected to run for at least five years. Paul Marshall, VeeJay attorney, who represented VeeJay exec Ewart G. Abner Jr. in the negotiations, said: "I've been involved in a number of contract negotiations for independent producing deals, and believe me, this is twice as big as any I've ever seen."

New Albums, Too

The arrangement involves standing Ace catalog product, plus 10 new albums to be released about August 15. Distribution will actually be effected through Dart Record Sales, Inc., a separate corporation from VeeJay, but also helmed by Abner.

Vincent was frankly elated and said: "It's the only real answer for an indie company today. We simply did not have the power to keep pushing out the volume of releases that give you a chance of having a continuing string of hits. And if you don't have a string of them, the little guy, like me, gets hung up for money. The distributors will eat you alive. That's been our problem.

to \$6,100,000. The label's gross take last year went over the \$16,000,000 mark. Balaban heralded Wood's accomplishments, stating: "Randy Wood elevated the company's standing from eighth position to the fifth top-rated firm in the record industry. During this time (period under Paramount's ownership), Wood has opened 17 company-owned distribution outlets in the U. S. and has increased the company's album catalog from 25 to its present total of 800 monaural and stereophonic (combined) LP's." Wood personally signed important new artists for Dot which, according to Balaban, was largely responsible for the label's continuing sales climb.

The contract, signed here last week, is dated as of January 1 of this year. Wood's previous pact expired as of December 28, 1961. It was this delay in concluding a new agreement which sent rumor wheels whirling that Wood was considering forsaking the record industry's ranks. With an eye to these reports, Wood told BMW immediately after he signed his new contract:

"I love the record business. It has meant a lot to me to be a part of it. I look forward to many more years with the Dot Records family and Paramount Pictures."

"We wanted to go in with someone in the same level of size that we were. We know we can turn out the product. But it takes push to get hits building up. If we didn't have the hits, we didn't have a big enough catalog to have a decent exchange deal. The result was that we just had to eat our returns. With VeeJay, we're with some people who have the staff and the organization to promote and sell records. That's what we must have.

Closing Jackson Shop

"I'm letting my whole promotion staff go and I'm closing up shop in Jackson. I'm opening my own studio in New Orleans, and I'll be busy there producing records for Ace and VeeJay (the deal calls for a dozen albums during the first year) and running my distributorship.

"This is the kind of arrangement that more and more of the smaller indie companies are going to have to consider. Otherwise, they don't have a chance, because indie distributors, for the most part, just don't care about us. I'm happy, man. I can see great things coming out of all this."

The deal was originally consummated during meetings held coincidentally with the recent ARMA-DA convention in Miami Beach. Terms were reached by Marshall, and Vincent's attorney, Earl Keyes of Jackson, Miss.

Contemporary, Other Labels Inaugurate Discount Programs

HOLLYWOOD—Les Koenig's Contemporary Records and other labels are being offered on a "two for 10" special discount program, embracing new releases as well as the complete catalogs of the lines. Koenig, staunch champion of hold-the-price line (several years ago he attempted fair-trading his lines), rarely has resorted to the use of a discount program. He told BMW that the purpose of the present pro-

LATE POP SPOTLIGHTS

SINGLES

THE DOVELLS



HULLY GULLY BABY (Kalmann, ASCAP) (2:31)—YOUR LAST CHANCE (BRS, BMI) (2:25)—Two strong items for the lads calculated as follow-ups to their current hit: "Bristol Twistin' Annie." The first fits both Hully Gully and Twist dance steps and is a sure thing for teeners. The second should score with the kids, too. It moves along at a fast clip with strong vocal by the lead singer. **Parkway 845**

BOBBY CURTOLA



I CRY AND CRY (Kemo, BMI) (2:07)—The lad sings this weeper with good feeling and strong beat. The side moves along in toe-tapping fashion which belies the sad theme. Should score as follow-up to his most recent smash, "Fortune Teller." Flip is "Big Time Spender (Kemo, BMI) (1:45). **Del-Fi 4182**

MARY WELLS



YOU BEAT ME TO THE PUNCH (Jobete, BMI) (2:46)—Infectious beat and fine singing from the lass here makes this side a natural for a potent follow-up to her current "The One Who Really Loves You." The chick is backed by a throbbing rhythm section that uses a tantalizing Latin figure, vocal group and wailing piano. Flip is "Old Love" (Jobete, BMI) (2:22). **Motown 1032**

ALBUM

ROY ORBISON'S GREATEST HITS



Roy Orbison. Monument M 4409—Mighty package of Orbison dynamite in this LP. The lad's biggest singles are compiled on this set with great individual performances in the dramatic Orbison style throughout. "Only the Lonely," "Crying," "Running Scared," "The Crowd," "Candy Man" and "Dream Baby" are some of the high-powered titles.

SHOUT SHOUT (KNOCK YOURSELF OUT)



Ernie Maresca. Seville SV 77001—The kids should really find this one a winner. The album features the singer's recent smash and 11 other potent tracks by the lad. Maresca figures in as writer on all the titles, and the album supplants some great swinging sounds that are solid for the teen trade. "Subway Blues," "They Don't Know," "Mary Jane," "Down on the Beach" and "I Don't Know Why" are some of the representative tracks.

INDUSTRY BRIEFS

Strand Issues 50 Albums

NEW YORK—Strand Records is issuing 50 albums this month as part of a big push on the part of the label. Sid Pastner, general manager of the label, has signed a flock of names to the firm, and will be issuing albums with them shortly. New LP's will feature Don Cherry, Billy Mure, Memphis Slim, Larry Hall, Ray Martin, Ernie Hatzis, Jackie Jocko, the Metronomes, Lee Scott, and a flock of classical and mood albums.

Synthetics Changes Name

NEWARK, N. J.—Synthetic Plastics Corporation, makers of the Peter Pan, Guest Star, Diplomat and Hear How record lines, has changed its name to Ambassador Records.

Split MJQ's Double LP

NEW YORK—The Modern Jazz Quartet's two-LP set, "The European Concert," originally issued on Atlantic Records as a two-album package, is now available on single LP's. Art work used on the original set is being retained with each of the albums color keyed so as to be told apart.

Julia to New Home

ELIZABETH, N. J.—Julia Records of this city has moved to new headquarters on Julia St. The label is also releasing sides by a new fem singer Bernadette. The label also has signed the Arkades, the Hi Lites and Richard Dennis. The label is also screening master and

gram is to stimulate "moving catalog in depth."

According to Bob Kirstein, sales vice-president, the program will be in effect from Monday (21) through

(Continued on page 12)

talent for future production. The firm announced that confusion over a label distributed by Chess Records, also bearing the Julia name, has been cleared up. Chess changed its label copy.

Carlton Gets Blackwell

NEW YORK—Otis Blackwell has been hired by Carlton Records as full-time a.&r. exec. Blackwell continues as recording artist for another label.

Adams Replaces Boosey

NEW YORK—David S. Adams has been elected president of the American wing of Boosey and Hawkes, international publishers. Adams succeeds Leslie A. Boosey, who has been elevated to chairman of the board. Simon M. Boosey was elected vice-president of the company.

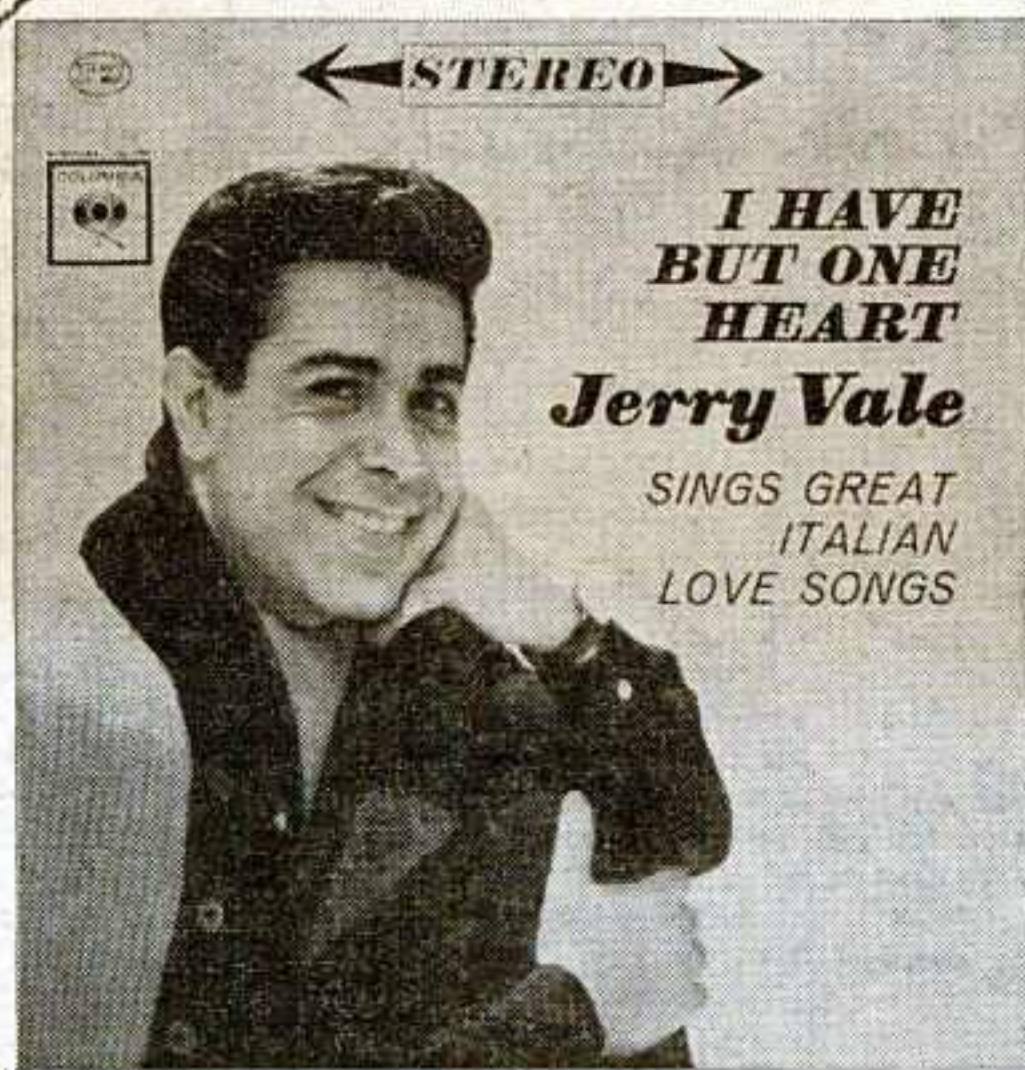
Selmar All-Time High

ELKHART, Ind.—The H. & A. Selmar Company, musical instrument manufacturer, has scored an all-time high in first half year sales and earnings in 1962. Sales were 28 per cent above last year and earnings were 54 cents per share of common stock compared to last year's six-month figure of 19 cents per share.

Pickwick Bible Set

NEW YORK—Pickwick International has added a new album line to its product stable. The new series is called Bible Stories and will be carried on the Cricket label. The sets will sell for \$1.98 list and feature actor Leif Ericson as narrator of some of the most familiar Bible stories. A cast of 50 singers and actors and a full orchestra will embellish the production. Among the eight packages in the new series are "Samson," "The Birth of Christ" and "Moses in Egypt."

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This One



LGEN-BF1-NH45

Those 42d Street Record Shops: Where the Belle Tolls for Thee

By BOB ROLONTZ

NEW YORK—New York's tawdry 42d Street, with its popcorn and pizza pits, is now a sad shadow of its old show business self. But it has turned into a street of gold for record dealers.

On the two blocks from Sixth Avenue on the east to Eighth Avenue on the west, 10 record shops dot the 42d Street High Road. Seven of the shops are above ground, two are halfway down the subway platform entrances, and one is inside the 42d Street and Broadway subway terminal itself, and you have to have spent 15 cents (cost of a subway ride) to see it.

The stores range from dingy one-window places to modern, up-to-date, clean and well-stocked stores, and the variety of record merchandise ranges from the blue to the sincere, from the exotic to the mundane. The queen of the Street is a white-haired performer named Belle Barth, and her mischievous smiling countenance gleams out on the cover of her best-selling After Hours album from almost every store on the famous street. Belle is not the only lass featured on album covers. There are others—who pose, unlike Belle, in various stages of undress—on such Davis label disks as "For Men Only," also carried in the Latin version, "Solo Para Hombres."

Practically all of the big street shops discount their records. Discounts range from 50 per cent or \$1.98 for a \$3.98 disk, to \$2.90 for the \$3.98 list platter. Current singles sell for about 89 cents. Oldies sell for any price, but they are usually about a dollar.

One of the most interesting shops is Herman's, which has a discount record department along with its sporting goods, ski clothes, golf tees and camping equipment. Herman's has LP's starting at \$1 each, and going up to \$2.48 on a special sale of all \$5.98 items. Firm has loads of cut-outs (not advertised as such) in the window, selling major at \$1.49, and a flock of those Silvikrin Shampoo albums with Steve and Eydie selling at \$1.

Recordland, just a few doors west of Herman's, has a window aimed at the teen trade, spotlighting mainly teen albums, plus some of the exotic items and a scattering of classical LP's. North of Herman's is King Karol, who in addition to Belle Barth and a few other performers of the sassy word, also features in its windows albums of religious, classical and pop music. Metro, across the street on the

south side of the Avenue, is one of the few 42d Street stores without a Belle Barth cover. Metro features show and pop albums instead at prices like \$3.69.

Most forthright of all the record shops is probably Stage Records, just a few doors off 42d Street, on the site of old Diamond Jim's Restaurant. This shop, as neat and clean as a store can be, posts a big sign in the window reading "Now In Stock—Party Records for Stag Parties. None Sold To Minors."

Crossing 42d Street to the south side and walking toward Eighth Avenue, a man comes to a shop called D.C. Record City. This store has a lively display of records with charming ladies on the cover, aimed at the American and Latin male trade. But in addition to the lovelies, the store has a huge banner over the door which explains it has the largest collection of oldies anywhere, and the store is trying to build a teen, as well as a Latin and spicy record trade.

Halfway down the steps to the Eighth Avenue Subway, and the northeast corner of Eighth Avenue and 42d Street, is a hip store called Arcade Records. It features solid jazz LP's, plus teen disks and of course the irreplaceable Belle Barth. Back on street level and up 42d Street toward Seventh Avenue are two stores—Empire, which appears to specialize in records by Belle and a few other charmers, plus pop hits and teen singles and LP's; and Venus, whose windows are swamped with close-outs at all prices, including singles at six for a buck, and LP's for \$1, \$1.67 and \$1.97.

The store with the sloppiest window and the biggest singles collection of oldies but goodies is Irv Rose's Times Square Record Shop, which helped pioneer the oldies records in New York. Though the window is hard to see through, a young blond teen-ager aids the store owner as she sells oldies for prices ranging from \$1 to \$6 per single.

And last, but not least, is the 42d Street Subway store called The Record Mart. This no-windowed store stocks Latin, pop, jazz and even classical albums in good depth, plus singles. It offers an additional item that no other 42d Street store appears to have available. A sign above the cash register explains it is possible to buy life insurance there for your record collections. Including, it's assumed, your Belle Barth collection.

NEWS REVIEW

Intriguing Sounds Mark Jazz Sets

Five albums being issued on the Fantasy label under the special mark, "Debut Series," are bound to appeal to jazz collectors and cause critical acclaim. The albums are actually material recorded on Charlie Mingus' own label, Debut, and released some years ago. The sets contain some of the most striking modern jazz around, historically significant and prime examples of the talents of some of the Titans of the music—Charlie Parker, Miles Davis, Bud Powell, Max Roach and Mingus himself.

Each of the albums bears something highly intriguing. On the

Miles Davis set, for instance, "Blue Moods" (Fantasy 6001), the star plays some of his most beautiful ballads. Rare jazz moments are also heard on "Chazz-The Charlie Mingus Quintet" (Fantasy 6002). This set contains the rugged, mystical Mingus style as it sounded when it first crashed upon the jazz scene. Just as rare and just as imposing is the music to be found on "Jazz at Massey Hall" (Fantasy 6003), where historic performances are contributed by Charlie Parker, Dizzy Gillespie, Bud Powell, Max Roach and Mingus. "The Fabulous Thad Jones" (Fantasy 6004) features the Basie trumpeter in extraordinary performances. "The Bud Powell Trio" (Fantasy 6006) captures some brilliant improvisation by the pianist with Mingus and Roach as his rhythm section.

JACK MAHER

Cameo-Parkway Tells Promotion Men of Upcoming Product

PHILADELPHIA — Cameo-Parkway held its annual midyear meeting for promotion men here last Friday (20). Forthcoming product releases and new promotions were discussed.

Promotion men attending the session included: Bernie Block, Baltimore; Paul Maged, Boston; Steve Harris, New York; Chuck Young, Buffalo; Bob Richards, Philadelphia; Lee Levine, Pittsburgh; Johnny Musso, Cleveland; Al Valente, Detroit; Bob Monaco, Chicago; Frank Bichanon, St. Louis; and Dave Marshall, East Hartford, Conn.

WEEKLY MARKET ANALYSIS

Continued from page 1

Clark's teen regulars, has become a power here in his own right, and is now being heard on tape in both Pittsburgh and Atlantic City, with other outlets pending.

Singles activity is still good here. New records are stirring, including the novelty, "Prez Conference," by the White House Band, on Capitol. Some stations here are giving the side a good ride. In addition, new sides by the Castels, the Impressions, the Belmonts, the Five Satins, the Carroll Brothers and Tommy Rave are all reported as making noise.

Everything Bolsters Houston Action

HOUSTON—A flock of new singles, a few choice but hard-to-get oldies and a new dance craze all were managing to bolster business here. Sales have slackened a bit after the hot streak through the latter part of June, but still were above last year's showing.

Biggest of the "new" oldies is Skeeter Davis' "Something Previous" on RCA Victor. The single did moderately well on the country market first time around about a year and a half ago, but the teen-agers really have taken to it this time. The side is a 1962 version of an annual summer phenomena here in which certain older records suddenly score (see separate story).

The new dance scoring well is also a result of teen-age exuberance. The kids fashioned a step to go with "Fasbodo," a Cajun tune by Rod Bernard on the Hallway label and, according to Becky Lancaster of the Music Box One-Stop, the Fasbodo now is replacing the Twist in many places.

Among the national sellers Barbara Lynn's "You'll Lose a Good Thing," "West of the Wall," by Toni Fisher and the new Ray Charles records all were selling well. The Charles disk was reported to be selling as briskly as his smash hit, "I Can't Stop Loving You." Bobby Bland's new record on Duke was getting two-sided action. R.&b. stations and dealers were doing well with the "How Does a Cheatin' Woman Feel" side, while the rest of the city was showing interest for the "Yield Not to Temptation" flip.

NEW ON THE TOP LP'S

Continued from page 1

STEREO

- 35. PETER, PAUL AND MARY . . . Warner Bros. WS 1449
- 45. PETE FOUNTAIN'S MUSIC FROM DIXIE . . . Coral CRL 757401
- 49. WORRIED MIND . . . Ray Anthony, Capitol ST 1752

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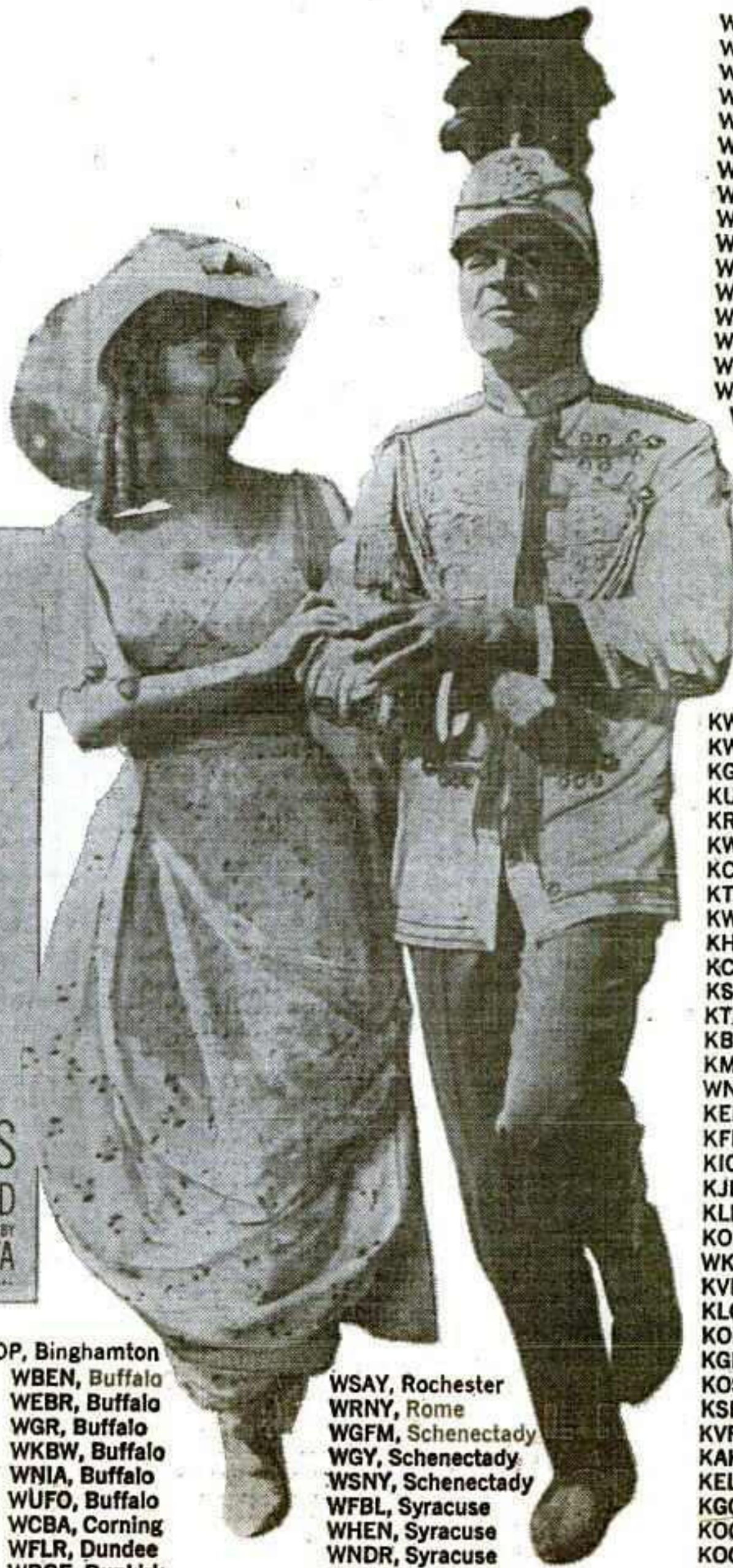
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PARTIAL LIST OF STATIONS PARTICIPATING IN NATIONAL MUSIC MAN DAY—JULY 25

- | | | | | | | | | | | | | | | | | | | | | | |
|--|---|--|--|---|--|---|---|---|--|---|--|--|--|--|---|---|---|---|---|--|---|
| ALABAMA
WVOK, Birmingham
WYDE, Birmingham | ARIZONA
KBUZ, Phoenix
KEPI, Phoenix
KNIX, Phoenix
KOY, Phoenix
KPHO, Phoenix
KTAR, Phoenix
KUEQ, Phoenix
KUPD, Phoenix
KXIV, Phoenix
KYND, Phoenix
KSWC, Tucson
KTAN, Tucson | ARKANSAS
KFPW, Fort Smith
KTCS, Fort Smith
KWHN, Fort Smith
KAAB, Hot Springs
KAJI, Little Rock
KLRA, Little Rock
KTHS, Little Rock
KXLR, Little Rock | CALIFORNIA
KAFY, Bakersfield
KWAC, Bakersfield
KPEN, Berkeley
KPFA, Berkeley
KPAY, Chico
KLAN, Hanford
KNGS, Hanford
KRKC, King City
KFI, Los Angeles
KFWB, Los Angeles
KGBS, Los Angeles
KHJ, Los Angeles
KLAC, Los Angeles
KMPC, Los Angeles
KNX, Los Angeles
KPOL, Los Angeles | KRHM, Los Angeles
KRKD, Los Angeles
KRLA, Los Angeles
KHOT, Madera
KWIP, Merced
KYOS, Merced
KBEE, Modesto
KFIV, Modesto
KTRB, Modesto
KIDD, Monterey
KMBY, Monterey
KABL, Oakland
KEWB, Oakland
KUDE, Oceanside
KACY, Oxnard
KKIS, Pittsburg
KRDG, Redding
KVCV, Redding
KCRA, Sacramento
KFBK, Sacramento
KGMS, Sacramento
KHIQ, Sacramento
KRAK, Sacramento
KROY, Sacramento
KXOA, Sacramento
KFXM, San Bernardino
KMEN, San Bernardino
KCBQ, San Diego
KDEO, San Diego
KFMB, San Diego
KOGO, San Diego
KCBS, San Francisco
KFRC, San Francisco
KGO, San Francisco
KKHI, San Francisco
KNBC, San Francisco
KPIX, San Francisco
KSFO, San Francisco
KYA, San Francisco
KLIV, San Jose
KNTV, San Jose
KSLY, San Luis Obispo
KJAX, Santa Rosa
KSRO, Santa Rosa
KJOY, Stockton
KSTN, Stockton
KVEN, Ventura
KONG, Visalia
KOMY, Watsonville | CONNECTICUT
WADS, Ansonia
WICC, Bridgeport
WJZZ, Bridgeport
WNAB, Bridgeport
WBIC, Bristol
WLAD, Danbury
WDEE, Hamden
WELI, Hamden
WCCC, Hartford
WDRG, Hartford
WPOP, Hartford
WINF, Manchester
WMMW, Meriden
WCNX, Middletown
WOWW, Naugatuck
WRYM, New Britain
WAVZ, New Haven
WNHC, New Haven
WHNB, Newington
WNLC, New London
WNLK, Norwalk
WICH, Norwich
WSTC, Stamford
WBZY, Torrington
WTOR, Torrington
WATR, Waterbury
WBRY, Waterbury
WWCO, Waterbury
WMMM, Westport
WILI, Williamantic
WSOR, Windsor | DELAWARE
WDEL, Wilmington
WILM, Wilmington | FLORIDA
WDVH, Gainesville
WAPE, Jacksonville
WMBR, Jacksonville
WPDQ, Jacksonville
WAME, Miami
WCKR, Miami
WFUN, Miami
WQAM, Miami
WKAT, Miami Beach
WTMC, Ocala | GEORGIA
WAKE, Atlanta
WIIN, Atlanta
WPLO, Atlanta
WQXI, Atlanta
WSB, Atlanta
WFON, Marietta
WSMA, Smyrna | HAWAII
KGU, Honolulu
KNDI, Honolulu
KORL, Honolulu
KPOI, Honolulu
KULA, Honolulu
KLEI, Kailua | ILLINOIS
WBBY, Alton
WKKD, Aurora
WIBV, Belleville
WJBC, Bloomington
WBYS, Canton
WCAZ, Carthage
WDWS, Champaign
WPGU, Champaign
WAAF, Chicago
WAIT, Chicago
WCFL, Chicago
WDHF, Chicago
WEBH, Chicago
WEDC, Chicago
WENR, Chicago
WFMF, Chicago
WFMQ, Chicago
WGES, Chicago
WGN, Chicago
WIND, Chicago
WJJD, Chicago
WKFM, Chicago
WDAN, Danville
WITY, Danville
WSOY, Decatur
WRMN, Elgin
WEAW, Evanston
WNUR, Evanston
WAIK, Galesburg
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KHAK, Cedar Rapids
KLWW, Cedar Rapids
WMT, Cedar Rapids
KCHA, Charles City
KCLN, Clinton
KROS, Clinton
KSWI, Council Bluffs
KSTT, Davenport
KWNT, Davenport
WOC, Davenport
KIOA, Des Moines
KRNT, Des Moines
KSO, Des Moines
WHO, Des Moines
KDTH, Dubuque
WDBQ, Dubuque
KWMT, Fort Dodge
KXGI, Fort Madison
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WSUI, Iowa City
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KTRI, Sioux City
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WHYN, Springfield
WMAS, Springfield
WSPR, Springfield
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WDEW, Westfield
WAAB, Worcester
WNEB, Worcester
WORC, Worcester
WTAG, Worcester | NEW ORLEANS
WDSU, New Orleans
WJBW, New Orleans
WSMB, New Orleans
WWL, New Orleans
WWOM, New Orleans |
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WHIO, Dayton
WING, Dayton
WONE, Dayton
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WFIN, Findlay
WFOB, Fostoria
WFO, Fremont
WIMA, Lima
WWIZ, Lorain
WMAN, Mansfield
WSPD, Toledo
WHHH, Warren
WWST, Wooster
WBBW, Youngstown
WHOT, Youngstown
WKBN, Youngstown
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KADA, Ada
KWHW, Altus
KALV, Alva
KVSO, Ardmore
KWON, Bartlesville
KLTR, Blackwell
KWCO, Chickasha
KWOE, Clinton
KGGF, Coffeyville
KUSH, Cushing
KRHD, Duncan
KWHP, Edmond
KCRC, Enid
KTAT, Frederick
KWRW, Guthrie
KHEN, Henryetta
KCCO, Lawton
KSWO, Lawton
KTMC, McAlester
KBIX, Muskogee
KMUS, Muskogee
WNAD, Norman
KEFM, Oklahoma City
KFNB, Oklahoma City
KIOO, Oklahoma City
KJEM, Oklahoma City
KLPR, Oklahoma City
KOMA, Oklahoma City
WKY, Oklahoma City
KVLH, Pauls Valley
KLCO, Poteau
KOLS, Pryor
KGFF, Shawnee
KOSU, Stillwater
KSPI, Stillwater
KVRO, Stillwater
KAKC, Tulsa
KELI, Tulsa
KGGF, Tulsa
KOGM, Tulsa
KOCW, Tulsa
KOME, Tulsa
KRMG, Tulsa
KVOO, Tulsa
KWSH, Wewoka
KSIW, Woodward
- OREGON**
KGON, Portland
KGW, Portland
KLIQ, Portland
KPOJ, Portland
KWJJ, Portland
KXL, Portland
- PENNSYLVANIA**
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WLAN, Lancaster
WCAU, Philadelphia
WFIL, Philadelphia
WIBG, Philadelphia
WIP, Philadelphia
WJMJ, Philadelphia
WPEN, Philadelphia
WJAS, Pittsburgh
KQV, Pittsburgh
WRYT, Pittsburgh
WYRE, Pittsburgh
WEEU, Reading
WHUM, Reading
WSCR, Scranton
WBRE, Wilkes-Barre
WILK, Wilkes-Barre
WOKR, York
- RHODE ISLAND**
WICE, Providence
WJAR, Providence
WLKW, Providence
WPRO, Providence
- SOUTH CAROLINA**
WCOS, Columbia
WIS, Columbia
WFBC, Greenville
- SOUTH DAKOTA**
KABR, Aberdeen
KEZU, Rapid City
KOTA, Rapid City
KISD, Sioux Falls
KSOO, Sioux Falls
KWAT, Watertown
- TENNESSEE**
WHER, Memphis
WLAC, Nashville
WMAK, Nashville
WSIX, Nashville
KSUD, West Memphis
WHHM, West Memphis
WREC, West Memphis
- TEXAS**
KIXZ, Amarillo
KAYC, Beaumont
KBOX, Dallas
KVIL, Dallas
KELP, El Paso
KROD, El Paso
KTSM, El Paso
KXOL, Fort Worth
KNUZ, Houston
KPRC, Houston
KSEL, Lubbock
KCRS, Midland
KECK, Odessa
KOSA, Odessa
WOAI, San Antonio
- UTAH**
KALL, Salt Lake City
KCPX, Salt Lake City
KLUB, Salt Lake City
KMUR, Salt Lake City
KNAK, Salt Lake City
KSL, Salt Lake City
KSOP, Salt Lake City
KSSX, Salt Lake City
- VIRGINIA**
WGH, Newport News
WTID, Newport News
WHIH, Norfolk
WNOR, Norfolk
WTZR, Norfolk
WAVY, Portsmouth
WEET, Richmond
WLEE, Richmond
WMBG, Richmond
WRNL, Richmond
WRVA, Richmond
- WASHINGTON**
KING, Seattle
KIRO, Seattle
KJR, Seattle
KVI, Seattle
- WASHINGTON, D. C.**
WASH
WGMS
WMAL
WOL
WPGC
WRC
WTOP
WWDC
- WISCONSIN**
WAPL, Appleton
WHBY, Appleton
WBEL, Beloit
WGEZ, Beloit
KFIZ, Fond Du Lac
WBAY, Green Bay
WUZZ, Green Bay
WJPG, Green Bay
WCLO, Janesville
WLIP, Kenosha
WKBH, La Crosse
WTKY, La Crosse
WLCX, La Crosse
WIBA, Madison
WISM, Madison
WKOW, Madison
WCUB, Manitowoc
WDLB, Marshfield
WBOB, Milwaukee
WEMP, Milwaukee
WFOJ, Milwaukee
WMIL, Milwaukee
WOKY, Milwaukee
WRIT, Milwaukee
WTMJ, Milwaukee
WNAM, Neenah
WIBU, Poynette
WRAC, Racine
WRCO, Richland Center
WCWC, Ripon
WHBL, Sheboygan
WSPT, Stevens Point
WTTN, Watertown
WDUX, Waupaca
WRIG, Wausaw

- MICHIGAN**
WPAG, Ann Arbor
WKMJ, Dearborn
CKLW, Detroit
WCAR, Detroit
WJR, Detroit
WQTE, Detroit
WWJ, Detroit
WXYZ, Detroit
WTAC, Flint
WTRX, Flint
WMAX, Grand Rapids
WIBM, Jackson
WKMI, Kalamazoo
WILS, Lansing
WMRT, Lansing
WBRB, Mt. Clemens
WPON, Pontiac
WEXL, Royal Oak
WKNX, Saginaw

- MINNESOTA**
WLOL, Minneapolis
WPBC, Minneapolis
WTCN, Minneapolis
KUXL, Minneapolis
KWFM, Minneapolis
WJON, St. Cloud

- MISSISSIPPI**
WMOX, Meridian

- MISSOURI**
KHMO, Hannibal
KCMO, Kansas City
WDAF, Kansas City
WMBC, Kansas City
KADI, St. Louis
KADY, St. Louis
KCFM, St. Louis
KMOX, St. Louis
KSD, St. Louis
KWK, St. Louis
WEW, St. Louis
WIL, St. Louis

- MONTANA**
KBY, Billings
KGHL, Billings
KOOK, Billings
KOYN, Billings
KMON, Great Falls
KUDI, Great Falls
KYSS, Missoula

- NEBRASKA**
KWBE, Beatrice

- KJSK, Columbus
KHUB, Fremont
KRGJ, Grand Island
KMMJ, Grand Island
KHAS, Hastings
KUVR, Holdrege
KRNK, Kearney
KRYN, Lexington
KFOR, Lincoln
KLIN, Lincoln
KLMS, Lincoln
KBRL, McCook
KNCY, Nebraska City
WJAG, Norfolk
KODY, North Platte
KBON, Omaha
KFAB, Omaha
KMEQ, Omaha
KOIL, Omaha
WOW, Omaha

- NEVADA**
KPTL, Carson City
KATQ, Reno
KOH, Reno
KOLO, Reno

- NEW HAMPSHIRE**
WKBK, Keene
WKNE, Keene
WFEA, Manchester
WKBR, Manchester

- NEW JERSEY**
WFPG, Atlantic City
WMID, Atlantic City
WKDN, Camden
WVNI, Livingston
WJRZ, Newark
WPAT, Paterson

- NEW MEXICO**
KRAK, Alamogordo
KGGM, Albuquerque
KOB, Albuquerque
KQEO, Albuquerque
KCLV, Clovis
KGRT, Las Cruces
KBIM, Roswell

- NEW YORK**
WOKO, Albany
WAUB, Auburn
WBAB, Babylon
WGLI, Babylon
WBIC, Bayshore

- WKOP, Binghamton
WBEN, Buffalo
WEBR, Buffalo
WGR, Buffalo
WKBW, Buffalo
WNIA, Buffalo
WUFO, Buffalo
WCBA, Corning
WFLR, Dundee
WDOE, Dunkirk
WELM, Elmira
WENY, Elmira
WEHH, Elmira Heights
WBUZ, Fredonia
WGBB, Freeport
WTFM, Fresh Meadows
WOSC, Fulton
WFI, Garden City
WLIR, Garden City
WGVA, Geneva
WHLI, Hempstead
WALY, Herkimer
WWHG, Hornell
WVCU, Ithaca
WBAZ, Kingston
WLFH, Little Falls
WUSJ, Lockport
WBRV, Lowville
WICY, Malone
WSTS, Massena
WACK, Newark
WABC, New York City
WCBS, New York City
WINS, New York City
WMCA, New York City
WNCN, New York City
WNYC, New York City
WOR, New York City
WQXR, New York City
WRUL, New York City
WJLL, Niagara Falls
WCHN, Norwich
WMCR, Oneida
WDOS, Oneonta
WALK, Patchogue
WLNA, Peekskill
WPDM, Potsdam
WREM, Remsen
WRIV, Riverhead
WBBF, Rochester
WHAM, Rochester
WHEC, Rochester
WROC, Rochester

- WSAY, Rochester
WRNY, Rome
WGFM, Schenectady
WGY, Schenectady
WSNY, Schenectady
WFBL, Syracuse
WHEN, Syracuse
WADR, Syracuse
WONO, Syracuse
WSYR, Syracuse
WTRY, Troy
WIBX, Utica
WRUN, Utica
WTLB, Utica
WVNY, Watertown
WOTT, Watertown
WRFM, Woodside

- NORTH CAROLINA**
WBT, Charlotte
WIST, Charlotte
WSSB, Durham
WFNC, Fayetteville
WKIX, Raleigh
WRAL, Raleigh
WTOB, Winston-Salem

- NORTH DAKOTA**
KDIX, Dickinson
KUTT, Fargo
KILQ, Grand Forks
KEYJ, Jamestown
KLPM, Minot
WDAY, Fargo

- OHIO**
WAKR, Akron
WCUE, Akron
WHLO, Akron
WNCO, Ashland
WCKY, Cincinnati
WCPO, Cincinnati
WKRC, Cincinnati
WLW, Cincinnati
WNOP, Cincinnati
WZIP, Cincinnati
KYW, Cleveland
WDOK, Cleveland
WERE, Cleveland
WGAR, Cleveland
WHK, Cleveland
WHOF, Cleveland
WJW, Cleveland
WCOL, Columbus

EXCLUSIVELY ON WARNER BROS. RECORDS



TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
Male Vocalists	
Album 7 by Rick (Imp)	74
Always You (Col)	115
Paul Anka Sings His Big 15 (ABC)	62
● BACK AT THE PEPPERMINT LOUNGE (ROU)	108
Belafonte at Carnegie Hall (RCA)	107
Nat King Cole Sings/George Shearing plays (Cap)	94
Crying (Monu)	34
Danny Boy & Other Songs I Love to Sing (Col)	130
Dino—Italian Love Songs (Cap)	103
Do the Twist (Atl)	64
Doin' the Twist at the Peppermint Lounge (Rou)	23
● DON'T KNOCK THE TWIST (PARK)	29
● VINCENT EDWARDS SINGS (DEC)	(23) 20
For Teen Twisters Only (Park)	50
For Twisters Only (Park)	102
Heavenly (Col)	71
Here Comes the Tennessee Ernie Ford Showboat (Cap)	147
Buddy Holly Story (Cor)	68
Hymns (Cap)	124
● I LEFT MY HEART IN SAN FRANCISCO (COL)	70
I Remember Tommy (Rep)	118
● IT KEEPS RIGHT ON A-HURTIN' (CAD)	117
● IT'S JUST MY FUNNY WAY OF LAUGHING (DEC)	55
Johnny's Greatest Hits (Col)	57
Jump Up Calypso (RCA)	52
Let's Twist Again (Park)	96
Live It Up (Col)	114
● LOVERS WHO WANDER (LAURIE)	36
● GEORGE MAHARIS SINGS! (EPIC)	10
The Midnight Special (RCA)	(29) 13
● MILLION SELLERS BY FATS (IMP)	123
Modern Sounds in Country & Western Music (ABC)	(2) 1
● MOON RIVER & OTHER GREAT MOVIE THEMES (COL)	(11) 11
● OLD RIVERS (LIB)	54
Point of No Return (Cap)	(39) 42
● POT LUCK (RCA)	(9) 21
Runaround Sue (Laurie)	83
Sinatra & Strings (Rep)	(30) 47
● A TOUCH OF VELVET (RCA)	109
Twist (Park)	25
Twist With Bobby Darin (Atco)	116
● TWISTIN' THE NIGHT AWAY (RCA)	75
● BOBBY VEE MEETS THE CRICKETS (LIB)	110
● BOBBY VEE RECORDING SESSION (LIB)	126
Versatile Burl Ives (Dec)	131
Your Twist Party (Park)	43
Female Vocalists	
Jean Baez, Vol. I (Van)	24
Jean Baez, Vol. II (Van)	18
Connie's Greatest Hits (MGM)	138
● DINAH '62 (ROU)	49
Do the Twist (MGM)	150
● IT'S MASHED POTATO TIME (CAMEO)	48
Judy at Carnegie Hall (Cap)	(14) 27
● LOVE LETTERS (ERA)	56
Rearing '20's (WB)	146
● SHELLEY (COLP)	119
Sincerely Brenda Lee (Dec)	73
Duos and Groups	
● BEST OF THE KINGSTON TRIO (CAP)	(10) 9
College Concert (Cap)	(22) 14
Encore of Golden Hits (Merc)	86
● DAVE GUARD & THE WHISKEY HILL SINGERS (CAP)	104
Kingston Trio (Cap)	97
Kingston Trio Close Up (Cap)	105
Mighty Day on Campus (Kapp)	134
● ONCE UPON A TIME (CAP)	37
Peter, Paul and Mary (WB)	(35) 6
Sing Out! (RCA)	84
A Song for Young Love (Cap)	(48) 17
● THROUGH CHILDREN'S EYES (RCA)	(41) 35
Twist With the Ventures (Dolt)	112
The Ventures' Twist Party, Vol. II (Dolt)	113
Choruses	
● FAMILY SING ALONG WITH MITCH (COL)	(31) 30
Happy Times Sing Along With Mitch (Col)	132
Rhythm Sing Along With Mitch (Col)	148
Mixed Voices	
Oldies But Goodies, Vol. I (OS)	38
Oldies But Goodies, Vol. III (OS)	95
● OLDIES BUT GOODIES, VOL IV (OS)	44
CLASSICAL & SEMI-CLASSICAL LP's	
The Magnificent Sound of the Philadelphia Ork (Col)	(25) 121
My Favorite Chopin (RCA)	141
● SUMMER FESTIVAL (RCA)	(24) 98

INSTRUMENTAL LP's

Title (Label)	Top LP Rank (Stereo) Mono
Mood and Dance	
● AMERICAN WALTZES (LON)	(16) 33
Beyond the Reef (Dec)	32
● CHAPEL BY THE SEA (DOT)	(28) 81
Down Home	144
● DRUMMIN' UP A STORM (IMP)	76
Drums Are My Beat (Imp)	138
● FOR THE NERO MINDED (RCA)	59
Golden Piano Hits (UA)	143
● HATARI! (RCA)	(34) 101
Let There Be Drums (Imp)	79
Maria (Kapp)	61
Moan River (Dot)	(12) 26
New Piano in Town (RCA)	78
Persuasive Percussion, Vol. I (Com)	(42)
● POPS ROUNDUP (RCA)	122
Roman Guitar (Com)	(50)
● ROMAN GUITAR, VOL. II (COM)	(43)
'S Continental (Col)	(37) 65
So Much in Love (Col)	(46) 142
Stereo 35/MM (Com)	(8)
Stereo 35/MM, Vol. II (Com)	(44)
Stranger on the Shore (Atco)	(3) 3
● THE STRIPPER (MGM)	(6) 19
Tonight (UA)	(27) 100
'Tuff' Sax (Hi)	80
Twistin' 'n' Twangin' (RCA)	90
● WORRIED MIND (CAP)	(49) 120
Young and Warm and Wonderful (RCA)	(47)
Young World (Dot)	(21) 49
Jazz	
● BASHIN'—THE UNPREDICTABLE JIMMY SMITH (VERVE)	(20) 15
● COUNTDOWN TIME IN OUTER SPACE (COL)	(33) 39
● PETE FOUNTAIN'S MUSIC FROM DIXIE (CORAL)	(45)
Horn-A-Plenty (RCA)	145
● HERBIE MANN AT THE VILLAGE GATE (ATL)	140
Midnight in Moscow (Kapp)	(40) 46
Midnight Special (B-N)	60
Time Further Out (Col)	(26) 67
Time Out (Col)	(15) 31
What'd I Say? (Atl)	53
Nancy Wilson/Commonball Adderly (Cap)	51
SHOW MUSIC	
Original Cast	
All American (Col)	139
Camelot (Col)	(18) 12
Carnival (MGM)	77
● A FUNNY THING HAPPENED TO ME ON THE WAY TO THE FORUM (CAP)	129
How to Succeed in Business Without Really Trying (RCA)	63
● I CAN GET IT FOR YOU WHOLESALE (COL)	125
Milk and Honey (RCA)	58
Music Man (Cap)	66
My Fair Lady (Col)	41
No Strings (Cap)	(19) 16
Sound of Music (Col)	(7) 22
South Pacific (Col)	93
West Side Story (Col)	(17) 8
Sound Track	
Blue Hawaii (RCA)	(13) 7
Exodus (RCA)	72
Flower Drum Song (Dec)	85
G.I. Blues (RCA)	127
King & I (Cap)	137
King of Kings (MGM)	149
Oklahoma (Cap)	(39)
● ROME ADVENTURE (WB)	(5) 5
South Pacific (RCA)	87
State Fair (Dot)	(32) 28
West Side Story (Col)	(1) 2
Music From Musicals, Films and TV	
Breakfast at Tiffany's (RCA)	(4) 4
● EXPERIMENT IN TERROR (RCA)	106
● GOLDEN THEMES FROM MOTION PICTURES (UA)	69
Great Motion Picture Themes (UA)	135
Original Motion Picture Hit Themes (UA)	82
● THEME FROM BEN CASEY (CARLTON)	136
● WALK ON THE WILD SIDE (CHOREO)	111
West Side Story (UA)	(36) 99

COMEDY LP's

● I'M THE GREATEST COMEDIAN IN THE WORLD (VERVE)	89
Knocker's Up (Jub)	45
Moms Mabley at Geneva Conference (Chess)	91
● MAD TWISTS ROCK ROCK 'N' ROLL (BIG TOP)	133
Mike Nichols & Elaine May Examine Doctors (Merc)	92
Rusty Warren Bounces Back (Jub)	88

New Dance Fad Waddles Across Record Horizon

NEW YORK — A new teen dance, "The Waddle," could be on its way to national prominence as a result of exposure it's starting to get. Two, and shortly three, new records are doing the exposing.

One is called "Can You Waddle?" on the Web label, featuring the Spartans. Released just last week, it already has been purchased by Joe Kolsky's Diamond label at a good master price and will be distributed by Diamond under the Web logo. "Can You Waddle?" was penned by Jeff Barry and Wayne Rooks and is published by Trinity Music.

The other record is called "Waddle, Waddle," and is on the Congress label, the firm owned by Neil Galligan and Hutch Davie. They rushed the record out last week, as recorded by a Washington group called the Bracelets. Tune was penned by

Rudy York, and a.&r.d by Davie. Disk already has received strong exposure in the Washington-Baltimore area.

The third disk coming out on the new dance is "The Wobble" on the Big Top label. This platter was recorded late last week on a rush basis with a new femme group. Firm originally issued the tune with Curtis Lee about a year ago.

The Waddle is a dance that teens have been doing in New York and Philadelphia and a few other Eastern cities for the past few months. It is being done at school dances and record hops and appears to be familiar to most teenagers. Like the Twist, it is easy to do and a good participation dance. The record companies are hoping that it will spread as the Twist did when it started two years ago.

Col in Tape Business All the Way

Continued from page 5

four-track, reel-to-reel tape only, it was noted.

Single records occupied more than the usual amount of attention at the session. Tom Catalano, merchandise manager of singles, opened with a discussion of the juke box market.

"Over a half million juke boxes use something like 50 million singles a year," he said. "And the majority of the selections are, standards and album excerpts. We've got plenty of that kind of product as well as hits and they can be sold." He noted the success of the Hall of Fame and Play Time series in this respect and announced new juke packs by Andy Williams, Percy Faith and Ferrante and Teicher.

Need for Runners-Up

Dave Kapralik, East Coast pop a.&r. director, pointed to "a valid need for singles which don't necessarily make the top 40 charts." He noted that singles can expose the public to albums and often build new artists into album sellers. They can invigorate an artist's entire catalog, he said, citing as an example Dave Brubeck, whose hit single, "Take Five," brought new vitality to all his albums.

Following these remarks, Kapralik went on to introduce five a.&r. producers, who in turn discussed and gave brief sales pitches on their own forthcoming efforts. Mitch Miller introduced a new single by his own sing-along group. Following Miller, Ed Klaban from the West Coast, Frank Jones from Nashville, Jim Hubbard from the West Coast and Bob Mersey from New York, in turn introduced new singles.

In the kiddie field, the company is admittedly taking what is called a first step toward diversification.

Teens Target

Continued from page 4

by the RCA Victor Sales Corporation for classroom use.

At the end of the term prizes will be awarded to students writing the best essay, achieving the highest grades—or for any reason the school determines.

First prize will be a 50-album Red Seal library, second prize 25 albums, third prize 10 albums. Fifty classical sweatshirts will be distributed to each school. Bill Alexander, who presented the program at the Victor Best Buy meet, said that the test would start immediately. Each distrib will designate his dealer and the school this week.

A new set of six children's packages is highlighted by a unique boxed set, "Hi Fi Fun Musical Coloring Kit." This set, which features a 12-inch LP of "Silly Stories," by Stoo Hampe, also allows children to draw and color while they're listening. It contains six coloring pencils, a pencil sharpener, and four color-by-number pictures with three-dimensional frames, in addition to the discs.

Columbia distrib is being given the first crack at this new product, though execs stated they felt the item was more of a toy than a record and had much potential for marketing through toy wholesaling channels. They left no doubt of their intentions to move into this field.

Artists for Kiddies

Other kiddie product features such artists as Rosemary Rice, Budd Collyer, Harold Ronl (the Singing Ringmaster of Ringling Bros. Circus) and Mr. Greenjeans of the "Captain Kangaroo" TV show. All kiddie product will carry a \$2.98 list with no special discounts being offered.

The Columbia language series, which now contains six-LP packages of language lessons for German, French, Italian and Spanish, now boasts a course in Russian instruction. This was in answer to public requests. At the same time, it was announced that the language package would be dropped in price from \$12.98 to \$10.98.

Accessory news also was made with the announcement of a new needle-to-cartridge, easy-to-read directory and a complete catalog of needles, carrying cases and other items in the accessory line.

Discount Programs

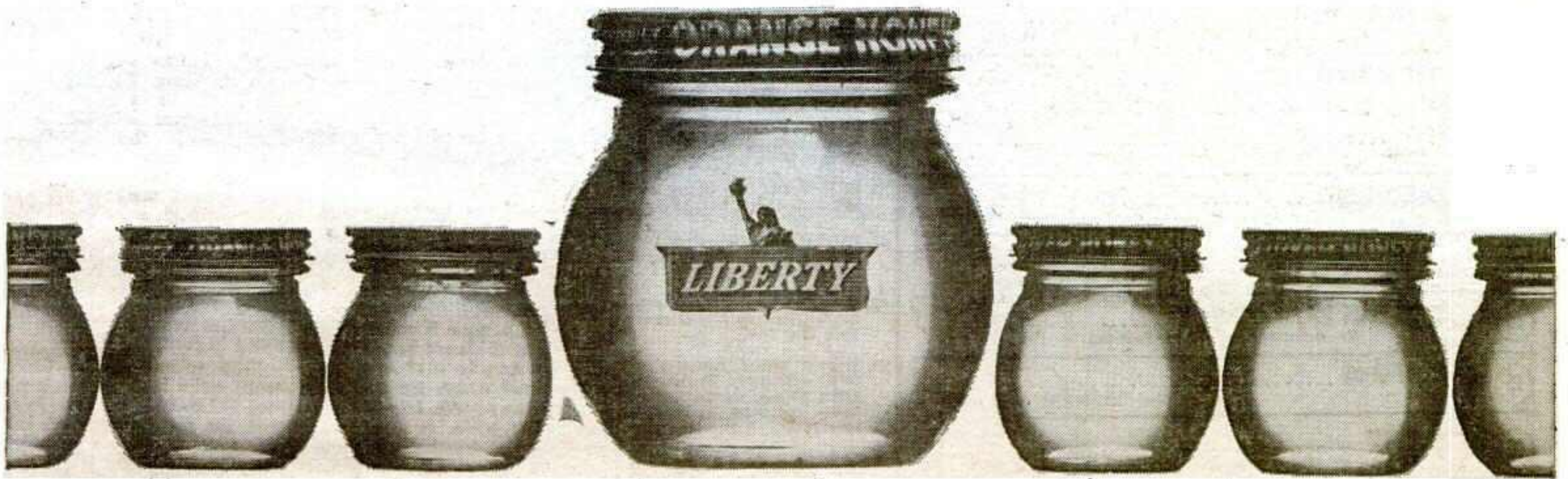
Continued from page 6

August 31 Dealers will receive two free LP's for each 10 they purchase. This covers all the Koenig lines, including Contemporary, Good Time Jazz, Contemporary Composers and the Society of Forgotten Music. Some 200 LP's in the combined catalogs of the labels are included in the offer.

In addition, new releases (seven albums before plan expires) are also covered by the program. These include albums featuring the Banjo Kings, Art Pepper, and what Koenig referred to as "an historically significant album" of the late Bump Johnson, recorded in June 1942. Other packages included in the offer are Andre Previn's "West Side Story" and albums by the Firehouse Five and Barney Kessel.

“A TASTE
OF HONEY”

Martin Denny



the **ONLY** one!

#55470



THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING JULY 28

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		ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	6
2	3	THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe, ASCAP	5
3	2	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	11
4	5	SEALED WITH A KISS	By Udell-Geld—Published by Pogo, ASCAP	5
5	4	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	9
6	9	SPEEDY GONZALES	By Kaye-Hill-Lee—Published by Budd, ASCAP	4
7	6	WOLVERTON MOUNTAIN	By M. Kilgore-C. King—Published by Painted Desert (BMI)	6
8	14	BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon, BMI	4
9	8	JOHNNY GET ANGRY	By Edwards-David—Published by Tod (ASCAP)	6
10	13	AHAB THE ARAB	By R. Stevens—Published by Lowery (BMI)	3
11	11	GRAVY	By Mann-Appell—Published by Kalmann, ASCAP	5
12	7	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	10
13	18	DANCING PARTY	By Mann-Appell—Published by Kalmann (ASCAP)	3
14	19	THEME FROM DOCTOR KILDARE	By Goldsmith-Winn-Rugolo—Published by Hastings, BMI	5
15	27	LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	2
16	10	AL DI LA'	By Mogol-Donida-Drake—Published by Witmark (ASCAP)	7
17	24	YOU'LL LOSE A GOOD THING	By Barbara Lynn Ozen—Published by David-Crazy Cajun-Jamie (BMI)	2
18	16	I'LL NEVER DANCE AGAIN	By Mann-Anthony—Published by Aldon, BMI	5
19	21	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	By Everly—Published by Acuff-Rose (BMI)	3
20	23	TWIST AND SHOUT	By P. Medley-R. Russell—Published by Mellin (BMI)	3
21	25	I NEED YOUR LOVING	By Gardner—Published by Fast-Pete (BMI)	3
22	17	HAVING A PARTY	By Sam Cooke—Published by Kags (BMI)	6
23	29	WELCOME HOME BABY	By Luther Dixon—Published by Ludix (BMI)	2
24	12	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	10
25		PARTY LIGHTS	By C. Clark—Published by Ramed, BMI	1
26		THINGS	By Darin—Published by Adaris, BMI	1
27	15	SNAP YOUR FINGERS	By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	7
28		HEART IN HAND	By Jackie DeShannon-Shari Sheeley—Published by Metric, BMI	1
29	20	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	9
30	22	JOHNNY LOVES ME	By Mann-Weil—Published by Aldon, BMI	4

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. **ROSES ARE RED**—Bobby Vinton, Epic 9509.
2. **THE WAH-WATUSI** — Orions, Cameo 218; Ricki Anders, Twin Hits 2018.
3. **I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10336; Tab Hunter, Dot 16355; Ray Garnett, Operator 2012.
4. **SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336; Timmy Reynolds, Twin Hits 2017.
5. **THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
6. **SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502; Chet Avery, Twin Hits 2018.
7. **WOLVERTON MOUNTAIN** — Claude Klag, Columbia 42352; Pete Reeves, Twin Hits 2016.
8. **BREAKING UP IS HARD TO DO** — Neil Sedaka, RCA Victor 8046.
9. **JOHNNY GET ANGRY** — Joanie Sommers, Warner Bros. 5275; Cammy Collins, Twin Hits 2017.
10. **AHAB THE ARAB**—Ray Stevens, Mercury 71966.
11. **GRAVY**—Dee Dee Sharp, Cameo 219; Ricki Anders, Twin Hits 2019.
12. **PALISADES PARK**—Freddy Cannon, Swan 4106; Timmy Reynolds, Operators 2014.
13. **DANCING PARTY** — Chubby Checker, Parkway 842; Clark Dale, Twin Hits 2019.
14. **THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622.
15. **LOCO-MOTION**—Little Eva, Dimension 1000.
16. **AL DI LA'**—Ray Anthony, Capitol 4742; Maria Candido, Decca 31291; Tony Dallara, Vesuvius 1024; Janice Harper, Capitol 4578; Al Hirt, RCA Victor 8016; Gino Paoli, Warner Bros 5205; Fausto Papetti, London 10502; Emilio Pericoli, Warner Bros. 5259; Joe Rene & Ork, Epic 9510; Luciano Tajoli, Bravo 4510; Jerry Vale, Columbia 42027; Carmen Villani, Chancellor 1114; San Remo Festival Ork, Coral 62320.
17. **YOU'LL LOSE A GOOD THING**—Barbara Lynn, Jamie 1220.
18. **I'LL NEVER DANCE AGAIN**—Bobby Rydell, Cameo 217.
19. **(GIRLS, GIRLS, GIRLS) MADE TO LOVE**—Eddie Hodges, Cadence 1421.
20. **TWIST AND SHOUT** — Isley Brother, Wand 124.
21. **I NEED YOUR LOVING**—Don Gardner & Dee Dee Ford, Fire 508.
22. **HAVING A PARTY**—Sam Cooke, RCA Victor 8036.
23. **WELCOME HOME BABY**—Shirelles, Scepter 1234.
24. **IT KEEPS RIGHT ON A-HURTIN'**—Johnny Tillotson, Cadence 1418.
25. **PARTY LIGHTS**—Claudine Clark, Chancellor 1113.
26. **THINGS**—Bobby Darin, Aco 6229.
27. **SNAP YOUR FINGERS** — Joe Henderson, Todd 1072.
28. **HEART IN HAND**—Brenda Lee, Decca 31407.
29. **PLAYBOY** — Marvelettes, Tamla 54060.
30. **JOHNNY LOVES ME** — Shelley Fabares, Colpix 636.

Hi-Fi Group in Capital To Fight Exemption Ruling

HOLLYWOOD — Officers and principal members of the Institute of High Fidelity Manufacturers converged on Washington last Friday (20) in an all-out effort to expedite legislation that would continue to exempt certain components

from manufacturers' excise tax. The components industry has operated under the Internal Revenue Service administrative ruling that professional equipment meeting specific standards would not be subject to the excise tax.

Burkhardt Sets Up New Subsid Company With Maurice Rose

CINCINNATI—Carl Burkhardt, president of Rite Records, Inc. and Queen City Records, Inc., which recently moved into new and modern quarters in Lincoln Heights here, has formed a subsidiary company, Rose Enterprises, to engage in the pressing and promotion of premium-type records and to reactivate the Rite firm's former mail-order business.

Associated with Burkhardt in the operation of the new subsidiary is Maurice Rose, formerly for seven years branch manager for Columbia Records here and later Columbia district manager in Chicago, Baltimore, and Boston. In addition to the mail-order operation, Rose Enterprises will press custom-made albums for clients, with the latter getting special advertising treatment on the covers and labels.

Rose last week signed a year's contract on the album deal with Frisch's Big Boy eatery chain, with approximately 64 outlets in the area. Under the arrangement, Rose Enterprises will issue an album a month, with the albums selling for \$1 on the coupon plan. Rose is slated to leave here this week for New York to scout masters for the new operation. A trip to Europe for the same purpose is planned later.

Burkhardt started in the record business here in 1937 as operator of a retail outlet. He later went to pressing records, largely for the mail-order trade. In recent years he has concentrated on custom pressing for schools, universities and the like.

IHFM president, Ray Pepe, headed an entourage of components industry leaders comprised of the Institute's Excise Tax Committee and its Legislative Tax Committee for meetings in the Nation's Capital. They were scheduled to be on hand to testify before the IRS's excise tax branch.

Early this year, a bill was introduced by Massachusetts Rep. Philip J. Philbin seeking tax relief for the high-fidelity industry. In addition, other bills were introduced by New York's Congressman Keogh, Massachusetts Congressman Burke, and Congressman O'Neill from the same State, and California's Congressman Utt. The Institute is striving to stimulate sufficient activity to move these bills out of the Ways and Means and onto the floor of Congress in the hope that a favorable law will be enacted.

Threatens Components Industry

According to IHFM President Pepe, IRS is reinterpreting the earlier administrative ruling which had excluded components from excise tax, and will now hold manufacturers responsible for the tax payment. This, Pepe told BMW, threatens to destroy the components industry.

As part of IHFM's drive for favorable legislation, Pepe last week dispatched a fervent plea to President Kennedy, detailing the problem facing the components industry and calling on the Chief Executive for his help. Pepe's letter, stated in part:

"The volume of this (components) entire industry does not exceed \$42,000,000 per year. In contrast, the radio-phonograph industry, with whom the component high-fidelity industry is often con-

(Continued on page 26)

Columbia Stresses Catalog Product

Continued from page 5

ing was the surprise appearance of Ormandy himself, who spoke deep words of thanks to the Columbia family for what it has done for classical music.

Other important names in the classical releases include Eileen Farrell, E. Power Biggs, Zino Francescatti, Philippe Entremont, Robert Craft, Rudolph Serkin and the Mormon Tabernacle Choir. Forthcoming product by Vladimir Horowitz was also outlined and there was a teaser taste of new Christmas album by the Philadelphia Orchestra.

Not to be outdone, the pop a.&r. department has come up with its own stellar array of artists for August-September release. One highlight package is a memorial set by the late Mildred Bailey, featuring recordings made between 1929 and 1946. The ambitious project was put on wax by John Hammond, as one of a number of planned memorial jazz sets. Another was a brand new re-creation of Jerome Kern's "Showboat" featuring William Warfield, John Raitt and Barbara Cook. This is the latest in a series of revivals of great Broadway shows of the pre-original cast album era, planned by Lieberman.

To Push 'Live' Disks

Two Carnegie Hall "live" performances are also expected to get a heavy push from the Columbia family. These include the concert by Miles Davis in May 1961, and

the more recent concert by Tony Bennett last month.

Other names to be found in the new release schedule are Les Paul and Mary Ford, Percy Faith, Mahalia Jackson, Skitch Henderson, Earl Wrightson, Robert Goulet, Les Brown, the Bobby Doyle Three, Andre Previn, Frank DeVol, Andre Kostelanetz, Geula Gill and the Oranin Zabar Trio, Anita Bryant, the Brothers Four, Leslie Uggams, Jerry Murad and the Harmonicats, Frankie Laine, Olantunji, Marty Robbins, the Dukes of Disieland, Aretha Franklin, Mitch Miller and the Gang, the New Christie Minstrels, Oscar Brown Jr., Ray Conniff, Don Costa, George Young, Jimmy Dean, Andy Williams, Dave Astor and Don Ameche and Frances Langford. Also announced were a number of Latin sets and various electronic re-channelled-for-stereo versions of older items.

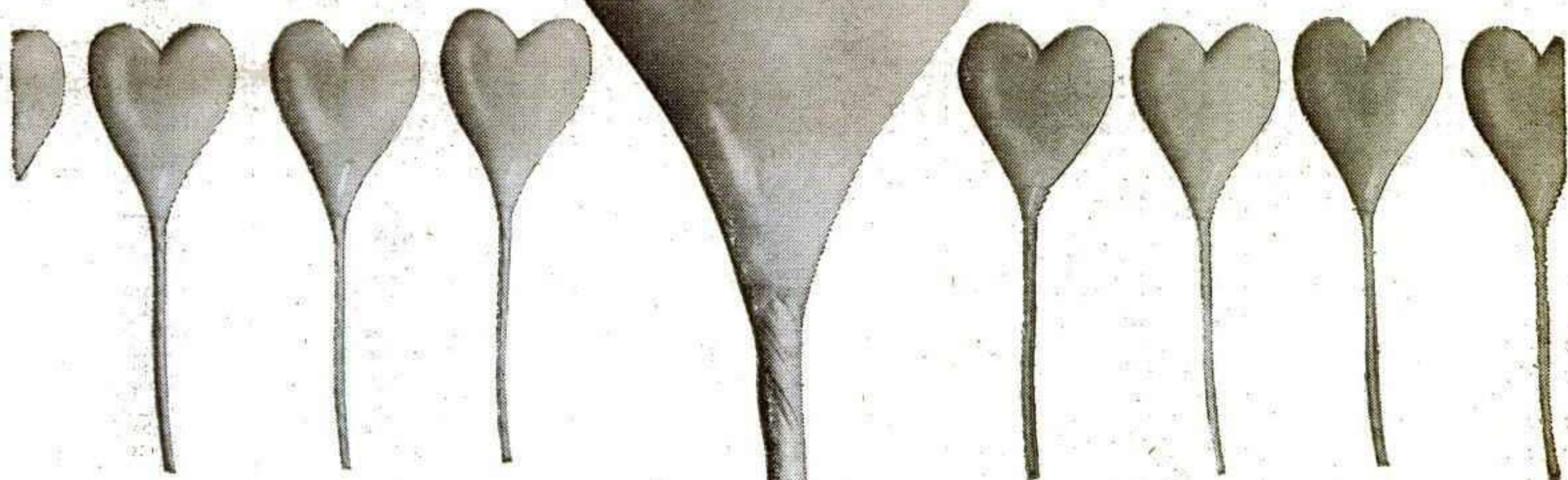
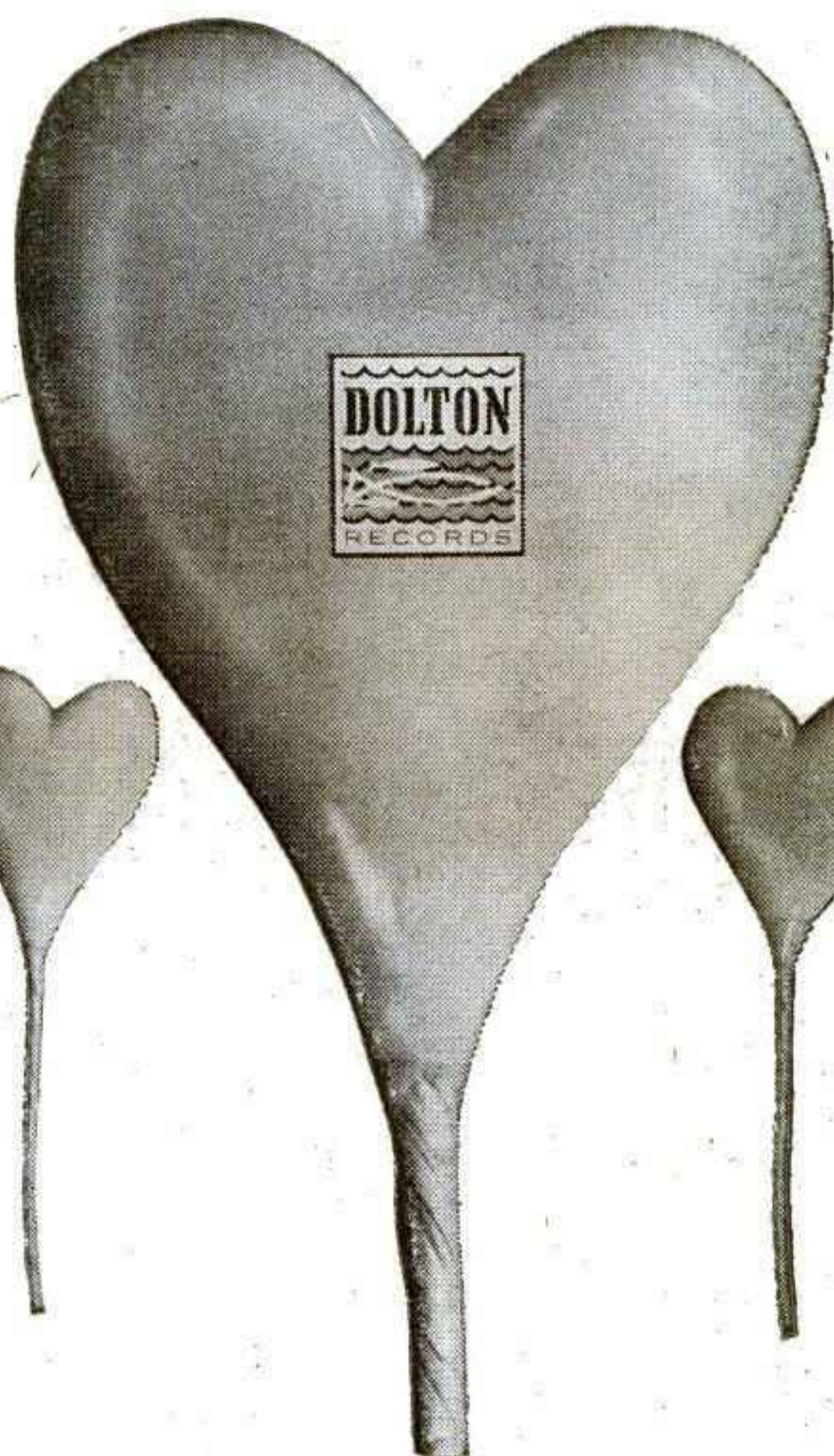
The sales program on the product, presented by a foursome consisting of Jack Loetz, Dick Smith, Joe Lyons and Mort Hoffman, offers a 10 per cent discount on all new releases except the international series, which calls for a 15-per cent discount. Catalog items all carry 10 per cent discount, except for "older" items which get 15 per cent. The whole program also incorporates a dated billing plan, and during August and September extra ad allowances will be extended.

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"LOLITA YA-YA"

THE VENTURES

#60



THE "ONLY" ONE

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

(Courtesy Escalera la fama)
Denotes local origin

- 1 1 MIDNIGHT IN MOSCOW...
2 2 MULTIPLICATION...
3 3 PALOMA...
4 6 THE NIGHT I CRIED...
5 4 EL POETA LORO...
6 5 NATA PER ME...
7 7 LOVE LAND...
8 - HIT THE ROAD JACK...
9 9 LUZ Y SOMBRAS...
10 10 COME SEPTEMBER...

AUSTRALIA

(Courtesy Music Maker, Sydney)
Denotes local origin

- 1 1 DO YOU WANT TO DANCE...
2 3 WOLVERTON MOUNTAIN...
3 2 I CAN'T STOP LOVING YOU...
4 4 SOUTHERN RORA...
5 5 WEST OF THE WALL...
6 6 I'LL NEVER DANCE AGAIN...
7 - DARDANELLA...
8 7 THAT HAPPY FEELING...
9 10 THE MAN WHO SHOT LIBERTY VALANCE...
10 8 I'VE BEEN EVERYWHERE...
11 9 HAVE YOU EVER BEEN TO SEE KINGS CROSS?...
12 12 MOON RIVER...
13 - RONDO...
14 11 CATERINA...
15 13 FUNNY WAY OF LAUGHIN'...

BRITAIN

(Courtesy New Musical Express, London)
Denotes local origin

- 1 4 I REMEMBER YOU...
1 1 I CAN'T STOP LOVING YOU...
3 2 PICTURE OF YOU...
4 3 COME OUTSIDE...
5 5 GOOD LUCK CHARM...
6 23 SPEEDY GONZALES...
7 10 ENGLISH COUNTRY GARDEN...
8 6 HERE COMES THAT FEELING...
9 8 DON'T EVER CHANGE...
10 15 OUR FAVOURITE MELODIES...
11 15 AIN'T THAT FUNNY...
12 7 GINNY COME LATELY...
13 12 YES, MY DARLING DAUGHTER...
14 11 LAST NIGHT WAS MADE FOR LOVE...
15 13 I'M LOOKING OUT THE WINDOW...
16 24 YA YA TWIST...

17 14 STRANGER ON THE SHORE...

- 18 9 THE GREEN LEAVES OF SUMMER...
19 29 LITTLE MISS LONELY...
20 19 RIGHT SAID FRED...
21 18 SHARING YOU...
22 28 PALISADES PARK...
23 17 FOLLOW THAT DREAM...
24 24 JUST A LITTLE LOVE...
25 - LET THERE BE LOVE...
25 - I'M JUST A BABY...
27 - FAR AWAY...
28 22 I DON'T KNOW WHY...
29 - CINDY'S BIRTHDAY...
30 30 AL DI LA...

DENMARK

(Courtesy Quan Musikbureau, Copenhagen)
Denotes local origin

- 1 2 LA NOVIA...
2 1 THE YOUNG ONES...
3 3 HAWAII TATTOO...
4 6 A LITTLE BITTY BEAR...
5 4 WALK ON BY...
5 6 GOOD LUCK CHARM...
7 10 TOY BALLOONS...
8 7 SCHWARZE ROSE ROSEMARIE...
9 - LET'S GET TOGETHER...
10 - I CAN'T STOP LOVING YOU...

EIRE

(Courtesy Dublin Evening Mail)
Denotes local origin

- 1 1 PICTURE OF YOU...
2 2 I CAN'T STOP LOVING YOU...
3 3 COME OUTSIDE...
4 6 GINNY COME LATELY...
5 - FOLLOW THAT DREAM...
6 4 GOOD LUCK CHARM...
7 - HERE COMES THAT FEELING...
8 7 KATIE DALY...
9 8 A LITTLE LOVE, A LITTLE KISS...
10 5 I'M LOOKING OUT THE WINDOW...

FINLAND

(Courtesy Ilta-Sanomat, Helsinki)

- 1 1 CAPPUCINE...
2 7 THE BOULEVARD OF BROKEN DREAMS...
3 6 LALAIKA...
4 5 THE YOUNG ONES...
6 4 SABINA...
7 12 TANSSIN SUN KANSASAI...
8 9 TIPI-TII...
9 - LALAKIA...
10 8 LOVE ME WARM AND TENDER...

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)
Denotes local origin

- Two Weeks Ago
1 5 DO YOU WANT TO DANCE...
2 6 I NEVER KNEW YOUR NAME...
3 1 ZWEI KLEINE ITALIENER...
4 4 CATERINA...
5 3 GOOD LUCK CHARM...
6 2 YA YA...
7 - I CAN'T STOP LOVING YOU...
8 - QUANDO, QUANDO, QUANDO...
9 7 SHOUT...
10 - MADISON GO...

GERMANY

(Courtesy Automaten-Markt, Braunschweig)
Denotes local origin

- 1 1 HEISSER SAND...
2 2 ICH SCHAU DEN WEISSEN WOLKEN NACH...
3 4 PARADISO...
4 3 SCHLAFST DU SCHON?...
5 13 LADY SUNSHINE AND MR. MOON...
6 5 AUF WIEDERSEHN MARLENE...
7 7 AUF MEINER RANCH BIN ICH KONIG...
8 8 GOOD LUCK CHARM...
9 6 BLAUES BOOT DER SEHN-SUCHT...
10 9 CATERINA...
11 11 ALE-AHE/UND DAS WEITE MEER...
12 12 GEH NICHT VORBEI...
13 - QUANDO, QUANDO, QUANDO...
14 16 NO MORE...
15 16 ZWEI KLEINE ITALIENER...
16 15 TAG FUR TAG BEKOMME ICH DREI ROSEN...
17 - WANN KOMMT DER TAG...
18 14 NORMAN...
19 - HEIDEMARIE...
20 - WEINE KLEINE TRANE UM MICH...

HOLLAND

(Courtesy Platennieuws, Amersfoort)

- 1 2 GOOD LUCK CHARM...
2 5 DO YOU WANT TO DANCE...
3 1 ZWEI KLEINE ITALIENER...
4 3 WONDERFUL LAND...
5 - GINNY COME LATELY...
6 4 THE YOUNG ONES...
7 8 HEISSER SAND...
8 7 TANZE MIT MIR IN DEN MORGEN...
9 6 NORMAN...
10 - I CAN'T STOP LOVING YOU...

HONG KONG

This Last Week Week

- 1 1 SPEEDY GONZALES...
2 4 SECOND HAND LOVE...
3 3 I'M ON MY WAY...
4 10 TEACH ME TO TWIST...
5 7 ANGEL...
6 8 GINNY COME LATELY...
7 5 SHARING YOU...
8 6 MANDOLINO...
9 9 DRUMMIN' UP A STORM...
10 - YOU ARE MINE...

ISRAEL

(Courtesy Kol Israel Broadcasting)
Denotes local origin

- 1 2 STRANGER ON THE SHORE...
2 4 HEY BABY...
3 1 GOOD LUCK CHARM...
4 5 WHAT'D I SAY...
5 3 HEY LITTLE GIRL...
6 7 LET'S TALK ABOUT LOVE...
7 - I CAN'T STOP LOVING YOU...
8 - LOVE ME WARM AND TENDER...
9 - LOVERS WHO WANDER...
10 6 WONDERFUL LAND...

ITALY

(Courtesy Musica e Dischi, Milan)
Denotes local origin

- 1 1 STAI LONTANA DA ME...
2 2 CUANDO CALIENTA EL SOL...
3 4 LA RAGAZZA COL MAGLIONE...
4 3 DANIELA/ST. TROPEZ TWIST...
5 8 ABAT-JOUR...
6 7 RENATO...
7 5 LASCIAMI IL TUO SORRISO...
8 6 LA PALOMA...
9 10 TORNA PICCINA MIA...
10 9 EVELYNE...
11 14 RETIENS LA NUIT...
12 15 TWISTIN' THE TWIST...
13 11 OGNI GIORNO...
14 13 MOLIENDO CAFE...
15 - TRANI A GOGO...

JAPAN

(Courtesy UTAMATIC, Tokyo)
Denotes local origin

- 1 1 OUSHO...
2 2 TOO MANY RULES...
3 3 LIMBO ROCK...
4 5 WASURENAISA...
5 - PRETTY LITTLE BABY...
6 4 YUNOMACHI ELEGY...
7 6 AKASHIYA NO AMEGA YAMUTOKI...
8 7 GARASU NO JOHNNY...
9 8 AME NO HANAZONO...
10 10 ERIKO...

NEW ZEALAND

- 1 1 I CAN'T STOP LOVING YOU...
2 2 LOVERS WHO WANDER...
3 4 LIBERTY VALANCE...

4 5 YOUNG ONES...

- 5 6 OLD RIVERS...
6 7 GINNY COME LATELY...
7 10 FOLLOW THAT DREAM...
8 3 WHEN MY LITTLE GIRL IS SMILING...
9 8 IT KEEPS RIGHT ON A-HURTIN'...
10 9 SPEAK PRETTY TO ME...

NORWAY

(Courtesy Verdens Gang)
Denotes local origin

- 1 1 GOOD LUCK CHARM...
2 3 AILLE SA NER SOM A INGE-BJORG...
3 2 I'M LOOKING OUT THE WINDOW...
4 4 ZWEI KLEINE ITALIENER...
5 8 I CAN'T STOP LOVING YOU...
6 5 GINNY COME LATELY...
7 7 SCHWARZE ROSE ROSEMARIE...
8 10 COME OUTSIDE...
9 6 LOVER PLEASE...
10 - ADIOS AMIGO...

PERU

(Courtesy La Prensa, Lima)
Denotes local origin

- 1 UNICA...
2 UH-HUH...
3 NORMA...
4 MEREKUMBE NO. 8...
5 MUNECO DE TRAPO...
6 BALADA DE LA TROMPETA...
7 TOWN WITHOUT PITY...
8 MOON RIVER...
9 THE JET...
10 QUE TE HAN HECHO...

PHILIPPINES

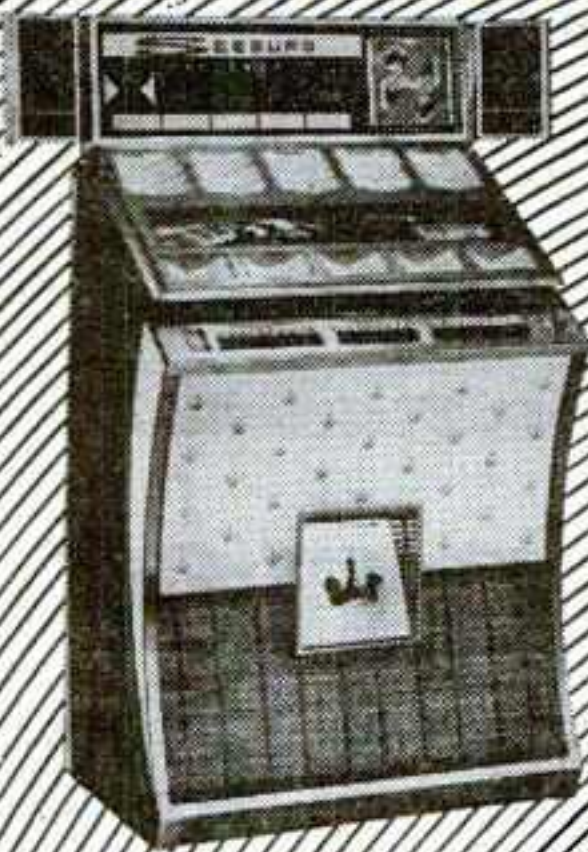
This Last Week Week

- 1 1 MOON RIVER...
2 2 STEEL GUITAR AND A GLASS OF WINE...
3 9 GOODNIGHT IRENE...
4 3 SEND SOMEONE TO LOVE ME...
5 4 TEENAGE SENORITA...
6 - TONIGHT...
7 10 PLAYBOY...
8 - SPEEDY GONZALES...
9 - MASHED POTATOES...
10 - HEAR A RHAPSODY...

SPAIN

(Courtesy Discomania)
Denotes local origin

- 1 1 PERDONAME...
2 2 LOVE ME WARM AND TENDER...
3 5 BALADA DE LA TROMPETA...
4 3 LINDA MUCHACHITA...
5 7 A STEEL GUITAR AND A GLASS OF WINE...
6 4 EL TERCHER HOMBRE...
7 6 DANCE ON LITTLE GIRL...
8 - SOMEONE ELSE'S BOY...
9 10 MULTIPLICATION...
10 - QUANDO, QUANDO, QUANDO...



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CHARLES**

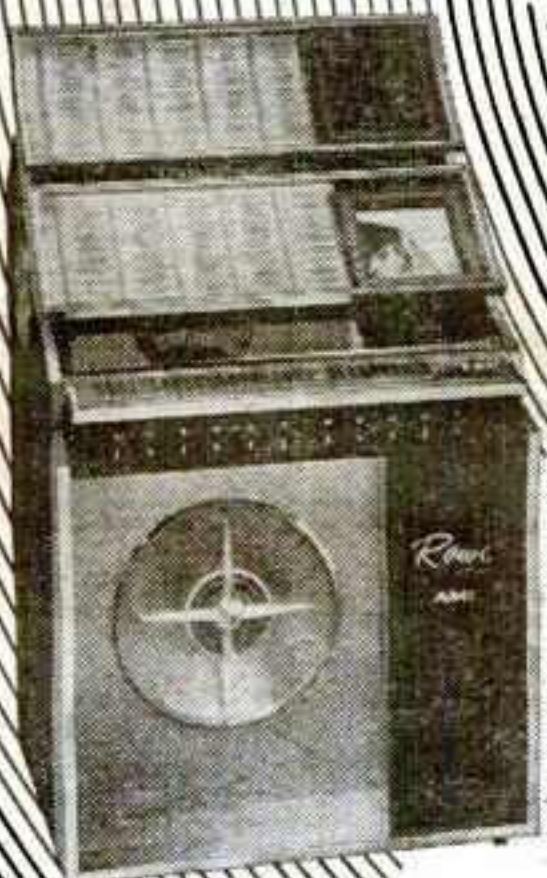
*now on a new hit single
bound to be bigger than ever!*

**BUT YOU DON'T
KNOW ME**

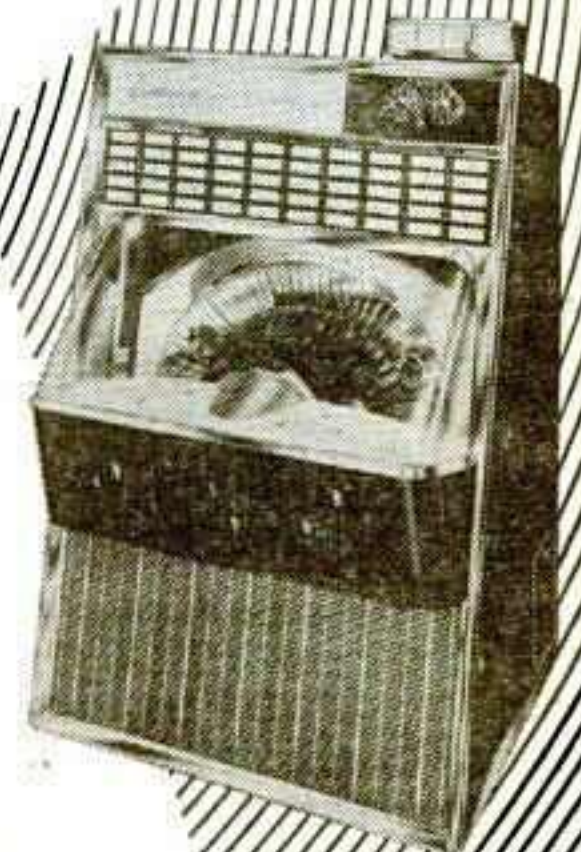
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CARELESS LOVE

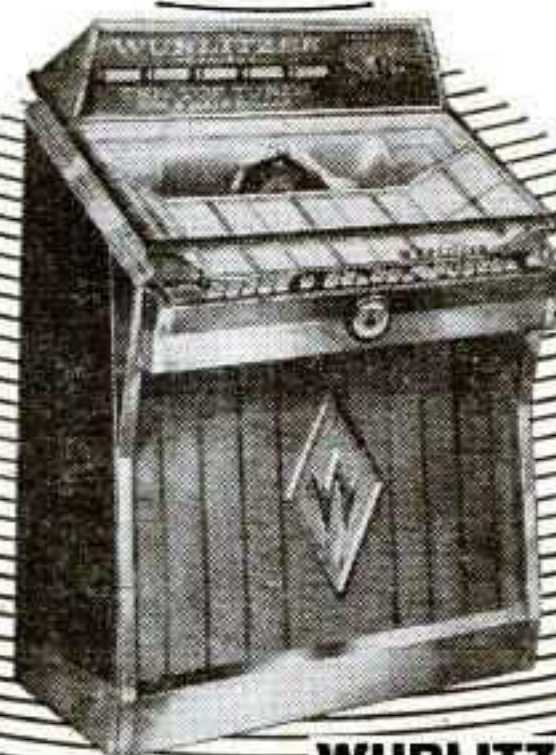
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BIRD FLIES ALL OVER

Parker Records Signs Deals For 6-Country Distribution

NEW YORK — Parker Records, featuring the music of the late jazz saxophonist Charlie Parker, will be distributed internationally by six foreign companies, following agreements concluded last week by Parker and MGM.

MGM has distributed the year-old label in the U. S. since January.

'Marechiaro' Clear Winner

NAPLES — A traditional Neapolitan melody, "Marechiaro, Marechiaro" (Clear Sea, Clear Sea), penned by Roberto Murolo, Renato DeLucia and Mario Forlani and sung by Sergio Bruni and Gloria Christian, scored 70 points to win first place in the 10th Neapolitan Song Festival.

The modern mood scored near the top when "Pulecenella Twist" (Nisa-Maglioni) tied with "Serenata Malandrina" (Eduardo Alfieri-Aurelio Fierro) for second place with 66 points. Aurelio Fierro sang both numbers in competition, sharing the spotlight in the first with Miss Christian, and the second with Giacomo Rondinella. Publishers of the three numbers with the top ratings in the order listed above are G. Donnarumma, Naples, Southern Italiana, Milan, and Santo-Janni, Naples.

The Festival covered three-day period from July 13-15 in the Teatro della Mostra del Otrmare. Twenty songs were presented, with 12 being chosen for the final evening. Juries in seven cities who watched the final evening on TV made the ultimate decision. Sergio Bruni, Claudio Villa and Nunzio Gallo were each represented in three numbers in the final presentation.

ARGENTINA

Record Companies Laying Off Men

By RUBEN MACHADO
Lavalle 1783, Buenos Aires

A series of events underline the serious character of the record crisis in the Argentina. Several companies have laid off employees, among them RCA Victor, which have also cut production and advertising. Changes of executives are expected in a number of companies.

Columbia inaugurated its new recording studios with Astor Piazzolla's stereo LP which includes the music from his theatrical production "El tango del angel."

BRITAIN

Oriole Acts Sing In German Tongue

By DON WEDGE
News Editor, New Musical Express

Stepping up its activities in the overseas market, Oriole arranged for three of its artists to record in German. Jackie Lee, Tony Shev-ton and Susan Singer all visited Germany this month for recording

Parker will be handled in Japan by Columbia Nippon Records, in England by EMI, in Italy by CDG, in Germany by Deutsche Grammophon, in Holland by Philips and in Canada by Quality.

Also in the works are distribution agreements for Australia, South Africa and France. The Parker firm has released 16 albums and seven singles since its inception, April, 1961, but only four of the albums are being released for overseas sales: "Bird Is Free," Charlie Parker; "Pres," Lester Young; "Satan in High Heels," Mundell Lowe, and "Les Liaisons Dangereuses," Duke Jordan.

The Parker logo will be changed for the foreign markets but all other artwork on the album will remain the same.

sessions. Release will be through Ariola, Oriole's new affiliate. The British label's pop a.&r. chief, John Schroeder, also visited Germany. During the trip he went to Stockholm for talks with Karusell about U. K. releases by the Spotnicks, who entered the charts in July with "Orange Blossom Special." The group is due for an August tour here.

Chart Scene

EMI has been taking an unusually high share of chart placings this month. In last week's British chart, the group had 17 out of the 31 listings. Eight of these were produced by staff a.&r. men and two came from British independent producers. The remaining seven were of U. S. origin from contract licensors; ABC-Paramount and Liberty had two each, with single entries from MGM, Roulette and Swan. Last-named was Freddie Cannon's "Palisades Park," which marks the first Stateside release to enter the chart. After its switch from Decca to EMI in February, Liberty was absent from the chart for an embarrassing spell; Bobby Vee's "Sharing You" brought the label into the British hit parade for the first time under its own name but this disk has now been eclipsed by the Crickets' "Don't Ever Change."

Pye maintained its increased activity with four entries, all made in London. Philips' group had two listings, both on CBS. Decca, which usually roughly equals EMI's tally, managed only eight entries — four British-made (one from an indie producer), one Italian and three American (including an Elvis Presley single and EP).

Radio-TV Disappointment

The music industry was disappointed when the government announced its plans for the expansion of radio and TV. The BBC is to get an extra TV channel but it will be years before there is any benefit. Local radio has been shelved, but the BBC's main domestic services will be on the air for an extra 23 hours a week. This will be all music. Most of it will be live, but negotiations have started for increased "needle" time (disk firms control the amount of broadcast usage of their product).

Visitors

Norman Petty called in London for discussion with publishers and record firms about his product. He had discussions with British Decca about the release on Coral of the last recordings by the late Buddy Holly, still a big seller here. A single and LP are planned for the autumn—probably the last of the Holly material. . . . Pat Boone spent last week in London for extra budding work on his film

Jazz Plays Role In U. S. Culture Show in Finland

NEW YORK — Five American jazz groups are playing an important role in an exhibit being staged by the Program for Young American Culture presented July 23 to August 7 in Helsinki. The exhibit, which features displays of architecture, painting, sculpture and photography, besides music, is timed to counteract effects of the Communist Youth Festival being held in that city.

In the musical presentation, Jimmy Giuffre appears as solo artist. Other groups include the Charles Bell Quartet, a trad-Dixie band made up of members of the Queen City and Red Onion outfits, the Herbie Nichols trio and the Modern Jazz Disciples.

The Universities of Yale and Pennsylvania are also represented with special exhibits. A booklet, "Invitation to a Country," is being given free to visitors of the American exhibition. The book contains poetry and drawings by young Americans.

"The Main Attraction." . . . Benny Goodman called on the way home from Moscow, stayed with Lord Londonderry and was feted at the U. S. Embassy. . . . Robert Goulet, on leave from "Camelot," taped a Granada-TV spec. Della Reese arrived for the same purpose; with her was manager Lee Magid.

A recording call from Victor ended Rosemary Clooney's London vacation. . . . Jack Good, former TV producer and deejay, now a disk producer (for Decca), and publisher (with Hill & Range), sailed on the Queen Elizabeth for New York. He was spending this week in New York, then heads for the Coast on a protracted visit.

Disk Business

C. H. Thomas, former managing director of EMI Records and lately a divisional director of Electrical and Musical Industries, has retired. Colleagues presented him with an LP of messages. . . . EMI is mounting a big campaign on Bobby Vinton's "Roses Are Red" (Columbia from Epic). It has been covered by Ronnie Carroll (Philips). EMI's new Stateside label has made first releases from Gone (Ral Donner's "Loveless Life") and Canadian-American (Santos and Johnny: "Spanish Harlem")—transposed from Rolophone.

Last week was unusual in that none of the 22 singles issued figured in the U. S. Hot 100. . . . Moving toward the chart are Jim Reeves' "Adios Amigos" (RCA), and Dorothy Provine's "Crazy Words."

EIRE

Visitors Buying Fewer Records

By KEN STEWART
Dublin Evening Mail

While classical, jazz and popular material continues to enjoy a steady trade, there is cause for concern as far as Irish material aimed at tourists is concerned.

Thomas Manahan, chief of Irish Record Factors, told BMW: "Usually, initial sales reaction is noticed toward the end of June, but this year the number of disk-minded visitors appears to be down some-

LONDON OFFICE OF BMW MOVED

LONDON — Art Rosett, BMW European director, has moved to new headquarters in this city. The BMW office is now at 44 Curzon Street, London, W1. The telephone number is now GROSvenor 7496. Rosett just has completed a tour of the Continent in support of Billboard Music Week's International Music Industry's Buyers' Guide and Market Data Directory, a separate section to be included in next week's (August 4) issue.

what. Again, in previous years, the tourist often bought five or six albums; now he is inclined to be satisfied with an EP. It is to be hoped that the next few weeks will bring a marked increase in sales of native music."

Disk News

Dublin singer Joe Cahill, who has been in the U. S. since the beginning of the year, made a 10,000-mile tour of that country to promote "The Ballad of Jack Kennedy." His recording of the Mai O'Higgins-Tommy Dando song is marketed on the Dublin label.

GERMANY

Nations United On Kraus TV

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 27

The highlight of this week's TV fare was the Peter Kraus show featuring the singer from Austria; Helen Shapiro, from Great Britain; Marcel Amont, from France, and Carmencita from Spain, and the Irene Mann Dancers. The show was produced in Munich by Gerhard Mendelson.

Visitors

Addy Kleingeld, rep of Dutch record firm CNR, arrived in Munich to meet Montana boss Hans R. Beierlein for talks. . . . Scandinavian singer Siw Malmkvist visited Munich to sing German numbers for the Metronome label. The songs were written for Siw by Werner Scharfenberger and Charlie Niessen. The recording sessions were supervised by Metronome producer Anders Burman and Siw's manager Borje Ekberg. . . . Warner Bros. International Director Bob Weiss will stay at the Atlantic Hotel in Hamburg July 22-26.

Deutsche Vogue Signs Executive

By BRIGITTE KEEB
Automaten-Market, Braunsweig

M. Paulus, former Ariola distribution executive, has been signed to same post by Deutsche Vogue, Frankfurt. This firm, which has released mostly French (Vogue, Pop, Mode), English (Pye) and Italian (Durium) material, and some German titles recorded with French artists in France, is now expanding its business to pop productions slanted for the German market. First releases, to come out by the middle of August, are German compositions by the top composer team of Gotz-Hertha ("Tanze mit mir in den Morgen") and Werner Scharfenberger ("Seemann"). Sides are entitled "Monsieur" and "Kapitan," sung by Petula Clark, who is

Ivan Mogull Keeps Landing Big U. S. Hits

NEW YORK—Ivan Mogull continues to line up hot American copyrights for distribution and recording overseas. The publishing firm, which has handled specific foreign representation for such big U. S. hits as "Polka Dot Bikini," "Walk On By" and "You Can Have Her," continues to land new Stateside smashes.

Among the latest in the pubber's string are "Little Bitty Pretty One" and "Lover Please," both hits for Clyde McPhatter. Ivan Mogull Music, Ltd., is representative in France, Scandinavia, Benelux and Italy for "Little Bitty Pretty One."

"Lover Please," which was acquired from Leon Rene of Recordo Music, is being handled by the Mogull firm throughout Europe and Australia. The publisher also has negotiated for a Johnny Hallyday recording of the tune in France.

Mogull has acquired the foreign rights for Sweden, Finland, Denmark and Norway and Iceland, for the Joe Dowell chart tune, "Little Red Rented Row Boat" from Herb Reis Music.

The publisher has also negotiated for the overseas rights to Ray Stevens' hit "Ahab the Arab" and It's Been So Long," by the same artist. Territories represented for these times are the British Isles, Australia, New Zealand, South Africa, Belgium, Luxembourg, Netherlands, Sweden, Denmark, Finland, Norway, Iceland and Greenland.

currently hot with her "Ya Ya Twist" on Vogue.

Visitors

Warner Bros.' Bobby Weiss visited at the Teldec headquarters in Hamburg, July 23, on his way from Amsterdam and London. The latest Warner Bros. U. S. hits, "Al di La" (Emilio Pericoli), "Johnny Get Angry" (Joanie Sommers) and "That's Old Fashioned" by the Everly Bros. are distributed by Teldec here.

To the States

Heinz Alisch, composer of German Song Festival smash "Eine Rose aus Santa Monica," and one of Germany's most successful arrangers, is currently in Hollywood for dealings for film music arrangements as well as in New York for pubber talks. During his stay in Hollywood he will meet the Mayor of Santa Monica to present him the hit record of that tune sung by newcomer Carmela Corren. The tune has caused much international excitement and had good sales in the original waxing in various European countries. Published by Melodie der Welt, it has been leased in Great Britain, Australia (English lyrics were written by Paddy Roberts), France and Benelux, Switzerland, Austria and all the Scandinavian countries. In Benelux four recordings have had an excellent start. They are sung by De Limburgse Zusjes (Philips), Imca Marina (Imperial), De Limbra Zusjes (Polydor).

Awards

On August 25, Radio Luxembourg's chief announcer Camillo Felgen will award the traditional Golden, Silver and Bronze Lions for the most popular artists and tunes during the last half year.

Golden Lions will go to Freddy for "Wann kommt das Gluck auf zu mir" (Polydor); a Bronze award to Conny Froboess for her Festival hit "Zwei kleine Italiener" (Electrola).

HOLLAND

Dutch Song Team Competes in Match

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

The first appearance by the Dutch singing team in the annual Knocke-Festival in Belgium, took place Sunday (22) against the Belgium team. The Dutch singers are Anneke Gronloh, Mieke Telkamp, Max M. Woiski, Milly Scott, Duo Marcello, managed by impresario Lou van Rees. The finals were to be held July 26.

Disk News

New discovery among young Dutch pop talents is Little Remy, a Dutch-Indonesian boy of 19. He used to be the featured singer with the Flying Rockets group, and had much success with the oldie "Charmaine," sung in English. It was released on the Decca label. . . . "Los Machucambos" appears on Dutch TV. . . . M. Oestreicher, president of Elite Records, Switzerland, visits Holland in August on vacation and business. His representatives are Inelco, Holland.

An interesting recording of the Eichmann trial on the Hed-Arzi label from Israel had been released by Dureco L.C. The proceeds will be donated to the Anne Frank Foundation. . . . Glenn Miller fans welcomed the recording of the new Glenn Miller orchestra under directions of Ray McKinley on the RCA label.

HONG KONG

Road to Hong Kong Rough for Bodine

By CARL MYATT

27 A Estoril Court, 2nd Floor,
Garden Road

Clarence Bodine, formerly of the "Holiday on Ice" show, bowed out of the entertainment here. The stadium authorities here applied to the government for approval to rent the stadium to Bodine. They are still waiting for that approval. In the meantime he attempted to stage his shows at City Hall, but with tragic results. He brought in T. C. Jones, Ernestine Anderson and Dr. Robert Morton, a hypnotist, but the high-priced tickets discouraged the public and eventually the show went dead. He suffered very heavy losses.

RCA Victor agents here squashed all rumors about a possible visit to the Colony by Elvis Presley. The rumor had gained momentum in the last two weeks and was freely reported in all sections of the press. A spokesman for Gibb Livingston and Company informed this correspondent that he had cabled Presley's manager and had received a reply denying flatly that Presley had any intention of visiting these parts.

Tony Williams continues to play hide and seek with owners of a night club here which booked him to do two shows and publicized the fact widely. On what should have been opening night, the club was packed . . . and there was no sign of Williams. The management was then forced to apologize to the customers, and as a means of compensation, announced that all meals consumed during the evening were "on the house." To this day nothing has been heard from Williams, who is understood to be in Japan.

Pat Boone is riding high at the top of the hit parade for the third week in succession with his recording of "Speedy Gonzales."

ISRAEL

French Singer An Israel Hit

By AZARIA RAPOPORT
73 Abad Haam St., Tel Aviv

Maria Vincent, French songstress (Fontana), topped the Kol Israel variety show twice in one month. Her arrangements of French chansons and American numbers evoked standing ovations.

Maria, accompanied by husband Maurice Vander, pianist and arranger, has five LP's and also some 45's and is very popular in Western Europe. She canceled a tour in Tunisia to prolong her stay in Israel for an additional fortnight and will proceed directly to Paris.

Esther Reichstat (Ishaphon) Israeli singer, won second prize in the international festival of light music and folk songs held in Poland two weeks ago, with a song by Moshe Vilensky and Oded Avisar, titled "Stav" (Autumn).

Miss Reichstat, winner of first and second prizes in previous Israel Song Festival, is the female side of the Dou Ofarim. Moshe Vilensky is the composer, whose songs have made record sales and reached highest possible marks in popularity through interpretations by Shoshana Damari, Yaffa Yarkoni and other Israeli performers during the last 20 years.

ITALY

Films, TV Boost Record Market

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

Cinema and TV are having a tremendous effect on the current Italian record market. Both the recent Cantagiro and the Naples Song Festival were assured of success only because RAI-TV agreed to carry their final nights. Nico Fidenco, whose latest number, "Leave Me Your Smile," is being advertised along with the fact that 11 of his records have sold a total of two million copies, has been signed to do the entire score for the Alphi production of "Two Samurai for 100 Geishas." Cetra has come along with an LP production about the late bandit Salvatore Giuliano. The album was composed and played by Franco Li Causi and his ensemble entitled "Turi Giuliano, King of the Bandits."

Milva's newest disk features "Your Season" from the movie "The Mad Impulse" and "Lost Hours," theme song of TV's "The Gentlemen of Nine o'Clock." Cam, which specializes in film themes, is now out with the scores of three recent Italian films including "Marco Polo" about to have its U. S. release. Capitol has come forth with an LP by Alfred Newman of his top dozen film themes, and Toni Dall'i and his orchestra have made a Twist out of Dmitri Tiomkin's "Guns of Navarone" theme.

A new TV show entitled "The Singer Confesses" began with Mirando Martino in which she sang as her biography was enacted, is being followed by Domenico Modugno, Claudio Villa, Katina Ranieri, Milva and Nicola Arigliano. . . . "Grinding Coffee," which has been on top of the lists for some months, has been brought out by the Happy Brigade backed by "Midnight in Moscow" for Voce del Padrone.

Latest recording artist to present his own numbers is Gianni Casciello for Cetra with "Little Cafe" and

"And I Walk." . . . Irving Mills is making a 19-day jaunt through Italy looking to his music connections, particularly with Carisch of Milan. His visit includes Rome, Florence, Montecatini and Milan, and he leaves July 26 for Germany. . . . Narciso Parigi, back from Chicago, has come forth with a new batch of Florentine numbers. . . . Jo Darso now recording for Durlum's Circus label, is an American named Joanna Adeline Garceau, who lives in Rome and is the granddaughter of a Cherokee Indian. Three of her disks in Italian have been issued. . . . Graz, lots!

JAPAN

Open Season for Visiting Artists

By J. FUKUNISHI
108 Kakinokizaka, Meguroku,
Tokyo

It is reported that Havana Cuban Boys with a female vocalist are coming here in September. Also expected to arrive September 10 are Los Espagnoles from Spain. The debut of this chorus will take place at Sankei Hall September 20. Nippon Grammophon has already released five LP's and five singles by this group.

Also listed tentatively are Eartha Kitt, Carlos Montoya, Helen Merrill and the Platters, all for their second visits. Caterina Valente also expressed a wish to come here.

Another sponsor is now negotiating with Gilbert Becau, French singer. Eric Freedman, a 22-year-old protege of Jascha Heifetz, is also arriving for a series of recitals at Hibiya Public Hall September 6.

Disk News

Peggy Hayama, a top-ranking thrush, came back from a concert tour in Brazil after giving eight performances in Sao Paulo and its vicinity. Out of many new songs she took back with her, she is going to record "Lovers" (Portuguese hit) and "Lovers' Night" (Samba) in Japanese versions for King Records. T. Funamura, Nippon Columbia's composer, recorded four selections at Pathe-Marconi during his three-month stay in Europe. He concluded a three-year contract with the label and is flying back to Paris in September to tape four more songs.

In memory of the late pianist Alfred Cortet, Toshiba Records (EMI) is releasing an album of five LP's cut by the artist embodying of Chopin works. . . . Nippon Victor is to market an album of four LP's entitled "Marches of the World in Stereo," to celebrate the label's 35th anniversary. The company is also releasing six albums containing two LP's of "Music History by Ear," which were produced by Oxford University, England. The first batch of Cadence records to be merchandised by King Records has been issued.

NEW ZEALAND

Cameo-Parkway Labels to Miller

By FRED GEBBIE
Box 5051, Auckland

Harry M. Miller has picked up what could be the hottest labels on the market. The La Gloria Records exec had been negotiating for the Cameo-Parkway labels for some months—ever since his successful promotion of Cameo artist Bobby Rydell. Now Miller has them. Allied, present distributor of the labels, will cease distribution immediately. The Miller camp expects to bring Chubby Checker and Rydell to N.Z. in the near future for tours.

Octagon records has taken

over distribution of the Joy and Louis labels. Deal was arranged through W&G's Ron Gillespie. . . . Buzz Perkins, who quit N.Z. radio here, is now with a TV company and hopes to start a new local label called Tristan Records (in keeping with his firm's name). Perkins records his choice of Top 40 on tape which is played to prospective customers. Also working in the shop is record artist Kim Kruger. Shop is owned by M. Stenberg, son of the recently appointed advisor to the New Zealand Radio Corporation, controller of all radio and TV stations in New Zealand.

NORWAY

Columbia Label Has 7 Big Ones

By ESPEN ERIKSEN
Verdens Gang, Oslo

Norsk A/S Philips had the winning record, but Iversen & Frogh A/S was the winning diskery in the six-month survey of Norway's best selling records during the first six months of 1962.

Winning tune was the Fontana recording of Swedish songstress Anita Lindblom "San't ar livet," a translation of the American tune "You Can Have Her." But Iversen & Frogh, Norwegian representatives for, among others, British EMI, had seven of the 20 best selling records. All of them on one label, Columbia. Three of the Columbia disks were placed among the Top 10. These seven disks originated from England (5), USA (Chubby Checker's "Let's Twist Again") and Germany (1).

Most popular records during this first half year besides Anita Lindblom were Elvis Presley's "Good Luck Charm" (RCA), Gynnet Molvig's "Det var du som sa nei" (RCA), Leroy Van Dyke's "Walk On By" (Philips) and Chubby Checker's "Let's Twist Again."

After Iversen & Frogh, with seven best selling records, came RCA (4), and Egil Monn Iversen A/S, A/S Proton and Norsk A/S Philips, all with three each.

Presley's "Good Luck Charm" is still topping the Norwegian charts for the eighth week in a row.

SPAIN

Hispavox Distrib For Hickory Label

By RAUL MATAS

32 Av Jose Antonio, Madrid 13

Wesley Rose, president of Hickory Records and Acuff-Rose publishing, visited Spain and reached an agreement with Hispavox for release of material here. Singer Roy Orbison accompanied Rose and bought a Flamenco guitar which he will use in future Monument Records.

Hispavox will honor Frankie Avalon here with a golden record to salute excellent sales of songs from "The Alamo."

Los TNT (Tim, Nelly and Tony) are now recording here in Madrid. . . . Jose Guardiola—the No. 1 crooner of Spain—has just recorded "Di Papa" (Say Papa) with his daughter Rosa Mary. Same song is a hit in France recorded by George Guetary.

Benidormi's Festival—where Monna Bell made famous "The Telegram" (written by the Garcia Seguras brothers), Arturo Millan's "Comunicando" (Segovia) in 1960, and last year "Enamorada" (Algueró), sung by Jose Francis. This year Milva, Los Cinco Latinos, Monna Bell, Marisol and Duo Dinamico are special guests.

AUSTRALIA

Companies Pushing Movie Tune Disks

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

Disk firms here are busily pushing records associated with films. The Australian Record Company, distributor of United Artist product, is working overtime rush-releasing the sound track of "Paris Blues." The flick, "West Side Story," is completely sold out for weeks ahead, while theater party bookings are sold until January, 1963. Some parties are booking lounge seats at full rate rather than waiting six months.

Still another version of "A Taste of Honey" is to be released, this time by Festival, which is planning a vocal of the tune to coincide with the release of the British film "A Taste of Honey" in August. The vocal will be recorded locally by Chet Clark. . . . Noel Widerberg, leader of Australia's top vocal group, the Deltones, was killed in a car smash on Saturday, July 7. . . . Bob Rogers, Sydney disk jockey with Radio 2UE, has created so much interest playing a Palette disk of "Hawaii Tattoo" by the Wakikis, that Festival arranged with Southern Music to release the number on their label. . . . EMI will release first two singles from the British Stateside label on HMV using material from U. S. Fire and Newton labels.

Hold That Tune

J. Albert & Son, music publishers, have instructed all record companies to withdraw the release of all disks of the music from "Carnival" until September 13. This is due to the cancellation of the opening of the musical because no theaters will be available until September.

BELGIUM

More Stars Billed For Leige Festival

By JAN TORFS
Stuivenbergvaart, 27-Mechelen

Last week we spoke of the yearly Jazz Festival of Comblain-la-Tour, a small village near Liege. The biggest star of this Festival will undoubtedly be Frankie Avalon, but here are other stars expected August 4 and 5. From America: Nat Adderley, Yusef Lateef, Herb Geller, Kenny Drew, Larry Ritchie, Lou Bennett and Eldon Brooks. From France are expected Daniel Jeannin, Nadine Kiefer and Michel Gaudry. Holland will be represented by the Dutch Swing College Band and the Pia Beck Trio. Germany will send Klaus Doldinger, the Leathertown Jazzmen and the Old Merry Tale Jazzband. Jazz musicians coming from Denmark, Switzerland, Italy and England will also participate. Belgium will be represented by Donna Hightower (who now has Belgian nationality since her marriage to a Belgian boy), Benoit Quersin, Rene Thomas, Bobby Jaspas, Jacques Pelzer, Sadi, Jack Sels, Nicole Somers and the Flechet Trio.

Disk News

On the Stella label (recordings especially made for the teen-agers and sold at a reduced price) two new songs have just been released: "Margarita," sung and played by Tuby Rocker and His Peppermints, and "Caterina," sung by Eddy Rubio.

Quite some time ago Werner Muller made his first recording of his now-famous series "Music-Box Favorites." Now the fifth volume of this series has been released.

**ENGLAND'S
MOST EXCITING VOICE**

danny williams

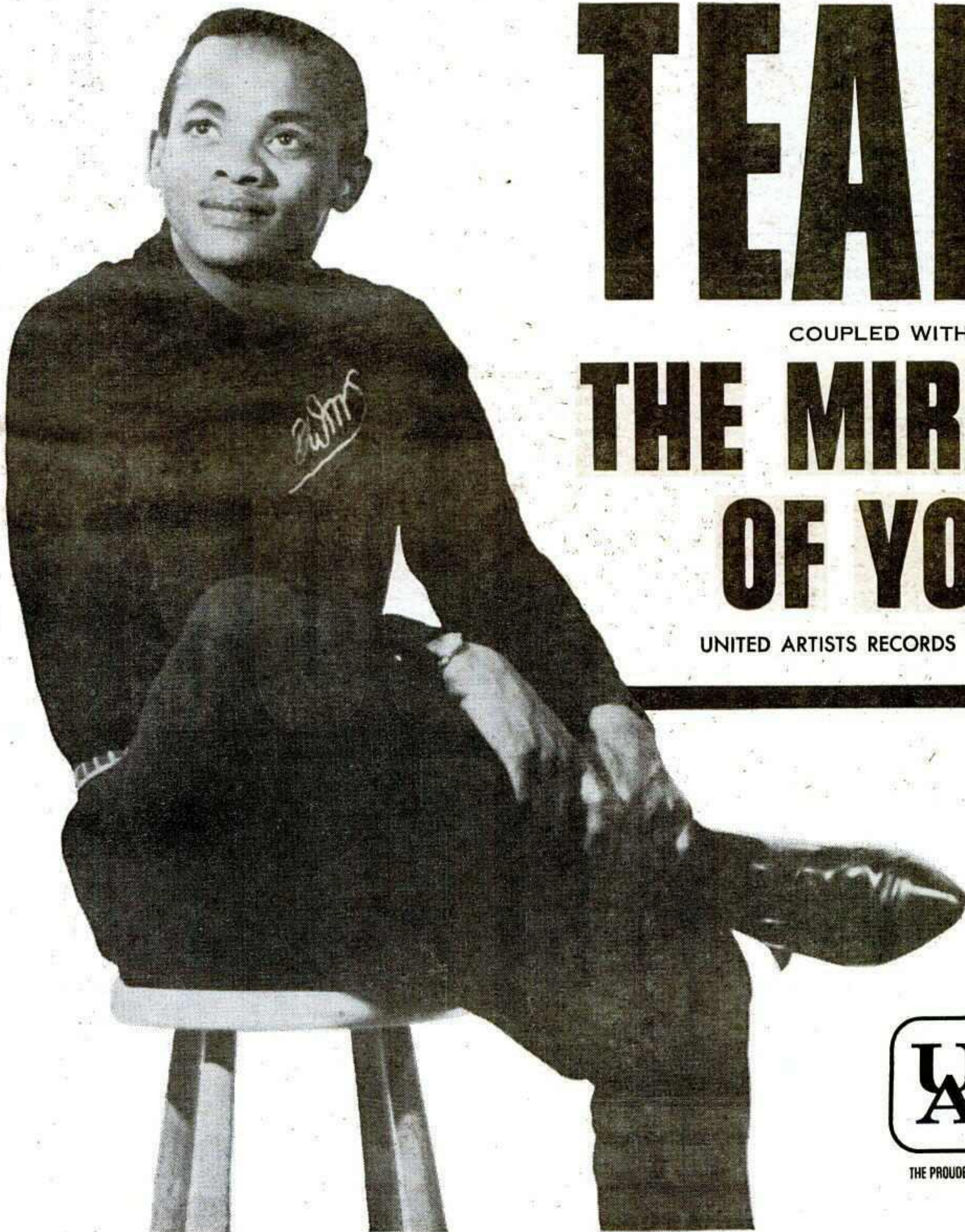
BIG HIT PERFORMANCE

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UNITED ARTISTS RECORDS NO. 493



THE PROUDEST NAME IN ENTERTAINMENT

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

ALBUM REVIEWS

Pop

THE WAH-WATUSI



The Orlons. Cameo C 1020—The swinging, pounding rock group has a potent LP entry in this set. They are in strong style on their "Wah-Watusi" hit and on a majority of the rest of the tracks as well. Tight singing and perfect dance beat mark the album and make it a solid item for the youngsters. Besides the title tune, "Mashed Potato Time," "Tonight," "Gravy" and "Let Me In" are some of the past hits receiving the highly individual Orlons' treatment.

CARIBBEAN GUITAR



Chet Atkins. RCA Victor LPM 2549 (M); LSP 2549 (S)—Chet Atkins has probably sold more pop guitar albums than any other pop guitarist in action today and this album should add to his list of chart-makers. It spotlights the tasteful and musicianly Atkins in warm and pretty instrumental performances of such tunes as "Yellow Bird," "Temptation," "Moon Over Miami" and "The Banana Boat Song." Lovely performances by Chet make this a set to sell.

EXOTIC SUITE OF THE AMERICAS



Perez Prado. RCA Victor LPM 2571 (M); LSP 2571 (S)—Perez Prado had much success with his album of "Voodoo Suite" and this album should enjoy the same solid sales. The orkster leads his crew through a musical portrait of the Western hemisphere that should flip jazz as well as pop buffs. The large ork plays rhythm of North and South America with fire and passion from the opening "Theme of Two Worlds" to the "Blues in C Major." Exciting and provocative. Side 2 contains sparkling readings of familiar and original ditties.

THE VIVACIOUS ONE



Miss Ann-Margret. RCA Victor LPM 2551 (M); LSP 2551 (S)—This lively album by the personable and vivacious Ann-Margret could be a winner for the lass, and a real pleaser to her many fans. The pert thrush wraps her vocal chords about a fine collection of standards and belts them out with savvy on this bright new disk. Songs include "Make Love to Me," "C'est Si Bon" and "Jim Dandy," and they are fun to listen to. Cover shows off the lass in many poses that should add sales.

LET'S SIT THIS ONE OUT



Paul Anka. RCA Victor LPM 2575 (M); LSP 2575 (S)—Anka's second album on the Victor label could turn out to be his biggest LP to date. It spots the youthful singer in intimate performances of a flock of romantic ballads that could please his youthful fans and adults as well. Songs include "I Only Have Eyes for You," "You Go to My Head," "It Had to Be You" and "I'll See You in My Dreams."

RODGERS: NO STRINGS AND STATE FAIR



Boston Pops and Arthur Fiedler. RCA Victor LM 2637 (M); LSC 2637 (S)—The Boston Pops has cut its most contemporary material yet in these arrangements of two Richard Rodgers shows, "State Fair" and "No Strings." The arrangements are lively and attractive and the seemingly countless Pops fans will find this one of the orchestra's most interesting albums. The strong appeal of Broadway music and film scores is melded with that of one of the nation's most popular musical aggregations, and the only possible result can be strong cash register appeal.

Classical

ERNEST BLOCH: SINFONIA BREVE; WAYNE PETERSON: FREE VARIATIONS FOR ORCHESTRA



Minneapolis Symphony Orchestra (Dorati). Mercury MG 50288 (M); SR 90288 (S)—Dorati and the Minneapolis have added another magnificent disk to their highly regarded and growing catalog. The conductor is masterful as he draws the tension and the moodiness of the music from his orchestra. Bloch's composition bristles with life throughout. The Peterson Variations are treated with thoughtfulness and workmanlike precision.

BEETHOVEN: QUARTET IN C SHARP MINOR, OP. 131



Juilliard String Quartet. RCA Victor LM 2626 (M); LSC 2626 (S)—A most satisfactory presentation of Beethoven's Quartet in C Sharp Minor by the Juilliard String Quartet, featuring Robert Mann on first violin, Isadore Cohen on second violin, Raphael Hillyer on viola, and Claus Adam on cello. This quartet has been called, by Beethoven as well as critics, his "greatest," and it is performed here with depth and beauty. Should be a strong seller.

WAGNER: EXCERPTS FROM DIE MEISTERSINGER; TANNHAUSER: PARSIFAL AND LOHENGRIN



London Symphony Orchestra (Dorati). Mercury MG 50287 (M); SR 90287 (S)—Here's a grouping of four, ever popular operatic orchestral works performed with brilliance and with much attention to the values of good sound. The recording is top drawer and the Wagner warhorses seem to take on new life. Included are the overtures to both "Tannhauser" and "Die Meistersinger," the "Prelude to Act I of 'Lohengrin,'" and the lovely "Good Friday Spell" from "Parsifal." The performance and the Dorati name can mean much for this set.

POKOFIEV: PIANO CONCERTO NO. 3; RACHMANINOFF: PIANO CONCERTO NO. 1



Byron Janis, piano. Mercury MG 50300 (M); SR 90300 (S)—The first U. S. disk cut in Russia, this LP gives the event appropriately big billing on the album cover and curiosity value alone will move merchandise. In addition, however, it features pianist Byron Janis, playing two keyboard staples by Russian composers. In the Rachmaninoff, Janis will be competing with a version he cut not too long ago for RCA Victor, before he signed with Mercury. The Prokofiev is that composer's best-known concerto. The coupling should find a ready market, especially with the additional stimulus of the Russian location and the accompaniment by the Moscow Philharmonic conducted by Kyril Kondrashin.

BRUCH: SCOTTISH FANTASY; VIEUXTEMPS: CONCERT NO. 5



Jascha Heifetz. RCA Victor LM 2603 (M); LSC 2603 (S)—Two highly attractive and violinistic compositions that are seldom recorded are given typical high-powered Heifetz performances that may bring them a popularity that hitherto has avoided them. Only two other versions of the Bruch are in the catalog, while the Vieuxtemps has but a single competitor, in mono on a minor label. Heifetz is given strong backing by the New Symphony of London, under the baton of Sir Malcolm Sargent. A new Heifetz release is a major event, and this release definitely qualifies.

(Continued on page 28)

BEST TRACKS FROM THE SPOTLIGHT LP'S

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

POPULAR

GEORGE JONES SINGS FROM THE HEART—(Mercury MG 20694, SR 60694); "Aching, Breaking Heart" (Big Bopper Tune, BMI) (2:41); "With Half a Heart" (Glad, BMI) (2:20)

COUNTRY & WESTERN

JIMMIE SKINNER SINGS JIMMIE RODGERS—(Mercury MG 20700, SR 60700); "I Miss the Mississippi and You" (Southern, ASCAP) (2:31)

GEORGE JONES SINGS THE HITS OF HIS COUNTRY COUSINS—(United Artists UAL 3218, UAS 6218); "Silver Dew on the Blue Grass Tonight" (Berbert, BMI) (2:20)

***** STRONG SALES POTENTIAL**

***** MIDNIGHT DANCE PARTY**—Al Caiola and His Magnificent Seven. United Artists UAL 3228 (M); UAS 6228 (S)—The dancing beat provided by Al Caiola's group is well-nigh irresistible. Such standards as "Four Leaf Clover," "Irish Eyes Are Smiling," "San Antonio Rose" and "Oh Marie" are treated in a semi-Dixieland style to which Caiola's electric guitar lends a striking touch. Top recommendation for dancing parties.

***** GOLDEN HITS OF THE BOYS**—Patti Page. Mercury MG 20712 (M); SR 60712 (S)—Patti seems to enjoy her work, and this album shows it. Here she gathers 12 tunes—all previously hits by male vocalists—and does them in her own free and easy style. The results should add up to another big one for the gal. The selections—all, incidentally, recorded in Nashville—include "The Twist," "I'm Walkin'," "Big Bad John," "Mack the Knife" and "Georgia on My Mind."

***** THE AIRDALE WALK**—Doug Fowkes and the Airdales. Ateo 145—Here's a new rock instrumental combo, dedicated pretty much to the Twist and its derivatives. Group features vocals, three guitars, sax and drums, and the lads have a good, down-to-earth sound on a flock of popular Twist-identified numbers like "Slow Twistin'," "Hey Let's Twist," "Twist, Twist Senora," "Watusi," etc. Good dance wax and the kids, particularly, could take to it.

***** MEL TORME AT THE RED HILL**—Atlantic 8066—Torme is captured live here, which lends a good bit of excitement to his performance, though even by normal standards, without the crowd background, he's in fine form. It's all done from the Red Hill Inn in the New Jersey suburbs of Philadelphia and the fans dig "In Other Words," "Delovely," "Love for Sale," "Mountain Greenery," "Early Autumn" and

(Continued on page 39)

TREMENDOUS BREAKOUT!

Bill Black's Combo

SO WHAT

45-2055

Hi RECORDS

THE LONDON AMERICAN GROUP

FAST SELLING BILL BLACK LP'S

"LET'S TWIST HER"
 Twist-Her; Night Train; Corrina, Corrina; Huckie-Buck (Twist); Royal Twist; Yogi (Twist); My Girl Josephine; Twisteroo; Johnny B. Goode; Slippin' & Slidin' (Twist); Twist With Me Baby; Smokie Part II (Twist).
 Mono: HL 12005 (Stereo: SHL 32005)

MOVIN'
 Movin'; My Babe; Torquay; The Walk; Witchcraft; Honky Train; What 'D I Say; Be Bop A-Lula; Hey Bo Diddley; Work With Me Annie; 40 Miles Of Bad Road; Ain't That Loving You Baby.
 Mono: HL 12005 (Stereo: SHL 32005)

THAT WONDERFUL FEELING
 Nobody Knows (The Trouble I've Seen); This Old House; When The Saints Go Marching In; It Is No Secret; Swing Low, Sweet Chariot; Just A Closer Walk (With Thee); When The Roll Is Called Up Yonder; others.
 Mono: HL 12004 (Stereo: SHL 32004)

SOLID AND RAUNCHY
 Don't Be Cruel; Singin' The Blues; Blueberry Hill; I Almost Lost My Mind; Cherry Pink; Mona Lisa; Honky Tonk; Tequila; Raunchy; You Win Again; Bo Diddley; Mack The Knife.
 Mono: HL 12003

SAXY JAZZ
 White Silver Sands; Smokie—Part 2; The Wheel; Accentuate The Positive; Before Dawn; Deep Elm Blues; Tuxedo Junction; Dee J. Special; Crankcase; Anytime; Frankie And Johnny; Cyclone Bop.
 Mono: HL 12002

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

SINGLES REVIEWS

Pop

ELVIS PRESLEY



JUST TELL HER JIM SAID HELLO (Elvis Presley, BMI) (1:56) — **SHE'S NOT YOU** (Elvis Presley, BMI) (2:07)—Two pretty ballad sides by Elvis here, both showing off cleffing by Leiber and Stoller. The first is a weeper that showcases some fine singing in the lad's most restrained manner. The second, written by L.&S. and Doc Pomus, is handled at a medium tempo with Presley singing in his best crooning style. **RCA Victor 8041**

BILL BLACK'S COMBO



BLUES FOR THE RED BOY (Lois, BMI) (1:51)—**SO WHAT** (Jec, BMI) (2:05)—Two sparkling instrumentals from Black and company, displaying variety and beat. The first is a slow blues that features some classy solo work. The second is a bright rocker that should be a natural for juke box ops and over the counter sales. Both are strong. **Hi 2055**

CHUCK JACKSON



I KEEP FORGETTIN' (Trio, BMI) (2:43) — **WHO'S GONNA PICK UP THE PIECES** (Vee-Jay, BMI) (2:47)—Leiber and Stoller have produced two potent sides for Jackson here. The singer is in top form and the smart backing should grab lots of attention. The first is a tasteful rocker that's swung solidly by the lad with unique rhythm furnished by log drums and other percussion effects. The second is a touching ballad sung with emotion against fine ork and chorus work. **Wand 126**

JOEY DEE AND THE STARLITERS



WHAT KIND OF LOVE IS THIS (Planetary-Doris Gee, ASCAP) (2:06) — **WING-DING** (Frost-Jon Ware, BMI) (2:10)—Two wild ones from the Peppermint Lounge man. The first is a romper that the lad sells in strong style of pulsing backing. The tune is from the lad's forthcoming flick "Two Tickets to Paris." The flip is an instrumental that should get lots of calls. It's got a lot going for it rhythmically in the Latin-rock-Twist vein. Two sides that really rate. **Roulette 4438**

ROCHELL AND THE CANDLES



EACH NIGHT (Contrast, BMI) (2:48)—Rochell and the Candles bow on this label with their first disk in quite a while. It's a strong ballad sung in the lad's winning style over an ear-catching background. The flip is "Turn Her Down" (Anthony, ASCAP) (2:10). **Challenge 85**

ADAM WADE



I'M CLIMBIN' (THE WALL) (January, BMI) (2:35)—**THEY DIDN'T BELIEVE ME** (T. B. Harms, ASCAP) (2:30)—Two exceptional sides make up the singer's entry on the label. The first is a drama-ballad that features powerful production. Side sports some imposing string and chorus work. The second is the evergreen handled in feelingful style by the lad. This side is a natural for soft music programming stations. **Epic 9521**

JIMMY RANDOLPH



MR. GROUNDHOG (Turntable, BMI) (2:29) — Jimmy Randolph comes through with a swinging tale of a ground hog and his troubles with a farmer, somewhat on the order of "Boll Weevil" a few months back. Singer sells it in first-rate fashion and the side could go. Flip is "Walk the Chalk Line" (Painted Desert, BMI) (2:48). **Harmon 1005**

THE FIESTAS



BROKEN HEART (Maureen, BMI) — **THE RAILROAD SONG** (Maureen, BMI)—The Fiestas have two fine pieces of material here and they sell them with fervor. Top side is a strong rockaballad, sparked by a potent lead singer; flip is a story saga about work on the railroad, backed with solid beat. **Old Town 1122**

KIM AND THE SKIPPERS



DAYBREAKER (Mamaleen, BMI) (1:59)—This bright and swinging hunk of material, based on the "Morning" theme from the Peer Gynt Suite by Grieg, could turn into a solid juke hit. The combo hands it an up-tempo treatment with organ and bongos dominating. Flip is "Beat" (Mamaleen, BMI) (2:00). **Russ-Fi 7002**

JIMMY TYLER



THE DARE (Drive-In, BMI) (2:49)—If tragedy songs can still make it with the teen set, this could be a big one. It tells the morbid tale of a drag race and the death of the driver's sweetheart as one of the cars crashes at the end of the race. Flip is "Teen-Age Heartbreaker" (Drive-In, BMI) (2:02). **Original Sound 22**

Country & Western

DOTTIE WEST



I'LL PICK UP MY HEART AND GO HOME (Tree, BMI)—Dottie West bows on the label with a fine reading of a country-pop tune that could make it in both markets. She has something of the Patsy Cline flavor on this touching weeper and the side is a strong one. Flip is "You Said I'd Never Love Again" (Tree, BMI) (2:31). **Atlantic 2155**

Jazz

STAN GETZ



JAZZ THEME FROM MR. KILDARE (Hastings, BMI) (2:24)—Stan Getz could make this tune happen all over again, in both the jazz and pop fields with this easygoing, medium swing rendition of the "Kildare" theme. Strong solo work and brass section blowing spark the platter. Flip is "Deafinado" (Bendig, BMI) (2:00). **Verve 10260**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

NINA SIMONE

★★★★ **I GOT IT BAD** (Robbins, ASCAP) (3:28)
 ★★★★★ **WANT A LITTLE SUGAR IN MY BOWL** (Sam Fox, ASCAP) Colpix

★★★★★
STRONG SALES POTENTIAL

THURSTON HARRIS

★★★★ **Little Blitty Pretty One** — IMPERIAL 014 — This side is a big one for Clyde McPhatter right now and here's the top-flight old reading by Harris. The side was the original hit for the lad some years back on Aladdin, and has been issued on the label's Golden Series. Should pull action. (Recordo, BMI) (2:30)

★★★★ **Over and Over**—Hard-hitting and fast-moving side here by Harris. Side was a big one for the lad some years ago on Aladdin and it might score again. (Recordo, BMI) (2:16)

JANE MORGAN

★★★★ **Waiting for Charley to Come**

Home—KAPP 478—This is an intriguing lyric idea. The lass sings the words with much feeling and the ballad builds in excitement. Miss Morgan is backed by strings and tympani. Kids as well as adults might find it a listenable item. (Dolfi, ASCAP) (2:32)

★★★★ **Ask Me to Dance**—Tender ballad on this side flows nicely. The lass sings the tune with good feeling while chorus of femme voices and strings back her. (Montclare, BMI) (2:19)

MAC DAVIS

★★★★ **I'm a Poor Loser**—JAMIE 1227—A countryish ballad much in the weeper's tradition, about the guy losing his gal to another. Good song material and the Davis vocal has a sincere quality. Girls' chorus assists, against a smart arrangement. (Lo-Ab, BMI) (2:47)

★★★★ **Let Him Try** — A mighty smart arrangement of a slow rhythm ditty in which cat laughs at the threat of a rival for the lady's love. This side has a real sound and a stylish vocal. Watch it (Lo-Ab, BMI) (2:05)

LINDA LANE

★★★★ **Stanley, My Stand-In Boy Friend** —DOT 16375—Linda Lane comes through with a catchy performance of an attractive novelty about Stanley, who is always nice enough to take the lass out when her boy friend is busy. A cute novelty that with exposure could turn into a hit. The lass sells it with meaning. (Marson, BMI) (2:30)

★★★★ **Second-Hand Engagement Ring** — The country-oriented thrush turns in a sentimental job with this weeper that has a chance to make its mark in the country and the pop field. Strong backing and strong performance help much. (Marson, BMI) (2:23)

JACK JONES

★★★★ **Poetry** — KAPP 477 — Here's a pretty ballad sung with warmth and class by Jones. The arrangement by Chuck Saigle is soft, with strings, piano and guitar featured with voices. Strong wax that has a chance. (Dymor, ASCAP) (2:23)

★★★★ **Dreamin' All the Time** — Another neat ballad, done to a suggestion of a rock beat, and employing a smart dual-track, unison touch. Chorus is also well used here. Two sides with potential. (Famous, ASCAP) (2:14)

ANN-MARGRET

★★★★ **Jim Dandy** — RCA VICTOR 8061 —A rocker has the gal giving out with a lot of driving sound, and sexy overtones. The band behind her, along with the chick chorus, also contributes a measure of excitement. Side could easily move out. (Raleigh, BMI) (2:44)

★★★★ **I Was Only Kidding**—Strong teen-slanted tune, cleffed by Gerry Goffin and Carol King. It's a catchy tune with a message and Ann-Margret hands it an enthusiastic reading with a touch of recitation technique. Watch it. (Aldon, BMI) (2:35)

BUNKER HILL

★★★★ **Hide and Go Seek (Parts I & II)**—MALA 451—A wild rocker with hand-clapping beat and shouts by Hill and a crowd behind him. A novelty with very little music but it has a beat. Side 2 is almost a direct repeat of Side 1. (Florentine, BMI) (2:25)

(Continued on page 35)

Gathering momentum!
ERNIE MARESCA
Mary Jane
 B/W
Down On The Beach 45-119
Seville THE LONDON AMERICAN GROUP
 RECORDS

← These 2 hot sides included in this sensational new LP →

STEREO

SHOUT! SHOUT!
 (KNOCK YOURSELF OUT)

SEVILLE

ERNIE MARESCA

SHOULD SHOUT! (Don't Forget Out)
 SOME DAY YOU'LL CHANGE YOUR MIND
 THEY DON'T KNOW
 I DON'T KNOW ANY
 DOWN ON THE BEACH
 SITTING LIKE A BAIT OVER YOU
 WHAT'S YOUR
 WHAT'S YOUR
 HOW I GET
 I'M SORRY I MADE IT SOUNDS
 DON'T FORGET ABOUT YOU

Nobody Knows Way WINS Gonna Jump

By NICK BIRO

NEW YORK—Sale of top-rated WINS here to the Westinghouse chain is almost certain to lead to substantial programming changes, but as yet no one is certain about specifics.

Westinghouse's purchase was approved by the Federal Communications Commission last week (see separate story) and the chain is slated to take charge of station operations by the beginning of August.

WINS recently rolled back into the No. 2 spot with a musical program ranging from soft rock in the morning to hard rock at night. It's top-rated evening show with Murray (The K) Kaufman is virtually a classic in the teen-oriented rock and roll idiom.

Westinghouse, on the other hand, is noted for a programming format consisting of heavy news, public service programs and a so-called "middle-of-the-road" musical sound that a spokesman for the chain said includes some rock and roll and some sweet music.

"However, we're definitely not a formula or Top-40 outfit," the Westinghouse official said.

Six in Chain

Westinghouse currently operates six stations: WIND, Chicago; WBZ, Boston; KBKA, Pittsburgh; KYW, Cleveland; WOWO, Fort Wayne, Ind.; and KEX, Portland, Ore.

All have the so-called "WBC sound"—which a company official said would take some three months to establish at WINS.

At least one thing certain to come in at WINS, is the Westinghouse news operation, one of the chain's big selling points. WINS was previously serviced by Mutual.

The network will also very likely institute its evening "Program PM" show, which consists mostly of talk

and discussion on a current provocative topic. "Program PM" is a two-hour feature.

The chain also is expected to institute a number of public-service type programs covering a variety of topics. "We're going to have something on the air besides news and music," a Westinghouse official said without going into further detail.

Move to Softness

Regarding music, the chain again has no comment, but feeling in the trade is that there will be a slight move toward softness. Judging by other stations in the Westinghouse chains, WINS' present musical format could fit in nicely with virtually little or no modification.

Westinghouse's WIND in Chicago, for example, espouses a "middle-of-the-road" musical formula, but the station is still known as one of the "hippest" in the area.

Its morning show, with teen-oriented Howard Miller, has consistently been one of the top-rated shows in the city.

Cleveland Shift

Another case in point is Westinghouse's KYW in Cleveland. Once an out-and-out rock and roll station, the format recently has been what record distributors describe as "middle-of-the-road."

But two weeks ago, KYW overhauled its entire program schedule and brought in Jim Stagg, one of the country's best known singles-playing jockeys from Milwaukee's WOKY, to take over its afternoon show. Stagg, long a power in the Midwest, is being billed at KYW as "the Cleveland Music Man," and he'll undoubtedly have a big influence on the station's musical sound.

If Chicago and Cleveland are any indication—and Westinghouse is not known for doing things without purpose—the WINS station roster would not be out of place.

Visitor Sure Chinese Pop Records Would Sell Here

NEW YORK — Many record companies, deejays and dealers will learn about the Hong Kong pop music scene when they meet pert Miriam Wang, repertoire and administration manager for the EMI network of labels in that British crown colony. She is currently on a 30-day tour of the U. S. to promote the sale of Mandarin records here.

Miss Wang, whose position coincides with that of an American a.&r. director, has recorded some of the top Chinese artists for French Pathe, English Decca and the EMI group.

She feels that not only is there a good market for Western music in the Far East, but that writers and artists in Hong Kong can put out product that will have strong sales potential here.

She notes that "Rose, Rose I Love You," a hit by Frankie Laine here some years ago, was previously recorded in the Far East by Mandarin.

Another tune, "Second Springs," recorded by Miss Wang on Mandarin for French Pathe in 1953, was later used in the British stage play of Suzie Wong as the "Ding Dong Song."

She feels that Hong Kong writers and artists have now progressed to a point where they can turn out pop music for the Amer-

ican market. Miss Wang is currently calling on record companies, disk jockeys and dealers to try to sell that point.

The record market in Hong Kong is surprisingly similar to that in this country, according to Miss Wang. Distribution is through normal manufacturer-to-distributor-to-dealer channels.

Writers are developed primarily through the record companies and artists are predominantly musicians who got their start in Hong Kong's night club circuit.

Unlike America today, though, much of the buying is done by label rather than artist. "People are much more apt to stay loyal to a label than to a particular artist," says Miss Wang. "But the labels have a constant job maintaining this customer confidence."

Conversely though, once an artist gets popular, he'll stay popular for years. Sales on a pop hit will be much slower than here, but they'll often extend over a period of many months.

Promotion of records is mostly by radio—just as in the U. S.—but Hong Kong dealers and distributors are apt to utilize such media as highway and street posters and circulars to push a new item.

Though European and Ameri-

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

Aside from giving you new releases, how can record promotion men improve their service to you and/or your station?

THE ANSWERS

LARRY KILBURN
KPOJ, Portland, Ore.

The easiest and least expensive way I know for a record promotion man to improve his service is the imaginative and consistent use of an up-to-date mailing list of deejays and program directors. A 4-cent stamp can be the best investment a record



promotion man ever made, but without imagination and consistency, the record promotion man would be better off if he added 1 cent to the other 4 cents and bought himself a pack of chewing gum.

JOE MURRAY
WALT, Tampa

The problem of too many releases still exists among the record manufacturers. We would all benefit if the accent was on quality and not quantity. I realize that every time a record is issued the manufacturer hopes for a million seller. However, the percentages are against him. The music director at any radio station can be fair in his judgment if there is adequate time to listen to all new releases.



DON OVENS
WINS, New York

Record promoters can help us the most by just telling the truth about how a new release is selling in local record stores. We need factual information on local record sales to help compile our record play list and have no use for phony hypes.



can tunes were the big thing a few years ago, the popularity has now switched to what Miss Wang describes as "Chinese music—recorded in Chinese by Chinese artists—but with a Western flavor."

As a result, the Hong Kong record buyer is apt to come home with an album of Twist tunes, recorded by Mandarin by an artist like Miss Grace Chan recently recorded by Miss Wang with just such a selection for EMI.

Or, the selections might be rock and roll, cha cha, boleros or traditional Chinese folk music. Some artists whom Miss Wang has recently recorded doing just that, include: Yao Lu, Poon Sow Keng, Yeh Feng, Tsin Ting, Tsui Ping, Ruby Wah and Billie Tam.

VOX JOX

By JUNE BUNDY

THIS 'N' THAT: Station WINS, New York, staged a "Dedication Week" from July 1 through 8. Listeners were asked to send in their names and the names of persons to whom they wished a song dedicated. . . . Some 200 youngsters from 1 to 12 will swing it in a "Tiny Twist Contest" July 27, conducted by KDKA, Pittsburgh, at Forbes Field, prior to a ball game between the Mets and the Pirates. Judges included Brenda Lee and KDKA deejays Art Pallan, Bob Tracey, Sterling Yates and Randy Hall. Prizes included stereo phonos, transistor clock radios and record cases. . . . Hy Lit, WIBG, Philadelphia, is spearheading a month-long campaign to raise \$25,000 to endow and maintain a new Occupational Therapy and Educational Department in the Children's Wing of the City of Hope. For the venture, a special WIBG-Hy Lit Delaware Valley Teenagers Mercy Chapter was chartered by the City of Hope. The campaign runs from July 9 through August 3 and will enlist the aid of Philadelphia's young people who will make contributions in return for membership in the new chapter. Specially recorded messages by disk stars will be aired by WIBG throughout the month-long drive.

GAB BAG: Jim Murphy, program director of WBUC, Buckhannon, W. Va., needs "Hot 100" type wax for his two-hour "Top 40" daily show. . . . Also in need of records is Byron Thomas, general manager of WYAL, Scotland Neck, N. C. . . . Johnny Canton, program director of WRAW, Reading, Pa., reports that his station is chalking up considerably higher ratings than it did a year ago. "Much of the success," he writes, "is credited to interesting contests, the latest being a 'Pretty Little Angel Contest.' WRAW searched for a 'pretty little angel' by asking all teenaged girls between 14 and 19 to send in photos and the reason they would like to have the honor. The winner received a date with Swan record artist Barry Petri (who just recorded "Pretty Little Angel") plus a transistor radio, swim suit, hair style, shoes and other wonderful gifts."

GIMMIX: George Michael, music director at WMAY, Springfield, Ill., is enthusiastic about two new gimmicks. One called "Category Fun From Radio One," involves a pen giveaway to people of various occupations. For example, one night he asks beauty operators to call him, the next night students, etc. The first 10 callers receive pens, and the first caller also wins a copy of the station's "Spotlight Album" for the week. Michael says that the contest helps pull adult listeners without chasing away the kids.

Michael's second contest, "How's Your Pot Luck?" spotlighted Elvis Presley's latest album. Michael asked dialers to guess at the correct order of sides from the LP. The first 20 listeners who send in the correct order (by post card) win free copies of the album. Michael notes: "RCA Victor sells us the albums at \$1 each, so we don't hurt their sales; we benefit through the contest, they benefit through exposure. Everybody is happy!" . . . Bob Luningham, KRZE, Farmington, N. M., writes: "I try and spotlight at least one unknown artist each day and ask for listener comment."

Clay Cole, who formerly handled the "Record Wagon" show on New York's Channel 13, will do a Saturday and Sunday evening show for WINS. Cole will also appear in Columbia Pictures' Gateway Theater in Belport, L. I., in successive productions: "Bye Bye Birdie," July 25-August 6 and "Music Man," August 8-20.

WINS Sale Brings 2d Highest Price Ever, FCC Reports

WASHINGTON — Sale of WINS, New York, to Westinghouse Broadcasting Company for \$10,000,000 was the second-highest price ever paid for a broadcast station, FCC said last week in approving the sale. Highest price ever paid was \$10,950,000 for WMGM, also in New York. (Another record-breaker pending is an application to buy half interest in WTAE-TV, Pittsburgh, for \$10,600,000.)

Westinghouse must let go of WBZA, Springfield, Mass., before sale can be effective. Federal Communications Commission Chairman Minow had voted for a hearing on renewal of the WINS license, formerly under ownership of Gotham Broadcasting Corporation, but majority opposed. The FCC chairman says he concurs in the sale approval, believing that the "present transfer serves the public interest."

MAYBE THEY'RE STOOL PIGEONS

NEW YORK — Deejays and dealers will be receiving life-size, two-color plastic birds to remind them of United Artist's "The Bird Man" disk by the Highwaymen, currently climbing on BMW's Hot 100. UA's Herb Linsky says a number of regional promotions are also in the works pushing the disk from the picture, "Bird Man of Alcatraz." In New York, for example, deejays will be visited by a model (girl) dressed in a convict suit. Other stunts will run the gamut of the various regional promotion men's imaginations. Another UA artist, Kenny Dino, has taken off on a national promotion tour and is available for deejay appearances. He'll be in Los Angeles this week.

Say You Saw It In
Billboard Music Week

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"YOU CAN'T JUDGE A BOOK BY THE COVER"

BO DIDDLEY

Checker #1019

"REAP WHAT YOU SOW"

BILLY STEWART

Chess #1820

"RINKY DINK"
DAVE (Baby) CORTEZ

Chess #1829

"STOP THE WEDDING"

ETTA JAMES

Argo #5418

CHESS PROD. CORP.

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Chicago 16, Ill.

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.



LITTLE JO ANN
(Kapp)

REAL NAME: Jo Ann Morse. **BIRTHDAY:** June 27, 1955. **HOME TOWN:** Waldwick, N. J. **BACKGROUND:** Little Jo Ann Morse was discovered in an audition of 47 young girls by recording artist Emanuel Vardi. She had no musical background or training whatsoever. The only sign to indicate Jo Ann's musical talents was her constant desire to sing along with records of musical shows, rock and roll or anything else. Her audition proved that Jo Ann had a natural gift for music and a fine sense of rhythm and pitch, in addition to a fresh delivery that is unusual in such a young lass. In Vardi's opinion, Little Jo Ann has a promising future as a musician and singer and her initial disk success seems to prove his prognostication.

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LATEST SINGLE: "My Daddy Is President" is scoring well on the Hot 100.

THE JAMIES
(Epic)



NAMES: Jamie and Joe Silvia, Marshall Gill and Len Dresslar. **HOME TOWN:** Chicago. **BACKGROUND:** Four years ago, four professional singers decided to put their voices together and sing radio-TV commercials. The group, three guys and a gal, was originally tagged the J's with Jamie, and with their versatile and unique approach soon found themselves at the top of the talent list for singing commercials.

The group's venture into recording pop material began with a Christmas greeting they sent instead of the usual Christmas card. The recording which they made at Columbia Records' Chicago studio included three carols plus "Rudolph, the Red-Nosed Reindeer," "I Saw Mama Kissing Santa Claus" and "The Christmas Song." The engineer was so impressed with the sound he played the disk for a.&r. man Ernie Altschuler, who signed the ensemble to a Columbia recording contract. But the singing commercials career has been the ideal career for each member of the quartet. Each is married (Jamie and Joe to each other); all have homes in suburban Chicago, and road tours are out of the question. By doing jingles for Chicago ad agencies they have been able to continue successfully in show business near home. Possibly their latest hit single released on Columbia's subsidiary label, Epic, will change their minds.

LATEST SINGLE: "Summertime, Summertime."

Ruth Lyons Marks 20th Anni on WLW

CINCINNATI — Ruth Lyons, star of the WLW radio and television show, "50-50 Club," last week marked her 20th anniversary with Crosley Broadcasting Corporation.

Miss Lyons has more color hours on television than any other air-

personality in the country, local or network. She's been on simulcast one and one-half hours a day, five days a week, since her first (and Ohio's first) local live color show August 9, 1957, and her Christmas Fund has raised more than \$2 million for local and regional hospitals for children's welfare in the past 20 years. Her show is the top rated daytime television show in the country.

YESTERYEAR'S HITS

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

POP—5 Years Ago
July 29, 1957

1. Teddy Bear, E. Presley, RCA Victor
2. Love Letters in the Sand, P. Boone, Dot
3. Searchin', Coasters, Alco
4. Bye Bye Love, Everly Brothers, Cadence
5. So Rare, J. Dorsey, Fraternity
6. Send for Me, N. Cole, Capitol
7. It's You I Love, F. Domino, Imperial
8. Short Fat Fannie, L. Williams, Specialty
9. Old Cape Cod, P. Page, Mercury
10. Whispering Bells, Dol Vikings, Dot
11. Tammy, D. Reynolds, Coral

POP—10 Years Ago
July 26, 1952

1. Auf Wiederseh'n Sweetheart, V. Lynn, London
2. Delicado, P. Faith-S. Freeman, Columbia
3. Here in My Heart, A. Martino, BBS
4. Half as Much, R. Clooney, Columbia
5. Bolch-A-Me, R. Clooney, Columbia
6. Kiss of Fire, G. Gibbs, Mercury
7. Walkin' My Baby Back Home, J. Ray, Columbia
8. Blue Tango, L. Anderson, Decca
9. I'm Yours, E. Fisher-H. Winterhalter, RCA Victor
10. Maybe, P. Como-E. Fisher, RCA Victor

RHYTHM & BLUES—5 Years Ago—July 29, 1957

- Searchin', Coasters, Alco
Send for Me, N. Cole, Capitol
Short Fat Fannie, L. Williams, Specialty
Jenny, Jonny, Little Richard, Specialty
Teddy Bear, E. Presley, RCA Victor

- C. C. Rider, C. Willis, Atlantic
So Rare, J. Dorsey, Fraternity
Bye Bye Love, Everly Brothers, Cadence
To the Aisle, Five Satins, Ember
Valley of Tears, F. Domino, Imperial

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	—	ROSES ARE RED, Bobby Vinton, Epic 9509	8
2	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	13
3	2	THE STRIPPER, David Rose and His Ork, MGM 13064	12
4	3	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	10
5	5	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	9
6	4	AL DI LA', Emilo Pericoli, Warner Bros. 5259	11
7	8	HEART IN HAND, Brenda Lee, Decca 31407	4
8	7	JOHNNY LOVES ME, Shelley Fabares, Colpix 636	8
9	6	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	11
10	9	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	7
11	10	BUT NOT FOR ME, Ketty Lester, Era 3080	6
12	13	ROUTE 66 THEME, Nelson Riddle, Capitol 4741	9
13	12	STEEL MEN, Jimmy Dean, Columbia 42483	6
14	11	STRANGER ON THE SHORE, Mr. Acker Bilk, Alco 6217	20
15	16	NEVER IN A MILLION YEARS, Linda Scott, Congress 103	7
16	15	WHERE ARE YOU, Dinah Washington, Roulette 4424	11
17	18	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	2
18	—	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	2
19	—	THE BIRD MAN, Highwaymen, United Artists 475	3
20	—	ABOVE THE STARS, Mr. Acker Bilk, Alco 6230	3

Artist-of-the-Week Theme of Promotion Aired in Florida

SANFORD, Fla. — Brenda Lee will be the first featured performer in WTRR's new "Artist of the Week" promotion being kicked off here this week.

WTRR is substituting its artist approach for a former "Feature Album" programming spotlight.

The "Artist of the Week" will be listed on WTRR's chart as well as plugged on the air. Each time the artist's name is mentioned, the station will give a personal fact, such as age, number of million sellers, hobby and the like.

Also to be mentioned and promoted will be the artist's latest album and single record. Whenever possible, WTRR will try to tie in a form of album and single giveaway contest (naturally featuring the artist of the week's material).

Radio Role Never More Meaningful, NAB Head Says

POCATELLO, Idaho—National Association of Broadcasters President LeRoy Collins spoke to Idaho broadcasters at a special luncheon here, detailing new horizons for radio.

The former Florida governor said that radio's "indispensable" group of services including news and communications, meant more to the nation now than at any other time in the medium's history.

Referring to NAB's new research program, Collins said the association will conduct a wide variety of training sessions for radio station personnel to enable the people in radio to do an even better job in serving the public.

Hi-Fi Group Invades Capital

Continued from page 14

fused, has a volume in excess of \$1½ billion per year.

"Since 1954, the components industry has functioned under administrative rulings of the Internal Revenue Service, which established a pattern that professional high fidelity components, meeting certain standards, were not subject to manufacturers' excise tax, under Section 4142 of the Internal Revenue Code of 1954. It was the intent of Congress, as shown by a review of committee meeting minutes preceding the 1954 legislation, to tax only those components which were sold as replacement parts for radio and television receiving sets and phonographs.

"The small manufacturers of the high-fidelity component industry

have relied upon and operated under these rulings made to them both publicly and privately. Within the past two years, the excise tax branch of the IRS has changed its interpretations, and now proposes to tax components considered heretofore non-taxable. Such action has had the effect of putting the survival of our entire industry in jeopardy."

Pepe then told JFK that should the IHFM fail to get the bill out of committee and passed during the current session, "our industry will suffer a severe and crippling blow." Pepe recounted the hi-fi industry's contributions to culture and education, and pointed out that these were "entirely disproportionate to its size."

DISTRIBUTORS RACK JOBBERS ONE STOPS RETAILERS DISCOUNT OPERATORS

Major LP's & EP's, Singles (all labels, all artists), Accessories. Any quantity of factory new records (not used), 33 1/3's, 45's, 78's—available to you at cost of less than manufacturer's. Send for a free listing of prices and type records we can supply.

SEND FOR FREE CATALOG OF ALL MERCHANDISE AVAILABLE

HAM-MIL TRADING CORP.

1520 N. Broad St., Philadelphia 21, Pa. Phone: POplar 3-0585

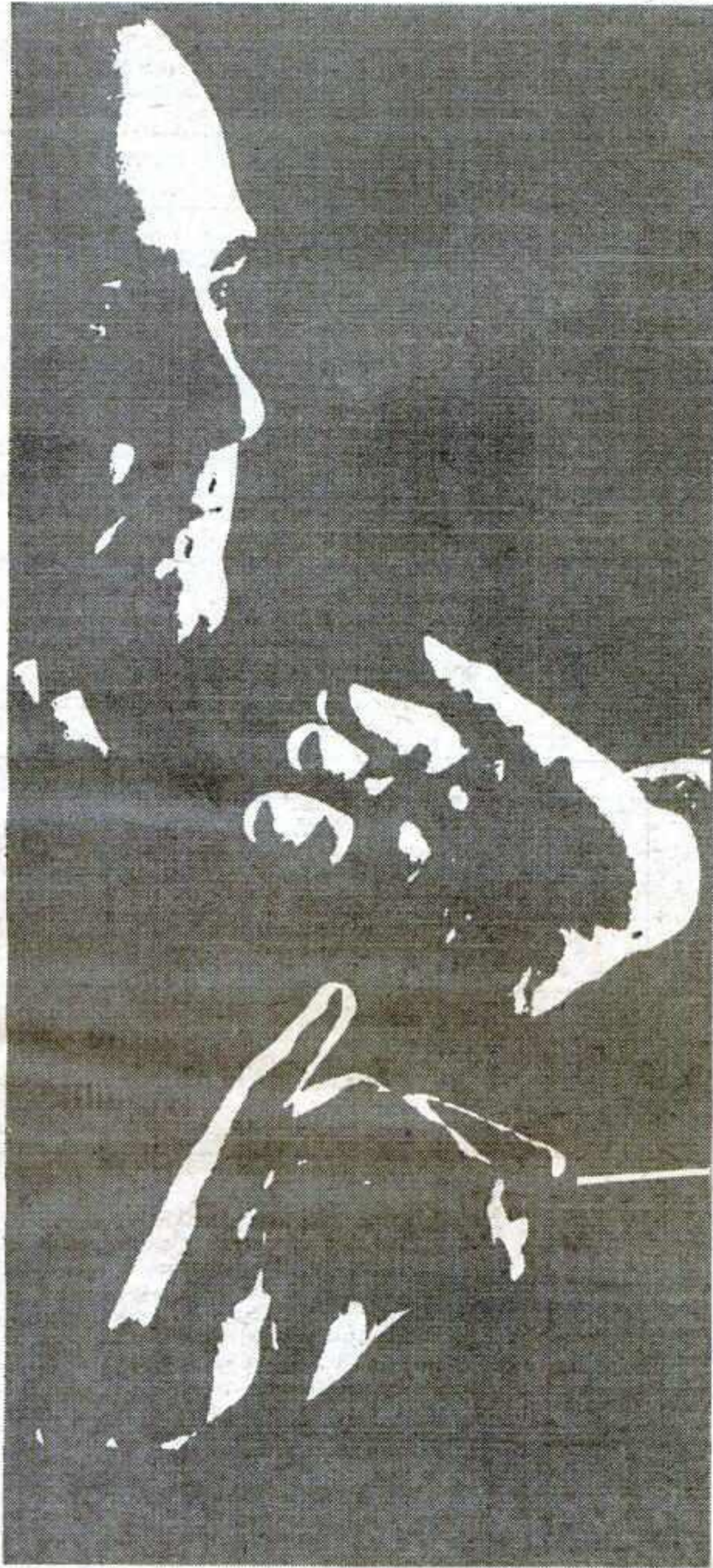
GIVE TO DAMON RUNYON CANCER FUND



Mercury Records proudly presents

CLEBANOFF
and his orchestra

"Master of Musical Sound"



CLEBANOFF MONTH MEANS PROFITS

Strong-Selling Clebanoff Favorites

- "Exciting Sounds"—PPS 2072/6012
- "Strings Afire"—PPS 2019/6019
- "Moods In Music"—MG 20270/SR 60005
- "Songs From Great Films"—MG 20371/SR 60017
- "Songs From Great Shows"—MG 20416/SR 60065
- "Clebanoff Plays Songs From Great Operettas"—MG 20466/SR 60148
- "Clebanoff Plays More Songs From Great Films"—MG 20483/SR 60162
- "Clebanoff Plays Great Songs Of The Continent"—MG 20484/SR 60163
- "The World's Greatest Waltzes"—MG 20577/SR 60237
- "Love Themes From Great Films"—MG 20578/SR 60238
- "King Of Kings and 11 Other Great Movie Themes"—MG 20640/SR 60640

Two Great New Clebanoff Albums



Accent On Strings SRD 16/MGD 16
Suggested Retail Price—99 Cents



12 Great Songs Of All Time
SR 60720/MG 20720

Backed by an exciting merchandising program . . . advertising . . . promotion . . . publicity.

PLUS THESE BRAND NEW, FRESH RECORDINGS BY MERCURY ARTISTS THAT SELL

- George Jones Sings From The Heart.....SR 60694/MG 20694
- The Joe Newman Quintet At Count Basie's.....SR 60696/MG 20696
- Jimmie Skinner Sings Jimmie Rodgers.....SR 60700/MG 20700
- Patti Sings Golden Hits Of The Boys—Patti Page.SR 60712/MG 20712
- Movin' Van Dyke—Leroy Van Dyke.....SR 60716/MG 20716
- Country Goes To Town—Claude Gray.....SR 60718/MG 20718
- The Faith Of A Man—Rex Allen.....SR 60719/MG 20719
- 50 Years Of Dancing—Hal Mooney.....SR 60726/MG 20726

- Organ Sounds And Percussion—Eddie Layton.....PPS 6029/2029
- National Anthems & Patriotic Alrs—
International Concert Orch.....SRI 605/MGI 205
- Wagner Prelude to Meistersinger; Tannhauser
Overture; Prelude to Act 1 of Lohengrin;
Good Friday Spell—London Symphony—Dorati.SR 90287/MG 50287
- Bloch Sinfonia Breve; Peterson Free
Variations—Minneapolis Symphony—Dorati...SR 90288/MG 50288



See Your Mercury Distributor



FOR SALE

AMI Continental 2-200.... Write
 AMI Continental 2-100.... Write
 C. C. Red Dot S/A.....\$675.00
 C. C. Triple Gold Pin S/A. 595.00
 C. C. Double Feature S/A. 275.00
 Bally Official Jumbo S/A. 375.00
 Bally Deluxe Club S/A.. 295.00
 Bally Lucky Shuffle S/A.. 225.00
 Bally Super Deluxe
 ABC S/A 150.00
 Bally ABC S/A 125.00
 Un. Regulation S/A 125.00
 Un. Handicap S/A 150.00

WANTED TO BUY

C. C. Pro S/A, 6 Game S/A, Red Pin S/A, C. C. Duchess B/A, and Princess B/A, 13 or 16 Ft.; Rowe 20-700; Corsair, 20 & 30 Col.; National 111 and 113; Seeburg 201, 220, 222, with Steppers. We will buy any quantity of above.

MONROE

COIN MACHINE EXCHANGE, INC.
 2423 Payne Ave., Cleveland 14, Ohio
 Phone: Superior 1-4600

AUDIO FIDELITY RECORDS

STEREO
 LIMITED TIME OFFER!
 VOLUME 2
 MORE BEST OF THE PHENOMENAL
DUKES
 OF DIXIELAND
 98 MONO STEREO
 BONUS PRE-PAK FULL DEALER MARKUP!

JUST WHAT THE DOCTOR ORDERED

SMITTY WILLIAMS
"THE CURE"
 K 13083

MGM Records

BRAND NEW VERSION
IVORY TOWER

Cathy Carr
 Laurie 3133

Starting to Move
"SWEET GEORGIA BROWN"
THE CARROLL BROS.
 Cameo #221

ALL THE WAY!
"MARY MARY"
Bob Williams
 Ledo #162
DEBONAIR RECORDS
 439 E. 119th St., Los Angeles, Calif.
 PL 4-0676

Say You Saw It in
Billboard Music Week

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 22

HIGHLIGHTS FROM RUBINSTEIN AT CARNEGIE HALL



Artur Rubinstein. RCA Victor LSC 2605 (S)—A sure-fire seller, this is the first of a series of LP's which RCA Victor will issue from tapes made of the 10 Rubinstein recitals at Carnegie Hall last year. In top form, Rubinstein is heard on this disk in works of this century by Debussy, Szymanowski, Prokofiev and Villa-Lobos. None of the works here is duplicated on other Rubinstein LP's, adding to the attractiveness of this release.

Semi-Classical

WALK WITH GOD



Mario Lanza. RCA Victor LM 2607—Another beautiful set by Mario Lanza on the Victor label. This one contains nine previously unreleased tracks. The music is inspirational in nature, and features thoughtful and moving performances by the late performer. The material is drawn from a wide range of inspirational sources and contains some of the most familiar melodies available. "O Holy Night," "Ave Maria," "Because," "Through the Years" and "Trees" are highly representative examples. Sure to be a big seller.

SWING LOW SWEET CHARIOT



Leontyne Price. RCA Victor LM 2600 (M); LSC 2600 (S)—The glorious voice of Leontyne Price, hailed universally in operatic circles as one of the truly great vocal instruments of our time, here is put to work on simpler repertoire. The 14 spirituals included are sung with abiding sincerity and make this collection outstanding in this field. Selections include such favorites as the title song, "He's Got the Whole World in His Hands," "Deep River" and "Sit Down," Servant."

Country

GEORGE JONES SINGS THE HITS OF HIS COUNTRY COUSINS



United Artists UAL 3218 (M); UAS 6218 (S)—By country cousins, Jones means other country greats, and he selects a program of some of the biggest hits for these folks and hands them his own interpretations. The tunes include Johnny Cash's "Give My Love to Rose," "Don't Let the Stars Get in Your Eyes," by Slim Willet and such items as "Little Bitty Tear," "Wings of a Dove," etc. Jones is in solid form, by himself and on the frequent, effective multi-track spots. Should be plenty of brisk activity on this one. Good cover, too.

JIMMIE SKINNER SINGS JIMMIE RODGERS



Mercury MG 20700 (M); ST 60700 (S)—Jimmie Skinner salutes the master, Jimmie Rodgers, with touching and tasteful singing and yodeling performances of a flock of Rodgers favorites. Skinner has kept them in the right mood by using Rusty York behind him on steel guitar, just as Rodgers used to do with Cliff Carlisle. The tunes include "Hobo Bill's Last Ride," "My Rough and Rowdy Ways," "My Blue Eyed Jane" and "I'm Missing Mississippi and You."

GEORGE JONES SINGS FROM THE HEART



Mercury MG 20694 (M); SR 60694 (S)—A great collection of country songs having to do with considerations of the heart. Each tune, in fact, except one, includes the word "heart" in its title. And what could be better suited to Jones honest and sincere vocal style? Fans will love every track, as Jones offers such as "With Half a Heart," "Candy Hearts," "Gotta Talk to Your Heart," "I've Got a New Heartache," etc. Powerful wax in the weepy vein and it can hold its own against competing Jones product available on other labels.

THE HONEST-TO-GOODNESS COUNTRY MUSIC HITS!!!



Various Artists. RCA Victor LSP 2564 (S)—RCA Victor has been particularly strong for some years in the country field and this album spotlights some of the firm's biggest sellers. Listed among the tracks are any number of big singles hits that not only sold powerfully in the c.&w. market but scored on the pop scene as well. Jim Reeves, Hank Locklin, Hank Snow, Jimmie Rodgers, Skeeter Davis, the Browns and Elton Britt are some of the first-class artists represented.

THE ONLY AND ONLY HANK SNOW



RCA Camden CAL 722—Some strong low-priced country material here. Snow is in top form on the set, and the material, coupled with the price should make it a most desirable collectors' item. The vocalist's following should find each of the tracks a particular favorite. Among them are "Unfaithful," "The Wreck of the Old 97," "I Wonder Where You Are Tonight" and "Lady's Man," all stack up, along with the rest of the tracks as mighty potent material for the country market.

Low Priced Pop

DIXIELAND



Pete Fountain and other All-Star Dixielanders. RCA Camden CAL 727—This album of Dixieland tracks, which showcase Pete Fountain as soloist, should prove a mighty strong seller in the low price field. The tracks are culled from the Victor vaults and feature the clarinetist in company with some top-flight Dixie practitioners. Larry Shields, Lester Bouchon, Roy Zimmerman, and Jack Delaney are all on hand to kick in some great two-beat choruses. "Ballin' the Jack," "When the Saints," "Bill Bailey" and "Darktown Strutters Ball" should all help grab sales.

LIVING VOICES SING INDIAN LOVE CALL AND OTHER GREAT DUETS AND LOVE SONGS



RCA Camden CAL 697 (M); CAS 697 (S)—Here are a flock of warm and sentimental sides by the Living Voices that should appeal to many in the late 30 and mid-40 set. The songs include "Indian Love Call," "Only a Rose," "Love's Old Sweet Song," "Rosalie" and "Ah Sweet Mystery of Life." They are sung with feeling by the Living Voices and the recording is good. A potent buy at the price.

SUNRISE SERENADE



Living Strings. RCA Camden Cal 688 (M); CAS 688 (S)—The Living Strings have made a solid rep for themselves among low price fans and this new album should only increase their audience. The Strings play such familiar efforts as "Sunrise Serenade," "Moonlight Cocktail," "A String of Pearls," "Pennsylvania 6-5000," and other songs associated with Glenn Miller on this delightful and listenable set. Good value and good performances for the money.

Religious

THE LORD IS MY SHEPHERD



George Beverly Shea. RCA Camden CAL 718 (M) CAS 718 (S)—America's No. 1 gospel singer turns in some warm and reverent performances here of a collection of familiar hymns and gospel songs. Tunes include "Leaning on the Everlasting Arms," "I Saw a Man," "You're Not Alone," "How Long Has It Been" and "I Found the Answer."

Documentary

THE CIVIL WAR



Bruce Catton. Riverside 95514 (S)—A remarkable LP that should have extraordinary appeal for sound addicts, Civil War buffs, youngsters with vivid imaginations and many others. One entire side is given over, without spoken comment, to the authentic sounds of a full-scale Union-Rebel skirmish utilizing actual weapons of the Civil War for authentic sound. The battle involves infantry, cavalry and artillery and the entire event is brought to life in extensive descriptive liner notes by Pulitzer Prize author Bruce Catton. The reverse side contains the sound of individual weapons fired separately, plus bugle calls and some fife and drum renditions of music of the War Between the States.

Comedy

DID YOU EVER?



Dave Gardner. RCA Victor LPM 2498 (M); LSP 2498 (S)—Brother Dave Gardner's albums have always sold mighty well and so should this one. In his own folksy, yet biting way, the comic turns the world upside-down and comes through with interesting, and funny ways of telling about the world and its troubles. Southern markets will dig and it could move well in Northern areas where it gets exposed, too.

Folk

SOMETIMES I FEEL LIKE CRYIN'



Odetta. RCA Victor LPM 2573 (M); LSP 2573 (S)—Odetta bows on the Victor label with a powerful group of performances on this moving blues album. These are deep, straight-from-the-heart blues, and Odetta sings them with the feeling and sincerity that she has made her trade-mark. The songs include "Gonna Take My Time," "I Just Can't Keep From Cryin'," "House of the Rising Sun" and "If I Had Wings." Strong wax that could sell to the folk, pop and blues fields.

SPECIAL MERIT ALBUMS

Jazz

CHICAGO: THE LIVING LEGENDS



Alberta Hunter with Lovie Austin's Blues Serenaders. Riverside RLP 418 (M); RLP 9418 (S)—Alberta Hunter's blues singing pre-dates World War I, and she was the first to sing blues on the European continent. Now past 65, her voice still retains its power and expressiveness. One of the series devoted to "Chicago: The Living Legends," this LP gives Miss Hunter the benefit of modern sound. Assisted at the piano by Lovie Austin and a solid combo, she belts out "St. Louis Blues," "Moanin' Low," and a combination of standards and originals in potent fashion.

(Continued on page 39)

* Johnny Burnette's
first smash record
for Chancellor !!



**Johnny
BURNETTE**

"I WANNA THANK YOUR FOLKS"

b/w **"THE GIANT"**

C-1116

**ALREADY
BREAKING BIG IN
DALLAS,
MIAMI,
DENVER,
SEATTLE
AND OTHER KEY
AREAS**

*
Johnny signed
exclusively to
Chancellor
Records

Chancellor RECORDS, INC.

DISTRIBUTED BY ABC—PARAMOUNT RECORDS, INC.

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.

- ANGEL**—Expires July 25, 1962. Started June 4, 1962.
Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.
- LIBERTY**—Expires July 30, 1962. Started June 15, 1962.
Fifteen per cent discount on three new LP's: Sound-track album of "Road to Hong Kong"; Si Zentner's "The Stripper and Other Big Band Favorites," and "Mashed Potatoes and Gravy," by the Ventures.
- VEE JAY**—Expires July 30, 1962.
One album free for every seven purchased on catalog and new releases with exception of "Jimmy Reed at Carnegie Hall."
- ARTIA-PARLIAMENT**—Expires July 31, 1962. Started June 4, 1962.
Summer Dividend Days. Program gives distributors and dealers a 25 per cent discount on all Artia, Parliament, MK and X Supraphon LP's and 10 per cent discount on all "World's Greatest Music" series albums.
- ANGEL**—Expires July 31, 1962. Started May 14, 1962.
Special period deal on Moura Lympany's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.
- CAPITOL**—Expires July 31, 1962. Started July 2, 1962.
Label is offering two Frank Sinatra LP's for the price of one on the new release and complete Sinatra LP catalog.
- CONGRESS-CAPRICE**—Expires July 31, 1962. Started June 25, 1962.
Two LP's free for every 10 purchased on three LP's by Linda Scott, James Ray and the Angels.
- LONDON**—Expires July 31, 1962. Started June 1, 1962.
Label suggests an extra 15 per cent discount on the Phase 4 series—nine new releases plus 12 original LP's.
- BLUESVILLE**—Expires August 15, 1962. Started July 1, 1962.
Buy seven, get one free on entire album catalog.
- PRESTIGE**—Expires August 15, 1962. Started July 1, 1962.
Buy seven, get one free on entire album catalog.
- SUN**—Expires August 16, 1962. Started July 16, 1962.
Buy 10 LP's of any selection and get two of the same selection free. Affects entire Sun catalog.
- STARDAY**—Expires August 30, 1962. Started July 16, 1962.
Three free albums for each 10 purchased. Applies to entire catalog and includes dated billing and 100 per cent exchange privilege.
- CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962.
Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12 1/2 per cent reorder privilege for six months." Specific details are available through distributors.
- ATLANTIC-ATCO**—Expires August 31, 1962. Started July 1, 1962.
Fifteen per cent discount on new album releases plus entire catalogs of both labels.
- UNITED ARTISTS**—Expires August 31, 1962. Started June 27, 1962.
Label is offering 10 per cent discount on all new releases. Available through distributors.
- ABC-PARAMOUNT**—Expires September 30, 1962. Started July 2, 1962.
For distributors, 12 per cent off on all catalog items plus new releases on ABC-Paramount and Impulse.
- MONITOR**—No expiration date. Started January 31, 1962.
Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.
- PHILIPS**—No expiration date. Started April 8, 1962.
Label is offering one-for-nine in the same price category on their new "Encore" releases.
- SONODOR**—Limited time only. Started March 31, 1962.
One LP free for every five purchased.
- ROULETTE**—No expiration date. Started April 30, 1962.
A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.
- AD LIB**—No expiration date. Started February 18, 1962.
One free LP for every five purchased.
- LIBERTY**—No expiration date. Started May 25, 1962.
All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.
- REQUEST**—Limited time only. Started May 5, 1962.
Buy 10, get two free on new album releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

**New Display
For Motorola**

CHICAGO—Motorola, Inc., has developed a special show display for use at trade fairs and exhibits such as county and State fairs. The display is designed for use in the standard display area space of 10 by 10 feet.

The display has been produced because of repeated requests across the country from distributors and dealers who are asked to take part in many types of local shows and exhibitions, according to Robert Farris, advertising and sales promotion director for Motorola Consumer Products.

The display, which packs neatly into two cartons, employs seven interchangeable signs suitable for the featuring of any number of different Motorola consumer products, including phonos, radio and TV. It eliminates for dealers all the usual special display construction costs.

**N. Y. Firm Adds
12 Sales Reps**

HICKSVILLE, N. Y. — Phonograph Corporation of America here, has added 12 sales representative organizations to handle the line across the nation, Lou Risman, president of the firm, announced.

Risman said this represents a major bid to capture an increased share of the phono market for the line. It includes sets priced from \$14.96 to \$99.95. A feature is model 340, a two-speaker stereo unit pegged at \$39.95. A portable radio-phono and a console will be added to the line in the fall.

The firm also produces speaker housings and related items which will also be handled by the new national sales staff.

Farris advised dealers to seek such media for use of the display as banks, hotels, airline lobbies, airports and railroad stations.

**MONO PHONO
SALES REBOUND**

WASHINGTON—Distributor sales of monaural phonos rebounded during May, according to the latest figures from the Electronics Industries Association. Monaural sales, the previous month, had hit a low ebb for the year, while figures for May represented a high point. Stereo sales in May hit bottom for the five-month period. Cumulative distributor and factory sales of both types of phonos through May remained below totals for the same period a year ago.

**Emerson Budgets
\$3 Million for Ads**

NEW YORK — Emerson Radio Inc. has blueprinted a major advertising program, with a budget of \$3,000,000 projected for the next 12 months. It will cover such items as Dumont stereo phonos and TV, Granco FM stereo radios and Telectro tape recorders.

Over \$1,000,000 has been allocated for the next five months for top national magazines and more than 200 daily newspapers. Magazines on the schedule include Look, Fortune, The New Yorker, Home and Garden, Holiday, Ebony, Sports Illustrated, Saturday Evening Post, Esquire, Saturday Review, Town and Country and U. S. News and World Report.

Dealers will receive monthly newsletters advising them when and where the ads will appear. Dealers then may coordinate their local advertising. In addition, a number of in-store dealer aids and visual displays are planned.

**Customers No Problem
If Service Is the Word**

SPRINGFIELD, N. J. — The well-equipped record store which can offer specialized know-how, need have no fear of discount competition. Customers will come flocking to your place, so long as the price margin is not too much higher than the other fellow's—and they'll be glad to pay a slightly higher price in return for the extra satisfaction and service.

That's the formula that has helped Harmony House, a highway record retailer here, grow since its inception five years ago, requiring two expansion renovations at the site to make room for bigger volume. Since its founding, seven stores with music departments have been set up in the area without taking customers away from Harmony—in fact, the conglomeration has drawn more traffic to it.

"We have built a public image of a service house," explains Harold Chasen, president. "When they come here they know they will find a music specialist—no large appliances—and an inventory ranging from a phonograph needle to a console cabinet."

Harmony House carries on a versatile merchandising drive throughout the year. It includes special offerings played up in big newspaper ads and store displays, its own record club that brings in mail business, delivery service, acceptance of trade-ins, carrying hard-to-get items, closely allied lines and so on.

Accessible Location
A strategic location on Route

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

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

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

**PHONOS LISTING BETWEEN
\$31 AND \$60**

Pos. This Issue	Pos. 4/28/62 Issue	Brand	% of Total Points
1	1	Decca	31.9
2	3	Voice of Music (V-M)	17.4
3	6	Magnavox	8.5
4	2	Webcor	6.8
4	—	General Electric	6.8
6	4	Capitol	6.4
7	—	Admiral	5.5
8	—	Majorette	5.1
9	9	Phonola	4.3
10	8	RCA Victor	3.9
		Others	3.4

**BMW Contest
Helps Traffic**

OPELIKA, Ala. — The Miller Music and Record Shop here uses a unique weekly contest—in which BMW plays an important part—to build traffic and sales. The contest is called Top 10 and singles are offered as weekly prizes.

Don Miller, of the Miller outlet, explained that the game is played with the Billboard Music Week Hot 100. Each week he tacks up the BMW chart and invites customers to list on slips of paper what they think will be the Top 10 records in the country.

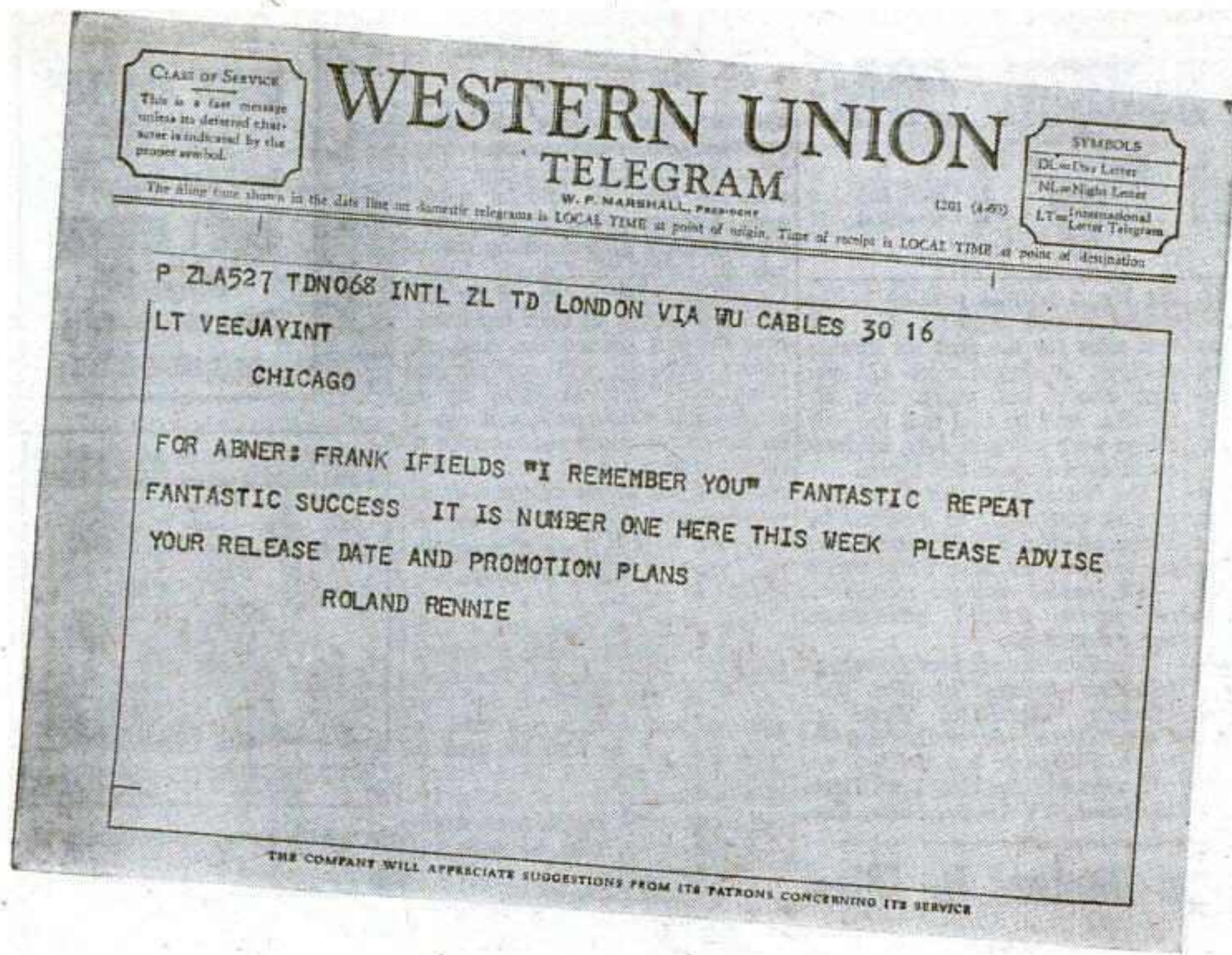
He closes all entries for the contest at 6 p.m. Saturday. On receiving BMW the following Monday, he compares the customer entries with the actual nationwide listings and awards one free 45 disk of the winners' own choice. Everybody who has the BMW Top 10 on his list in exact order of finish wins. Names of the winning contestants are listed on the Miller Shop's bulletin board.

Miller says that the gimmick is a favorite with teens and a surprising number of adults. This has payed off both in traffic and sales. It has been especially helpful to the shop during the usually slow summer.

Since Chasen has been a sound system consultant for more than 20 years, he is able to furnish a decorating and sound service for an entire lay-up. Cabinet orders are contracted to a cabinet man, based on the store's specifications.

Store hours are on a par with others in the area: Mondays through Fridays 10 to 10; Saturdays 10 to 10.

(Continued on page 32)



No. 1 in England

SALES OVER

250,000

"I

REMEMBER

YOU"

VJ #457

NOW DISTRIBUTED BY VEE JAY RECORDS IN U. S.

Johnny Vincent and Abner join forces and announce that the first ACE release through VJ and its distributors is:

The New Jimmy Clanton

"VENICE IN BLUE JEANS"

ACE #8001

BOB CREWE
does it again
with

"SHERRY"

by the
4 SEASONS

VJ #456



RECORDS

1449 S. MICHIGAN AVE., CHICAGO 5, ILL.

NOW

Soaring up the charts

JERRY BUTLER

"MAKE IT EASY
ON YOURSELF"

VJ #451

Where in the World?

From the Amami Islands* to the Zulus of Africa**

...you will find it in Folkways' catalog of over 600 Long Playing authentic Folk records from almost every country, culture or ethnic group in the world. Also Science, Jazz, Literature and Childrens series. Write for complete free catalog.

*FE 4448 Music of the Amami Islands
**FE 4503 Africa South of the Sahara

NEW RELEASE

FC7866 CALL OF FREEDOM; a Cantata with narration, written and performed by pupils of the Woodmere Elementary School, New York.
1-12" 33 1/3 rpm long-play record ...\$5.95

FOLKWAYS RECORDS
121 West 47th St., New York 36, N.Y.

THEIR SECOND BIG HIT!

BE KIND

by RONNIE and the HI-LITES

(arr. prod. by Hal Wess)

JOY 265

JOY RECORDS
1619 B'way, N.Y. 19, N.Y.

HEADING FOR CHARTSVILLE! "KEEP YOUR HANDS IN YOUR POCKETS"

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ROULETTE RECORDS
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BENT FABRIC "ALLEY CAT"

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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.

HOT SINGLES!

"MR. HOBBS' THEME" FOX 304
"SIBERIAN SUNSET" FOX 305
"5 WEEKS IN A BALLOON" FOX 307

From . . . **20th RECORDS FOX**

RCA Victor Budgets 600G For Big 'Best Buy' Push

Continued from page 4

well as releases featuring Geraldo, George Beverly Shea, Hank Snow, Pete Fountain and Bill Monroe. On the Camden albums—and tapes, too—Victor distributes were being offered the 10 per cent discount, 5 per cent return privilege and extended dating.

Jack Burgess, sales vice-president who chaired the meeting covering the firm's Camden releases as well as its singles business and its tape release (see separate story), noted that Camden's business so far in 1962 was substantially up over the year before. Camden mono albums were running 22 per cent ahead of 1961 and Camden stereo was up 35 per cent of the same period last year.

Burgess noted that Victor still held, for the third year in a row,

the No. 1 market position in the singles record business. He said that sales for the first six months of 1962 in singles were 121 per cent above last year's first six months. And he said that the way things were going in July, business could even surpass this figure.

The Victor advertising and promotion campaign, as outlined by Victor ad chief Bill Alexander, was set to cover all advertising media—TV, radio, national magazines, newspapers, record publications and point-of-sale.

The firm has set four 60-second full-color commercials for Walt Disney's "Wonderful World of Color" shows in September and October. Full-page and column ads will appear in The New York Times Magazine, TV Guide, Show, Cue,

Industry Keeps Dealers in Mind

Continued from page 4

films of their artists. Current album and single releases will be featured as part of the exhibit. MGM-Verve also will pass out complimentary records to customers. Records may be heard on special earphones connected to hidden players.

Aim for Dealers

The fair management has released a complete run-down on special sessions and person-to-person clinics, which will have particular appeal for record dealers.

Here is a list of the events and panel leaders:

Methods of Selecting, Training and Compensating Sales Personnel.

Sam Chase, editor, Billboard Music Week.

Opportunities and Challenges for the Record and Sound Industry.

An exploration of new markets for the record and sound industry. Speakers will be David Kapp Sr., vice-president, RIAA; Ray Pepe, president IHFM, and William Gallagher, president Magnetic Tape Association. Aaron Cushman, president of the Fair, will be chairman.

How to Buy Records and Set Up a Simple Inventory.

A person-to-person clinic, with Littman Danziger of the Disc Shop in Washington, D. C., presiding.

How the Record Store Can Profitably Diversify.

Chairman, Marty Ostrow, Cash Box magazine.

How the Record Store Can Compete Successfully Against Discounting.

Andrew J. Collins, record department, Grinnel Bros., Detroit. **What the Successful Retailer Must Know About Finances.**

James Trippett, owner, The Platter, Galesburg, Ill. **Using Modern Budgeting Procedures to Plan Profits.**

K. Nashner, partner, Price Waterhouse & Company, New York City.

Establishing Sound Credit for Yourself and Your Customers.

George Meisenholder, manager of finance, General Electric Company, Decatur, Ill.

How to Stay Solvent by Avoiding Common Errors in Pricing.

Dave Rachman, director of research, Journal of Retailing, New York City.

How to Sell Specialty Lines.

Martin W. Spector, chairman, owner of Spec's in Coral Gables, Fla.

How to Take Advantage of Profit Opportunities in Tape.

Arnold Faber, editor and associate publisher, Journal of Retailing.

Tap These Selling Approaches. (Telephone selling, direct mail and home selling.)

Howard Judkins, owner, Judkins Music Company, Garden Grove, Calif.

New Income Sources for the Record and Sound Retailer.

Bernard Kritzer, Gem International, St. Louis.

Diversification—A Key to Greater Profits.

Stuard Glassman, Radio Doctors, Milwaukee.

How a Rental Program Can Build Profits.

Sam Gesse, president, The Record Center, Inc., Montreal.

Service Makes for Customers

Continued from page 30

days, 9:30 to 9:30, and Sundays, from 10 a.m. to 6 p.m. Deliveries are made with no minimum required.

Trade-ins of old records are accepted in credit toward purchase of new ones and they're then resold elsewhere. This helps build a big volume in records as well as a tremendous needle job. The store even carries odd items which can't be found elsewhere—and if it's not in stock they'll offer to get it.

Store policy is not to sell any record that has been played, nor will it play any records on the premises. "It's in line with our contention that we carry only factory-fresh records that have never been played and are guaranteed against defects," explained Burt Gelfand, manager. "We'll bend over backwards in this respect."

A popular feature is the availability of gift certificates which are in the form of a miniature record. Carried on the face of the certificate is the name of donor and amount of gift. The recipient can redeem it for its value in merchandise.

Well-Rounded Promotion

Policy is to run continuous in-store advertising specials, carry on a promotion of a number at least once a month. One of the

Juicy Fall Season

Continued from page 4

a clever merchandising job in re-processing many of their top-selling mono albums for stereo and then reissuing them in colorful packages. Columbia has recently updated a flock of best-selling mono sets in rechanneled stereo form. Capitol and Decca have done the same with many of their top items over the past six months. And, of course, diskeries will continue to bring out "Greatest Hits" by a single artist who remakes it again on singles, or continues to make it record after record as many of the rock and roll artists do these days.

The New Yorker, Teen, Cosmopolitan, High Fidelity, Playboy, Esquire and others.

The firm has produced a disk jockey highlighter with selections from 22 of the releases. For dealers there are three-dimensional, gold-foil star mobiles that hold 16 LP's and can be also used as self-standing displays. There are album holders, streamers, and a 12-page consumer supplement available for stores, plus ad mats for local advertising.

Trips for Winners

Among the firm's distributor incentive projects for the "Best Buy" program is an all-expense-paid trip for two to Huntington Hartford's Paradise Island in the Caribbean. That jaunt will go to the distrib who does best in sales, advertising, getting windows and so forth. Camden is offering the record manager who does the best job with its product a cruise for two that will hit five Caribbean ports.

Harry Jenkins, sales executive, spoke on Victor's Red Seal Dealer Development program, inaugurated in January of 1962. He noted that Victor had cut back its Red Seal releases in the first half of 1962 to less than half of the previous year—20 instead of 43.

Jenkins said that though it was too soon to note the full impact of the Red Seal Development program, for the first half of 1962, Victor had done almost as much business with the 20 as it had with the 43. He added that the firm still had much to do to rebuild its Red Seal business. Victor will spend \$500,000 from August through December for advertising on the Red Seal program, Jenkins said, a figure that is part of the \$1 million allotted in January for the plan.

HITSVILLE REVISITED!
BLACK and TAN FANTASY
David Rose Orch.—MGM
DON'T WORRY 'BOUT ME
Vince Edwards—Decca
MILLS MUSIC, N. Y. C.

THE WEAVERS' ALMANAC

VANGUARD RECORDS VRS-9100 (mono) VSD-2102 (stereo)

IT'S ARRIVED!
THE BOBETTES OVER THERE (STANDS MY BABY)
b/w **LONELINESS**
Jubilee 5427
JAY-GEE RECORD CO., INC.
318 W. 48th St., N. Y. 36

The Nation's Next Number 1 Record!
JAMIE YOU'LL LOSE A GOOD THING
BARBARA LYNN
Jamie #1220
GUYDEN RECORDS
1330 W. Girard Ave. Phila. 23, Pa. CE 2-3333

"TEAR AFTER TEAR"
PATTY LA BELLE & THE BLUE BELLES
Newtown #5007
"WORKOUT" RICKY DEE & THE EMBERS
Newtown #5001
D.J.'s, P.D.'s, Write for Sample Copies.
NEWTOWN RECORDS
6600 North Broad St. Philadelphia 26, Pa.

FOR THE BEST IN THE COUNTRY
RUSTY & DOUG CAJUN JOE
(The Bully of the Bayou)
HICKORY 1177

ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

Jeanne and Janie
"MY BABY'S GONE" b/w "LONG WEEK-END"
Capitol 4795
CENTRAL SONGS, INC.
1483 NORTH VINE STREET HOLLYWOOD 28, CALIF. HO. 9-2239

"WOLVERTON MOUNTAIN"

4-42352

BY CLAUDE KING ON COLUMBIA 



CLIFTON'S
DAUGHTER

CLIFTON
CLOWERS

CLAUDE
KING

RICHARD
HIERS

many thanks
for climbing on
Wolverton Mountain

CLAUDE KING

TILLMAN FRANKS

BREAKOUTS IN MEMPHIS • ST. LOUIS • CHICAGO • OKLAHOMA CITY • NEW YORK • NASHVILLE

From Musical Memphis **SANTO RECORDS'**
**NEW BIG
HIT!**



"HEY GIRLS
LET'S TWIST!"



BOBBY LEE TRAMMELL

Santo Distributors

ART GODWIN DISTRIBUTORS — ATLANTA, GA.
GENERAL DISTRIBUTORS — BALTIMORE, MD.
BAY STATE RECORD DISTRIBUTORS — BOSTON, MASS.
BEST RECORD DISTRIBUTORS — BUFFALO, N. Y.
ARNOLD RECORD DISTRIBUTORS — CHARLOTTE, N. C.
M. B. KRUPP DISTRIBUTORS — EL PASO, TEXAS
A & I DISTRIBUTORS — CINCINNATI, OHIO
COSNAT DISTRIBUTORS — CLEVELAND, OHIO
COSNAT DISTRIBUTORS — DETROIT, MICH.
BIG STATE DISTRIBUTORS — DALLAS, TEXAS
MID AMERICA DISTRIBUTORS — DES MOINES, IOWA
H. W. DAILY DISTRIBUTORS — HOUSTON, TEXAS
CHOICE RECORDS — KANSAS CITY, MO.
MILTON DISTRIBUTORS — LOS ANGELES, CALIF.
GOLD STATE DISTRIBUTORS — MIAMI, FLA.
MUSIC SALES — MEMPHIS, TENN.
BECKERMAN DISTRIBUTORS — MILWAUKEE, WISC.
B & G DISTRIBUTORS — MINNEAPOLIS, MINN.
C. C. DISTRIBUTORS — SEATTLE, WASH.
RECORD MERCHANDISING — ST. LOUIS, MO.
ESSEX DISTRIBUTORS — NEWARK, N. J.
M & S DISTRIBUTORS — CHICAGO, ILL.
TRINITY RECORD DISTRIBUTORS — EAST HARTFORD, CONN.
SOUTHERN RECORD DISTRIBUTORS — NASHVILLE, TENN.
CENTRAL DISTRIBUTORS — SAN FRANCISCO, CALIF.
OKLAHOMA RECORD & SUPPLY — OKLAHOMA CITY, OKLA.
CHIPS DISTRIBUTORS — PHILADELPHIA, PA.
BILL LAWRENCE DISTRIBUTORS — PITTSBURGH, PA.
SHERRIE SCOTT PRODUCTIONS — PORTLAND, ORE.
ARIZONA M. B. KRUPP DISTRIBUTORS — PHOENIX, ARIZ.
DISTRIBUTED BY QUALITY RECORDS IN CANADA
DISTRIBUTED WORLDWIDE EXCEPT U. S. & CANADA BY EMI

IT'S ALL YOUR FAULT

ALLEY 1001

SANTO RECORDS

P. O. BOX 433

Memphis, Tennessee

Phone: 525-5209

Reviews of New Singles

Continued from page 23

JOYCE SMITH
★★★★ It Keep Right On A-Hurtin' Since I Left—DECCA 31418—Here's an answer song to the current Johnny Tillotson smash. The gal makes it all sound very real. The listenable job is done to much the same arrangement as the Tillotson hit itself. Can grab spins. (Tanridge, BMI) (2:52)

★★★★ Pretty Lies—A pretty tune, done in a slow and lazy tempo by the country-oriented thrush. The gal sings pleasantly in solo and along with an effective chorus. (Cedarwood, BMI) (2:28)

FRANK SINATRA
★★★★ Hidden Persuasion—CAPITOL 4815—The tune is handed a fine reading by Frank here against a punching Nelson Riddle-like background. Side has a beat and good feeling and should get sales and wide jockey play. (Barton) (2:24)

★★★★ I Love Paris—The old Cole Porter standard is handed a strong medium-tempo beat here. F. S. does a commendable job on the lyric while smart ork backing adds to the total effect. (Buxton Hill) (1:48)

SONNY LESTER
★★★★ The Raid on the Stripper—ROULETTE 4442—Here's a wild and woolly side that's got everything in it but the kitchen sink. The side is a parody on the David Rose hit. It's tailored for laughs and could get deejay play. (Frost, BMI) (2:03)

★★★★ Bumps and Grinds—Here's another tune meant as a follow-up to the "Stripper" action. Side has a strong beat, some siren effects, and tight band work. (Frost, BMI) (2:37)

SIR RAYBOULD
★★★★ Daybreaker—DENCO 119—A swinging, driving instrumental version of the familiar classical theme played in happy fashion by the combo—could happen. (BMI) (1:59)

★★★★ Big Top—Some nice, fast drum work brings on a sax and an appealing tune with good dance potential. (BMI) (2:00)

THE KINGSTON TRIO
★★★★ C'mon Betty Home—CAPITOL 4808—The lads have a winner in this calypso-like tune. The side is sung in soft and convincing style by the three boys in an appealing instrumental setting. (Pepamar, ASCAP) (2:00)

★★★★ Old Joe Clark—This side has the real hill country sound. The boys sing the tune with a strong feeling at a fast-stepping tempo. There's some mighty fancy pluckin' and fiddlin' going on in support. It's from the album "Something Special." (Sausalito, BMI) (1:55)

SONNY FLAHERTY
★★★★ C'mon Little Mary—DECCA 31419—A bright, breezy rocker done by the new artist. Has a real rockabilly flavor and the chanter has a nice chorus and arrangement behind him. Side rates spins. (Dove, BMI) (2:15)

★★★★ Please Don't Wear That Bikini—Here's the first "bikini" side this summer. This one's cute employing a good idea and gimmick touches from a girls' chorus. Can get play, and could happen if exposed. (Wiley, BMI) (2:06)

FERRANTE AND TEICHER
★★★★ Till There Was You—ABC-PARAMOUNT 10347—Lovely reading of the standard by the piano duo here. The ballad is handled with much warmth and simplicity against rhythm background. (Frank, ASCAP) (2:12)

★★★★ Lida Rose—The piano team plays this pleasantly old-fashioned tune with an easy beat. Banjos and rhythm provide the accompaniment. Fine juke box programming on these two sides. (Frank, ASCAP) (2:28)

RICHELLE ALLEN
★★★★ A Touch of Blue—IMPERIAL 5865—A touch of the exotic along with the blue here. The guitarist is showcased against a slow-moving rhythm that has the swaying sound of the Islands in it. Could pull plays. (Travis, BMI) (2:21)

★★★★ Not So Quiet—There's a good beat and infectious melody on this instrumental by Allen. The side should score with teen dancers. It features strong guitar work. (Travis, BMI) (1:55)

JOHNNY BURNETTE
★★★★ I Wanna Thank Your Folks—CHANCELLOR 1116—A familiar lyric idea is handled in splendid fashion by the lad. Excitement builds on vocal chorus strings and beat. (Aldon, BMI) (2:30)

★★★★ The Giant—Song-story here is handled with feeling by the lad. The country sound of the side with vocal chorus strings and effects could get plenty of play. (Champion, BMI) (2:45)

TEDDY RANDAZZO
★★★★ Dance to the Locomotion—ABC-PARAMOUNT 10350—According to the lyric here, you can dance with style to the Locomotion. Side swings in easy, medium tempo groove while the lad shouts out the lyric with much enthusiasm. Backing sets the beat for this fine teen tune. (South Mountain, BMI) (2:35)

★★★★ Cotton Fields—Teddy hands the folk favorite, and recent chart item, a swinging reading. Side has a pushing beat and should catch the dancers with their fingers snapping. (Westside, BMI) (1:57)

JO ANN CAMPBELL
★★★★ I'm the Girl From Wolverton Mountain—CAMEO 223—Here's a cute follow up and answer song to the hot "Wolverton Mountain" disk. Miss Campbell sings ingenue fashion. Smart backing and bright timing should get it lots of air play. This is her debut for the Cameo label. (Painted Desert, BMI) (2:44)

★★★★ Sloppy Joe—The girl leads us to believe her boy is too much. The side swings in delightful style with vocal group accompaniment and dance styled rhythm. (Kalmann, ASCAP) (2:06)

VALJEAN
★★★★ Till There Was You—CARLTON 576—Smart arrangement, and smart idea on this side. The tune is now a standard, and it's beautifully played by the pianist with lush string backing. The side is appropriately released and could pick up substantial play from current nation-wide "Music Man" flick showing. Tune is from the picture. Could be big. (Frank, ASCAP) (2:12)

★★★★ The Eighteenth Variation—(Jones, BMI) (2:25)

HENRY LUMPKIN
★★★★ Mo Jo Hanna—MOTOWN 1029—A wild r.b. reading about a gal somewhat reminiscent of "Hard-Hearted Hanna." Arrangement takes off and swings—so does the vocal. (Jobete, BMI) (2:45)

★★★★ Break Down and Sing—(Jobete, BMI) (2:44)

THE CORSAIRS
★★★★ Dancing Shadows—TUFF 1830—Bouncy rocker is handed a warm performance by the lead singer over a catchy and unusual Mediterranean arrangement. Could get exposure. (Arc-Winlyn, BMI) (2:20)

★★★★ While—(Arc-Winlyn, BMI) (2:34)

RUTH McFADDEN
★★★★ Stop Playing That Song (That's What You Said)—CAPITOL 4802—Here's a kind of answer song to the recent Ben E King hit, and it's done to the same slow, infectious rhythm as its predecessor. The thrush has a real style and she belts this in good fashion. Has a chance. (Sylvia-Progressive, BMI) (2:35)

★★★★ Pencil and Paper—(Richben, BMI) (2:40)

JIVE FIVE
★★★★ What Time Is It?—BELTONE 2024—Eugene Pitt lends a distinctive lead to this slow rockballad. The boys have had past successes and this stylish slow, tick-tock rhythm tune could do business, too. (Lescay, BMI) (2:35)

★★★★ Beggin' You Please—(Lescay, BMI) (3:00)

(BIG) TINY LITTLE
★★★★ Sweet Violets—CORAL 65561—Wild and witty reading of the oldie by the pianist here with a modern rhythm and swinging section. Words are handled by a vocal group in the sing along groove. This should be great juke box programming fare. (Peer Int'l, BMI) (2:31)

★★★★ There Is a Tavern in the Town—(Shapiro-Bernstein, ASCAP) (2:13)

THE DELFONICS
★★★★ There They Go—FLING 727—Strong lead singing on this rockballad. The group has a good teen sound and the backing features some fine guitar work. Rest of the vocal group is also right in there pitching. (Fast-Zira, BMI) (2:35)

★★★★ Over and Over—(Wiley-Fast, BMI) (2:45)

LEON MARTIN
★★★★ Turn On Your Love Light—ATLANTIC 2154—The excitement begins right on the first beat of this pushing side. The tenor sax duo, punching rhythm and vocal all add to the total effect. (Dawn, BMI) (2:21)

★★★★ Ookie Dookie—(Progressive, BMI) (2:09)

THE SANDABS
★★★★ Beach Ball—BAMBOO 522—This side spotlights some comments by a lonely

kid who wants to play with the beach ball. Side rocks along in happy fashion over some now-and-then comments. (Pattern-Balladeer, ASCAP) (2:15)

★★★★ Crag Louie—(Pattern-Balladeer ASCAP) (2:22)

THE STRANGERS
★★★★ Loco—LIBERTY 55481—An instrumental with an interesting tropical and jungle touch, complete with scratchers and smart percussion stylings. Slick guitar work here, too. Has a good chance to grab some programming. (Saima, BMI) (2:11)

★★★★ Toy Soldier—(Saima, BMI) (2:15)

THE RAMRODS
★★★★ Boling—AMY 846—Pulsating instrumental is played with fervor by the group on a recording that builds and builds from a quiet opening to an exciting finish. This could grab action. (Aim, BMI) (2:25)

★★★★ War Cry—(Aim, BMI) (2:11)

KING TUT
★★★★ Twisting at Little Big Horn—STARLINE 1001—An exciting horn lead helps sell this driving instrumental which spotlights an Indian dance chant over a Twist rhythm. Bright wax worth exposure. (Mayflower, BMI) (2:15)

★★★★ Shorter Hours in School—(Lowery, BMI) (1:56)

TOM RIDGLEY
★★★★ She's Got What It Takes—RIC 990—Tommy Ridgley sells this nice rocker with feeling over strong and catchy New Orleans backing. It could grab coin North and South. (Ron, BMI) (2:09)

★★★★ My Ordinary Girl—(Ron, BMI) (2:20)

JOE BROWN AND THE BRUVVERS
★★★★ A Picture of You—LONDON 10517—The chanter sells this country-oriented ditty with feeling sparked by strong backing by the ork. This has a chance for action if exposed. Side is a big one overseas. (Ludlow, BMI) (2:12)

★★★★ A Lay-About's Lament—(Pan Musik, ASCAP) (2:17)

DAVE FORD AND THE HOLLYWOOD FLAMES

★★★★ Elizabeth—GOLDIE 1101—Here's a mighty clever hunk of material done by the revived group, and it's all mighty topical, since it's about a very famous personality. The boys do it somewhat in the Coasters style and it's sure to grab good action. Watch it. An impressive debut for the label. (Armada, BMI) (2:20)

★★★★ Believe in Me—(Armada, BMI) (2:15)

PETULA CLARK
★★★★ Whistlin' for the Moon—LONDON 10516—A very pretty and melodic effort is sung with style by the English thrush over happy backing by the combo and chorus. It is worth exposure especially on better music stations. (Leeds, ASCAP) (2:50)

★★★★ Tender Love—(Leeds, ASCAP) (2:59)

CY AND THE CYCLONES
★★★★ Hundred Pounds of Clay—SHELLEY 162—This is a very strong reading of the pop hit of last year. The side has style and a highly danceable beat. It features some sparkling alto sax work and some fancy playing from the organ soloist. (Gil, BMI) (2:10)

★★★★ Paul Revere—(George Pincus & Sons, ASCAP)

THE JOHNNY LEWIS TRIO
★★★★ Millie's Riff—CORAL 62326—Here's a swinging instrumental by the group. The side has an intriguing riff with organ, harpsichord and voice in tight unison. Side could go with teen dancing crowds. (Champion, BMI) (2:29)

★★★★ The Grind—(Two-Beat, BMI) (2:17)

DEL McCLINTON
★★★★ Dunkirk—LONDON 9544—This is a story-saga of the bravery of the British Forces at the Battle of Dunkirk two decades ago. It has some of the feel of "The Battle of New Orleans" and it should grab a lot of deejay play. (LeBill, BMI) (1:30)

★★★★ Angel Eyes—(LeBill, BMI) (2:18)

ERSEL HICKEY
★★★★ Upside Down Love—APOLLO 761—The chanter returns to wax with a potent performance of a bright rocker that also spotlights a fem chorus. It has a sound and a good chance for coins, watch it. (Studio, BMI) (1:25)

★★★★ The Millionaire—(Studio, BMI) (1:43)

DON GARDNER AND DEE DEE
★★★★ Glory of Love—KC 106—The old standard gets a swinging treatment here

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 7/28	Weeks on Chart
		TITLE, ARTIST LABEL & NUMBER	
1	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	13
2	3	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	10
3	2	SHE THINKS I STILL CARE, George Jones, United Artists 424	16
4	4	THE COMEBACK, Faron Young, Capitol 4754	7
5	5	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363	12
6	8	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	5
7	6	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	11
8	9	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	6
9	14	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	6
10	12	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	6
11	20	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	5
12	15	SUCCESS, Loretta Lynn, Decca 31384	4
13	16	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	3
14	7	TAKE TIME, Webb Pierce, Decca 31380	9
15	10	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377	9
16	17	CHARLIE'S SHOES, Billy Walker, Columbia 42287	22
17	11	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955	7
18	13	TOUCH ME, Willie Nelson, Liberty 55439	10
19	26	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	6
20	22	LEONA, Stonewall Jackson, Columbia 42426	2
21	28	OPEN PIT MINE, George Jones, United Artists 462	2
22	29	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	5
23	21	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009	5
24	18	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721	10
25	19	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368	7
26	—	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	1
27	25	OLD RIVERS, Walter Brennan, Liberty 55436	13
28	—	MAMA SANG A SONG, Bill Anderson, Decca 31404	1
29	24	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	29
30	27	LOVE CAN'T WAIT, Marty Robbins, Columbia 42375	9

in gospel style. Don tells the story and the chorus joins in to tell it with him. (Shapiro-Bernstein, ASCAP) (2:28)

★★★★ Deed I Do—(Laurel, ASCAP) (2:28)

THE UPFRONTS
★★★★ It Took Time (It Took You)—LUMMTONE 108—This rockballad is handled in fine style by the lad singing lead. It should find favor with the teens and might make some noise in areas where singing groups usually score. (Heleriqui, BMI) (2:20)

★★★★ Baby For Your Love—(Heleriqui, BMI) (2:10)

PFC. CRAIG BROWN
★★★★ Away—I'm Bound Away—SELECT 714—The young lad gives a fine reading of the old folk favorite "Shenandoah" in a mighty appealing pop format. String and vocal chorus all add to the tastefulness of the disk. (Joy, ASCAP) (2:30)

★★★★ Bobby Shafto—(Joy, ASCAP) (1:55)

JIMMY NEWMAN
★★★★ After Dark Affair—DECCA 31416—A strong dose of country ballad wax, based on the traditional "slipping around" concept. They want each other much too much to worry about the desperate consequences they face. Powerful side that should move. (Cedarwood, BMI)

★★★★ You Must Be True—(Newkeys, BMI) (2:26)

ETTA JONES
★★★★ I Thought About You—KING 5660—Easy, swinging version of the standard is handed a fine vocal by the lass over jazz-oriented support. (Burke & Van Heusen, ASCAP) (2:40)

★★★★ I'm Gonna Lock My Heart and Throw Away the Key—(Shapiro-Bernstein, ASCAP) (2:40)

STEVE WRIGHT
★★★★ Lucky Lips—DOT 16380—The Lieber-Stoller oldie is sung with sparkle by the chanter over swinging backing from ork and chorus. Side has a chance for the teen trade in the current market. Watch it. (Tiger, BMI) (2:26)

★★★★ Forever and Ever—(Robbins, ASCAP) (1:54)

DANTE
★★★★ The Magic Ring—IMPERIAL 5867—A story of a gypsy boy with a magic ring gets a good Mexican-styled introduction followed by a nice, fast-moving vocal by the lad, backed by chorus and combo. (Travis, BMI) (2:22)

★★★★ Am I the One—(Travis, BMI) (1:59)

(Continued on page 37)

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Reviews of New Singles

Continued from page 35

★ ★ ★
MODERATE SALES POTENTIAL

MAXINE BROWN
★ ★ ★ If I Knew Then (What I Know Now) (Figure, BMI) (2:30)—★ ★ ★ I Kneel At Your Throne (Bourne, ASCAP) (2:31). ABC-PARAMOUNT 10343

JOHNNY ROCKEFELLER
★ ★ ★ Pop Goes the Weasel (Arrowhead, BMI) (1:24)—★ ★ ★ Suzan's Theme (GII, BMI) (2:21). EVEREST 20009

DON FORBES
★ ★ ★ Save Your Love (ASCAP) (2:02)—★ ★ ★ Will You Be My Only Love? (ASCAP) (2:30). YORK 201

ALLEN STORY
★ ★ ★ Why Oh Why? (Kapa, BMI)—★ ★ ★ Chubby Cubby (Louby Dove Dove) (Chevis, BMI). CHECK-MATE 1914

THE TANGIERS
★ ★ ★ The Plea (Tangler, BMI) (2:28)—★ ★ ★ Doin' the Waddle (Buna, BMI) (2:00). A J 905

THE DESIRES
★ ★ ★ I Never Loved Like This Before (MRC, BMI) (2:20)—★ ★ ★ There I Go Again (MRC, BMI) (2:11). SMASH 1763

THE FIREFLIES
★ ★ ★ You Were Mine (For a While) (Sebinlano, ASCAP) (1:20)—★ ★ ★ One o'Clock Twist (Sebinlano, ASCAP) (2:00). TAURUS 355

BILLY CARTER
★ ★ ★ Plaster of Paris (Bib Boomer, BMI) (1:36)—★ ★ ★ In Golondrina (Big Bopper, BMI) (2:01). DELTA 502

SONNY MOORE
★ ★ ★ Bloodshed in Tombstone (Cherio, BMI) (2:29)—★ ★ ★ Every Big Man Ain't Strong (Patricia, BMI) (2:34). ROULETTE 4441

CALLY DODD
★ ★ ★ Man (Morris, ASCAP) (2:43)—★ ★ ★ You've Discovered Love (Morris, ASCAP) (2:19). MERCURY 72005

TRADEWINDS
★ ★ ★ Daddy Roll 'Em (Bright Tunes, BMI) (2:07)—★ ★ ★ If I Had a Hammer

(Bright Tunes, BMI) (2:16). CAPITOL 4801

THE CAMPUS KIDS
★ ★ ★ I Still Love You All (Leeds, ASCAP) (2:30)—★ ★ ★ Stretch Pants (Leeds, ASCAP) (2:24). ABC-PARAMOUNT 10344

DEL RICHARDSON
★ ★ ★ 'Tis True (Peer Int'l, BMI) (2:26)—★ ★ ★ You Pass This Way Only Once (R.F.D., ASCAP) (2:29). STELLAR 1010

MYRON FLOREN
★ ★ ★ Come Dance With Me (Ben Bloom, ASCAP) (1:55)—★ ★ ★ Soft Shoe Schottische (Vernon, ASCAP) (1:57). CORAL 65560

IRVING FIELDS TRIO
★ ★ ★ I Love Paris (Buxton Hill, ASCAP) (1:54)—★ ★ ★ La Mer (Beyond the Sea) (Chappell, ASCAP) (3:15). DECCA 25567

JOHNNIE JACKSON
★ ★ ★ I Dig 'Em All (Jiro, ASCAP) (2:12)—★ ★ ★ Where Are You? (Ben-Lee, BMI) (2:40). SWAN 4114

KEITH CARVER
★ ★ ★ You're Just Too Much! (Big Four, ASCAP) (2:39)—★ ★ ★ Again (Robbins, ASCAP) (2:37). SPIN 2462

JEANNIE LICCARDO
★ ★ ★ Summer Is Here (Liccardo, BMI) (2:16)—★ ★ ★ When Your Heart Is Aching (Liccardo, BMI) (2:37). SALERNO 101

HAROLD ROSS
★ ★ ★ If You've Got Soul (Zarr, BMI) (2:34)—★ ★ ★ Runnin' Wild (Leo Felst, ASCAP) (2:35). A-J 904

THE DELIGHTS
★ ★ ★ I'm Comin' Home (Madchen-Elsher, BMI) (2:48)—★ ★ ★ One, Two Button My Shoe (Madchen-Elsher, BMI) (1:52). POP-LINE 346

JOHNNY WATSON
★ ★ ★ Sweet Lovin' Mama (O-Cal, BMI) (2:18)—★ ★ ★ What You Do to Me (O-Cal, BMI) (2:23). KING 5666

SALLIE BLAIR
★ ★ ★ Come By Sunday (Almanac, ASCAP) (2:29)—★ ★ ★ Then I'll Be Tired Of You (Harms, ASCAP) (2:48). BETH-LEHEM 3010

RED PRYCOCK
★ ★ ★ Harem Girl (Briarcliff, BMI) (2:27)—★ ★ ★ Hide Away-1962 (Sonlo, BMI) (2:19). KING 5669

THE DYNELS
★ ★ ★ Boy Friend (Beechwood, BMI) (1:55)—★ ★ ★ Let's Do It Again (Beechwood, BMI) (2:17). DOT 16382

ROBERTINO
★ ★ ★ Oh! My Papa-Pa (Shapiro-Berntel, ASCAP) (3:01)—★ ★ ★ Parlami D'Amore Maria (Tell Me That You Love Me) (T. B. Harms, ASCAP) (2:29). KAPP 474

LADY FOX
★ ★ ★ I Think of You (Dew, BMI) (2:35)—★ ★ ★ Our Love (Will Never Grow Cold) (Dew, BMI) (2:32). DON-EL 114

BOBBY JACKSON AND THE SNEAKERS
★ ★ ★ Hold Me (Mills, ASCAP)—★ ★ ★ Closer To My HEART (Mills, ASCAP) JAN 2982

EUGENE LEE
★ ★ ★ Money Blues (If You Ain't Got No Money) (Venice, BMI) (2:04)—★ ★ ★ The Clouds Are Saying (Carter, BMI) (2:23). CHOCTAW

KITTIE (Miss Soul) DOSWELL
★ ★ ★ The Nearness of You (Famous, ASCAP) (2:50)—★ ★ ★ Ride on Blue Train (Tread, ASCAP) (3:05). SOUL 03 A-B

PAUL TAUBMAN
★ ★ ★ Seventy-Six Trombones — ★ ★ ★ St. Louis Blues March. EPIC 9525

JIMMY POWELL
★ ★ ★ Dance Her By Me (LeBl, BMI) (2:30)—★ ★ ★ When Will You Say I Love You (Brakenbury, BMI) (2:20). LONDON 9545

ANDY STEWART
★ ★ ★ The Road and the Miles to Dundee (PD) (3:14)—★ ★ ★ Take Me Back (B.L.E.M.) (3:04). CAPITOL 4809

JOEL JEFFREY
★ ★ ★ Sweethearts on Parade (Mayfair, ASCAP) (2:10)—★ ★ ★ Looking For You (Beechwood, BMI) (2:10). CAPITOL 4807

JOHNNY DESMOND
★ ★ ★ Brandy Wine Blues (Melody Trails, BMI) (2:05)—★ ★ ★ Half a Chance (Mel-head, ASCAP) (2:38). EDGEWOOD 5001

BERNADETTE
★ ★ ★ The Slog (Image, ASCAP) (2:10)

JULY 28, 1962

BILLBOARD MUSIC WEEK 37

★ ★ ★ Silver Platter (Image, ASCAP) (2:36). BEACH 5

★ ★ ★ Root Beer—(Starday, BMI) (2:28)

GORD LIGHTFOOT
★ ★ ★ Daisy Doo (Ardo, BMI) (2:25)—★ ★ ★ (Remember Me) I'm The One (Ardo, BMI) (2:17). ABC-PARAMOUNT 10352

JILL TALMADGE
★ ★ ★ Tell Him I'm Not Home (Trinity, BMI) (1:50)—★ ★ ★ The Quiet Boy (Colpix, ASCAP) (2:12). MAY 121

CONNIE MCGILL
★ ★ ★ Take It Like A Man (Rim, BMI) (2:12)—★ ★ ★ My Love Will Never Change (Rim, BMI) (2:38). EDGE 502

JERRY FOSTER
★ ★ ★ I'll Be Alright (Sandra & Pure Gold, BMI) (1:50)—★ ★ ★ Let's Never Mention Old Times Again (Sandra & Pure Gold, BMI) (2:07). FERNWOOD 133

★ ★ ★ ★ **STRONG SALES POTENTIAL**

JAZZ

KIP WALTON
★ ★ ★ Happiness Is a Thing Called Joe—GLAD-HAMP 2007—Here's a good, fast-moving instrumental version of the fine oldie, with a combination jazz and pop feel. Deserves exposure. (Leo Feist, ASCAP) (1:56)

★ ★ ★ Digga Digga Do — (Mills, ASCAP) (1:25)

COUNTRY & WESTERN

RED SOVINE
★ ★ ★ She Can't Read My Writing—STARDAY 598—A sad tale of a lass who won't answer the letters he writes, and Sovine hands it a potent performance. A strong side with a chance for country sales. (Starday, BMI) (2:18)

★ ★ ★ Rose of Love—Chanter sells a weeper with much feeling over traditional support. Could grab spins, especially on country juke boxes. (Starday, BMI) (2:15)

ARCHIE CAMPBELL
★ ★ ★ Fools Side of Town—STARDAY 600—He's on the lonely side of town sings Campbell on this melodic weeper about fools who live alone. A tender and touching song that also spots a bit of the Cramer piano style. (Starday-Window, BMI) (2:31)

BEVERLY WHITE
★ ★ ★ I'll Walk the Rest of the Way—PHILIPS 40012—Strong country ballad wax on a traditional theme—infidelity. The gal asks to be let off at the corner so she won't be seen by her husband. The gal hands it a meaningful performance and the material is strong. Watch this side. (Oil, BMI) (2:36)

★ ★ ★ Green Corn — (Emarcy, ASCAP) (1:59)

RHYTHM & BLUES

★ ★ ★ I Found Myself a Brand-New Baby—GORDY 7006 — A Ray Charles-styled vocal intro leads into a good Twist rhythm. Chorus gives effective backing. Good r.&b. feeling. (Jobete, BMI) (2:46)

★ ★ ★ It's Too Bad—(Jobete, BMI) (2:38)

★ ★ ★ **MODERATE SALES POTENTIAL**

COUNTRY & WESTERN

THE STONEMAN FAMILY
★ ★ ★ Talking Fiddles (Starday, BMI) (2:27)—★ ★ ★ That Pal of Mine (Starday, 2:46). STARDAY 599

SHERWIN LINTON AND THE FENDERBENDERS
★ ★ ★ Twist a Hole in the Ground (Alan Dale, BMI) (2:20)—★ ★ ★ Above and Beyond (Jai, BMI) (1:59). ARKO 6201

DEAN MATHIS
★ ★ ★ Stubborn Heart (Window, BMI) (2:28)—★ ★ ★ Gotta Lot of Love (Starday, BMI) (2:04). NASHVILLE 5072

SPIRITUAL

ZENA AYO
★ ★ ★ How Great Thou Art (Maana, BMI) (3:00)—★ ★ ★ Somebody He Can Use (Allegro, ASCAP) (3:00). ALLEGRO 1601

RHYTHM & BLUES

CHUCK BRADFORD
★ ★ ★ Wherever You Are (Fast, BMI)—★ ★ ★ You Can't Hurt Me Anymore (Fast, BMI). FIRE 511

(Continued on page 38)

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● **Reviews of New Singles**

● Continued from page 37

LIMITED SALES POTENTIAL

JACK ADAMS
I Can't Turn Off My Mind (Leivas, BMI) (2:34)—I Got Lost (Leivas, BMI) (2:09). SAM 111

JOHN CASSETTA
Blues for Three (Trullite, ASCAP) (1:55)—

Scotch Plaid Twister (Trullite, ASCAP) (2:12). TRU-LITE 112

CHUCK JONES AND THE BOYS
It's All Been Said Before (Hillsboro, BMI) —Love Had Passed Me By (BMI), BELLE MEADE 134

BABY DEE
Pretty Eeyed Baby (Pickwick, ASCAP) (2:14)—Sittin' Here Wonderin' (Popular, ASCAP) (2:30). AMBER 208

RICKY AND THE SAINTS
My Special Angel (Blue Grass, BMI) (2:30)—When the Saints Twist (7-Teens, BMI) (1:58). SEVENTEEN 102

RAY (TEX) HOLLAND
Share My Dreams With You (Leivas, BMI) (2:18)—Astronaut's Dream (Leivas, BMI) (3:00). SAM 110

BEN TATE
Grandpa's Little Darling (Winslow, (2:34)—Oh Mama, Oh Papa (I Want to Go to College) (Winslow, ASCAP) (2:07). RONNIE 2011

COUNTRY & WESTERN

DUB DICKERSON AND THE BEAVERS
Name Your Price (TNT, BMI) (2:23)—It's About to Get Me Down (Big World, BMI) (2:20). SIMS 127

JUNE DAY
In Need of You (2:52)—You Can't Make A Fool of Me (2:25). COWTOWN 813

SHORTY AVERY AND THE SWINGSTERS
Oh Please Forget Me (Tomilene, BMI)

(3:05)—Don't Know Why (Tomilene, BMI) (2:08). BONEY 101

SHELBY SMITH
Rocking Mama (Sandra & Pure Gold, BMI) (2:00)—Since My Baby Said Good-Bye (Sandra & Pure Gold, BMI) (2:15). REBEL 728

SPIRITUAL

THE PERRY TRIO
There'll Be Sunshine After the Rain (Allegro, ASCAP) (2:50)—Walk With Me (Allegro, ASCAP) (3:00). ALLEGRO 3001

JAZZ

BABS GONZALES
Git to Dat (Zarr, BMI) (2:00)—2 x 7 + 1 and 1 More (Zarr, BMI) (2:20). A-J 906

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By **BILL SACHS**

Charlie Phillips planed into Nashville recently for another Columbia session monitored by Don Law and Frank Jones. While in the Music City, Charlie also signed an agency contract with Bob Neal of the Wil-Helm Talent Agency. . . . Gary Williams, formerly deejay at KPEG, Spokane, Wash., and JUBE, Pendleton, Ore., is now working as an entertainer for the Americana Corporation in the Los Angeles area. He guested at the Branding Iron, San Diego, Calif., July 3-4. . . . Americana artist

Freddie Hart has a new Columbia release, "Stand Up" b-w "Ugly Duckling," which his constituents claim can go both ways—pop and country. Hart also has his first Columbia album titled "The Spirited Freddie Hart."

Louise Webb, formerly of Nashville, but now a resident of Copper Center, Alaska, is planning a visit to her former Tennessee haunts after an absence of seven years. Miss Webb is the writer of (Continued on page 40)

SPECIAL MERIT ALBUMS

Strongest sales potential of all albums reviewed this week.

Continued from page 28

JOE NEWMAN QUINTET AT COUNT BASIE'S



Mercury MG 20696 (M); SR 60696 (S)—Trumpeter Newman has never been in better form and his swinging little aggregation goes right along with him. There's a fine unison blend between Joe and tenor saxist Oliver Nelson, and the rhythm section really perks on the work of bassist Art Davis and drummer Eddie Shaughnessy. The set is also much livened by the shouts and clapping of an appreciative audience in the club. Among the swinging tracks are "Caravan," "Love Is Here to Stay," "Someone to Love" and "Wednesday's Blues."

Reviews of New Albums

Continued from page 22

other goodies. The chanter is well backed by a full sounding combo including Jimmy Wisner, piano; Ace Tesone, bass, and Dave Levin, drums. In a couple of spots, Torme plays piano himself. The loyal fans will find this one of his better recent outings.

Clifford Jordan Quartet featuring bright, driving solos by Jordan on tenor. Accompanying the saxist on this waxing and lending solid support are Cedar Walton on piano, Teddy Smith on bass and J. C. Moses on drums. Tunes include "Bearcat" by Jordan and Tom McIntosh's "You Better Leave It Alone." There is also a good version of Irving Berlin's "How Deep Is the Ocean."

ORGAN SOUNDS AND PERCUSSION

Eddie Layton, Mercury PPS 2029 (M); PPS 6029 (S)—Tasteful music and delightful sound add up to a highly listenable disk here. Organist Layton is showcased in a variety of tunes and moods from an easy-swinging "Skyliner" to an exotic "Ebbtide," and carries each transition off handsomely. He can pull some amazing stereo tricks on the instrument but all are done with utmost taste and discretion. The organist is backed by a rhythm section that lends superb support.

STRONG SALES POTENTIAL

CLASSICAL LP'S

BACH ORGAN MUSIC

Carl Weinrich, RCA Victor LM 2557 (M); LSC 2557 (S)—Carl Weinrich captures the

MOVIN' VAN DYKE

LeRoy Van Dyke, Mercury MG 20716 (M); SR 60716 (S)—The "Walk on By" man, who also once had a tune called "Auctioneer" on another label, recreates the latter tune here, along with a flock of tunes that have been hits for other artists over the years. Retaining his favorite country twang, Van Dyke sings "Sugartime," "I Need You Now," "Honeycomb," "Party Doll," and his most recent single hit, "If a Women Answers," a country tune written by New Yorkers Barry Mann and Cynthia Weil. Good wax for Van Dyke, which shows his versatility and strong touch for a good tune.

JAZZ LP'S

STRONG SALES POTENTIAL

SONNY'S TIME

Sonny Rollins, Jazzland JLP 72 (M); JLP 972 (S)—This release was timed to coincide with Rollins' return to work after a two-year sabbatical. It shows off the tenorman in a myriad of styles, playing blues, ballads, as a composer, and as a sideman, with the Kenny Dorham group, which also features Max Roach, Hank Jones and Oscar Pettiford. Best of the college includes "Funky Hotel Blues," "What Is There to Say," "Cutie," "My Old Flame" and "Villa." Hard punching sides that could do well with the current Rollins revival.

HANK CRAWFORD FROM THE HEART

Atlantic 1387—This soulfully swinging set by Hank Crawford and company should please many down home jazz fans and should rack up steady sales. It spotlights some fine and funky blowing on originals and standards by Crawford plus solid support from Dave Newman, Phil Guibeaue, Sonny Forrest and Leroy Cooper. Best tracks are "Stoney Lonesome," "Don't Cry Baby," "Baby Let Me Hold Your Hand" and "The Peeper."

MARCH OF THE SIAMESE CHILDREN

Frank Strozier Quartet, Jazzland JLP 70 (M); JLP 970 (S)—This is Strozier's second album for the label and it does much to stamp him as a reed man to be reckoned with. Here the accent is on his gutty, masculine alto tone but there is also a worthwhile display of Strozier, the flute virtuoso. Eight tracks in all here and they also showcase some fine work from Harold Mabern, piano; Al Dreares, drums, and Bill Lee, bass. The selection includes originals and most interesting treatments of the unlikely "March of the Siamese Children," and the torchy "Something I Dreamed Last Night."

BEARCAT

Cliff Jordan Quartet, Jazzland JLP 969 (S); JLP 69 (M)—Listenable work by the

grandeur of Bach's organ music in this LP of four selections: "Tocatta and Fugue in D Minor," "Prelude and Fugue in E Flat ("St. Anne's)," "Tocatta and Fugue, No. 8 in D Minor ("Dorian")," and "Tocatta No. 3 in E." Weinrich is director of Music at Princeton University and is regarded as one of the leading performers of Bach organ music. Strong wax in its field.

STRONG SALES POTENTIAL

SPECIALTY LP'S

LATIN AMERICAN

BACK HOME IN PUERTO RICO

Tito Rodriguez and His Ork. United Artists UAL 3224 (S); UAS 6224 (S)—Here's Tito Rodriguez in his usual free-swinging Latin style with an album of native selections recorded on the spot during his tour of Puerto Rico earlier this year. The selections—all done in Spanish—run the gamut of Latin rhythms and include such numbers as "Chevere," "Cuando, Cuando," "Pavaso" and "No Insistas Mas," many, incidentally, featuring the fine Rodriguez tenor voice.

Continued on page 40

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Reviews of New Albums

Continued from page 39

INTERNATIONAL

★★★★ SONGS OF PORTUGAL
Cancoes de Portugal. Request RLP 8046 (M & S)—One of Portugal's popular groups, Os Bambinos, turns in a credible group of

performances on this new album, which was recorded in Portugal. The group, which has received a lot of attention recently, handle a flock of folk-styled story tunes with a flare, supporting themselves neatly on guitar, accordion, Cavaquinho and triangle. Good set for international fans. The album is bright and lively.

BAND

★★★★ CONCERT IN THE PARK
The Regis Symphonic Band, Riverside RLP 7529 (M); RLP 97529 (S)—For fans of the brass band, this should be a pleasing release. Arrangements are sufficiently fresh and performances are thoroughly skilled. Program consists of marches, novelties, folk music and one fling at a semi-longhair

D.J.'s, Get Your Copy of
Therese J. Brandes'
**"JINGLE MINT
TWIST"**
b/w Come Back to Me
by Singing Sammy Marshall
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Peggy King
**"BON
VOYAGE"**
Title Song From the Walt
Disney Motion Picture
Vista F 397

work in an abbreviated arrangement of Gustav Holst's "The Planets." Good demo disk.

SPECIALTY

★★★★ NATIONAL ANTHEMS AND PATRIOTIC AIRS
International Concert Orchestra conducted by Samuel L. Spence. Mercury MGI 205 (M); SRI 605 (S)—The national anthems and patriotic airs of 23 countries are featured in this beautifully colored book-fold album, recorded by the International Concert Orchestra under Samuel Spence. The flags of the nations are shown in color and separately identified. Included are the national anthems of U.S.A., Great Britain, France, Israel, Germany, Italy, Greece, Canada, Mexico, Japan, and others.

SPOKEN WORD

★★★★ THE PIT AND THE PENDULUM
Alexander Scourby. Spoken Arts 830—Here's a fine, sensitive reading of this Edgar Allan Poe classic by Alexander Scourby, known for his appearances on television, pictures, the stage and a previous Spoken Arts recording "The Golden Treasury of American Verse." Scourby gives this tale of the Inquisition in Spain all the drama and suspense associated with Poe's thrillers.

★★★★ HOW TO TELL CORN FAIRIES WHEN YOU SEE THEM
Carl Sandburg. Caedmon TC 1159—Here is a collection of stories that poet Carl Sandburg once told his own children. And, as the liner notes point out, "there's not a musty old castle or dragon to be found," rather, they have a mystical but strongly Americana touch about them. There is the little story, for instance, about the corn in Iowa, while another tells of "The Two Skyscrapers Who Decided to Have a Child." There are all sorts of other intriguing titles and Sandburg proves a good story teller who can hold the ears of the kiddies.

★★★ MODERATE SALES POTENTIAL

JAZZ

★★★★ NEWER THAN NEW
Barry Harris Quintet. Riverside RLP 413 (M); RLP 9413 (S)

COUNTRY & WESTERN

★★★★ ON STAGE
Andy Doll and Band. Ad AD 1001

FOLK TALENT & TUNES

Continued from page 39

the current "Ghost of a Honky Tonk Slave," recorded by Tex Williams, Howard Vokes, Ronnie Rose, Junie Lou Kelley and others. . . . Kendall Hayes, composer of "Walk on By," will have his initial release soon on the Palisade label, "Jungle of Love" b-w "Thisaway or Thataway," both originals. Background on "Thisaway" has organ sound by Ray Stevens, with voices by Margie Singleton and the Jordanaires.

Adrian Roland is set for a promotion tour that will take him as far north as South Dakota to plug his new Toppa release, "Same Old Fool" and "Sweetheart to Friend." . . . After somewhat of a slow start, Al Dexter's "I Won't Be Number Two," on Capitol, appears to be catching fire. . . . The cover on the new Webb Pierce LP, "Cross Country," is something else. One of the best to come along in the country field in some time. . . . Promotionist Slick Norris, who calls Highlands, Tex., his home, relays the belief that Decca has a pair of sleepers in Goldie Hill's "Doorstep to Heaven" and Red Foley's Polka on a Banjo." It was Slick who first called the Patsy Cline release, "I Fall to Pieces," a hit and the sleeper of 1961.

John McKenzie, president-secretary of the Country & Western Appreciation Society of Great Britain, with headquarters in Gloucestershire, England, who recently announced plans for launching a regular c.&w. music show on British radio, reports that his announcement brought little response of a co-operative nature from American record companies. "The leading record companies haven't even bothered to acknowledge our efforts for country music," writes McKenzie, "let alone supply us with material for our programs. The smaller firms have been very co-operative, particularly Starday. In addition to our own radio series, we have just completed negotiations with a prominent sponsor in this country to present a top American series each week. It will be handled by our Society on behalf of its producer, M. L. H. Enterprises of Illinois. The program, titled 'It's Country Music Time,' will run one hour a week, and the jockey, Marvin L. Hoerner, has asked us to put in a plea for releases on his behalf. His address is 236 W. Bacon Street, Amboy, Ill." McKenzie's address is 18 Woodville Avenue, Mile End, Coleford, Gloucestershire, England.

Recent visitors at Pamper Music, Goodlettsville, Tenn., were Gene Goodman, of Regent Music, New York, and Lonnie Coleman, of Eugene, Ore., exclusive writer with the Pamper firm. . . . Roy Baham, another writer with the Pamper firm, has settled with his family in Nashville. . . . Mrs. Audry Williams spent a few days with Bab and Sunshine Tucker in Houston before joining her show in Kansas last week.

More than 3,000 duet buyers crammed the auditorium at Colorado Springs, Colo., July 5 for station KPIK's Anniversary Show. Featured was a package booked by Bob Neal, of the Wil-Helm Agency, Nashville, comprising the Wilburn Brothers, Loretta Lynn, Leroy Van Dyke, Jim Reeves and the Blue Boys and others. Neal announces that his office has set a number of July dates for the Johnny Cash show and that it has added to its talent books Jimmy Martin and his group, of WWVA, Wheeling, W. Va.; Earl Scott and Charlie Phillips.

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last By special survey for week ending 7/28 Weeks on
Week Week TITLE, ARTIST, LABEL & NUMBER Chart

1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330.....	11
2	7	TWIST AND SHOUT, Isley Brothers, Wand 124.....	7
3	4	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036.....	6
4	10	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508.....	8
5	2	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220.....	6
6	5	THE WAH-WATUSI, Orlons, Cameo 218.....	6
7	6	ROSES ARE RED, Bobby Vinton, Epic 9509.....	5
8	3	SNAP YOUR FINGERS, Joe Henderson, Todd 1072.....	11
9	15	ANY DAY NOW, Chuck Jackson, Wand 122.....	12
10	8	HAVING A PARTY, Sam Cooke, RCA Victor 8036.....	6
11	13	AHAB THE ARAB, Ray Stevens, Mercury 71966.....	3
12	18	PARTY LIGHTS, Claudine Clark, Chancellor 1113.....	3
13	11	GRAVY, Dee Dee Sharp, Cameo 219.....	6
14	12	THE STRIPPER, David Rose & Ork, MGM 13064.....	3
15	9	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418.....	10
16	27	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147.....	8
17	14	PLAYBOY, Marvelettes, Tamla 54060.....	10
18	17	BOOM BOOM, John Lee Hooker, Vee Jay 438.....	6
19	16	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255.....	9
20	28	WELCOME HOME BABY, Shirelles, Scepter 1234.....	2
21	24	DON'T PLAY THAT SONG, Ben E. King, Atco 6222.....	12
22	21	I DON'T LOVE YOU NO MORE, Jimmy Norman, Little Star 113.....	3
23	22	NIGHT TRAIN, James Brown, King 5614.....	15
24	25	SHE WEARS MY RING, Jimmy Sweeney, Buckley 1101.....	2
25	19	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024.....	14
26	20	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147.....	7
27	—	LOOKIN' FOR A LOVE, The Valentinos, Sar 132.....	1
28	—	SHOUT AND SHIMMY, James Brown & the Famous Flames, King 5657.....	1
29	23	PALISADES PARK, Freddy Cannon, Swan 4106.....	5
30	30	LOSING BATTLE, Johnny Adams, Ric 986.....	5

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Conference On to Iron Out Coinman Lashes Bill as Unconstitutional Eastland Bill Differences

WASHINGTON — The Senate and House have both appointed conferees to discuss differences between Senate and House-passed versions of S. 1658, the Eastland Bill tightening the Johnson Act against interstate shipment of gambling devices. Nature of the differences under discussion was not revealed, but staffers on both sides indicated they were largely "technical," and would not indicate any attempt to block the bill in this session.

Conferees appointed for the Senate were Senators Eastland (D., Miss.), Estes Kefauver (D., Tenn.), Everett Dirksen (R., Ill.), and Roman Hruska (R., Neb.). Conferees for the House are Represent-

tatives Harris (D., Ark.), Williams (D., Miss.), Staggers (D., W. Va.), Friedel (D., Md.), Bennett (R., Mich.), Springer (R., Ill.) and Younger (R., Calif.).

Versions of the bill have passed both houses, recent House vote being 348 to 1. The bill will tighten registry requirements and broaden the definition of gambling devices in the present Johnson Act to cover all devices the Attorney General's office determines are made with gambling intent. Committee report in the House made it plain that gaming pins were a main target, and House version explicitly exempted amusement-type pinball machines from provisos of the bill. (Billboard Music Week July 14, June 30.)

CHICAGO — Because it is "vague and discriminatory" as it delegates legislative functions to a non-legislative branch of the government, the Eastland Bill is unconstitutional, a coin machine industry leader said here this week.

The measure is "nebulous," "devoid of standards," defies interpretation and offends the fundamental law of the land, it was charged by William O'Donnell, sales manager of the Bally Manufacturing Company.

"The bill is discriminatory because it clearly excludes 'claw, crane, or digger machines' even though the devices deliver something physically, and excludes pari-mutuel betting equipment even though pari-mutuel wagering is illegal in some States," O'Donnell said. "The language of the bill is so vague and so devoid of standards that men of reasonable intelligence cannot interpret its meaning."

lawful, or (2) to any possession of the United States."

Even Attorney General Robert F. Kennedy, the proponent of the bill, recognized the need for clarification, O'Donnell said.

In a letter to the chairman of the applicable House committee, Robert Kennedy wrote:

"I believe that some provision could be added to the present statute which would have the effect of preserving the present plan of allowing the individual State legislatures to determine how broad

the ban shall be and at the time make exception for devices otherwise considered to be legal within individual States."

O'Donnell points out, however, that the committee report of June 6 "is devoid of any provision which would allow such individual State legislatures to make such a determination."

Friendship 7 Game Feature Gives Extra Ball When Right Letter Hit



FRIENDSHIP 7

to 100 points when the gate is lit.

Playfield animation is enhanced by four advance bumpers, eight counter rebounds that advance the reel or letters on the playfield, four 10-point scores when jet bumpers are lit, two automatic kickers at the bottom of the playfield, and two flippers.

The playfield is finished in plasticote and flippers are metal-polished chrome.

MOA ASKS MORE TIME BUT HEARING OPENS ANYWAY

WASHINGTON—Hearings on the new Celler bill to end juke box performance royalty exemption were scheduled to go ahead this week (25), although a protest was reportedly received by the House Subcommittee on Patents and Copyrights from MOA's West Coast representative, George Miller, on lack of time to prepare.

Invitations to testify have gone out to Nicholas Allen, of the Washington law firm of Armour, Herick, Kneipple & Allen, for the Music Operators of America, and to Hammond Chaffetz, of the firm of Kirkland, Ellis, Hodson, Chaffetz & Masters, representing juke box manufacturers.

Performance rights spokesmen expected to attend are Herman Finkelstein, for the American Society of Composers, Authors &

Without Precedent

A major provision of the bill delegating legislative power to a non-legislative branch of the government—the office of the Attorney General—is without precedent in American law-making. O'Donnell said further.

He suggested also that the reinstitution of a section which was included in a May 7 committee print of the bill would "assist in establishing some reasonable standard." The section follows: "It shall be unlawful knowingly to transport any gambling device in interstate or foreign commerce (1) to any place in a State where the possession or use of such gambling device is un-

Kehoe Appointed Production Chief At Seeburg Corp.

CHICAGO—The Seeburg Corporation named Andrew C. Kehoe to the post of vice-president in charge of production, one of several appointments made by the firm last week.

Kehoe, a 25-year veteran with the firm, will have complete responsibility for music and vending production in all Seeburg plants.

Another Seeburg veteran, Carl Carlman, was named assistant vice-president in charge of production. Carlman will be in charge of fabrication and will work closely with Kehoe in managing the plant.

Joseph D. Barrett has been named manager of distributor services. He will handle orders and shipments with distributors and will continue to serve as head of traffic.

Seeburg Conn. Plant To Cost \$3 Million

WINDSOR LOCKS, Conn.—Seeburg's Choice Vend Division, which makes bottle vending machines, will build a \$3 million plant here, Max Miller, Choice Vend president, announced. The plant will occupy 260,000 square feet.

Choice Vend manufacturing facilities now are in the Fuller Brush Company plant, Hartford.

Op's 50th Anniversary

MUNICH—Georg Huber, treasurer of the Bavarian coin machine operators association, is celebrating his silver anniversary as an operator. Huber is one of the founding members of the Bavarian association and an elder statesman of the German operator trade.

Gabby Parrot Talks Back Kids' Speech



GABBY PARROT

BERKELEY, Calif.—The American International Development Corporation here is in production on Gabby Parrot, a coin-operated recording device aimed at the kiddie market.

It works in this manner: The youngster places a dime in the machine and talks for 60 seconds into a microphone. A mechanical parrot, perched atop a pole, then repeats what the toddler has said. A transistorized taping process records the child's voice and replays the tape.

The manufacturer will name exclusive distributors and back its sales program with television spot commercials, exposed nationally.

Two commercials have been taped at the KPIX studios, San Francisco, with television and motion picture actor Marvin Miller featured.

AIDC expects to have its program in full operation this fall.

Seeburg Adds Rome Link to Chain

ANTWERP — Seeburg International has just added another link in the chain of distributor subsidiaries it is organizing throughout the European Common Market area.

Seeburg's newest Common Market subsidiary is in Italy—Seerome, with headquarters at 44-46 Via Gadames, Rome. Chief of Seeburg's new Italian operation is Giuseppe Pasquini.

Seeburg also has established a replacement parts division here in Antwerp—Seeburg European Spare Parts Division. Seeburg's new unit is located in a bonded warehouse which, in time, will stock replacement parts for all Seeburg equipment sold in Europe (see separate story).

Within the last year Seeburg has

been building, unit by unit, a strong Common Market sales organization. The principal first move was the cancellation of Seeburg's distribution agreement with Loewen Automaten of Bingen, West Germany, which handled Seeburg sales in the Benelux countries as well as West Germany.

Dominates Market

Seeburg erected a Benelux subsidiary, Seeben, and later a German subsidiary, Seevend of Hamburg. It has strong sales organizations in France and Switzerland, where in both countries, Seeburg phonographs dominate the market.

Seeburg is girding for the European Common Market sales wars, unlike its competition, on the premise that the advantages of manu-

facturing in Europe have been greatly over-stressed and will decline in any event as the trading supermarket matures.

On the contrary, Seeburg believes U. S. production quality control is American industry's greatest overseas sales asset. George L. H. Gilbert, Seeburg's vice-president, is convinced that there is no substitute for "Made in U. S. A." and that when U. S. products even are assembled overseas, this distinct sales edge is blunted.

Going Other Route

AMI, Wurlitzer and Rock-Ola have established either manufacturing or assembly facilities within the Common Market to qualify as market insiders.

Moreover, all three firms are attempting to compete with Eu-

ropean economy boxes, principally the West German Symphonie and Fanfare, the French Emaphone, and the Belgian Rennotte. AMI is offering the Telaramic economy machine produced at its plant at Neu Isenberg, near Frankfurt; Wurlitzer the Lyric, produced at its new plant at Huellorst, near Hamburg, and Rock-Ola, the Princess, which is assembled by Nova at Hamburg.

Seeburg is taking a totally different approach. Gilbert says the Common Market tariff bugaboo is greatly exaggerated. Whatever tariff advantages are to be gained are more than offset, in Gilbert's view, by the disadvantages incurred in diluting U. S. product quality con-

(Continued on page 49)

PLAYERS ROUSE PIN GAME WRATH

BALTIMORE — Who says machines don't have feelings? A couple of local men were playing a pin game in a Baltimore tavern last week, and the first player ran up 100 free games. His buddy took over and beat the machine for another 50 free games. That did it. The machine exploded, and both young men, John J. Cramblett and Paul H. Alred, were cut by flying glass. After the blast, the machine continued to fight its conquerors. Its lights showed that "000" free games had been earned.

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BILLBOARD MUSIC WEEK

BULK VENDING

27 Machines Reaping Profit At One Spot

OVERLAND, Mo.—It scarcely seems possible that 27 bulk vending machines could show a consistent profit in a single location, but that's exactly the number on location at the big Betty White coin-operated laundry here.
Four operators share the laundry stop which contains 30 washers, three coin-operated dry cleaning
(Continued on page 50)

Doing as Supermarkets Do Pays Off for St. Louis Bulk Vendors

ST. LOUIS—That the same sort of mass display and inventory choice used by supermarkets will pay equally good dividends in bulk vending is shown by recent trends on the St. Louis scene.
Supermarkets in the suburbs are showing huge stands such as the 12-head stand, originally developed by S. Levy, young Missouri operator who pioneered many innovations in the field during five years in the business.
A real veteran of bulk vending despite the fact that he was in his late 20's, Levy adopted the name

"Vendicade" and the big plywood, two-level stands which, he felt, would make an excellent impression on supermarket operators. "They are used to doing things on a big scale, when it comes to displaying merchandise themselves," Levy said, "so I simply set up the same sort of display policy with penny, 5-cent, and 10-cent bulk vending machines."
(Continued on page 48)



VENDING HEADQUARTERS for VICTOR

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Exhibition Set For Games Line

MORRIS, Ill. — The Northwestern Corporation will exhibit its line of bulk vending machines at the National Automatic Merchandising Association's annual convention in San Francisco, October 13-16.

Highlighting the display will be the firm's Rocket ball gum vender, which holds 7,200 gum balls and which features a simulated rocket
(Continued on page 50)

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Buffalo Faces Big Legal Quandary: Is Kid Gambling if He Gets Lizard Instead of Rat?

BUFFALO—Are capsule machines which dispense items of identical value gambling devices? While most law enforcement officers would answer this question with a resounding "no," the city of Buffalo isn't quite sure.

So a test case is in the offing here. It all started earlier this month when local police seized two stands containing 12 machines in a couple of delicatessens. These machines included several capsule and rocket mix units. These units, said police, were the object of the raid.

The operator is Campbell Vending Company, which has a 100-machine route in the Buffalo area.

No date has been set for the test case, but it is expected to come up within two weeks.

Buffalo bans charm and ball gum mix machines on the theory that the child never knows whether he'll get a piece of gum or a trinket.

New York City resolved the problem with a device known as the look-see viewer. This device enables the child to observe the next item to be vended and decide for himself whether it was worth a penny. Buffalo, however, will not even permit mixed machines with viewers.

Buffalo police claim the same factors which comprise the mixed gum-charm machine problem hold true with capsule venders. They

argue that the moppet might be dropping his coin in the machine

in the expectation of getting a rubber lizard and might wind up with an imitation emerald ring.

However, most municipal authorities in other cities hold a different view. They point out that

(Continued on page 50)

QUALITY-VALUE

BULK MERCHANDISE		
	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	35
Mixed Nuts	30	31
Spanish Peanuts	30	35
Virginia Splits Peanuts	30	28
Rainbow Peanuts (Candy)	30	28
Boston Baked Beans	30	28
Licorice Lozenges	30	28
Confection Mix	30	28
Jumbo Pistachios, Red	30	49
Medium Pistachios, Red	30	40
Small Pistachios, Red	30	55
Leaflets (M&M Style Candy)	25	37
Teeny Jelly Beans	33	27
Candy Corn	30	25
Marsheyettes	30	42
Chiclé Base Cub Chicks 250	30	42
Chiclé Base Cub Chicks 320	30	42
Rainblo Tabby-Lets 520	30	32
Sugar Peps (Bulk Candy)	24	40
Malfettes (Ball Style, 100 Ct.)	15	35

BALL GUM VARIETIES		
	Pack Lbs.	Per Lb.
140-170-210 Rainblo Gum	25	32
Rainblo 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	34
Rainblo Screwballs, 100's	18	35
Rainblo Chiclé 140	25	41
Cherry 210 Count	25	32

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Single Floor Stand	\$	2.50
Db'l. Cross Bars for Above		2.50
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4 Place Racks With Wheels		12.50
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N.W. Model 49, 1¢ or 5¢ Bulk	\$	13.50
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Victor Toppers, 1¢ Bulk		11.00
Acorns, 1¢ or 5¢ Bulk		11.00
Silver King 5¢ Hot Nut		13.50
Alax 5¢-10¢ 3-Col. Bulk		39.50
Premier 1¢ Card Vendors		14.50
3-Col. 5¢-10¢ Stamp (Folder)		15.60
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EDITORIAL

The Anti-Fun Crusade

Certain trade leaders of the coin-operated laundry and dry cleaning industry have voiced their displeasure at the presence of juke boxes in places where their contrivances are housed. One of these leaders, Robert D. Commons, vice-president of the Federal Equipment Corporation, fears that "music machines will attract teen-agers and others who may seek entertainment rather than laundry or cleaning."

Really now. It is difficult to imagine teen-agers forsaking their customary hangouts for detergent-reeking establishments just because these places of business contain juke boxes.

Of course, there is always the danger that junior might drop a couple of dimes in the juke box while he is in the process of having the family wash done at the coin laundry.

But it is unlikely that junior will eschew the local soda shop or pool hall just because the neighborhood laundry has a juke box. And with the gossip he is apt to overhear from the housewives at the laundry, who is to say that the pool hall is not a more wholesome place?

Of course, much of the fervor injected into the anti-juke box crusade comes from the industry's old friend C. S. Darling, executive director of the National Automatic Laundry and Cleaning Council.

Darling once made the following classic statement: "A laundry is a laundry (shades of Gertrude Stein). It's not a place of amusement. It's not a dance hall. A juke box has no place in it."

Fortunately, Darling's crusade against joy has not attracted widespread support. Juke boxes continue to flourish in taverns, restaurants, soda shops, drug stores—and even in laundries.

If Darling is really serious in his crusade against levity, he should campaign for a return of the soap and washboard days when American womanhood was so busy with duties of the hearth that little time was left for the work of the devil.

Cleaning Plant Officials Point Finger at Juke Boxes

CHICAGO — A movement to keep juke boxes out of Chicago's coin-operated dry cleaning plants is gaining strength.

Launched a year ago by the National Automatic Laundry and Cleaning Council, the campaign has apparently drawn the support of important elements in the automatic dry cleaning industry.

A year ago, when this now booming industry was in its infancy, the manufacturers of the new facilities encouraged the use of juke boxes and other coin machines as sources of needed revenue for the fledgling operations.

Shares Views

Robert D. Commons, executive vice-president and general manager of Federal Equipment Corporation, Chicago distributor of Norge laundry and cleaning equipment, now shares the views of Clinton S. Darling, executive director of the Laundry and Cleaning Council and a pioneer in the "crusade" against juke boxes.

"We don't recommend juke boxes," Commons said. "And we don't think that they fit into a laundry and dry cleaning plant.

Nor do we feel that the patrons of these establishments should be expected to pay for the time they spend in them."

Background music is a part of the Federal installations at Norge "villages."

Model Ordinance

A specific ban of juke boxes was written into a "model ordinance" drafted by Darling last year for the regulation of automatic dry cleaning plants.

"A laundry is a laundry," Darling explained. "It's not a place of amusement. It's not a dance hall. A juke box has no place in it."

Few, if any, cities have accepted the "no juke box" proviso in adopting ordinances to cover the coin-operated dry cleaning plants.

It was even left out of the ordinance passed by the Chicago City Council even though Darling's organization is based here in the Windy City.

"Of course, we have no quarrel with the operator who wants a juke box, and if he wants it, that's his privilege," Commons said further. "But there is the danger that the music machines will attract teen-agers and others who may seek entertainment rather than laundry or cleaning. Ours is a great industry and it has a splendid future. We're trying to protect it."

Expect 500 at Outing Of N. Y. Music Ops

NEW YORK—Reservations for the week-end in the country sponsored by the Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild are beginning to come in, according to Nash Gordon, MONY executive secretary.

The three groups will hold a joint outing September 14-16 at the Laurels Country Club, Sackett Lake, N. Y. Gordon said that more than 400 operators and their wives are expected to show up for the week-end, with another 100 expected to attend the Saturday night banquet.

Wurlitzer Bowlers Take Wichita Trophy

WICHITA, Kan.—The Musical Notes, an all-girl bowling team sponsored by United Distributors here, local Wurlitzer distributor, won the 1961-'62 Bowling League Championship Trophy at the

Bowl-O-Rama here. The presentation was made by Mark Blum, United president.

Three team members — Mrs. Frances Blum, Mrs. Winnie Lovett and Mrs. Bonnie Mann, are wives of UD employees. The fourth, Virginia Beaver, is secretary to Blum and Mel Hammer, partners in the company.



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| 2 Touch Down | 4 Cypress Garden | 8 Nite Club |
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5 Touchdown 275.00	3 United Bowl-A-Ramas 895.00	1 Seeburg M100C .. 150.00
1 Sea Island 350.00	1 United Playtime .. 350.00	1 Seeburg M100W .. 225.00
3 Carnival Queens 300.00	1 ABC Tournament.. 75.00	1 Seeburg M100B .. 125.00
5 Can-Cans 750.00	2 ChiCoin TV Bwlr.. 125.00	1 Seeburg M100G .. 250.00
8 Circus Queens 625.00	1 Bally Trophy Bwlr.. 150.00	2 Seeburg V200 175.00
1 Beach Time 250.00	3 Bally Strike Bwlr. 100.00	1 AMI F-120 200.00
1 Ballerina 390.00	1 ChiCoin Player's Choice 250.00	1 AMI G-80 250.00
Funspot '63-New WRITE	1 Bally Bowler 900.00	1 AMI G-120 250.00
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Coin Machine Exports

April 1962

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	109	\$ 78,075	491	\$263,458	411	\$104,742	1,011	\$ 446,275
West Germany	384	231,831	86	38,080	161	55,380	631	325,291
Canada	224	193,049	—	—	1,058	121,424	1,282	314,473
France	25	20,899	40	32,800	517	199,015	582	252,714
United Kingdom	68	49,716	19	5,858	441	117,965	528	173,539
Nan Islands	110	89,617	62	24,561	3	2,589	175	116,767
Mexico	—	—	7	2,300	555	48,999	562	51,299
Finland	2	1,088	62	44,436	13	2,500	77	48,024
Venezuela	30	25,317	—	—	63	18,770	93	44,087
Netherlands	10	8,350	48	9,925	68	21,267	126	39,542
Switzerland	26	22,171	—	—	170	13,627	196	35,798
Italy	20	14,050	—	—	34	15,742	54	29,792
Australia	6	5,313	27	9,800	46	11,531	79	26,644
Denmark	11	7,456	—	—	38	13,892	49	21,348
Japan	11	8,493	—	—	57	11,539	68	20,032
Other Countries	92	68,905	88	29,260	355	64,211	535	162,376
Totals	1,128	\$824,330	930	\$460,478	3,990	\$823,193	6,048	\$2,108,001

U. S. Coin Machine Shipments Abroad Go Up, But Value of Units Skids 43%

NEW YORK — United States shipments of juke boxes and amusement machines in April were \$2,108,001, according to figures released this week by the U. S. Department of Commerce. This represents a drop of more than \$500,000 from the March total.

In terms of total pieces shipped, however, April showed a slight increase—from 6,005 to 6,048. While more games (3,990 vs. 3,905) were shipped in April than in March, the value of these games actually dropped from \$1,474,207 to \$823,193. In other words, the average value of games shipped dropped from \$377 in March to \$206 in April, a whopping 43 per cent.

Belgian Ban

One possible explanation for the drop in game values is the pending ban on in-line games in Belgium. The Belgians had been the biggest European buyers of the devices.

Contributing to the depressed game prices overseas is the pending enactment into law of the Eastland Bill, which would prohibit many game types (based on the judgment of the Attorney-General) from crossing State lines within the U. S.

Of course, the Eastland Bill would allow export of these games to overseas destinations, but the restrictions on domestic use would dump many units on the market, thereby depressing overseas prices. It is this expectation that may have helped cause the decline in prices.

Meanwhile, juke box exports have held up remarkably well. New machine shipments declined slightly—from 1,288 units valued at \$893,260 to 1,128 units valued at \$824,330.

Value Increases

But the value of used juke boxes jumped from \$284,566 to \$460,478. Unit sales increased from 812 to 930.

France, biggest buyer of U. S. coin machines in March, trailed Belgium, West Germany and Canada in that order in April. French purchases tumbled from \$671,738 to \$252,714.

Belgium and West Germany have traditionally been the top buyers of U. S. coin machines.

Friendly Neighbors

The activities of the two U. S. neighbors came as a pleasant surprise to American coin machine exporters. Canada boosted its purchases from \$207,846 to \$314,473

and became the third largest buyer of U. S. coin machines in April.

Canadian new juke box purchases jumped from 63 units valued at \$47,509 to 224 units valued at \$193,049. The opening up of British Columbia as juke box territory accounts for a major part of the increase. And as Canada's Western provinces relax their restrictions on juke boxes, the nation may become a major purchaser of U. S. music machines.

And Mexico appears to be opening up as a market for U. S. games. In March, Mexican purchases of games and juke boxes were negligible.

Game Purchases

In April, however, Mexico was the seventh best U. S. customer of U. S. coin machines, with purchases of 555 games valued at \$48,999.

As one Mexican plant making juke boxes under license provides most of the nation's needs—and as export restrictions on juke boxes are formidable—not one new box was shipped into the country from the U. S. during April, and only seven used juke boxes crossed the Rio Grande.

Expect MOA to Name Officer At Chicago Meeting of Board

By JOSEPH KLEIN

CHICAGO — Music Operators of America will probably select a successor to Edward R. Ratajack Monday (23).

Filling the vacancy left by the resignation of the managing director and co-ordinator topped the agenda confronting MOA's executive committee when it convened at the Morrison Hotel.

George Miller, MOA president, was expected to be here for the meeting. So was Clinton Pierce, MOA board chairman, and Lou Casola, MOA director.

The committee was to devote most of the day to a scrutiny of the applications for the vacated position. The functions of the new appointee is expected to differ from that of Ratajack's. The new job will be equivalent to that of an executive-secretary—though that may not be his title.

Joined frequently by Pierce, a subcommittee has been at work interviewing applicants and examining applications for some time.

Other matters "pertinent to the organization" will also be explored.

Budget Confab

One of these will be a budget for the new fiscal year.

With the imminent retirement of President George Miller, the new executive director will be the only full-time salaried executive of the organization.

The MOA table of organization also calls for a non-salaried president, to be elected to a one-year term and not eligible to succeed himself.

Tasks Ahead

The new executive director will be faced with two major tasks—to bring back to the fold the juke box manufacturers and record companies, and to attract membership, particularly in urban areas.

Complicating his job further will be the surprise anti-juke box exemption bill introduced last week (BMW, July 21) by Rep. Emanuel Celler.

When MOA originally was formed, the glue which held the organization together was the threat that Congress would remove the performance rights exemption on automatic phonographs.

At each Congressional session, a bill to remove this exemption is introduced and defeated. And at each session, MOA plays a major role in its defeat.

The latest attempt, introduced in

the closing weeks of the second session of the 87th Congress, would provide for an annual per-machine assessment of up to \$25 as payment for performance rights. Defeating this bill will be a prime assignment for MOA.

New Abby Unit Vends Pretzels, Potato Chips

BROOKLYN—The Abby Vending Company, manufacturer of novelty items for bulk vending machines, has gone into production on a three-column utility vender.

The unit dispenses boxes of potato chips and pretzel sticks for either 10 cents or 25 cents, with a column capacity of 20 chip packs or 40 pretzel stick packs.

Geared for the marginal location, the machine lists for \$125. It is three feet high without the console stand. The console stand is another two feet.

EUROPEAN NEWS BRIEFS

Belgian Bingo Doomed by Year's End

BRUSSELS—Belgian authorities have indicated that there is little likelihood that the bingo ban now due to take force at the end of 1962 will be canceled.

A gaming law enforcement official said: "We have extended the deadline from July 1 to the end of the year to give operators and wholesalers the opportunity to liquidate their stocks. They will be very foolish if they ignore the ban in anticipation of its cancellation."

The bingo ban was to become effective July 1, but was extended through the intercession of the U.B.A., Belgium's trade association. The U.B.A. has professed optimism that the ban ultimately would be rescinded, but the Belgian authorities concerned say the ban is final.

Cinebox Theme: Paris After Dark

PARIS—Cinebox, the French film juke box, is offering a new list of film titles based on Paris night life. Some 50 new titles are available for showing in the coin-operated cinema. The plan is to issue films regularly based on spectacular new Parisian entertainment. A Cinebox official explained, "Why should it be necessary to organize special acts when we have the whole after-dark town to shoot? What could be more glamorous than Paris itself after dark?" A number of new releases will feature Montparnasse night life. Cinebox executives believe that candid Parisian night life films will help boost Cinebox sales in the U. S.

German Coin Industry Family Affair

FRANKFURT—Latest trade surveys show German coin machine operating is contracting to a ma-and-pa operating pattern. The price-cost squeeze is eliminating the medium size operating and favoring the large organization and the independent (literally) operator. Most successful operators are those who have automated their businesses to the point where husband and wife handle the entire business, hiring outside help, principally technicians. The surveys show that of around 2,500 major West German operating firms, 800 are family-type enterprises. West Germany's crippling labor shortage has accentuated this trend.

Ops Ask Out as 'Scapegoats' for JD

PARIS—The French Federation of Coin Machine Operators is opening a drive to divorce juvenile delinquency from coin machine operation. Location proprietors are being urged to discourage patronage by delinquent-prone juveniles, or excessive patronage by juveniles in any category. Police are to be requested, politely, but firmly, to document any charges linking juveniles with coin machines. "We believe the operator, with respect to juvenile delinquency, must be as chaste as Caesar's wife," a French operator federation official explained. "But once the operator has done his part, we intend to fight any organized campaign to blackguard operators as a trade group, or to use operators as scapegoats for the general problem of juvenile delinquency."

Survey Shows Italy Phonos Double

ROME—Juke box operation has doubled in Italy in the last five years, according to a trade survey. There are now around 17,200 phonographs in operation, with roughly a quarter of all the machines in northern Italy, the country's major industrial area. With a population of 48 million, Italy has nearly the same population as West Germany (51 million), but only a third as many machines (55,000 machines for Germany). The survey predicts continued rapid expansion of the operating trade, summarizing, "Italy offers Europe's most promising present phonograph market. The juke box enjoys universal favor and is ideally suited to the Italian musical temperament. Italy should overtake and pass West Germany as a phonograph market."

Ghana Reaches for German Plants

ACCRA—Ghanaian private interests are negotiating with two German coin machine manufacturers for establishment of production facilities in Ghana. The plant would assemble phonographs and games, utilizing the maximum amount of local labor and materials. Mechanisms would be imported from West Germany. The government of Kwame Nkrumah has approved the negotiations, with the understanding that Ghanaian interests would own majority control of the German firm's subsidiary. The Ghanaians are negotiating separately with the German companies, but there is a possibility the two firms may jointly erect a plant here in partnership with Ghanaian interests.

See Market for Games in Germany

HAMBURG—West German coin machine manufacturers are expanding production of games while studying steps to contract phonograph production. German industry studies show that creation of the European Common Market will increase intense competition among European as well as with U. S. phonograph producers. There is skepticism among the German trade that the European phonograph market, now or in the foreseeable future, will be big enough to absorb full production from the capacity already available. However, there is relatively little com-

(Continued on page 50)

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.

HAVING A PARTY AND BRING IT ON HOME TO ME	SAM COOKE RCA Victor 8036
HEART IN HAND AND IT STARTED ALL OVER AGAIN	BRENDA LEE Decca 81407
YOU DONT KNOW ME AND CARELESS LOVE	RAY CHARLES ABC-Paramount 10345
VACATION AND THE BIGGEST SIN OF ALL	CONNIE FRANCIS MGM 13087
YOU'RE STRONGER THAN ME AND SO WRONG	PATSY CLINE Decca 31406

Recent Stereo Releases For Juke Box Operators

Beginning with this issue, Billboard Music Week will list all recent stereo single releases and all new material available exclusively to juke box operators through special packages. All titles listed below are from recent Seeburg "Artist of the Week" packages. All are available in 33 1/3 stereo. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

You Better Believe It, Gerald Wilson and Richard Holmes, Pacific Jazz

You Better Believe It/Straight Up and Down (jazz)
Blues for Yna Yna Part 1/Blues for Yna Yna Part 2 (jazz)
Jeri/Moody Blue (jazz)
The Wailer Part 1/The Wailer Part 2 (jazz)
Yvette/Seven Come Eleven (jazz)

I Have But One Heart, Jerry Vale, Columbia

O Sole Mio/Roman Guitar (easy listening)
Just Say I Love Her/Mala Fammina (easy listening)
Return to Me/Mama (easy listening)
You Alone/I Can't Get You Out of My Heart (easy listening)
I Have But One Heart/Come Back to Sorrento (easy listening)

Something Wonderful, Ray Charles Singers, Command

East of the Sun/Misty (easy listening)
Paradise/My Old Flame (easy listening)
For All We Know/I'm Over Here (easy listening)
My Ideal/Don't Blame Me (easy listening)
Goodbye/Embraceable You (easy listening)

San Antonio Rose, Ray Price, Columbia

San Antonio Rose/A Maiden's Prayer (country)
My Confession/Whose Heart Are You Breaking Now? (country)
Home in San Antonio/Bubbles in My Beer (country)
The Kind of Love I Can't Forget/Time Changes Everything (country)
You Don't Care What Happens to Me/You Don't Love Me (country)

Angott Instruction Seminar Draws 50 Detroit Operators, Servicemen

DETROIT—Almost 50 local operators and servicemen were joined by five service employees of the Angott Distributing Company here at a recent two-day service seminar.

Instruction in techniques of electrical and mechanical component service was given by Hank Peter and C. B. Ross, Wurlitzer field service engineers.

Representing Angott at the sessions were Carl Angott, president, and Harold Christianson, general manager. A similar seminar is scheduled this fall.

Angott personnel attending the classes included: Andy Nazelli, Roland Bungay, Ernest Valente, Joe Milazzo and Joe Harper.

Detroit operators and servicemen were Bill Vankoughnet, Dominic Mazzara, Leo Morse, David Fan-

ale, Joseph Carta, Robert Wiggins, Jim Schupfer, John Styles, Clarence Henyard, Will Johnson, James Menzie, Larry Stellar and Albert Valente.

Out-of-town operators were Dave Shoptaw, Dearborn; Wayne Pressley, James Silman, Tim Shank and Tom Wiggins, all of Kalamazoo; George Scheerer, Bay City; Alfred Turner, St. Clair Shores; Kenneth Roe and Clarence Wickshore, both of Flint; Victor Muscat and Frank Krumm, both of Novi; Russ Schaffer, Grosse Ile; Sid Weaver and Don Cochrane, both of Almont; Harold Naughtin, Saugatuck; Willard Pierce, Battle Creek; William Van Gessel and Ed Roodvoets, both of Grand Rapids; Fred Zemke, Ann Arbor; Conrad Sherman, Jack-

(Continued on page 50)

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operated music firm here, a leadership established far back in the automatic piano era, before juke boxes.

Vincent A. Meli, operating an extensive juke box route as the Meltone Music Company, has moved his operating headquarters to Grand River Avenue, in an area that is becoming a coin machine office center. The building it formerly occupied is being razed for new project plans. Meli's cousin, Angela Meli, was the subject of many columns of newspaper coverage this past week by writers, columnists and photographers when she decided on an unusual pre-wedding celebration. She was sponsor for admission of 1,000 children to the Ringling Bros. and Barnum & Bailey Circus during its appearance in Detroit.

Joe Auton, operating Michigan Midget Movies, probably the most diversified amusement route in this territory, has moved headquarters to West Seven Mile Road near Greenfield Road, in an attractive modern office building. Warehouse space has been decreased to provide more office area, with the main warehouse now operated at Novi, some 25 miles west of Detroit.

Marcel Algoet, who expanded from a route of grippers and scales into juke boxes and a diversified route of games, has branched out into operation in the resort areas of Michigan. He is now operating as Hockey Amusement. Algoet was formerly serviceman for Lynn Amusement Company, which took over the old-time Lemke Coin Machine Company, with an extensive resort area route operation, giving him a good background for this new area.

Arthur P. Sauve, head of A. P. Sauve and Son, has returned from a short trip to Florida where he sold property. He continues to maintain his home in Palm Beach, but missed his annual long stay there.

HAL REVES

West

DENVER DOINGS

Glen Pierce and Frank Huber of Century-Supreme Music Company, with locations scattered throughout the Denver area, are reaping a harvest through insisting on "air-conditioned premises or no location." Keeping machines out of non-air-conditioned stops during the summer is a long-established custom of Pierce and Huber.

Don Thorpe of Grand Junction, Colo., reports sale of his extensive routes along the Western Slope fruit belt. Thorpe will continue several smaller routes already included on the list. . . . With resort operations as far away as 100 miles from Denver, operator Ben De Garmo has become a phantom these days. Currently, he is averaging around 85 per cent of his time in the high mountain area. . . . Pete Geritz, of Mountain Distributors, is showing an apprehensive face these days. His 16-year-old son Jim bought a motorcycle.

Stan Bennett, of Sterling Colo., and his route supervisor, Gene Carroll, were in Denver recently buying additional equipment for Bennett's Eastern Colorado routes. A good, rainy spring has led to a lot of prosperity in that area. Don Hammer, Yuma, Colo., was another flatlands operator who agreed.

Mike Scavarda, Grand Junction, made one of his infrequent visits to the Colorado Capital recently, to add games and a new phonograph to his Western Colorado routes.

BOB LATIMER

LOS ANGELES LIP

Gary Sinclair, regional sales representative for the Wurlitzer Company, was in town from his home in Redwood City, to confer with John Scarvarda and Clayton Ballard in the company's new branch office. While here, Sinclair made a trip through the territory with Cliff Nugent, who recently joined the sales force. . . . Jack Leonard, head of the parts department at Badger-Seeburg, visited his father, Lou, at the Southern California Exposition and San Diego County Fair in Del Mar.

Sam Burdman and his son, Jim, operated Auto Photo machines at the Southern California Exposition in Del Mar. Zel Myers was the sketch artist but located in another section of the fair. Paul Clar and Jess Blake, who operated the machines and did sketching in the past, did not make the event. The company with which they were formerly associated was BBC Amusement Company, Inc., which is now a division of Automatic Coin Amusements of Oakland and headed by Henry Leyser.

The many friends of Jack Gutshall will regret to hear of the continued illness of his wife. . . . Bill Gray, vending sales representative at R. F. Jones Company here, is in Phoenix on a sales trip for three weeks.

SAM ABBOTT

AMI Appoints Distributors In 3 Regions

CHICAGO — Three Rowe-AMI phonograph distributors have been named to handle the full vending line produced by the manufacturer. They are Santone Sales, San Antonio, for South Texas; Roanoke Vending, Norfolk, for Virginia, North Carolina and East Tennessee, and Banner Distributing, Pittsburgh, for Western Pennsylvania.

Jack Harper, Rowe-AMI vice-president and general sales manager, said that with the naming of the three firms as full-line vending

Supermarkets

Continued from page 42

Though Levy is no longer on the Eastern Missouri vending scene, about a dozen local operators have followed suit with equally large machine layouts, usually with from eight to 10 machines involved, on a single stand, and often with low, conveniently locked compartments for reserve stock, tools, and replacement parts.

distributors, about two-thirds of all the company's distributors now handle vending as well as phonographs.

The San Antonio distributorship is headed by Louis Jamail, while Jack Bess is in charge at Norfolk and Harold Rosenthal manages Banner's Pittsburgh branch.

COINMEN in the news

Midwest

DETROIT DIGGINGS

Victor DeSchryver, long a leading figure in the music industry in Michigan, is now teaching at the University of Detroit. He was the second generation of his family to head the Marquette Music Company and its successor organizations, which was long the largest coin-

Joe Ash says . . .
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1-E-80	K-100E 495	2410S 550
Rock-Ola Each	K-200 635	2500S 725
1-1428	Continental 550	2510S 725
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222SH	625.00
VL200	295.00
V200	245.00

AMI

K-100	\$475.00
J-200	475.00
J-120	425.00
I-200	425.00
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COFFEE VENDORS

Stoner D-500	\$225.00
M-500 (Seeburg)	250.00
FB-500	425.00

KEENEY

Popcorn Vendor	\$295.00
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SEEBURG WALL BOX

3W1-100 Set Chrome	\$39.50
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Seeburg E-2	\$225.00
Seeburg EZXM	225.00
Seeburg 800E-1	199.50
Eastern Mark II	149.50
Eastern C10 & C12	69.50
Rowe 200, 2-Col.	174.50
Corsair, 20-Col.	174.50
Corsair, 30-Col.	225.00
Stoner, 15-Col.	125.00
National, 9-Col.	99.50
National, 11-Col.	149.50

SHAFER MUSIC COMPANY

Distributors of Seeburg Vending Equipment and Background Music Systems.

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Offices in CINCINNATI AND CLEVELAND

Baseball Balk in Disk Play

By DONALD LYONS

MINNEAPOLIS — Collections have perked up these past few weeks with best action shown on "Sealed With a Kiss," Brian Hyland on ABC-Paramount. Ops note that the only time business seems to fall off is during periods when big league baseball games are telecast. Then the juke boxes are turned off in favor of the TV sets. On the other hand, in-town vacationers have helped increase the collections at many neighborhood taverns.

Seeburg in Rome

Continued from page 41

control by foreign manufacturing or assembly.

Prestige Product

Furthermore, Gilbert takes issue with the theory U. S. producers must try to match European economy machines. In the future as in the past, Seeburg will promote its phonograph as a prestige product—and priced accordingly.

U. S. business generally is watching Seeburg's approach to Common Market trading. If successful, it could influence undecided U. S. firms to adopt Seeburg's "keep cool" approach toward trading community problems.

Seeburg's Common Market strategy is anything but casual, however. Gilbert has been putting intense work into sales promotion, which he believes is the real key to U. S. business success in the big trading market.

One Minneapolis operator said that his collections were about on a par with those of a year ago. A St. Paul operator said he had noticed a definite upturn in business.

Business at the one-stops continue to roll along. Ray Brown of Brown Bros., Inc., here, said that the following were getting the most calls: "Sealed With a Kiss"; "Swingin' Safari," with Billy Vaughn on

Dot; "Mr. In-Between," with Burl Ives on Decca; "Things," by Bobby Darin on Atco; "Fascination," with Gordon Jenkins on Time, and "It Started All Over Again," with Brenda Lee on Decca.

At Acme Music Company here, the best selling disks, as reported by Dick Morbitz, manager, were: "Sealed With a Kiss"; "Little Red Rented Rowboat," with Joe Dowell

Chi Crime Battler Backs Eastland Bill

CHICAGO — Support of the Eastland Bill was voiced last week by Virgil W. Peterson, operating director of the Chicago Crime Commission.

Praising those coin machine industry leaders who have supported the measure, Peterson said that the legislation would serve to clean up coin operations to the ultimate benefit of the industry and its reputation.

"But, of course, a law is not enough," he said. "It means something only if it is enforced."

A former F.B.I. agent and an arch foe of the Chicago underworld, Peterson recalled that the city always has been the virtual capital of coin machine production. He is broadly familiar with the industry and the various types of equipment made by the city's manufacturers.

Chicago has been purged of pay-

off gaming devices, he observed. But, he said, they are on locations in the suburbs.

That has been the distribution pattern of coin games since the days of slot machines, he recalled. The suburbs would be replete with the "mechanized desperadoes" while they would be scarce, if not nonexistent, in the city.

Denounced Ruling

The Commission has denounced the recent action of Superior Court Judge Donald S. McKinlay by which he ruled that possession of a federal gaming stamp is not prima facie evidence of violation of the State's gambling laws as far as pinball equipment is concerned.

McKinlay held, therefore, that a liquor license could not be revoked only because the permittee also held the \$250 federal tag.

"Why?" a Commission spokesman asked. "Because the Illinois

JULY 28, 1962

BILLBOARD MUSIC WEEK 49

Smash; "Breaking Up Is Hard to Do," with Neil Sedaka on RCA Victor; "Alley Cat," with Bent Fabric on Atco; "Roses Are Red," with Bobby Vinton on Epic, and "Wah-Watusi," by the Orlons on Cameo.

Jim Christiansen of Jim's Record Shop, St. Paul, listed the following as his top sellers: "Mr. In-Between"; "Ahab the Arab," with Ray Stevens on Mercury; "Above the Stars," with Acker Bilk on Atco; "Devil Woman," with Marty Robbins on Columbia, and "Sealed With a Kiss."

Tom Prenevost, office manager

Miss Sheila Slifer Wed

DOWNERS GROVE, Ill. — Sheila Yvonne Slifer and Alfred McLean Moore were married Sunday (21) at the First Baptist Church here. Miss Slifer is the daughter of Mr. and Mrs. O. L. (Bob) Slifer. Her father is executive director of the National Coin Machine Distributors Association. Following the ceremony, a reception and dinner was held at the Crossroads Restaurant, Warrenville, Ill.

Supreme Court in a decision favorable to the criminal element has held that pinball machines are not gambling devices, this in spite of the fact that the United States Supreme Court has held that they were, in fact, subject to the gambling device tax. Therefore, the door for the criminal syndicate to force its pinball machines into taverns and clubs has been opened up again . . . thanks to an unrealistic ruling by Illinois courts."

at All-Record Sales here, said that he had been getting the best action with "Roses Are Red"; "Breaking Up Is Hard to Do"; "Sealed With a Kiss"; "Let's Go," with the Routers on Warner Bros., and "Alley Cat."

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GOTTLIEB'S NEW Cover Girl

with the new Split Target Skill Feature . . . a real honey!

For Details See Page 50. For Profits—ORDER TODAY!

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KEWPIE DOLL • FOTO FINISH
OKLAHOMA • FLYING CIRCUS
SHOW BOAT • LANCERS
CORRAL • BIG CASINO
SITTIN' PRETTY • LIGHTNING BALL
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WEEK'S BEST BUYS!

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YOURS for Extended Play

Williams FRIENDSHIP "7"

with ADD-A-BALL feature

Plastikote finish long life playfield resists wear.

New METAL POLISHED CHROME FLIPPERS
LOCATION TESTED for PROFITS!

Single Coin Chute

New way to get EXTRA BALL
match letter on reel with lit playfield letter and hit the target.

TARGET scores 100 points
ADVANCES REEL

Locked Cash Box
Slug Rejector

Starts Player with 5 balls—skill shots add extra balls!

- ★ MAKING NUMBERS 1 to 4 adds extra ball.
- ★ HIGH SCORE adds extra ball.
- ★ Ball thru MOVING GATE good for 100 points. When gate is lit, good for 100 points.
- ★ 4 ADVANCE BUMPERS.
- ★ 8 counter rebounds advance reel or letters on playfield.
- ★ Four 10-Point (when lit) Jet Bumpers.
- ★ 2 Automatic Kickers at bottom.
- ★ 2 Flippers.

Order FRIENDSHIP "7" now!

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BUY THE BEST—BUY WILLIAMS

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.

Angott Seminar

• *Continued from page 47*

son, and Wally Ukrainec, Whitmore Lake.
Also, Fred Hunt and Jerry

Mandt, both of Muskegon; Santo Sicuso, Monroe; Joe Palino, Port Huron; Edward Bannen, Roscommon; Ralph Cassell, Lansing; Marshall Gerling, Muskegon; Dave Walker, Saginaw, and Edward Oliver, Pontiac.

EUROPEAN NEWS BRIEFS

• *Continued from page 47*

petition in the games field, a fact reflected by the large importation of U. S. games. Some of Germany's leading producers are convinced that the lushest market lies in games, especially sophisticated electronic games keyed to space-age achievements.

Seeburg Gears for Parts System

CHICAGO—Seeburg Sales Corporation has set up a complete juke box, vending and background music parts center in Antwerp, Belgium, first step in what will ultimately be a comprehensive parts distribution system for the continent. T. H. Burrows, national parts and accessories sales manager, who just returned from a six-week European tour, said that because of increased activity in Seeburg's export activities, the firm has felt the need for more immediate availability of parts to all continental countries. Burrows said Seeburg's parts merchandising program will presently include all European and Great Britain markets. The goal is to make possible overnight deliveries to all Seeburg offices.

Buffalo Faces Big Legal Quandary

• *Continued from page 43*

all items are of equal value and that a variety of items are put in each machine because children want a varied collection and that they also like to trade trinkets.

Element of Surprise

They also argue that the child is surprised with the item he receives and that this surprise is a source of pleasure. Also, the visible difference among items is insignificant and that, as far as the child is concerned, there are no winning or losing items.

These are the points which will be emphasized at the hearing by William B. Mahoney, Campbell's attorney.

The Buffalo Evening News seems sympathetic with the operator. A report from that publication noted that "all the gifts in the machine are basically similar, and you know exactly—within narrow

limits—what you are going to get for your money."

The reporter added that he "inspected the seized machines, then located a similar one in a downtown variety store. A display card in it showed the five varieties of black rubber-molded animals it contained."

The reporter then said he "deposited five dimes, got in return five opaque plastic capsules. Opened, they contained two rodents, two spiders and a rubber snake."

"(The reporter) missed out on the rubber lizzard and the rubber crab. Which is why the Police Department insists they're gambling devices—you're no surer of getting exactly what you want than when you buy a box of caramel corn containing prizes.

"For less venturesome young-

27 Machines

• *Continued from page 42*

machines, plus a unique, separate gym and "personal care center" for women customers.

Vended products include peanuts, gum, Hersheyettes, tab gum, candy corn, jelly beans and novelty mix.

The extensive line-up of vending machines are there because owner J. B. McKelvey, seeking to provide as many services as possible for his customers, got in touch with each vendor, and invited him to install specific types of machines. Every vending machine which was on location at the opening of the plant two years ago is still there, and is still showing a steady profit.

Exhibition Set

• *Continued from page 42*

launching with the vending cycle.

Also to be shown are the various bulk gum models, tab and packaged gum units and stamp machines.

Northwestern will display its optional nickel mechanism which allows three complete turns of the dispensing wheel for 5 cents and its Showcase stand in heavy gauge, chrome-plated steel tubing in three sizes to accommodate four, six or eight machines.

sters, there were the traditional licorice, or lemon balls, or gum balls.

"Come to think of it, some of those gum balls had yellow coatings, and some blue, and some red, all mixed together in the machine. You never could be sure of what color you'd get."

"Profit-Makers" From
chicago coin

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GOTTLIEB'S COVER GIRL

NEW! SPLIT TARGET SKILL FEATURE!

6 WHITE ROLLOVERS LIGHT TOP ROW OF "COVER GIRLS" IN LIGHT BOX

6 RED ROLLOVERS LIGHT LOWER ROW OF "COVER GIRLS" IN LIGHT BOX

TOP CENTER ROLLOVER LIGHTS NEW "SPLIT TARGET"

See these features demonstrated at your distributor:

- Lighting upper or lower row of "Cover Girls" scores special.
- Lighting all "Cover Girls" lights side holes for 1, 2 or 3 specials.
- When split target is lit, red half spots red rollovers and lights corresponding "Cover Girls"; white half spots white rollovers and "Cover Girls."
- Rotating light pop bumpers score 10 points when lit.
- Match feature.
- Sparkling stainless cabinet trim.

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It's Always Profitable to Operate Gottlieb Games!

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

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Moon River and Other
Great Movie Themes
(Columbia)

WYNONA CARR
Wild, Wonderful Wynona
(Reprise)

Week of July 30—

**DUKE ELLINGTON/
COUNT BASIE**
First Time
(Columbia)

HANK THOMPSON
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(Capitol)

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When you put your money *in*, you want some assurance you can get it *out*. A home, a car, a phonograph—it goes for all of them. You want the best value while you've *got* it, and the highest "blue book" value when you *trade* it. Seeburg has long built in these values. A quick check on re-sale prices is proof. In the new SEEBURG DIRECTIONAL STEREO phonographs for 1962, Seeburg is delivering such values today. Everything that's good for your future business is built into them—everything except fast depreciation.

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