

July 14, 1962

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

BILLBOARD
MUSIC WEEK
PAGE ONE RECORD

SINGLES

★ NATIONAL BREAKOUTS

No Breakouts This Week.

★ REGIONAL BREAKOUTS

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

- MAMA, HERE COMES THE BRIDE . . .**
Shirelles, Scepter 1234 (Ludix, BMI) (New York)
- BABY SITTING BOOGIE . . .**
Ralph Bendix, ABC-Paramount 10340 (Reis, BMI) (Milwaukee)
- REAP WHAT YOU SOW . . .**
Billy Stewart, Chess 1820 (Arc, BMI) (Pittsburgh)
- THEME FROM A SUMMER PLACE . . .**
Dick Roman, Harmon 1004 (Witmark, ASCAP) (Milwaukee)
- SURFIN' SAFARI . . .**
Beach Boys, Capitol 4777 (Guild, BMI) (Detroit)
- POOR LITTLE PUPPET . . .**
Cathy Carroll, Warner Bros. 5284 (Aldon, BMI) (Seattle)

NEW ON THE HOT 100

80. **BEN CRAZY . . .**
Dickie Goodman & Dr. I. M. III. Diamond 119
85. **BRING IT ON HOME TO ME . . .**
Sam Cooke, RCA Victor 8036
87. **ABOVE THE STARS . . .**
Mr. Acker Bilk, Atco 6230
88. **WHAT'S A MATTER BABY . . .**
Timi Yuro, Liberty 55469
89. **ALL NIGHT LONG . . .**
Sandy Nelson, Imperial 5860
92. **THE BIRD MAN . . .**
Highwaymen, United Artists 475
94. **KEEP YOUR HANDS IN YOUR POCKETS . . .**
Playmates, Roulette 4432
95. **A TASTE OF HONEY . . .**
Martin Denny, Liberty 55470
97. **RINKY DINK . . .**
Dave (Baby) Cortez, Chess 1829
98. **THEME FROM HATARI . . .**
Henry Mancini, RCA Victor 8037
99. **LA BOMBA . . .**
Tokens, RCA Victor 8052
100. **A MIRACLE . . .**
Frankie Avalon, Chancellor 1115

ALBUMS

★ NATIONAL BREAKOUTS

MONO

POT LUCK, Elvis Presley, RCA Victor LPM 2523
LOVERS WHO WANDER, Dion, Laurie LL 2012

STEREO

POT LUCK, Elvis Presley, RCA Victor LSP 2523
BASHIN'—THE UNPREDICTABLE JIMMY SMITH, Verve V6-8474

★ NEW ACTION LP'S

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

MONO

- BOBBY VEE MEETS THE CRICKETS . . .**
Liberty LRP 3228
- IT KEEPS RIGHT ON A-HURTIN' . . .**
Johnny Tillotson, Cadence CLP 25088
- A BOBBY VEE RECORDING SESSION . . .**
Liberty LRP 3232
- HATARI! . . .**
Henry Mancini, RCA Victor LPM 2559
- WORRIED MIND . . .**
Ray Anthony, Capitol T 1752
- MILLION SELLERS BY FATS . . .**
Fats Domino, Imperial LP 9195
- I CAN GET IT FOR YOU WHOLESALE . . .**
Original Cast, Columbia KOL 5780
- THE MANY MOODS OF FERRANTE & TEICHER . . .**
United Artists UAL 3211
- LOVER PLEASE . . .**
Clyde McPhatter, Mercury MG 20711
- BRAVO GIOVANNI . . .**
Original Cast, Columbia KOL 5800
- FROM ME TO YOU . . .**
Connie Stevens, Warner Bros. W 1431
- SHE CRIED . . .**
Jay & the Americans, United Artists UAL 3222
- IT'S TRAD . . .**
Kenny Ball & His Jazzmen, Kapp KL 1285
- SHELLEY . . .**
Shelley Fabares, Colpix CP 426
- THEME FROM BEN CASEY . . .**
Valjean, Carlton LP 143

STEREO

ORIGINAL MOTION PICTURE HIT

- THEMES . . .**
Various Artists, United Artists UAS 6197
- HATARI! . . .**
Henry Mancini, RCA Victor LSP 2559
- ROMAN GUITAR, VOL. II . . .**
Tony Mottola, Command RS 836 SD
- DAVE GARD & THE WHISKEY HILL SINGERS . . .**
Capitol ST 1728
- VINCENT EDWARDS SINGS . . .**
Decca DL 74311
- NEW ON THE TOP LP'S**

NEW ON THE TOP LP'S

MONO

116. **POT LUCK . . .**
Elvis Presley, RCA Victor LPM 2523
119. **LOVERS WHO WANDER . . .**
Dion, Laurie LL 2012
132. **DRUMMIN' UP A STORM . . .**
Sandy Nelson, Imperial LP 9189
136. **POPS ROUNDUP . . .**
Boston Pops Orch. (Fiedler), RCA Victor LM 2595
146. **I'M THE GREATEST COMEDIAN IN THE WORLD ONLY NOBODY KNOWS IT YET . . .**
Jackie Mason, Verve V 15033

STEREO

33. **POT LUCK . . .**
Elvis Presley, RCA Victor LSP 2523
50. **BASHIN'—THE UNPREDICTABLE JIMMY SMITH . . .**
Verve V6-8474

Across-the-Board Product New Note In Singles Streak

Most areas of the country continued to enjoy good to excellent singles business last week, continuing the hot streak that has boosted the summer singles business so far to the best in the past three years. In some areas dealers reported that business for the past few months was up as much as 40 per cent at singles counters. An added note was that hot singles sellers were popping up in all categories—country and western, pop, r.&r. and r.&b.

LP's appeared to be off as against the same period last year, though there were a number of hot albums that were racking up sock sales. In a few cities LP's showed a strong pickup last week, like Los Angeles, Atlanta and St. Louis.

In addition to the hot sellers, such as Elvis Presley's "Pot Luck" and Dion's "Lovers Who Wander," there was burgeoning action on some new releases that looked as if they were on their way to the big time. They included Johnny Tillotson's "It Keeps Right On A-Hurtin'," on Cadence; "All the Hits," with Bobby Rydell on Cameo, and "Shelley," with Shelley Fabares on Colpix.

Cities where singles were strong included Los Angeles, Houston, Dallas, Seattle, Chicago, Pittsburgh, Memphis, Miami, Atlanta, Detroit, Baltimore, St. Louis and Washington.

C.&W. Disks Making Coin in Denver

DENVER—Strong-selling product was responsible for a general rise in business in this area during the last two weeks. The amount of increase varied, with some dealers and distributors reporting 15 to 40 per cent jumps over last year's sales for the same period.

Country and western material was taking a healthy chunk of the total coin, with the new singles by Bobby Bare ("Shame On Me," RCA), Marty Robbins ("Devil Woman," Columbia) and Wanda Jackson (Capitol) all doing extraordinary business. Special deals on c.&w. material was accounting for some of this brisk action. But this area is generally considered strong for country disks anyway, and an abundance of good ones usually perks things up.

An interesting sidelight on the Robbins disk, which is only a year or two old, is that juke box operators were first to get excited about the side. The ops, for some reason, ordered in larger than usual amounts—days before the record ever got on the air.

Among some of the newer sides showing well are: "If I Should Lose You," the Dreamlovers; "Afraid of Heartache," Ira Allen on Renegade; "Party Lights," Claudine Clark; "My Daddy Is President," Little Jo Ann; the three new George Maharis records, and James Brown's "Shimmy and Shout" on King.

Discounting is rampant in town, with local distributors feeling the effects of transshipping and rackers buying from out-of-State. The credit situation was also a matter for concern. Three dealers closed up shop in the past few weeks.

Now One-Stops Want Organization

PHILADELPHIA—"Everybody seems to be getting into the organization in the record business and I think the one-stops should have one too," says Irv Perlman, partner at I. J. Morgan, leading Quaker City one-stop.

Commenting on the business scene here, Perlman said that the consensus is that sales, particularly in singles, are especially good.

"But maybe with our own one-stop organization, we could make the business even better," he added.

Other sources also backed up the report of healthy singles sales. One distributor spokesman said: "Whenever you have a real big single, it gets people into the stores. We've had just such a big single in Bobby Vinton's 'Roses Are Red.' And now we're getting about the same kind of terrific reaction on the new Vinton LP."

Also creating local activity were "A Wonderful Dream,"

(Continued on page 8)

150 Best Selling MONAURAL LP's

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

Table of 150 monaural LPs with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'MODERN SOUNDS IN COUNTRY & WESTERN MUSIC' and 'WEST SIDE STORY'.

Table of 150 monaural LPs (continued) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'OLDIES BUT GOODIES, VOL. I' and 'CARNIVAL'.

Table of 150 monaural LPs (continued) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'HEAVENLY' and 'A TOUCH OF VELVET'.

50 Best Selling STEREO LP's

Table of 50 best-selling stereo LPs with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'WEST SIDE STORY' and 'MODERN SOUNDS IN COUNTRY & WESTERN MUSIC'.

THE MERCURY HOT LINE



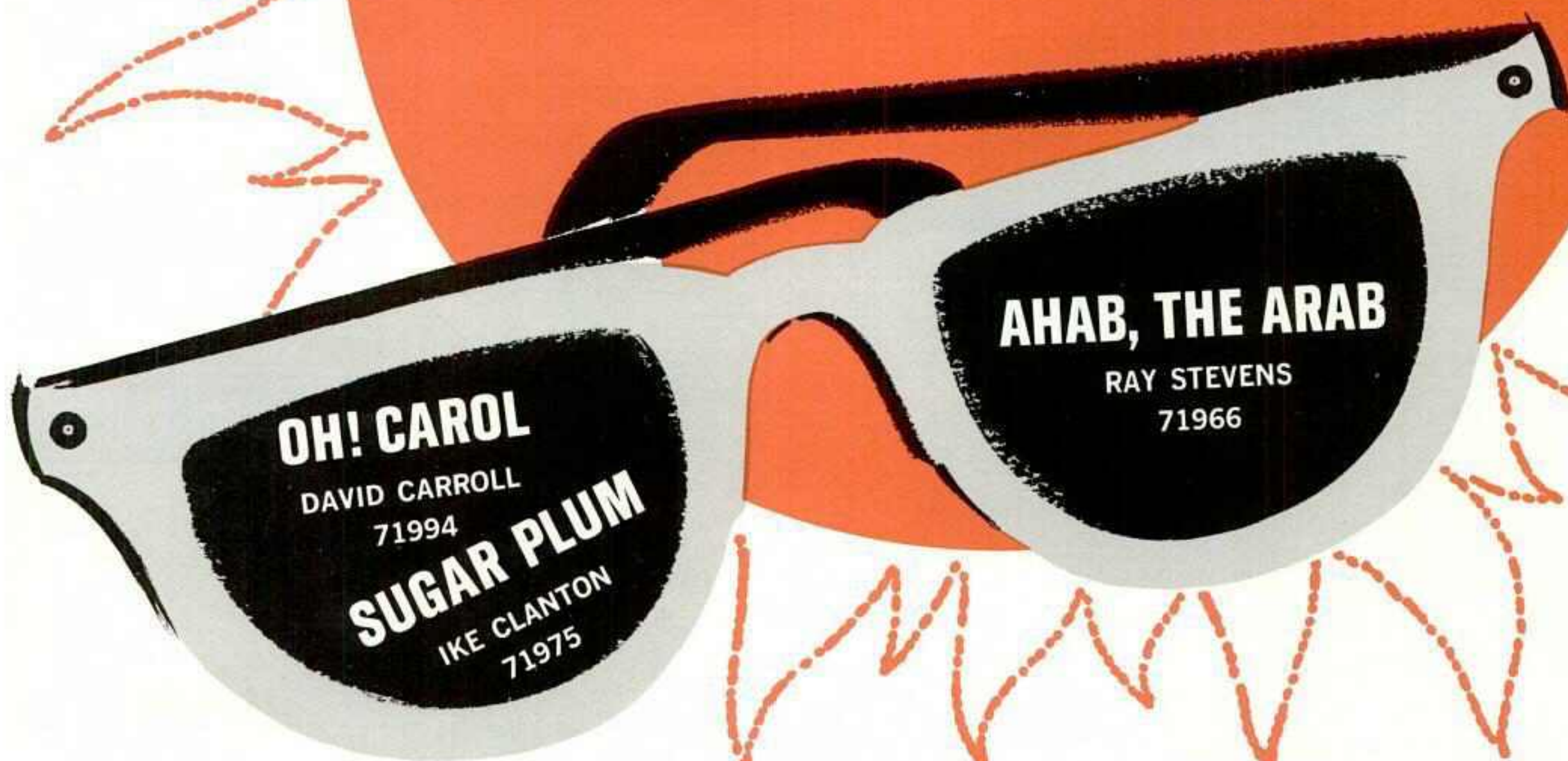
Get with it for **HOT SALES** all summer long!

LITTLE BITTY PRETTY ONE
CLYDE McPHATTER
71987

A TASTE OF HONEY
QUINCY JONES
72012

THREE FOOLS / BOYS' NIGHT OUT
PATTI PAGE
72013

SUMMER THEME
HERMAN CLEBANOFF
72004



OH! CAROL
DAVID CARROLL
71994
SUGAR PLUM
IKE CLANTON
71975

AHAB, THE ARAB
RAY STEVENS
71966

NEW AND DUE to rise and shine soon

Land of No Love
JOSH WHITE, JR.
72007

Cold, Cold Heart
GEORGE JONES
72010

Chained To A Promise
MARGIE SINGLETON
72002

**The Golden Twist/
Tippin' In**
SIL AUSTIN
71977

Meadowland
JOSE MELIS
72006

**Tennessee Waltz/
Window Up Above**
DAMITA JO
72019



STAR PERFORMERS—Selections registering greatest upward progress this week.

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

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 34 songs including 'ROSES ARE RED', 'THE STRIPPER', 'I CAN'T STOP LOVING YOU'.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 35-64 including 'BONGO STOMP', 'STRANGER ON THE SHORE', 'WEST OF THE WALL'.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 65-100 including 'DOCTOR BEN BASEY', 'FOLLOW THAT DREAM', 'WHY'D YOU WANNA MAKE ME CRY'.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical listing of songs from the Hot 100 chart, including 'Above the Stars', 'Ahab the Arab', 'All Night Long', etc.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'LIFE'S TOO SHORT', 'LITTLE YOUNG LOVER', 'BABY ELEPHANT WALK'.

Dot's 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

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
		(The Original) So Rare/ Jay Dee's Boogie Woogie #16371	JIMMY DORSEY

BEST SELLING ALBUMS

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



"THE NATION'S BEST SELLING RECORDS"

A Year the Singles Won the Pennant

NEW YORK—The spring and summer of 1962 may go down as the biggest period for singles in a almost three years. Singles sales for the past few months, starting in May, have been on a solid upgrade, sparked by a flock of strong new sides.

While this has been taking place, album sales, which for the past few years have almost always been on an upward curve, have dropped off a bit. The increase in sales of singles and the decline in album sales have confounded many traders who just a year or so ago were saying that the singles business was on its last legs. It also has given heart to another group of traders who long have claimed that the singles business was the most profitable part of the entire industry.

Majors, large indies and small indies, have benefited by the singles sales rise. Victor, for instance, has shown a 55 per cent increase in its singles sales over the May and June, starting May 12 (BMW, June 30). And Victor did not include the Elvis Presley EP disk in its singles tally, regarding the EP as an album item. Victor has been very hot in the singles field for the past three years, so the increase in sales is a major one for the firm.

Everybody's Swinging

In addition to Victor, a raft of labels have shown healthy singles sales during the spring and so far this summer. They include Liberty, Kapp, Cameo-Parkway, Warner Bros., Colpix, ABC-Paramount, Columbia, and its subsidiary, Epic; Wand and Scepter, Atlantic and Atco, Mercury, Decca, Tamla-Motown, MGM, Dot, United Artists, Hi, Imperial, Capitol, Roulette and Del-Fi.

During April, May and June some of the biggest hits of the year have been spawned. These include Ray Charles' fabulous "I Can't Stop Loving You," which is reported past the 1,500,000 mark in sales; "Lovers Who Wander," by Dion; "The Stripper," by David Rose; "A Steel Guitar and a Glass of Wine," Paul Anka; "Palisades Park," with Freddie Cannon; "Playboy," the Marvelettes; "Johnny Get Angry," Joanie Sommers, and "Roses Are Red," Bobby Vinton.

Also there are "Gravy," Dee Dee

File Suit Over 'Les Liaisons' Sound Track

NEW YORK—The Charlie Parker Music Company has filed suit in New York Supreme Court over the sound track of the flick "Les Liaisons Dangereuses." Suit was filed against Rayven Music, Duke Niles, Ray Ventura, Marcel Romano, De Saphrene Film Music, Fontana Records, Columbia Records, and Epic Records. Suit claims that the music in the sound track was penned by Duke Jordan, and that the defendants were not authorized to use the Jordan compositions. The plaintiffs asked for damages of \$500,000, plus the plaintiffs being named owners of the rights to the tunes.

The defendants denied all allegations and claimed that they were assigned the tunes by Jordan in 1959. Epic Records issued an album "Les Liaisons Dangereuses" a few months ago.

Sharp; "P.T. 109," Jimmy Dean; "Old Rivers," Walter Brennan; "It Keeps Right On A-Hurtin'," Johnny Tillotson; "Snap Your Fingers," Joe Henderson; "Sealed With a Kiss," Brian Hyland; "Cindy's Birthday," Johnny Crawford; "Wolverton Mountain," Claude King, and Neil Sedaka's biggest hit in a long time, "Breaking Up Is Hard to Do."

Many reasons have been advanced for the increase in singles sales, but they all appear to have come about through hindsight. The most practical reason, according to the a.&r. men, is that the kids with the 77 cents in their pockets have decided to spend it on singles. Which leads to the other old but still so true cliché, there's nothing

BEDELL PAYS 4G FOR DOW MASTER

HOLLYWOOD — Dore Records President Lew Bedell last week paid \$4,250 for George Martola's master of the Dows doing "I Wanna Chance." The single was issued 10 days ago on Martola's Markay label, stirring enough reaction here to warrant Bedell's purchase. Martola has issued the disk only in this market, but it now will be distributed nationally by Bedell under the Markay banner. Martola's previous chart riders include the Shields in "You Cheated," and the late Jesse Belvin's first hit "Goodnight My Love."

wrong with the singles business that a good record won't cure. And right now there are a not of good records on the market.

FOREIGN PRODUCT HOT

Everybody's Making It Over Here in the States

By JACK MAHER

NEW YORK—Business is booming for foreign labels placing sides with American firms. Representatives for the overseas firms have placed two, three times and in some cases four times as many disk with U. S. firms in the first six months of this year as they did in all of 1961. A major part of the material is of the instrumental variety, but sides sung in English have been released by British, German, French and even Norwegian artists.

Just about every major and indie has had a foreign issue of some sort, with some of the labels dip-

ping into the overseas pot with both hands.

The sides do not necessarily have to be hits in their countries of origin either. In one case, Kapp Records released a disk, "Everybody's Got a Ya-Ya," by the Three Viscounts before the side ever got action on the English charts. The side was issued from the Pye label, which is represented here by International Television Corporation (ITC). The Kapp-Pye-ITC team has been doing particularly well with hit Kenny Ball disks. Mr. Acker Bilk's records, available through Atco here, have also been important sellers. Bilk's records are produced by Record Supervision, Ltd., London, and are leased throughout the world.

Bilk presents a singular problem, however, because he has recorded for so many different labels throughout his long career. Besides the Atco material, which is his latest, he has been released on Reprise, made available through Pye, and will soon be heard in a United Artists LP.

Number of Hits

Atco, through contacts with Metronome Records in Scandinavia, has had a number of strong sellers. Especially Jorgen Ingmann's "Apache" hit. The label is getting some action on a new instrumental obtaining through the same firm. "Alley Cat," by Bent Fabric. Bert Kaempfert, of course, is Germany's No. 1 U. S. seller released here through Decca, from the Polydor label.

While instrumentals are the easiest sides to place, vocals are another thing. Foreign tunes sung in the native language seem to be on the upswing on LP's, but not on the singles front. "Volare," by Domenico Modugno; "Seaman," by German star Lolita, and "Morgen," by Ivan Robic are past exceptions that come readily to mind. English artists like Lonnie Donegan have an inside track on the American market, but a number of Scandinavian artists are making a pitch for U. S. singles market with top disk acts singing in English. A Norwegian group, the Key Brothers, is available with "Candle of Fate" side (in English) on the Jamie label. Another Norwegian hit, "Violetta," has been released in English by an expatriate American, Ray Adams on the Laurie label from Fontana.

NFMC Backs Chicago Fair

CHICAGO—The World's Fair of Music and Sound, taking place in the new Chicago lake-front exhibition center, McCormick Place, this week got an assist from the National Federation of Music Clubs. The NFMC issued a call to its membership of 500,000 to make every effort to attend the fair, which will run here from August 31 to September 9.

Mrs. C. Arthur Bullock, NFMC president, indicated that the organization, comprised of 5,000 music groups, will have an exhibit at the fair.

Theodore Bikel has been signed to present a symposium on "The Music Educator and His Contribution to Musical America." Bill Gavin will handle another symposium on radio programming.

ARMADA Will Meet Rack Jobbers At Least Half Way, Heilicher Says

By REN GREVATT

MIAMI BEACH—"We want to meet rack jobbers and any other entity in the record business at least half way. But we are also interested in making a legitimate profit on our investment."

This was Amos Heilicher, newly elected president of the reconstituted ARMADA, now known as the American Record Merchants and Distributors Association. He was discussing the future of ARMADA at the conclusion of last week's convention here.

"We want a much closer relationship with the legitimate catalog dealer," Heilicher said. "The existence of our business depends on their purchases." About rack jobbers: "We want to do business with them, of course, but we also want to make a profit and we would oppose racks buying direct from manufacturers under any circumstances."

Troubled Areas

Heilicher then noted the existence of what he called "many troubled areas in the record business." "You've heard about them I'm sure. I mean places where there's excess discounting going on, transshipping, you name it. We propose to have mobile teams of trouble-shooters. Their job would be to go into such troubled areas and actually talk and negotiate with those causing the trouble. In effect, we would have our teams act as arbitration boards to try to settle the problems of a given market. If we can just get the parties to a dispute together, maybe we can make some headway."

"We also will encourage what some have called the local philosophy. That is, we hope that distributors in a given area can meet informally to discuss the problems of the distribution business. In some markets, this already is a fact and this kind of frank talk can only strengthen the distribution element of our business."

"I might say that there are a great many dealers who simply do not make the most of their opportunities. They can stop worrying about clubs because they are probably here to stay. But there are

a million gimmicks and ideas dealers can use to build their business and we'll try to help these dealers with a series of merchandising brochures, which we will initiate."

All Are Welcome

Commenting on the problem of membership, Heilicher declared, "We have a fine start toward a strong body. But we can always use new members and we want them, including some of those who did not show up at this convention. They are important to ARMADA and ARMADA is important to them."

"We also welcome all independent distributors, including those who handle major record lines. At the same time, we have to enroll all record companies, including the majors, as associate members of our organization. All major companies should be associate members, just as the smaller firms. Only in this way can we have a real forum for exchanging views on problems in the business."

In this connection, Heilicher also met here with Howard Judkins, president of the Society of Record Dealers of America (SORD), (see separate story). The two presidents agreed to the advisability of each organization becoming an associate member of the other. Plans to effect this arrangement were understood to be in the works.

Adults the Goal

"Frankly," said Heilicher, "our main goal is more business, and to do that I feel we have to do whatever we can to protect our profits and to get adults into the record habit. The cigaret manufacturers keep increasing their business because ciga- rets become a habit. Well, records should be a habit too. And by whatever means we can think of, we'll promote that idea."

Heilicher also reported results of an election of ARMADA's new board of directors. In addition to the new officer slate, the following will serve: Harold J. (Pappy) Daily, Houston; Jake Friedman, Atlanta; Carl Glaser, Buffalo; Al Sherman, Los Angeles; Henry Droz, Detroit; Bud Lampe, St. Louis, and Bill Shockett, New York.

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EARLY DECISIONS SEEN IN FTC-COLUMBIA CASE

Both Sides Are Anxious To Avoid Long Battle

By MILDRED HALL

NEW YORK—Informed sources told **BMW** that the FTC monopoly complaint against Columbia Records is likely to wind up in an early decision, even with the anticipated appeals to higher courts. Both sides are anxious to avoid a long drawn-out battle and by tacit agreement all legal steps along the way are expected to be hastened to assure a final disposition during 1962. Past performances in cases of this sort indicate that there will be expeditious handling and a speedy ruling.

WASHINGTON—The Columbia Record Club and its parent firm, CBS, were charged last week with monopoly practices and illegal suppression of competition in a no-holds-barred complaint by the Federal Trade Commission. The complaint also accuses CBS of deceptive pricing and savings claims in advertising the LP records dispensed through the club. FTC says the danger of monopoly goes beyond the club, and beyond LP's, into retailing of "all records" in the U. S.

Record clubs as such are not under attack by the complaint. The FTC thrust is mainly at the Columbia Club practice of sewing up other labels in allegedly restrictive contracts. The contracts are held to be unfair to retail dealers and to competing clubs such as RCA Victor and Capitol, which use only their own product. The practice is also held unfair to other mail-order or potential mail-order selling to consumers.

Must Walk Chalkline

Although RCA Victor and Capitol clubs did not switch to a multi-label set-up as CBS did in 1958, three years after the 1955 launching of the club, they will have to

Gratified, Says SORD Head

HOLLYWOOD—Society of Record Dealers' President Howard Judkins Sr. last week said he was "gratified" to see the Federal Trade Commission's anti-trust action against the Columbia Record Club. "We feel that this action by the FTC will fill the vacuum created when the dealers withdrew their own suits against the record clubs," Judkins said.

A suit by Disk Record dealers and supported by SORD against the three major labels who own and operate record clubs was finally dropped earlier this year. The suit hinged on the charge of price discrimination that the manufacturers were selling direct (through their clubs to the consumer) at prices less than the dealers could afford to retail the same product. The dealers dropped their three-fold legal battle and the record companies agreed to help pay off some of the legal costs incurred by the merchants.

Last week Judkins, in a speech before the New York Association of Record Dealers (ARD) said: "We assumed from an article we saw in **BMW** last October that the FTC was conducting an investigation into clubs. It was our feeling that if this inquiry resulted in complaints against any or all of the clubs, with the federal government ment, with its financial resources, would, in effect, take over our fight for us."

walk a chalkline to avoid FTC charges of monopolistic or advertising violations, as cited in the Columbia complaint, FTC spokesmen pointed out.

Prospects are for a gruelling legal contest between CBS, whose Columbia Records division is called the "largest manufacturer of phonograph records in the U. S.," and the agency. An initial hearing date, subject to change, has been set for August 12, 1962, at the FTC's Washington headquarters. Further hearings would more than likely be held outside of Washington, chiefly in New York, FTC staffers note, if CBS continues to contest the complaint.

The investigation of the record club and the whole structure of the record industry has been going on for about two years at the FTC, and was begun by FTC Chief Project Attorney Samuel L. Williams. Bureau of Restraint of Trade attorneys working on the case are Richard Lavine, Peter Dias and Morton Needelman.

FTC Complaint

The FTC complaint shows that the Columbia Record club sales, pushed by "extensive promotion" and "wide choice" of product, received their big impetus in 1958 when CBS entered into exclusive
(Continued on page 10)

POINT BY POINT IN GOVT. CHARGES VS. RECORD CLUB

WASHINGTON—Here, in detail, are the Federal Trade Commission's findings on the restrictive contractual arrangements allegedly made by Columbia Record Club in exclusive licenses with other labels, as contained in the agency's complaint against CBS and its club last week (see separate story):

Exclusivity provisos of all licensing agreements except that with Vanguard, preclude the labels from selling any of their product by direct mail to consumers, or from letting any third party sell them by direct mail to consumers.

Licensors to the Columbia club may produce records identical to club product and sell them directly or indirectly to dealers, but:

1. The licensor is restricted as to release dates of records duplicating the club product in distribution to dealers, direct or indirect.
2. The licensor agrees not to offer duplicate of club disks "for sale (to distributors) at distress prices."
3. The price at which the club sells records manufactured from certain of the licensed masters "shall be not less than the price at which a similar recording on the "Columbia label" is being sold by the club.
4. The licensor agrees not to reduce the suggested list price of his LP's "for sale through normal retail channels" without giving six months' written notice to CBS.
5. The licensor agrees not to sell to certain specified subscription method sellers.

Additionally, FTC says the agreements provide that no royalty shall be payable with respect to records distributed to members of the club as a result of an enrollment offer, or those distributed as "bonus" or "free" records. Also, licensors must "recognize" that CBS policy is to pay no more than half of customary artist royalty with respect to records sold by the Club, and the licensors agree "in general" to conform to this policy. Licensed product must bear original label and jacket when distributed through the club.

Taking a look at the record industry as a whole, the FTC
(Continued on page 12)

Columbia Firm Denies Charges

NEW YORK—Columbia Records and the Columbia Record Club denied charges by the Federal Trade Commission that certain practices and activities of Columbia Records and the Columbia Record Club violated the Federal Trade Commission Act.

A statement issued by Goddard Lieberman, Columbia Records president, said that the activities of Columbia Records and the Columbia Record Club had been fully reviewed and approved by counsel.

The statement went on to say: "The Columbia Record Club, established in 1955, was a pioneer in the sale of records by mail order. It has enabled the public to buy the finest records conveniently by mail, just as the public buys books and other articles. By making its facilities, personnel and membership available to a number of smaller competitive manufacturers, the Columbia Record Club has given broad exposure to the products of competitive manufacturers and to their recording artists, and has stimulated the sales of records of competitors through both club and retail channels.

"The club's advertising has not been unfair or misleading and has been in accordance with advertising claims traditionally used in mail order sales. The pricing practices of the club have not resulted in retail dealers paying higher prices than club members.

"The record business continues to be one of the most competitive in the country, and the general public has benefited as a result.

"Columbia Records and the Columbia Record Club have stimulated that competition effectively and fairly and have not engaged in monopolistic practices or suppressed competition in the record industry."

The decision involved the extension of more favorable prices to chain stores than to independents by the Borden Company and the Bowman Dairy Company of Chicago. More favorable pricing in such a case is only legal on the basis of "cost justifications," that is, when the cost of doing business with a chain is markedly lower than that of business done with independents.

A trial court had upheld the contention of the dairies because "most chain stores do purchase larger volumes of milk than do independents." The Supreme Court, in a 7 to 1 decision, reversed the lower court.

Justice Clark held that "such a grouping for cost-justification purposes, composed as it is of some independents having volume comparable to, and in some cases larger than, that of the chain stores, created artificial disparities be-

(Continued on page 12)

Recent Legal Rulings in Other Fields Spotlight Road Ahead for Disk Industry

By REN GREVATT

NEW YORK—A Federal Trade Commission complaint lodged against Columbia Records and CBS last week in connection with various aspects of the operation of the Columbia Record Club, is the latest in a series of recent legal developments which have occupied the attention of the disk industry.

These developments, involving both the courts and the FTC, have to do with the use in sales promotion of the so-called list price, pricing policies which tend to favor chain retail operations over independent dealers, and allegedly discriminatory co-op advertising allowances to retailers by manufacturers. All these developments are regarded by lawyers and music business execs as having potentially far-reaching applications in the record field.

The use of list prices as factors of comparison in advertising, which in fact is one of the numerous aspects of the FTC's complaint against Columbia, has been the subject of several recent FTC decisions with regard to manufacturers in other fields.

The most recent of these is the so-called Regina case, involving a New Jersey manufacturer of floor cleaning electric brooms. The Commission had investigated a practice by the manufacturer of pre-ticketing merchandise with what was identified as a list price. This alleged list price was then crossed out with another lower price substituted. The FTC investigation revealed that the pre-ticketed price was not in effect the average selling price of the item in a given area.

Not the Price

In a majority decision rendered by the full Commission, it was held that the pre-ticketed price was not in effect the "usual and customary" price and the manufacturer was directed to "cease and desist from supplying to or placing in the

hands of any distributor or retailer any tabulation of figures, sales literature or price lists or other material containing manufacturers' list prices, manufacturers suggested list prices, suggested retail prices, or suggested retail prices when said respondent (Regina) knows or has reason to know that said figures are in excess of the prices which the items to which they refer are usually and customarily sold at retail in the trade area where the figures are supplied."

In an earlier case, the Commission also found that the Ray-X Company, a manufacturer of sun glasses, was in violation of the law, when it was shown to be pre-ticketing its merchandise at any price the retailer desired. Both these decisions, observers feel, may go far toward undermining the whole list price concept in the disk field.

Pricing Differentials

The matter of pricing differentials between chain store operations and independent retailers was the subject of a decision by the U. S. Supreme Court last week.

FTC Suggests Cease & Desist Order

WASHINGTON—The FTC included in its recent complaint against CBS and its subsidiary, the Columbia Record Club, a suggested wording for a Cease and Desist Order which could be issued against Columbia Records if the facts alleged by the agency complaint are confirmed.

Under the suggested order contained in last week's complaint, CBS and its subsidiary, Columbia Record Club, Inc., would be banned from licensing outside la-

els for club distribution and from discriminating between record buyers who sell at retail level.

The tentative wording of the order covers all eventualities in club licensing activities by going on to specifically prohibit each individual anti-competitive practice named in the complaint. (Should the time ever come when for any reason all record clubs, or mail-order distribution were permitted multi-label product, any unfair

competitive practices would be banned.)

Should the order emerge as worded in the addenda to the complaint, Columbia would be enjoined from: "Selling or causing to be sold, phonograph records manufactured, produced or distributed by respondents, to dealers, at prices which are higher than prices charged purchasers for whose business respondents and such dealers compete." And if the enjoining is

placed on sales by Columbia Records—it would apply equally to RCA Victor, Capitol and all other record manufacturers.

The proposed order—which would become effective only if and when the FTC wins its battle with CBS, possibly not only in agency action, but further through the courts—would also ban deceptive advertising via high alleged "retail" and "list" prices, or offers of savings to consumers on the basis of such suggested prices.

RCA Victor Distributes Now Swinging Wide And Wider in Handling Outside Labels

17 Wholesalers Deal Other Lines

NEW YORK—The takeover of outside record labels by RCA Victor indie distributors—sparked by the taking on of Mercury by Victor's Philadelphia distrib, Raymond Rosen & Company, last January—has swelled to the point where 17 Victor indie wholesalers are now handling outside labels. In recent weeks Associated Distributors in Indianapolis took on Warner Bros., and Mainline of Cleveland acquired the Mercury and Kapp lines.

Other Victor indie distributors also selling outside lines include J. A. Walsh of Houston with Liberty, Interstate Supply in Baltimore with Philips, Ohio Appliance in Cincinnati, Fidelity Electric in Seattle, McDonald Bros. in Memphis, Interstate Supply Company in St. Louis and Dulaney Manufacturers in Oklahoma City, all with Philips. Rosen in Philadelphia, in addition to Mercury, also has the London American group, and has just acquired Riverside.

The addition of outside lines has created a number of changes in the internal operations—and the external operations as well—of Raymond Rosen's record depart-

Goldmark in Own Business With Art Ripp

NEW YORK—Aaron (Goldie) Goldmark, colorful exec of the publishing fraternity, has left Imperial Records and Post Music to go into business for himself here. For nearly a decade, Goldmark had been associated with Moe Gale in the operation of Gale's firms, Sheldon, Shalimar, Sequence and Springfield. A year ago Gale sold out to Imperial Records president, Lew Chudd. Goldmark, at the time, remained with the firms and set up an office here for the Chudd interests.

With Goldmark's departure, Chudd is closing the New York office and moving his publishing operations to his main West Coast office. Meanwhile, Goldmark has opened Goldie Records, Inc.; Armada Music, Inc. (ASCAP), and Fredella Music, Inc. (BMI). Joining Goldmark in the new combine is Artie Ripp, who had been doing promotion and recording work for George Goldner's firms for three years.

The publishing interests are to be on a world-wide basis, and will be known as Goldmark Music, Ltd., in association with Chappell, Ltd. Goldie Records will also be released overseas but final distribution arrangements have not yet been made.

Distribution arrangements, which are described as having "angles never before achieved in the business," were completed by Goldmark and Ripp during last week's ARMADA convention in Miami Beach. There are 31 distributors in all.

Initial Goldie release is expected July 15. Meanwhile, three songs in the ARMADA firm are already on disks—"I'm the Playboy," by the Pyramids on Cub; "Let Me Be Your Boy," by Wilson Pickett on Cub, and "Bouquet of Flowers," by James Velvet on MGM.

Goldmark is president of all three firms; Ripp is vice-president.

BOB HOLT STAYS WITH VICTOR

NEW YORK—Bob Holt, Southern field man for RCA Victor, is not leaving the firm to go with Monument as reported last week (BMW, July 7). Monument was after Holt to join the firm but the field man has no intention of vacating his Victor slot.

ment. Paul Knowles, general manager of the record division there, has set up separate sales and promotion staffs, with one set of sales and promotion men handling Victor, the other sales and promotion group handling the Mercury, London and Riverside labels.

The separate staff pattern established by Rosen will probably be followed by other Victor distributors in key markets also handling outside labels.

Didn't Hurt Own Sales

According to Knowles, the taking on of other labels has in no way hurt Victor sales. In fact, says Knowles, Victor sales for May were up 40 per cent over the same month in 1961. And he says that his Mercury and London sales are strong, too.

Knowles also said that indie labels are now constantly coming to Raymond Rosen to see if they will take them on. Knowles said that his firm will take on additional lines from time to time, so long as they are lines with established people, either singles or LP artists.

Labels, especially those with large LP lines, are happy to get a chance to have their lines handled through a large distributor. This is especially true of Victor distributors, known to pay promptly and to have more-than-sufficient capital to handle a large LP label. Many labels feel that when they get a hit album or a hit single, a Victor distributor can do a job that only a few indie distributors can do as well. This is due, in part, to the Victor distributor's large sales staff. (There are, it is true, a couple of dozen indie distributors who do a volume business on the order of the Victor distributors.)

Competition Rougher

Victor distributor's taking on outside lines has caused a tougher competitive situation in the distributor field. Independent distributors who had key lines have occasionally lost them to a Victor distributor, or they have missed out on a new line, such as a Philips, which chose to go with a Victor distributor.

Victor indie distributors are the only major distributors currently seeking outside labels. Columbia branches, such as Capitol and Decca branches, only handle their own, or their subsidiary labels. Some Columbia indie distributors have separate companies to handle indie lines, for example, Heilicher Bros., in Minneapolis, owned by Amos Heilicher, who also owns Columbia-Midwest in the same city.

Maxin on European Tour

NEW YORK—MGM President Arnold Maxin will record Connie Francis in London, doing selections from Connie's new motion picture being filmed there: "Follow the Boys." Maxin is on a European tour visiting distributors and MGM affiliates in London, Hamburg and Greece.

Indie Firms Seek Spots With Victor

NEW YORK—With jazz assuming a more important role in the pop market, a number of independent labels specializing in jazz and in other specialty lines, have been attempting to get RCA-affiliated distributors to handle their product.

Bill Grauer of Riverside Records and its affiliated lines has been in the forefront in getting one or more of his labels associated with the Victor outlets. Raymond Rosen of Philadelphia is the latest to take on a Grauer line. Others who now handle one or more of Grauer's lines are D. & H. Distributing, Baltimore and Pittsburgh; Affiliated (formerly Krich-New Jersey), Newark; Fidelity Electric, Seattle; Huish Distributing, Salt Lake City, and Southern Wholesalers, Washington. In a separate division, H. R. Basford, Columbia's San Francisco distrib, also handles Grauer product.

DE LUXE JOB

Wonderland Series An Aid to Kiddies

NEW YORK—Wonderland Records will bring out a new series of de luxe packaged albums this month selling for \$3.98. The label, which is the children's record wing of Bill Grauer Productions and Riverside Records, is taking some of its most popular \$1.98 kiddie items and is repackaging them in de luxe fashion. They will have eight pages of text and full-color illustration that the listener can follow as the record is played. Illustrations that appeared in the original book publication are used with the disk wherever possible.

Among the first de luxe releases are "Alice in Wonderland," "Peter

Disneyland Disks Moves Executives

BURBANK, Calif.—Disneyland Records has revamped its staff, moving some of its merchandising executives from New York to the West Coast. Bob Elliott, former Western sales manager, has become national sales manager and will have his headquarters here. Phil Sammeth, former national sales manager headquartered in New York, is being moved here to take an important post in the character merchandising division of Walt Disney Productions.

New Eastern sales manager is Kelly Camarata, who has a broad background in the trade as music publishing representative and Capitol Records experience. Bob Larsen will be assistant to Elliott. Andy Anderson is slated as production and inventory control executive for both coasts and will work out of an office here.

The firm will center its most extensive promotions for the fall around records tying in with the Mickey Mouse Club television program. That show will return to the airways then. Disks that tie in with "Lady and the Tramp" and "In Search of Castaways" will also be pushed. The former is a reissued film which will be out in October, while the latter is a theatrical extravaganza due for Christmas.

INDUSTRY BRIEFS

S.&S. Becomes S.&L.

NEW YORK—S.&L. Distributing here, formerly known as S.&S., has acquired its own building on Lyndon Avenue. According to John Shepherd, co-owner of the firm, his new partner is Bob Lymperis.

Swedish Singers for U. S.

NEW YORK—Frank Guida has recorded two records by Swedish singers expressly for distribution in the U. S. through the London American group. The sides, by Arne Lamberth and Lil Babs, were produced in association with the Swedish Karusell label. The Lamberth sides are composed of two former hits, "Quarter to Three" and "New Orleans," but the treatment is novel in that the tunes here are done with strings to a waltz tempo.

Parker Has Catalog

NEW YORK—At the completion of its first year in business, Charlie Parker Records boasts a 16-album catalog. Tops on the list of artists are the late jazz greats Charlie Parker (for whom the label is named) and Lester Young. In both cases material is previously unreleased, and has high historical

value. The rest of the catalog is dotted with veteran and newcomer talents. Fall plans for the label include more material from Young and Parker, Mundell Lowe and Beatrice Kay. The firm is also negotiating for a current musical playing this city at the present time.

Philips Names Denver Distributor

DENVER—Pan American Record Supply Company has been named Philips distributor in the Denver territory. Pan American, headed by Joe and Lou Oxman, replaces the B. K. Sweeney Company which formerly handled the line here.

Mershaw Names Execs

BUFFALO—Mershaw of Western New York, the record rack jobbing firm with outlets in department, drug, discount and supermarket stores, has expanded and appointed new execs. The new general manager of the firm is Lavern F. Fenton and sales manager is Frank H. Thompson. Fenton is a former merchandise manager for Tracy-Mitchell and a 22-year veteran of the disk merchandising. Thompson is former district rep for Tops Records.

No Pick Dividend

NEW YORK—Stockholders attending the annual meeting of Pickwick International here were told that the firm's sales for fiscal 1962 were \$4,080,413 with earnings of \$143,132. Earnings amounted to 48 cents per share as compared to 19 cents per share the previous year. It was incorrectly noted last week that the firm was to pay a 48-cent dividend per share. Actually the figure refers to earnings per share. No dividend was declared this year.

MGM to Handle Italian Pop Line

NEW YORK—Vesuvius, Italian pop album line, will be distributed in the U. S. by MGM Records, following an agreement last week by MGM President Arnold Maxin and Vesuvius President Chris Spinosa.

The arrangement will be similar to MGM's existing distribution agreement with the Charlie Parker, Choro and DGG (Deutsche Grammophon Gesellschaft) labels.

MGM also handles distribution on its wholly owned MGM, Verve and Cub lines.

Vesuvius will ship packaged albums to MGM's Bloomfield, N. J., plant, where they will, in turn, be distributed through MGM's regular channels.

The line includes a 1300 monaural series, priced to sell at \$4.98, and a 4400 series priced to sell at \$3.98, monaural and \$4.98, stereo.

ALBUMS AIM AT JOGGING MEMORIES OF R.&R. TUNES

NEW YORK—A.&R. men anxious to wax old rock and roll hits have been sent a "Memory Lane" styled pair of albums to help them do it by Frank Abramson, of Regent and Arc Music, the Chess Records publishing firm, which is handled by Gene and Harry Goodman's Regent Music here, published most of the rock hits on the Chess and Checker label.

In order to make them available to record executives as they were originally waxed, Abramson, with the help of Chess, compiled two albums, each containing 12 rock and roll hits in their original wax form. With each disk there is a lead sheet. Twin albums contain sides by artists such as the Moonglows, Chuck Berry, Harvey and the Moonglows, the Tune Weavers, the Flamingos, Lee Andrews, Little Walter and Dale Hawkins.

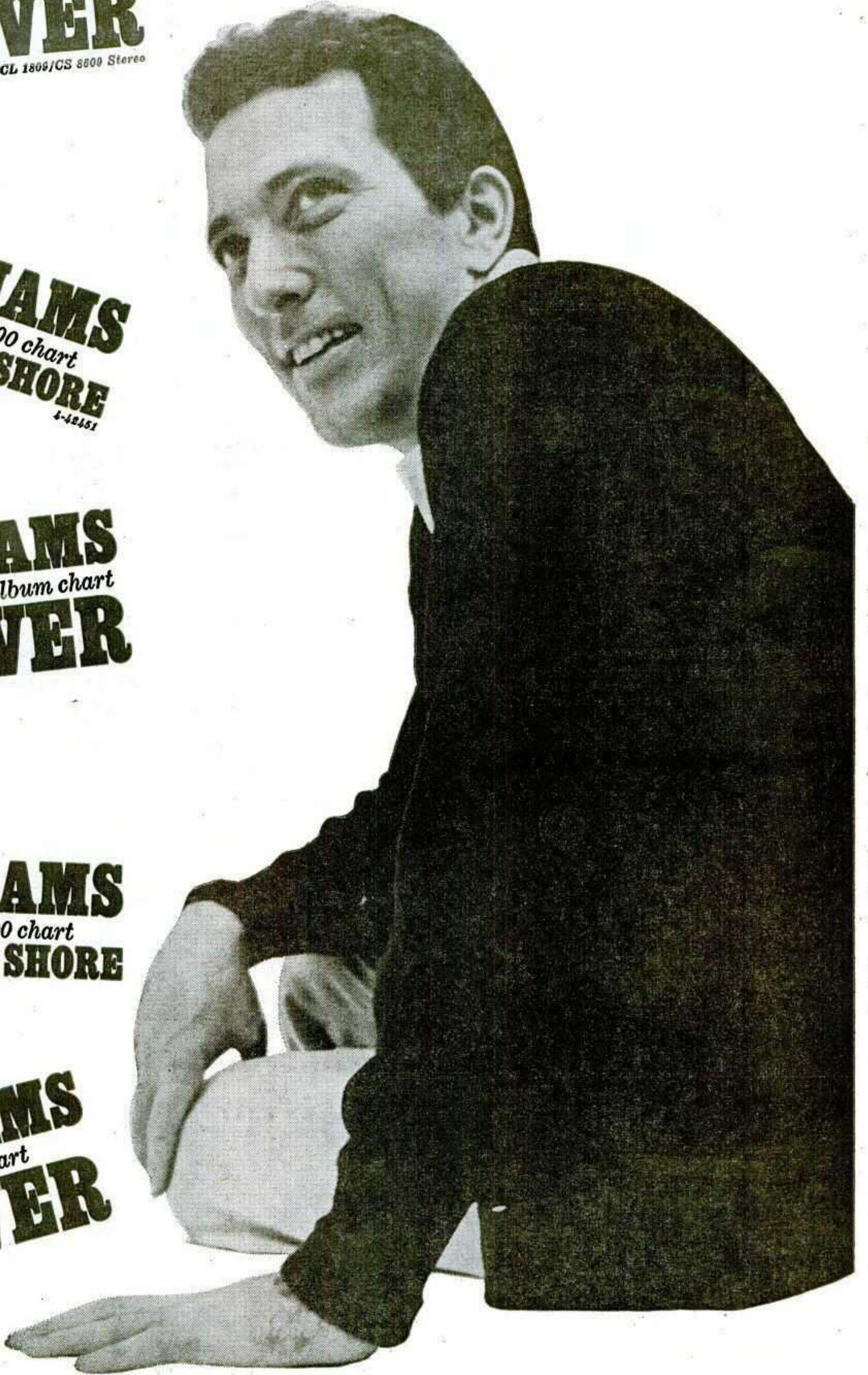
ANDY WILLIAMS
No. 6 on the Billboard monaural album chart
MOON RIVER
CL 1366/CS 8600 Stereo

ANDY WILLIAMS
No. 45 on the Billboard Hot 100 chart
STRANGER ON THE SHORE
4-42451

ANDY WILLIAMS
No. 4 on the Cash Box monaural album chart
MOON RIVER

ANDY WILLIAMS
No. 6 on the Cash Box Top 100 chart
STRANGER ON THE SHORE

ANDY WILLIAMS
No. 4 on the Variety album chart
MOON RIVER



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Small Dealer's Future Lies in Giving Personal Service: Martin

CHICAGO—The future of the small dealer lies in a modified discount policy and personal service, according to James H. Martin, head of two large distributorships here and vice-president of the newly revamped American Record Merchants and Distributors' Association (ARMADA).

Though not expressing an official ARMADA position, Martin

said: "As long as discounting is in effect, we have to meet fire with fire. If small dealers give personal service along with a discounted price, they'll get the customers."

Martin said he felt it was obvious that dealers could not continue to work on their 38 per cent profit margin and stay in business—"not with the competitive situation the way it is."

"I'd say dealers are better off selling \$3,000 worth of merchandise at a 15 or 20 per cent profit than \$1,000 worth of records at 38 per cent profit."

He cautioned, however, that dealers should do everything they can to "sell merchandise, not price."

He also urged dealers to examine other merchandise—such as greeting cards, books, radios and phonographs—to help boost their sales.

Speaking of other industry ills, Martin said too much product and excess credit allowances—both from manufacturers and distributors—were hurting the business.

He said the quantity of product today made it infeasible for dealers to stock complete catalog and that the large quantity of merchandise accounted for a lot of inferior records being cut.

Martin added that excess credit accounted for a lot of unqualified distributors as well as dealers staying in business.

"A man with \$2,000 to \$3,000 in cash can get as much as \$75,000 worth of merchandise and be in business," said Martin. He said the same situation holds for distributors and that the practice was bound to hurt the industry in general.

1st Subscription TV Makes Hartford Bow

HARTFORD, Conn.—The nation's first over-the-air subscription television operation broke in with an audience of some 300 families here last week.

Thomas F. O'Neil, RKO General, Inc., president, said he expected to build up to between 4,000 and 5,000 subscribers by the end of the year.

RKO owns Station WHCT (Channel 18) which carries the service. Zenith phonevision equipment is being used.

O'Neil said the program will include a broad fare of theatrical productions, Bolshoi Ballet, motion pictures, adult and children's educational programs, plus a varied sports bill highlighted by the heavyweight championship fight between Floyd Patterson and Sonny Liston in September.

Indie Dealer Distrib Hope, Says Judkins

MIAMI BEACH, Fla.—"The independent record dealer represents the last chance for the independent distributor who wants to survive, and the record manufacturer who wants to sell catalog," Howard Judkins, president of the Society of Record Dealers of America (SORD) said here last week.

The SORD leader addressed these remarks to Amos Heilicher, newly elected president of the American Record Merchants and Distributors Association (ARMADA), which concluded its fourth annual convention Saturday (30) at the Hotel Fontainebleau here.

The two leaders called upon manufacturers to create realistic plans for strengthening the structure of the independent distributors and dealers. Judkins also offered the endorsement of SORD to a series of dealer merchandising brochures planned by the new ARMADA management.

In a frank discussion of the transshipping problem, both men agreed that the business would be healthier without it. On the other hand, Judkins defended the action of some dealers in buying transshipped goods on the basis of the competition from discounters. He noted that in the case of a store which is being undercut by competing discounters.

"The consumer, in effect, is shipping and will go to the store where he gets the best deal," Judkins said. "In like manner, dealers too, in order to compete, must also shop around to get the best deal possible."

Earlier in the week, while attending SORD board of directors sessions in New York, coincidentally with the NAMM Music Merchants Trade Show, Judkins met with Henry Brief, executive secretary of the Record Industry Association of America (RIAA). The two engaged in an exchange of views regarding mutual problems of dealers and manufacturers.

WEEKLY MARKET ANALYSIS

Continued from page 1

by the Majors on Imperial, and "Til Then," by Al Alberts on President.

On another front, Jared Weinstein, partner at the Record Museum, specializing in the sale of older rock and roll hits, said that many deejay shows are now being sponsored by the store. Weinstein said the store is buying time currently with Georgie Woods on WDAS from 5 to 7 p.m.; Bill Curtis on WHAT, from 8 to 10 p.m., and with Rockin' Robin, after midnight on WHAT.

Robin, incidentally, was injured in an auto accident last week and is currently in a hospital here. Prior to his misfortune on the highway, Robin and Harvey Miller of WMID in Atlantic City had a mutual admiration society going on their separate shows. Addressing himself to those listeners heading for the shore, Robin would urge them to listen to Miller while in Atlantic City. Miller, on the other hand, suggested to his weekend fans that they listen only to Rockin' Robin when they returned to Philadelphia.

Chi Distribs Flock to New ARMADA

CHICAGO—Distributors here are lining up solidly behind the newly revamped American Record Merchants and Distributors Association (ARMADA). Already six of the city's indie distribbers have joined: James H. Martin Distributing Company, Garmisa Distributing, M-S Distributing, All State Distributing, Summit Distributing and United Distributing Company.

Business in the Windy City continues good, with some distributors and dealers reporting they're as much as 40 per cent ahead of last year. A very hot singles picture seems to be the big reason. Albums are slightly down.

Most frequent complaint from distributors on LP's is that they're being hurt by transshipping and the ever-increasing number of discount stores in the area.

One distributor noted that Topps, Atlantic Mills, Spartan and Resnick's all have big discount outlets in and around Chicago and all do their buying in the East. There is also a rumor that Korvette's will open a store here by 1963.

Several record lines changed hands during the past week. M-S took Reprise back after Garlen gave it up. Vanguard went from Summit to James Martin's Music Distributors. More changes are expected.

Pending acquisitions of radio stations WGES and WHFC are being watched carefully by the record trade. A change in programming by either would cause a realignment in record promotion throughout the area. WGES, the big r.&b. and rock and roll powerhouse, will be taken over by the McLendon chain. WHFC, currently with a mixed program of religious, foreign, spiritual and r.&b., will be taken over by Leonard Chess of Chess Records if the FCC approves.

LATE POP SPOTLIGHTS

SINGLES

CONNIE FRANCIS



THE BIGGEST SIN OF ALL (Francon, ASCAP) (2:45)—**VACATION** (Merna, BMI) (2:26)—The gal is back with another strong and neatly contrasting pair of sides. First up is in her familiar groove of the ballad with the country flavor, using dual track spots. A fine side. Flip, a bouncy rhythm tune with a rock flavor, also has a chance. Watch both. **MGM 13087**

JOHNNY CRAWFORD



YOUR NOSE IS GONNA GROW (Maravilla, BMI) (1:59)—**MR. BLUE** (Cornerstone, BMI) (2:29)—The young TV star has a smash now with "Cindy's Birthday," and here are two solid follow-ups. Top side is a breezy rocker, delivered with much style, while the flip is a smooth reading of the tune that was a hit for the Fleetwoods a couple of seasons back. Both can go. **Del Fi 4181**

Program Service Names New Managing Director

HOLLYWOOD — Morton J. Wagner was named executive vice-president and managing director of Peter Frank Organization, Inc., part of an expansion planned for the firm.

The organization provides programming and production services for some 1,100 radio and television stations throughout the country.

Wagner will co-ordinate all divisions including Richard Ullman, Inc., PFO Radio and Television Productions, Inc., Stars International enterprises.

CINCINNATI—Dan H. Young, news editor at WSAI here, since February, 1960, and previously for five years at WQNE, Dayton, Ohio, last week was named news director of WSAI, succeeding Gene Hirsch, news director for the past year.

NARM Sends Congrats to New ARMADA

HOLLYWOOD — The National Association of Record Merchandisers' Board of Directors, holding a regular quarterly meeting here last week, saluted the newly re-freshened ARMADA with a congratulatory wire to its new president. This stated:

"The National Association of Record Merchandisers extends its wishes for every success to the distributors' newly formed trade association, and congratulates you and your election as president."

"It is sincerely hoped that your new organization and NARM may in the future harmoniously work together in the best interests of the entire phonograph industry."

The wire was addressed to ARMADA's President Amos Heilicher. Those attending the NARM board meeting included President Glen C. Becker (Music City Record Rack, Los Angeles), Vice-President Elvin M. Driscoll (Pioneer Distributing Company, Wichita), Secretary Kenneth Sachs (Merchants Wholesale Service Company, Detroit), Treasurer George Berry (Modern Record Service, New Orleans), and past president and director, Edward M. (Continued on page 19)

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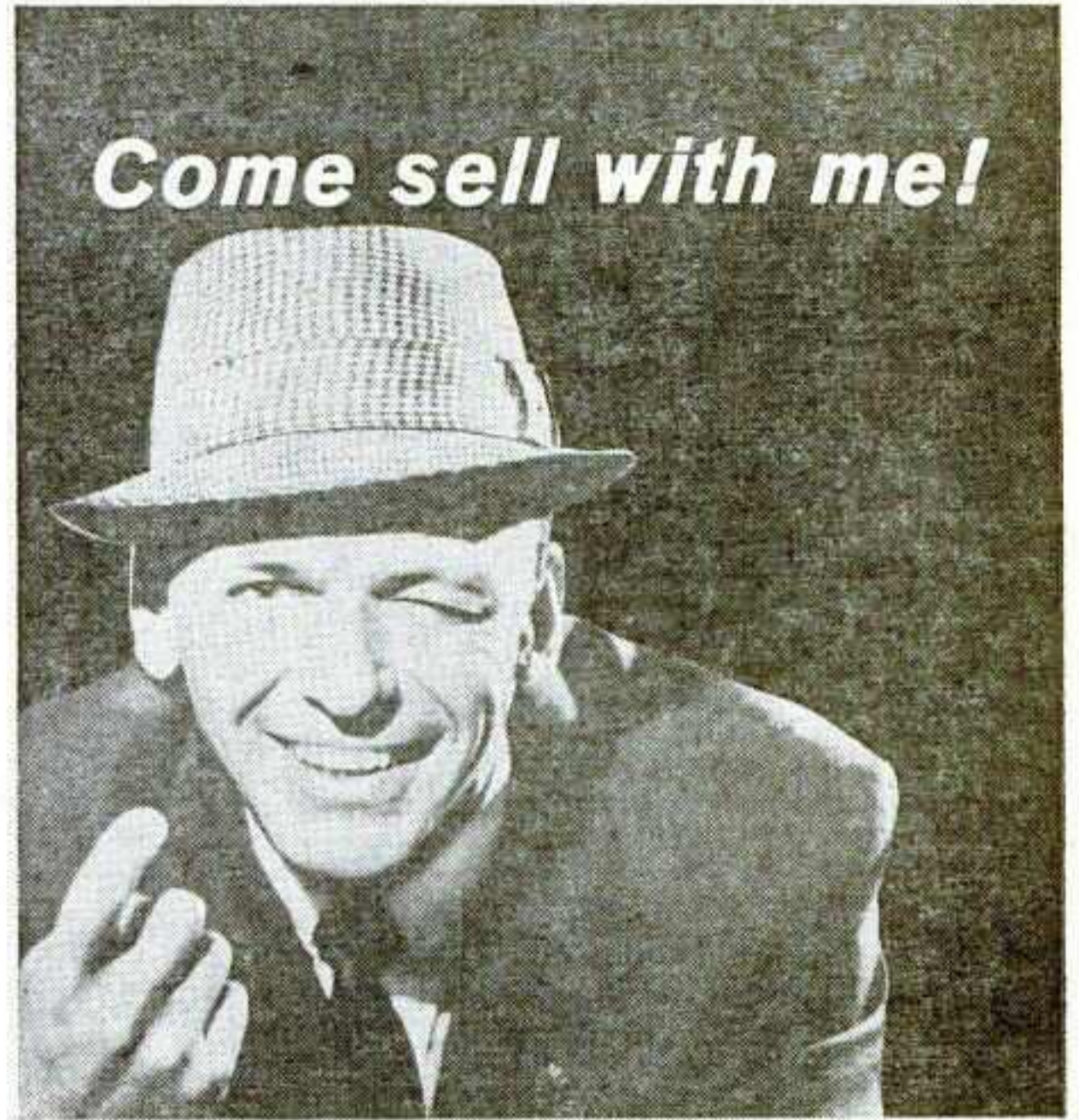
W-1429



W-1432



(S)W-1729



(S)W-1676



W-653



W-803



(S)W-855



(S)W-920



W-982



(S)W-1053



(S)W-1069



W-1164



(S)W-1221



(S)W-1417



(S)W-1491



(S)W-1538



(S)W-1594



Here is one of the most exciting record promotions ever offered! Two Sinatra albums for the price of one! Look at these sensational features! First, a giant catalog of Sinatra's biggest albums — 20 great discs headed by the current chart favorite "Point of No Return" plus the

new album "Sinatra Sings of Love and Things." Then there's Capitol's full-page-ads announcing the 2 for 1 offer in LIFE and ESQUIRE. Finally, and most important, is a merchandising program that includes banners, badges, signs, ad mats, radio scripts — all the special material you

need to pull tremendous store traffic.

It all adds up to a powerful sales program that's too good to miss. Cash in on this fantastic offer! See your CRDC representative for additional details! Also available "This Is Sinatra" T-768, "Wee Small Hours" W-581 and "Close to You" W-789.



© CAPITOL RECORDS, INC.

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.

Early Decision Foreseen In FTC-Columbia Case

Continued from page 5

licensing arrangements to distribute other labels.

In 1955, the club numbered 125,175 members, and net sales were \$1,174,000; in 1957, membership was 687,652, and net sales were \$14,888,000. In 1958, sales made a dramatic leap to \$23,629,000, and membership was 993,104; in 1959, sales were \$30,391,000, membership 1,052,060; January through October, 1960, net sales of club LP's were \$30,590,000, membership 1,322,297, FTC states.

Club advertising in 1960 by Columbia Broadcasting System's record club subsidiary totaled approximately \$5,500,000, in numerous newspapers and magazines throughout the country, FTC says.

Record clubs owned by RCA Victor, Capitol and Columbia together account for about 20 per cent of total record sales to the public, and the Columbia share is about half of the 20 per cent, FTC says. Columbia's total net record sales in 1960 were \$54,000,000, with advertising expenditures above and beyond club advertising approximately \$2 million.

Against this background, FTC charges Columbia with exclusive contracts which have foreclosed access by "actual and potential" mail order competitors to more than 1,000 records, representing more than 450 important artists. A collective total of 331 titles from club licensor's catalogs have been used and sold by the Columbia club from 1958 through November, 1961, FTC states.

As of September, 1961, CBS had pressed about 6,685,419 LP's under the licensing agreements for sale through its clubs. Royalty payments from 1958 as of October, 1961, totaled \$656,425, the complaint shows.

Labels in Tie-Up Labels allegedly tied up in contract terms, generally for three-year duration, include (from 1958 to present): Caedmon, Verve, Mercury, Warner Bros., Kapp and Medallion, Vanguard, United Artists, Liberty Records, Bernard Lowe's Cameo and Parkway, the big twister-basils.

Artists involved included Basil Rathbone and Robert Frost (spoken word on Caedmon), Ella Fitzgerald, Gene Krupa, Shelly Berman, Patti Page, Antal Dorati, the Everly Brothers and Bob Newhart, Jane Morgan and Roger Williams, Odetta, Mischa Elman and Charlton Heston (folk and spoken word), Eydie Gorme and Steve Lawrence, "Never on Sunday" sound track, David Seville's Chipmunks and Julie London, and last but certainly not least, Chubby Checker and Bobby Rydell.

The FTC points out that the disks sold through the Columbia club (outside labels and its own product) are "among the most popular by type, label and artist in the industry." These records are among those which retail dealers are obliged to stock, the FTC complaint says, in order to maintain a competitive stock for record sales. Yet prices on all club labels to the dealers from the manufacturers are allegedly higher than those to the direct-sell consumer. Adding insult to injury, the dealer must compete with the club for the same customers getting a better price from the supplier.

Damaging Allegations Damaging allegations in the complaint as to licensing contracts claim that Columbia was able to: Fix and maintain uniform prices of competitors products, at prices identical with those of CBS' own products. Cause the club licensors to sell LP's to dealers, directly or indirect-

ly, at prices regularly higher than those charged by Columbia for identical LP's sold directly to consumers.

Divide or allocate various markets and channels of distribution for LP's.

Establish and compel licensors to adhere to a fixed differential between artist royalties paid on records sold through dealers, and amounts paid artists for records sold through the club (latter was set at "not more than half" that of regular royalty).

The contracts also could allegedly hinder or suppress competition between Columbia and the licensed labels, and between CBS and other record manufacturers, other record clubs and retail dealers.

Exclude from the market—or have the potential to exclude—dealers who are customarily supplied by CBS and by the other club licensors, and who have been, or could now be in actual competition if it were not for the "competitive disadvantage" CBS has imposed on them.

Monopolize or attempt to monopolize the manufacture, sale and distribution of LP's generally, and of LP's sold through subscription method.

Finally, FTC alleges that as a result of these binding contracts, the monopoly danger extends beyond the manufacture, sale and distribution of LP's to "all phonograph records."

Dealer Price Squeeze

On the retail dealer price squeeze, the agency notes that a Columbia club member, enrolling for his first year, pays \$25.77 for 12 LP's, exclusive of a "small mailing and handling charge." This is an average of \$2.14 each. At the same time, retail dealers are obliged to pay \$2.47 each, and even special promotions bring the price down only as far as \$2.22, for similar records, exclusive of delivery cost.

In addition to the first count of the complaint, the allegation of "monopolistic" and "unfair competitive practices," the Columbia Club is charged with misleading advertising. The "list price," "regular list price" and "retail value" quoted in their promotion fool the consumer because they do not actually reflect the local retail LP price levels, FTC says. This type of practice has been the target for extensive action by the agency in recent months.

It would appear at this stage that there is no possibility of a consent decree settlement. The complaint notice gives CBS 30 days to file answer. The company can contest material allegations, or it can waive hearing on these and argue the scope of the order.

A hearing examiner's decision would ensue, and Columbia would again have the right to petition for review. Failure to answer at all—a most unlikely possibility—would give the FTC hearing examiner the right to find for the Commission on the facts in the complaint and enter a cease and desist order, prohibiting the complained of practices.

A suggested form of the order that could be issued by the Commission, when and if the agency wins the battle of the Columbia Club, bans future outside label contracting for Columbia's Record Club, and prohibits pricing practices that discriminate between sellers at retail level—a prospect of great glee to the retail record dealer. (See separate story on FTC's suggested order.)

VOCAL LP's

Table with 2 columns: Title (Label) and Top LP Rank (Stereo) Mono

Male Vocalists

Table of male vocalists LPs including Rick, Bobby Darin, Nat King Cole, etc.

Female Vocalists

Table of female vocalists LPs including Joan Baez, Patsy Cline, etc.

Duos and Groups

Table of duo and group LPs including The Kingston Trio, Dave Guard and the Whiskey Hill Singers, etc.

Choruses

Table of chorus LPs including Family Sing Along with Mitch, etc.

Mixed Voices

Table of mixed voices LPs including Oldies But Goodies, etc.

CLASSICAL & SEMI-CLASSICAL LP's

Table with 2 columns: Title (Label) and Top LP Rank (Stereo) Mono

- List of Classical & Semi-Classical LPs including Philadelphia Ork, My Favorite Chopin, etc.

INSTRUMENTAL LP's

Mood and Dance

Table of Mood and Dance LPs including American Waltzes, Beyond the Reef, etc.

Jazz

Table of Jazz LPs including Bashin'—The Unpredictable, Jimmy Smith, etc.

SHOW MUSIC

Original Cast

Table of Show Music Original Cast LPs including All American, Camelot, etc.

Sound Track

Table of Show Music Sound Track LPs including Blue Hawaii, Exodus, etc.

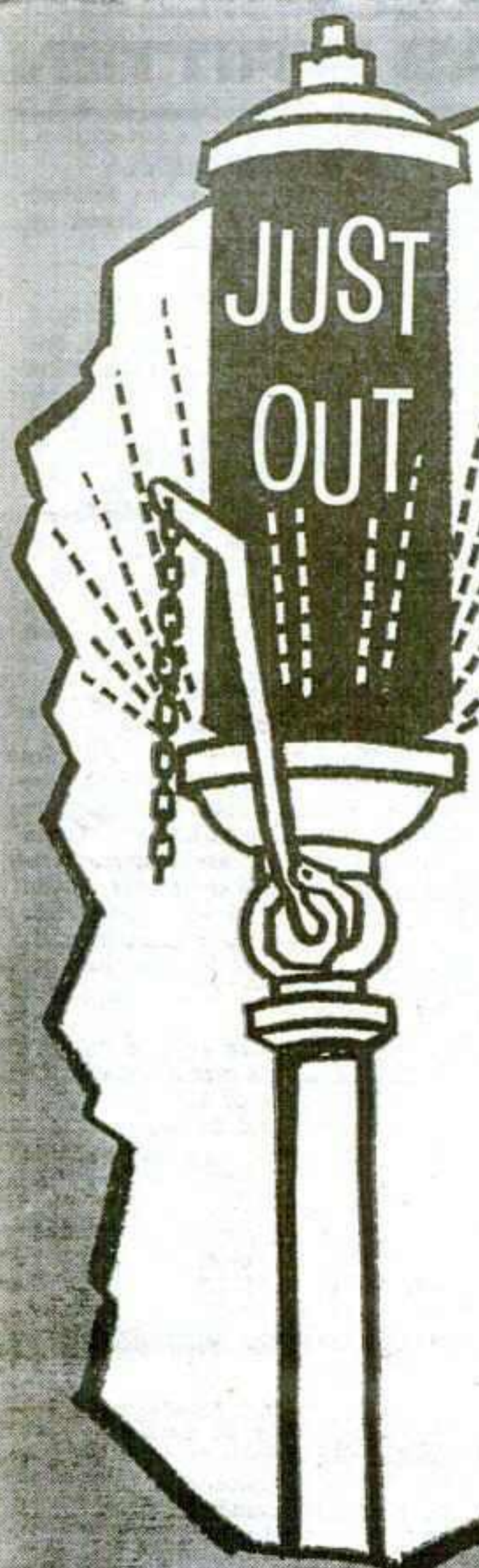
Music From Musicals, Films and TV

Table of Show Music Musical/Film/TV LPs including Breakfast at Tiffany's, Experiment in Terror, etc.

COMEDY LP's

Table of Comedy LPs including I'm the Greatest Comedian in the World, etc.

() Positions in parenthesis indicate relative sales strength of stereo LP's



**ANOTHER NEW HIT FOLLOWING
THEIR SMASH "VILLAGE OF LOVE"**

NATHANIEL MAYER AND THE
FABULOUS
TWILIGHTS

"HURTING LOVE"

COUPLED WITH
"LEAVE ME ALONE"
FORTUNE RECORDS NO. UA 487

2

GREAT
SIDES BY

MARV JOHNSON



"That's Where I Lost My Baby"

AND

"Let Yourself Go"

UNITED ARTISTS RECORDS NO. 483



*The Proudest Name
In Entertainment*

DISTRIBUTED BY UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.

MUSIC AS WRITTEN

MERCURY SIGNS PUYANA, ROMEROS, GISELLE . . .
 CHICAGO—Classical artists Rafael Puyana, the Romero family and thrush Giselle MacKenzie have been signed by Mercury Records.

JUILLIARD NAMES MENNIN . . .
 Peter Mennin, recently named head of the Juilliard School of Music, New York, will take office November 1. Mennin, one of this country's leading composers, is 39. He also will function as a consultant at Baltimore's Peabody Conservatory, during his first academic year at Juilliard. He has been head of that school since 1958. Mennin's appointment to the Juilliard presidency automatically makes him a council member of the Lincoln Center of the Performing Arts.

BURTON NAMED COMMITTEE CHAIRMAN . . .
 Robert Burton, vice-president of BMI and acting city court judge, New Rochelle, N. Y., has been named chairman of the copyright committee of the American Patent Law Association for the coming year.

New York
 Ben Bagley, new impresario of the Downstairs and Upstairs rooms here, moved the Upstairs hit, "Seven Come Eleven," to the Downstairs room of the same club. The summer version of the show has new cast and revised material. . . . Carl Holmes and the Commanders playing club dates in France and Italy. . . . Atlantic Records has signed country and western singer Dottie West.
JACK MAHER.

POINT BY POINT IN GOVT. CHARGES VS. RECORD CLUB

• Continued from page 5

reports percentages of total market shares among the top three manufacturers as follows:

	CBS, RCA and Capitol (Aggregate)	CBS
All records	40%	20%
All LP's	50%	24%
Classical LP's	75%	28%
Original "cast" LP's	90%	50%
Subscription Method LP's (Clubs)	97%	53%

The complaint goes on to point out that LP sales account for 80 per cent of the country's record buying, and club sales account for 20 per cent of this. Therefore, when a single company accounts for half of the total club LP sales, its restricting agreements with other labels "have a dangerous tendency to hinder competition or tend to create a monopoly." The monopoly tendency endangers the whole LP field, in or out of club distribution, it is pointed out.

Further, says the FTC complaint, the monopoly danger extends not only to the manufacture, sale and distribution of LP records, but to "all phonograph records," and constitutes unfair competition within the meaning of Section 5 of the Federal Trade Commission Act.

As to the Columbia advertising of its Club prices to consumers, FTC complaint says Columbia's use of unrealistic "list price," et al, has resulted in "substantial trade . . . being unfairly diverted" to Columbia from their competitors, and "substantial injury has thereby been, and is being done, to competition in commerce."

Recent Ruling in Other Fields

• Continued from page 5

tween the larger independents and the chain stores. It is like averaging one horse and one rabbit."

The Justice added that price differentials could not be justified "on the basis of arbitrary classifications or even classifications which are representative of a numerical majority of the individual members."

Here again, record men feel, a precedent may have been set which could have important ramifications in the record business, with regard to pricing to various different types of retailers.

Co-Op Ads Hit

The matter of co-op advertising allowances has recently come under the fire of the FTC, particularly in the apparel industry. The Robinson - Patman Act prohibits payment of ad allowances unless they are made available on a proportionately equal basis to all competing retailers. The matter of enforcing this dictum falls in the purview of the FTC and the Commission, following lengthy investigation in the apparel business, and following discovery of widespread

violation of the rules, is now engaged in a crackdown.

It is no secret that ad allowances have been a frequent source of irritation and friction in the record field as well, and observers believe that the current Commission action may have its effects here, too.

A Fair Practices Conference for the drawing of guidelines of doing business in the record industry was proposed about a year ago. In such a proceeding, to be sponsored by the FTC, all these matters would be expected to get a full airing with the hope that such evils would voluntarily be eliminated from the business.

It is known that the Conference idea has already cleared all relevant departments within the Commission, and as late as last week, a call for the Conference was still expected momentarily.

Meanwhile, as a possible reflection of the FTC action regarding the use of list prices in advertising, the New York Better Business Bureau has already gained voluntary agreement from this city's largest retailers, including record dealers, to cease and desist using list prices in their ads. (BMW, July 7 issue).

THE NATION'S TOP TUNES HONOR ROLL OF HITS

FOR WEEK ENDING JULY 14

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

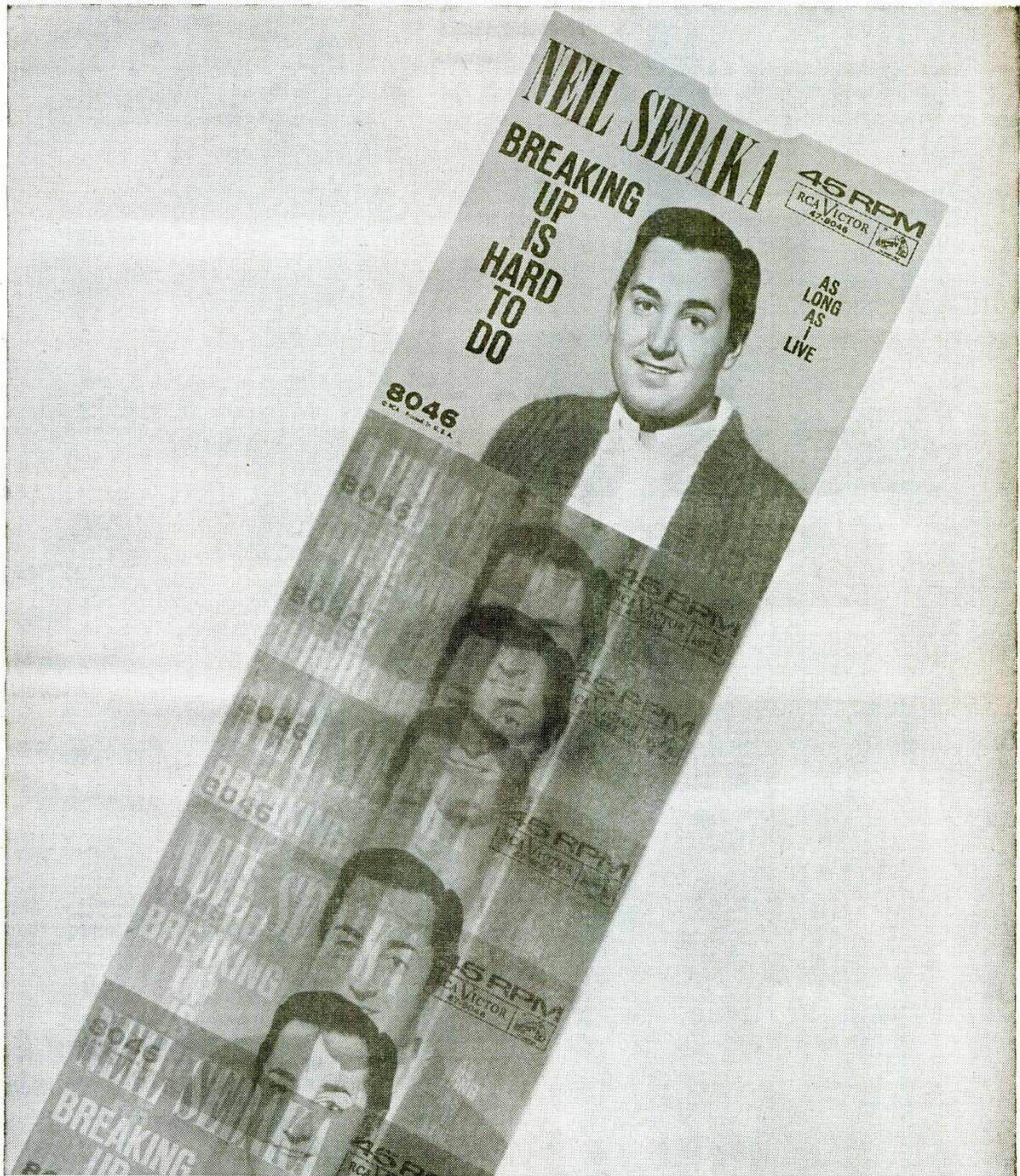
This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	THE STRIPPER	By David Rose—Published by D. Rose (ASCAP)	7
2	3	ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	4
3	2	I CAN'T STOP LOVING YOU	By Don Gibson—Published by Acuff-Rose (BMI)	9
4	14	THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe, ASCAP	3
5	13	SEALED WITH A KISS	By Udell-Geld—Published by Pogo, ASCAP	3
6	4	PALISADES PARK	By Barris—Published by Claridge (ASCAP)	8
7	7	WOLVERTON MOUNTAIN	By M. Kilgore-C King—Published by Painted Desert (BMI)	4
8	6	IT KEEPS RIGHT ON A-HURTIN'	By Johnny Tillotson—Published by Tanridge (BMI)	8
9	5	AL DI LA'	By Mogol-Donida-Drake—Published by Witmark (ASCAP)	5
10	17	GRAVY	By Mann-Appell—Published by Kalmann, ASCAP	3
11	8	SNAP YOUR FINGERS	By Grady Martin-Alex Zinetis—Published by Cigma (BMI)	5
12	9	JOHNNY GET ANGRY	By Edwards-David—Published by Tod (ASCAP)	4
13	10	PLAYBOY	By Holland-Baleman-Horton-Stevenson—Published by Jobete (BMI)	7
14	23	SPEEDY GONZALES	By Kaye-Hill-Lee—Published by Budd, ASCAP	2
15	19	I'LL NEVER DANCE AGAIN	By Mann Anthony—Published by Aldon, BMI	3
16	18	THEME FROM DOCTOR KILDARE	By Goldsmith-Winn-Rugolo—Published by Hastings, BMI	3
17	11	CINDY'S BIRTHDAY	By Winn-Hooven—Published by Maravilla, BMI	6
18	22	HAVING A PARTY	By Sam Cooke—Published by Kags (BMI)	4
19	15	A STEEL GUITAR AND A GLASS OF WINE	By Paul Anka—Published by Spanka (BMI)	5
20	—	AHAB THE ARAB	By R. Stevens—Published by Lowery (BMI)	1
21	27	BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon, BMI	2
22	—	DANCING PARTY	By Mann-Appell—Published by Kalmann (ASCAP)	1
23	24	JOHNNY LOVES ME	By Mann-Weil—Published by Aldon, BMI	2
24	—	TWIST AND SHOUT	By P. Medley-R. Russell—Published by Mellin (BMI)	1
25	—	I NEED YOUR LOVING	By Gardner—Published by Fast-Pete (BMI)	1
26	29	LITTLE BITTY PRETTY ONE	By Robert Byrd—Published by Recordo, BMI	2
27	12	STRANGER ON THE SHORE	By Bilk-Mellin—Published by Mellin (BMI)	14
28	28	THE CROWD	By Orbison-Melson—Published by Acuff-Rose, BMI	2
29	—	BRISTOL TWISTIN' ANNIE	By Lewis-Styles—Published by Schulman (BMI)	1
30	—	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	By Everly—Published by Acuff-Rose (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. THE STRIPPER**—David Rose and his Ork, MGM 13064; Contrasts, Operators 2013.
- 2. ROSES ARE RED**—Bobby Vinton, Epic 9509.
- 3. I CAN'T STOP LOVING YOU**—Ray Charles, ABC-Paramount 10330; Tab Hunter, Dot 16355; Ray Garnett, Operators 2012.
- 4. THE WAH-WATUSI** — Orions, Cameo 218.
- 5. SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336.
- 6. PALISADES PARK**—Freddie Cannon, Swan 4106; Timmy Reynolds, Operators 2014.
- 7. WOLVERTON MOUNTAIN** — Claude King, Columbia 42352.
- 8. IT KEEPS RIGHT ON A-HURTIN'** —Johnny Tillotson, Cadence 1418.
- 9. 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.
- 10. GRAVY**—Dee Dee Sharp, Cameo 219.
- 11. SNAP YOUR FINGERS** — Joe Henderson, Todd 1072.
- 12. JOHNNY GET ANGRY** — Joanie Sommers, Warner Bros. 5275.
- 13. PLAYBOY** — Marvelettes, Tamla, 54060.
- 14. SPEEDY GONZALES**—Pat Boone, Dot 16368; David Dante, RCA Victor 8056; Del-Knights, Bronko 502.
- 15. I'LL NEVER DANCE AGAIN**—Bobby Rydell, Cameo 217.
- 16. THEME FROM DOCTOR KILDARE**—Richard Chamberlain, MGM 13075; Valjean, Carlton 573; Hank Levine, Dolton 56; Johnnie Spence, King 5622.
- 17. CINDY'S BIRTHDAY** — Johnny Crawford, Del Fi 4178.
- 18. HAVING A PARTY**—Sam Cooke, RCA Victor 8036.
- 19. A STEEL GUITAR AND A GLASS OF WINE**—Paul Anka, RCA Victor 8030.
- 20. AHAB THE ARAB**—Ray Stevens, Mercury 71966.
- 21. BREAKING UP IS HARD TO DO** —Neil Sedaka, RCA Victor 8046.
- 22. DANCING PARTY** — Chubby Checker, Parkway 842.
- 23. JOHNNY LOVES ME** — Shelley Fabares, Colpix 636.
- 24. TWIST AND SHOUT** — Isley Brothers, Wand 124.
- 25. I NEED YOUR LOVING**—Don Gardner & Dee Dee Ford, Fire 508.
- 26. LITTLE BITTY PRETTY ONE**—Clyde McPhatter, Mercury 71987.
- 27. STRANGER ON THE SHORE**—Mr. Acker Bilk, Atco 6217; Drifters, Atlantic 2134; Sammy Gardner, Norman 617; Buddy Merrill, Dot 16346; Andy Williams, Columbia 2451.
- 28. THE CROWD**—Roy Orbison, Monument 461.
- 29. BRISTOL TWISTIN' ANNIE**—Dovells, Parkway 838.
- 30. (GIRLS, GIRLS, GIRLS) MADE TO LOVE**—Eddie Hodges, Cadence 1421.

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"BREAKING UP" IS ZOOMING UP!

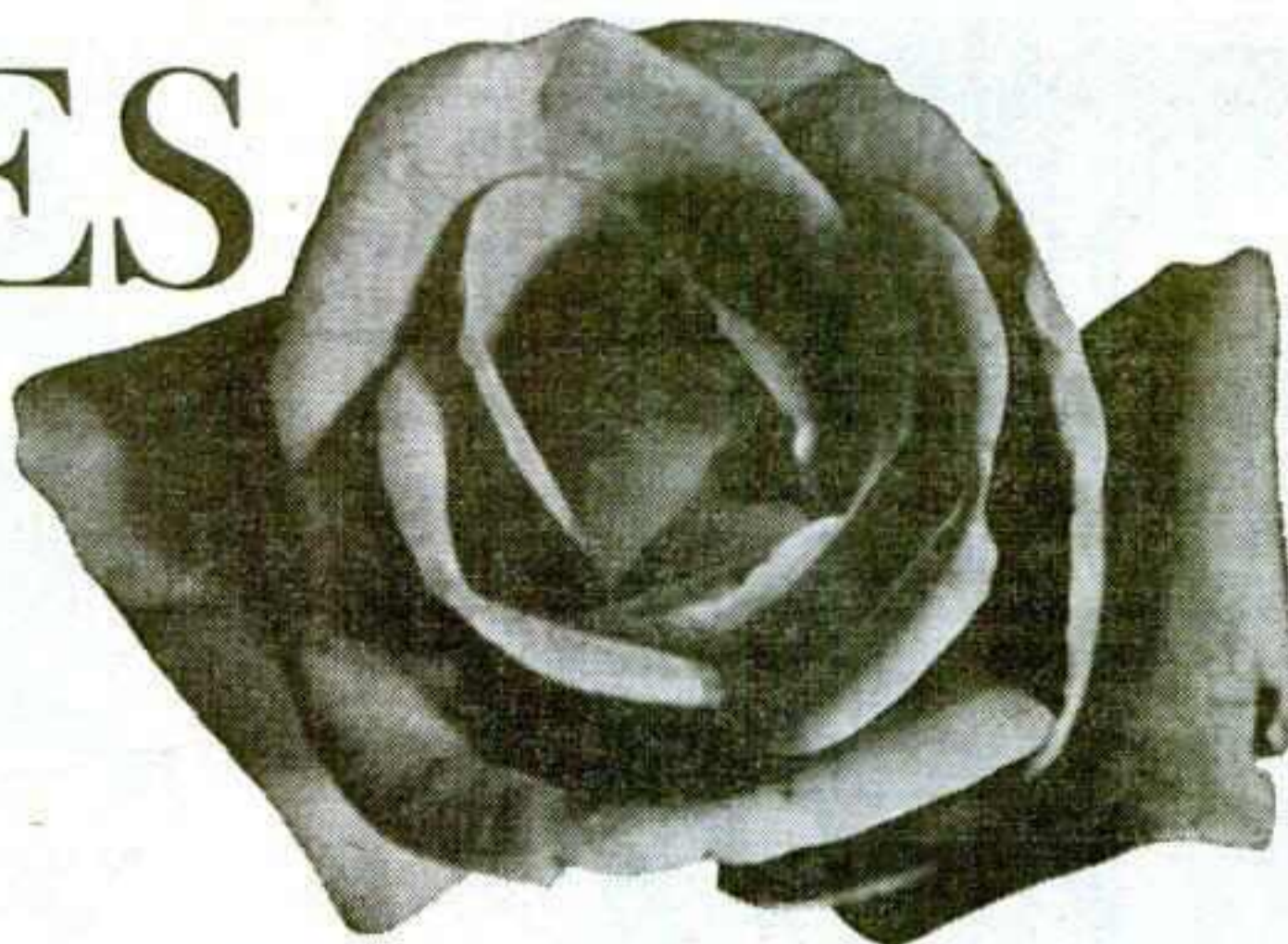
ANOTHER GOOD REASON FOR JOINING THE "SUMMER FESTIVAL OF HIT SINGLES FROM RCA VICTOR!" ASK YOUR DISTRIBUTOR FOR FULL DETAILS



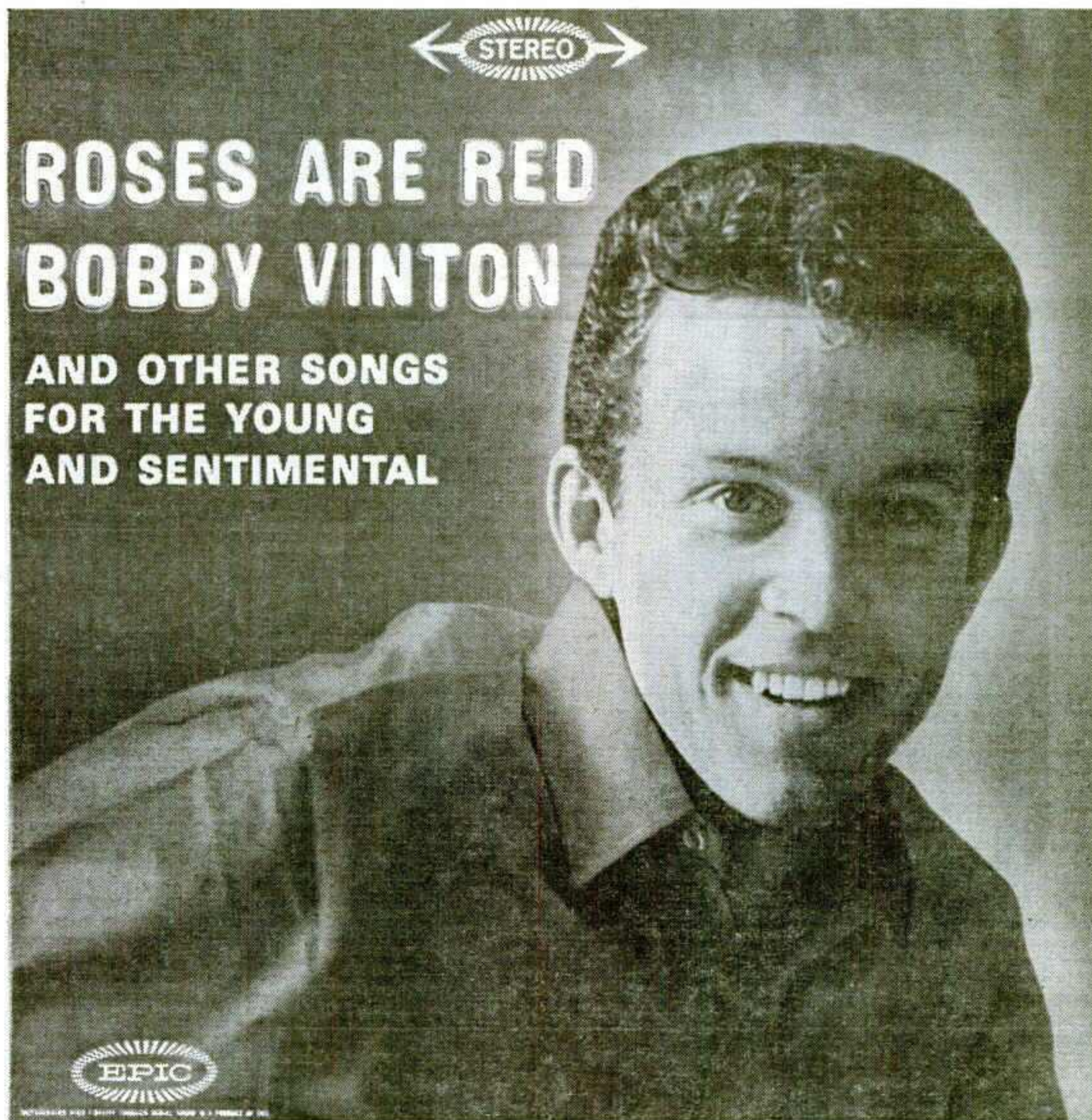
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ROSES ARE RED



The great new **BOBBY VINTON** album is now available!



LN 24020 / BN 26020—Stereo



RECORDS

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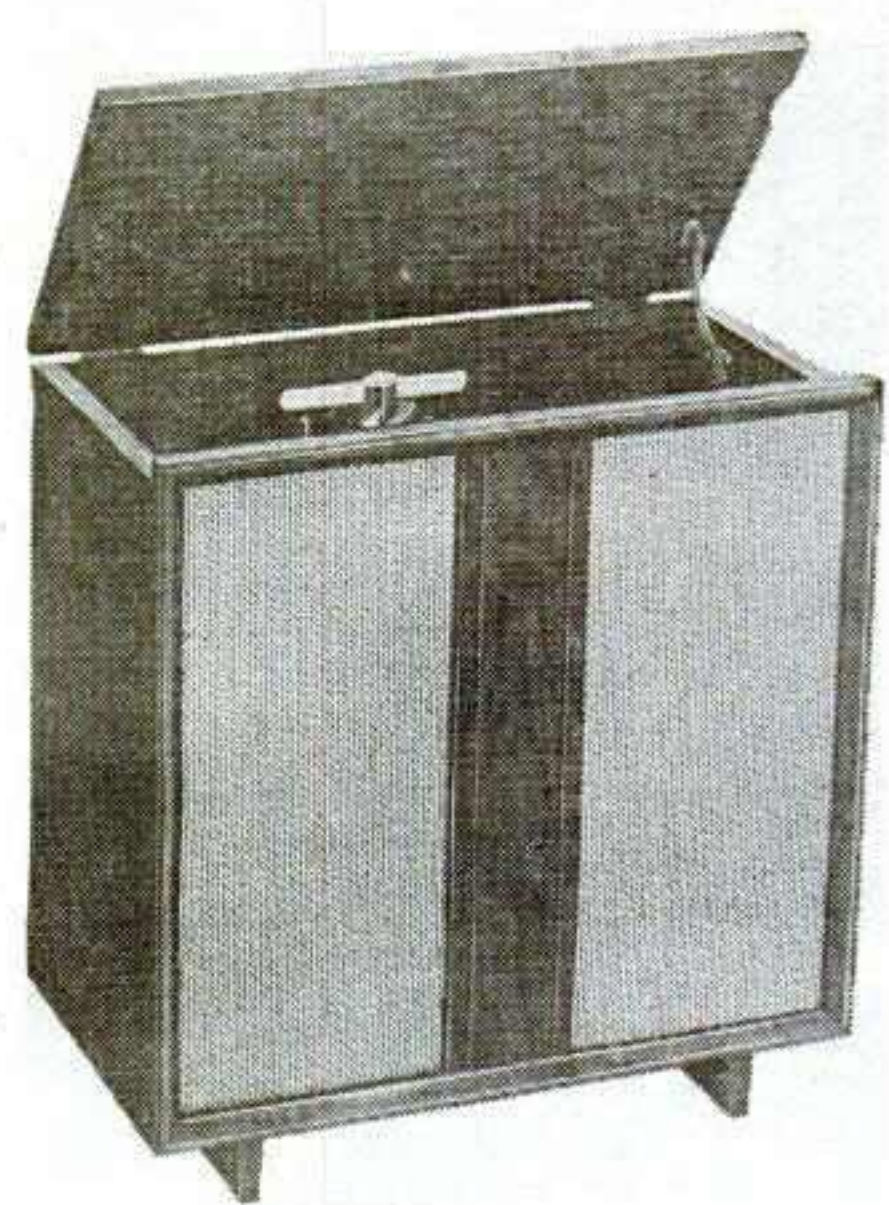
1963



THE SHELBY II DP-638
 High Fidelity Full Stereo Portable Automatic. The New Home Music System—One piece to carry—4 Speakers, Separate Speaker Cabinets, Deluxe Changer with 11-inch Turntable, Ceramic Cartridge.
\$139⁹⁵



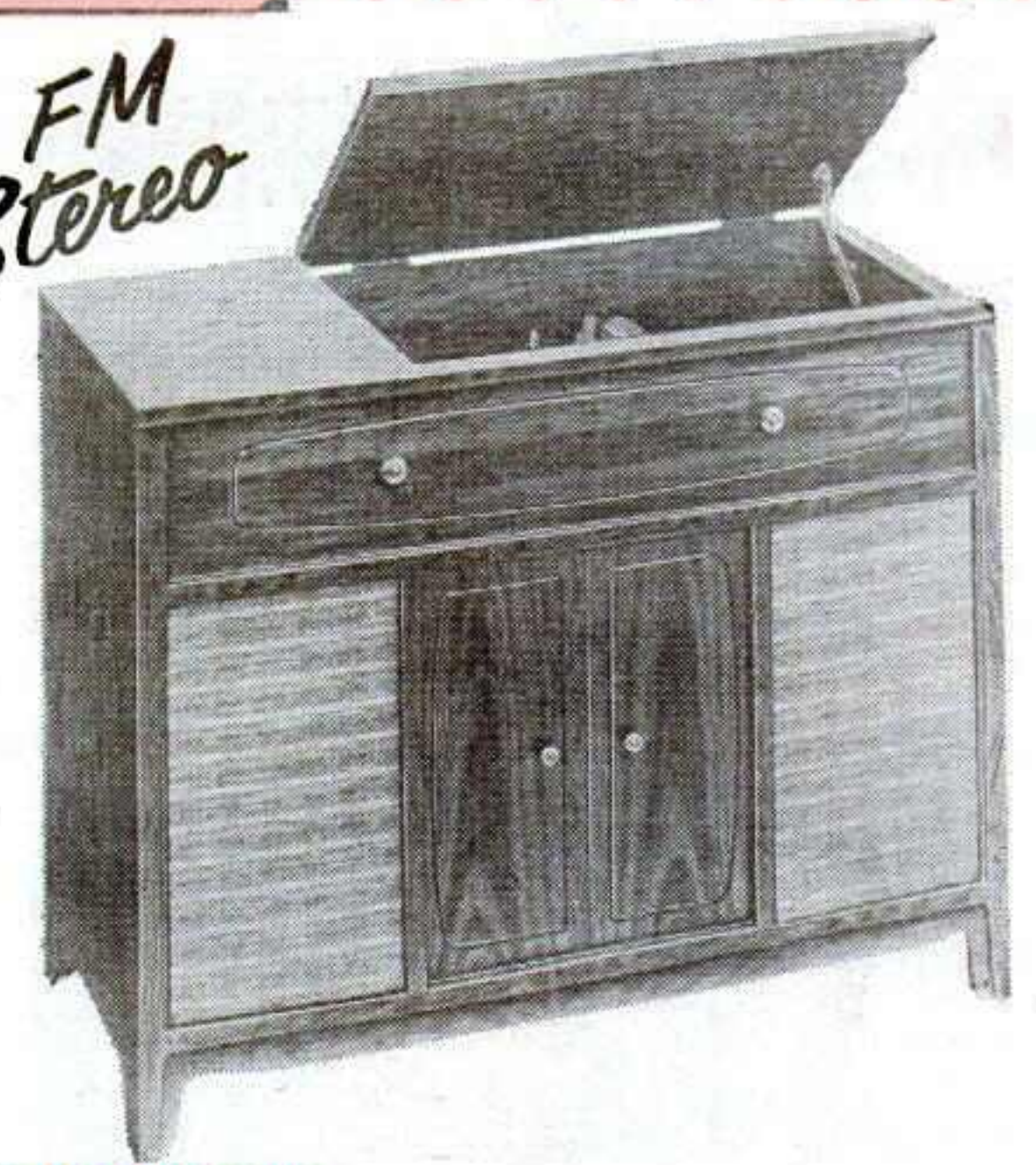
THE SHELDRAKE II DP-661
 Moderate Price—3 Controls, 6-inch Speakers, Polished Control Panel.
\$79⁹⁵



THE RAMSEY III DP-116, DP-117
 Self-contained Full Stereo High Fidelity Console Phonograph, Handsome wood-grained finishes, Two Speakers, Imported 4-Speed Changer.
 DP-116 (Mahogany) **\$109⁹⁵** DP-117 (Walnut) **\$114⁹⁵**

THE MEAD DP-216, DP-217
 Same specifications and features as The Ramsey III, PLUS AM/FM Radio.
 DP-216 (Mahogany) **\$149⁹⁵** DP-217 (Walnut) **\$154⁹⁵**

FM Stereo



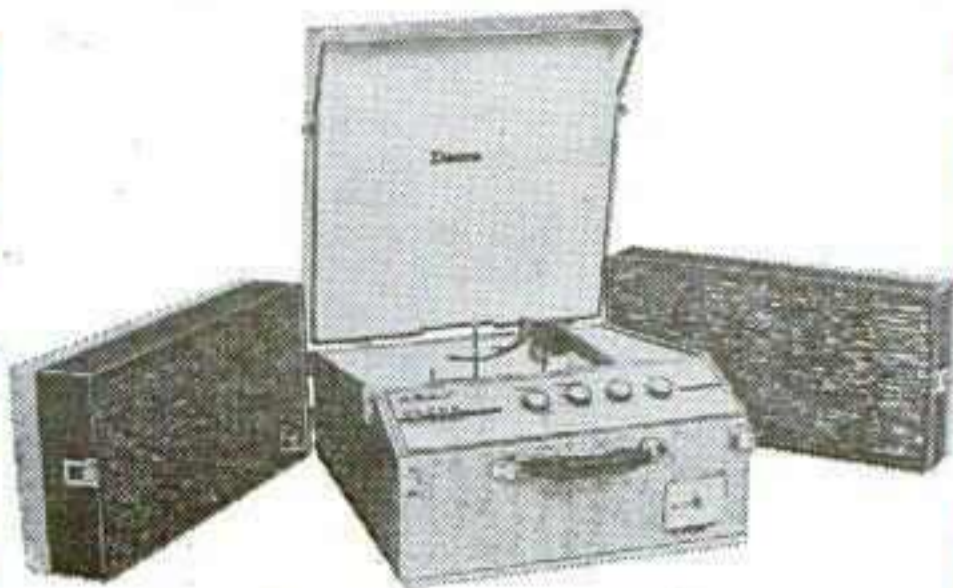
THE ALLEGHENY VII DP-316, DP-317, DP-318
 Self-contained Full Stereo High Fidelity console phonograph—36" wide—Four Speakers—Genuine Hand-rubbed Veneers.
 DP-316 (Mahogany) **\$149⁹⁵** DP-317 (Walnut) **\$159⁹⁵** DP-318 (Fruitwood) **\$159⁹⁵**

THE PALMER III DP-416, DP-417, DP-418
 Same specifications and features as the Allegheny VII, plus AM radio and FM/FM Stereo Radio (multiplex), Nothing-else-to-buy!
 DP-416 (Mahogany) **\$229⁹⁵** DP-417 (Walnut) **\$239⁹⁵** DP-418 (Fruitwood) **\$239⁹⁵**

SEE YOUR DECCA SALESMAN TODAY!!



THE DEVON II DP-298
High Fidelity Full Stereo Portable Automatic—Four Speakers In Two Separate Enclosures. **\$129⁹⁵**



THE BENTON V DP-286
High Fidelity Full Stereo—8-inch Speakers, 4 Controls. **\$109⁹⁵**



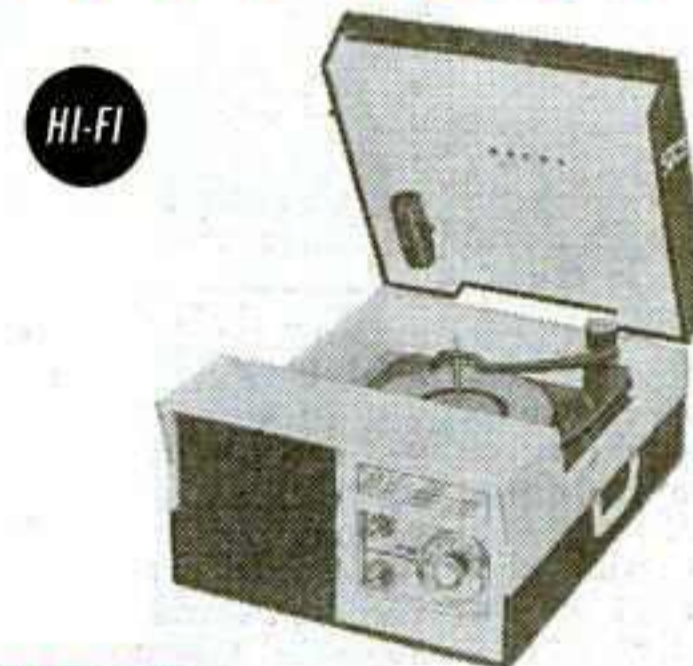
THE MONROE DP-670
High Fidelity Full Stereo—4 Speakers, 4 Controls, Separate Speaker Enclosures. **\$99⁹⁵**



THE ANNIVERSARY V DP-654
Deluxe Budget Priced Full Stereo Automatic Portable with Full Size Speaker Baffles—2 Controls for Stereo Balance, 4 Speed Imported Changer. **\$64⁹⁵**



THE TUXEDO II DP-653
Budget Priced Full Stereo Portable Automatic with Self-Storing Remote Speaker, Imported Changer, 2 Volume Controls for Stereo Balance. **\$54⁹⁵**



THE SUFFOLK DP-492 AM/FM Radio/Phono
Portable Automatic Phonograph with AM/FM radio, Imported Changer—Static-free FM and AM 7-tube, 2-Diode Chassis with AFC for Drift-Free Reception. **\$89⁹⁵**



THE RICHMOND DP-490 AM Radio/Phono
Portable Automatic Monaural Phonograph with AM radio. **\$69⁹⁵**



THE PERRY VI DP-642
Portable Automatic Monaural Phonograph with Imported Changer—Handsomely Designed, Conveniently Compact. **\$44⁹⁵**



THE LENNOX DP-593
Two-Speaker Hi Fi Manual—Deluxe Case and Turntable, Handsome Trim. **\$34⁹⁵**



THE SEAFORD VI DP-592
Manual Portable—Separate Volume and Tone Controls mounted Outside. **\$24⁹⁵**



THE PALM BEACH V DPS-15
The Budget-Priced Portable with turnover cartridge. **\$19⁹⁵**



THE DEMONSTRATOR V DP-614
Superb performance 4-Speed High Fidelity Full Stereo Manual with Separate Speaker Cabinets and Spring-Mounted Floating turntable Deck. **\$149⁹⁵**

All prices Suggested List, PLUS 45 rpm Spindle—Slightly Higher in South, Southwest, and West

AVAILABLE FOR IMMEDIATE DELIVERY!

Armed Forces Radio in Germany Changes Tune, Negotiates Fees

FRANKFURT, W. Germany — GEMA is negotiating annual royalty fees with the U. S. Armed Forces Network, indications being that agreement will be reached on a figure between \$15,000 and \$20,000. GEMA is pressing AFN for copyright royalties as ASCAP representative in Germany. After nearly a decade of declining to recognize the principle of royalty payments, AFN has about-faced

and accepted GEMA's basic right in this respect.

Current negotiations are using as a guidepost AFN royalty payments in France and Britain. AFN's French operation is restricted mainly to wired radio, and the AFN operation in Britain is on an even more modest scale. In France, AFN pays copyright royalties totaling \$10,000 annually, and in Britain, \$3,500. AFN has suggested a similar payment between \$3,500 and \$10,000 for Germany.

The GEMA-AFN dispute has dragged on over most of the last decade. GEMA has sued AFN in the German courts, but the suit was dismissed on grounds that AFN, as a U. S. military activity, enjoys extra territoriality. Dr. Erich Schulze, GEMA's chairman, early this year broke the deadlock in personal negotiations in Washington with the Pentagon and State Department.

clude Peter McDonald, International vice-president of MCA, who will be spending three weeks in Sydney before leaving on tour for the Far East. On his Eastern jaunt he will be accompanied by Ron Brown, MCA's Australian manager. . . . David Guard, late of the Kingston Trio and leader of the Whisky Hill Singers, arrived June 26 for a month's holiday and is staying at the Chevron Hilton Hotel.

Disk News

W & G Records arranged for the disk "Have You Ever Been to See Kings Cross," composed and sung by Frankie Davidson, to be released on the Melbourne label in the States. The number has been a chart winner in Sydney. Davidson has just completed his next record for the Victorian label, entitled "My Home Town."

ARC and EMI are rush-releasing the single "Team Work" by Bing Crosby and Bob Hope on English Decca. Permission was given by Chappell to release the single, but a restriction has been placed on the album until October when the movie "Hong Kong" will be released in the theaters here. . . . Chappell & Company has announced that Brian Stevenson, who has been with the company 10 years, has been appointed manager of its new offices to be opened in Brisbane before the end of June.

BELGIUM

Interest Soars for Annual Festival

By JAN TORFS

Stuivenbergvaart, 37-Mechelen

The fourth annual Song Festival of Knocke will be held from July 20 to July 26. Teams from Belgium, Germany, Holland, France, Great Britain and Italy will participate. Last year Great Britain won the famous Europa Cup for 1961 in final competition with Belgium. Interest is so high that countries participating, like Switzerland, have asked for a TV relay.

The performing team winning first prize will get 200,000 Fr. (\$4,000) and the entire contest will be televised.

Caterina Valente and brother Silvio Francesco are featured on the just released "Twist a Napoli" and "Darling" on the Decca label. They are backed up by the famous

NEIL SEDAKA ON SO. AMER. TOUR

NEW YORK—Singer Neil Sedaka, one of the more popular non-local talents in South America, is currently on a near month-long tour of that continent. The lad visited Lima, Peru and Santiago, Chile, is currently in Buenos Aires and will take in Sao Paulo, Brazil (July 13-15). He then moves on to Italy, and will be there from July 20 to August 5.

orchestra of Werner Muller. Both songs are sung in French. . . . Jet Harris, once a member of the Shadows, can be heard on "Chills and Fever" b.w. "Besame Mucho." In the Stella series (special recordings for teen-agers) Mary Linda sings "Mashed Potato Time," and the Lollypops do "Johnny Angel." . . . The first Stateside records have been released in Belgium. They are "Palisades Park" by Freddy Cannon, and "Twistin' Matilda" by Jimmy Soul. Others to follow are "Dancin' Party" by Chubby Checker, "Seven-Day Weekend" by Gary (U. S.) Bonds, "Roses Are Red" by Bobby Vinton, "Wolverton Mountain" by Claude King and "Teach Me Tonight" by George Maharis. Another record soon to show on the charts is Ray Charles' "I Can't Stop Loving You."

BRITAIN

Committee Nixes Foreign Air Quota

By DON WEDGE

News Editor, New Musical Express

The British Songwriters' Guild for the imposition of a quota on foreign material used by British networks was rejected by the Pilkington committee, set up by the government to report on the future of broadcasting. The guild had suggested 60 per cent or more by works "of great masters"; for others, "especially light and popular items recorded on gramophone disks," a quota of 10 per cent was sought.

The committee recommended against quotas in general, but said broadcasters should apply a test of quality, not ease of availability. The broadcasters' duty is to the British audience, the committee said it felt.

Also recommended by the committee was an extension of the present broadcasting hours and local radio to be the responsibility of the BBC. The music industry largely has sat on the sidelines awaiting news of government action on the proposals. They are welcomed in that, particularly in regard to the BBC's radio services, more music will be used, probably including disks. Local radio will also mean more music use, though many would have preferred local radio to be in commercial hands on the grounds of likely greater disk usage.

The four big record firms are all parented in some degree by groups in the electronic fields which will benefit from proposals to switch to a 625-line TV system, introduction of color TV, etc.

Publisher Business

The Tin Pan Alley Music group, headed by Bunny Lewis and Fred Jackson, has developed a useful link with BMI, Canada. TPA has taken five songs from that source in recent weeks. First away is "Steel Men"; the British recording by Rog Whittaker (Fontana) entered the

chart last week, and there is also action on the subsequently issued Jimmy Dean CBS version. From the same source TPA has "Fortune Teller"; Decca-London has the Bobby Curtola version, and a cover is due by Dick Jordan (Piccadilly).

Also in TPA is Jim Reeves' new RCA release, "Adios Amigo." There is chart action, too, on "English Country Garden," assigned Planetary-London (a TPA affiliate), through Jimmy Rodgers' Columbia (from Roulette) waxing. In Fabienne, a firm Lewis has with Hill and Range here, there is a Ruth Bachelor song, "March of the Broken Hearts," recorded by the Avons (Columbia). Michael Reine Music assigned U. S. rights of "Picture of You," current No. 1 here for Piccadilly's Joe Brown to Howie Richmond. Brown's disk in America goes to London and there is a cover by the Kalin Twins.

Record Business

Fontana a.&r. Manager Jack Baverstock acquired British rights to the Volumes' current U. S. hit, "I Love You" from the American indie Chex. . . . Same label's the Allison's revived "Sweet and Lovely" for new single. . . . Pye-Piccadilly released the Countrymen vocal team with "Enchanted Sea," previously heard as a Martin Denny instrumental; lyrics were added in Britain by Tony and Irving Hiller, Mills London staffers. . . . Pye acquired the Johnny Crawford U. S. hit, "Cindy's Birthday," from Del Fi for issue on the Pye-International label. . . . Latter's Piccadilly line covered Claude King's CBS release "Wolverton Mountain" with the Kestrals.

Oriole has two foreign releases, Mina's "Untale" from the Continent and Kari Lynn's "Summer Day" from the U. S. On RCA Victor, the firm issued new Elvis Presley LP "Pot Luck." Because of demand, which is difficult to control, Presley releases are put out quickly with shorter-than-normal warning. . . . Disks getting some sales reaction include Walter Brennan's "Old Rivers" (Liberty), Emilio Pericoli's "Al Di La" (Warner) and Jim Reeves' "Adios Amigo" (RCA).

EIRE

Pye Warming to EP, LP, 45 Push

By KEN STEWART
Dublin Evening Mail

John Woods, Pye Records chief here, recently returned from business discussions with the company's executives in London. He told BMW: "We are confidently expecting considerable sales for the first in a series of three EP's by Michael O'Duffy entitled 'A Crock of Gold'! Regarding albums, our original track disk from the movie 'Barabas' (coming to Dublin shortly) could prove a really big seller."

Judging from initial sales, Pye may push Petula Clark's "Ya Ya Twist" into the charts. The record is in brisk demand, even though it is sung entirely in French. . . . John Hanson is coming here for a three-week tour, which will begin on August 27. His "Student Prince"—"Vagabond King" LP is one of the most consistent sellers in the low-priced Golden Guinea series. . . . With the tourist season now upon us, Avoca Records is doing a steady trade, particularly in albums by Willie Brady, whose "Irish Songs of Freedom" is among the top home-produced LP's. Joe O'Reilly, a prominent Dublin dealer, is agent in Ireland for the label.

FRANCE

Industry Shows 20% Sales Jump

By EDDIE ADAMIS

92 qual du Marechal Joffre
Courbevoie (Seine)

This year marks the end of the crisis in the French record market. Major diskeries and retailers have raised their 1962 total business figures by 20 per cent, compared to 1961.

Some retailers attribute the rise in total business to the creation of low-priced classical and pop series but that probably is not the only reason. It goes without saying that low-priced albums series have caused misunderstandings by the general public about differences of price that exist between these series and the normally priced records of the same works; differences that vary from 150 to 200 new francs.

Disk Business

Versailles reports signing exclusive distribution deals in Israel with Unatex, in Argentina with Famous SRL and in Japan with Yamaha Music.

Odeon celebrates the first anniversary of the release of its new low-priced, 7-inch, 33-r.p.m. "Grande Diffusion" classic series retailing at 4.95 new francs. Twelve EP's have been issued up to now and are selling well.

Ray Ventura of the Versailles label threw a cocktail party for their new U. S. artist Tony Middleton. Just waxed Tony under the direction of Mickey Baker are four titles, including "I Can't Stop Loving You."

Billy Bridge, creator of the Madison craze on Odeon, has been selected to represent France at the "Coupe d'Europe du Tour de Chant" European competition held yearly in July in Belgium's Knokke-Le-Zoute coast resort casino.

GERMANY

Reco to Handle Petty Productions

By BRIGITTE KEEB

Automaten-Markt, Braunschweig

Walter Richter, general manager of Record Distribution Company Reco, Frankfurt, signed a contract covering Germany, Austria and Switzerland with a U. S.-producing team headed by Norman Petty.

Awards

During the Berlin Film Festival, Attila Zoller, jazz guitarist, and German jazz journalist Joachim E. Berendt were given the Federal Film Prize for Music 1962 for their music in the Heindrich Boll picture "Brot der fruhen Jahre" (Bread of the Young Years). While Berendt was the musical adviser, Zoller and his jazz trio played the completely improvised sound track. Award was given to them by Interior Minister Hoehler June 24 in the Berlin "Deutsche Oper."

H. F. Group

An organization has been founded that is similar to the American Institute of High Fidelity Manufacturers called Deutsches High Fidelity Institute. Aim of this institute is to increase and set quality standards for records, tapes and radio. Founders of the institute were these firms: Braun AG, Dynacord, Elbau, Electroacoustic GmbH, Gaddard-audio-

ARGENTINA

Musicians' Strike For Raise Goes On

By RUBEN MACHADO

Lavalle 1783, Buenos Aires
Courtesy, "Escalera a la fama"

The musicians' strike continues. The industry refuses to grant a 1,000 pesos raise to musicians for every two hours of recordings. The musicians' union also is fighting the use of instrumental tracks used by radio and TV. An earlier strike of musicians lasted eight months.

Philips issued its first Polydor records with Bert Kaempfert, Roberto Delgado, Hugo Blanco and Freddy among early entries. There is also a classical music series from Deutsche Grammophon with David Oistrach, Dietrich Fischer-Dieskau and the symphony orchestra of Berlin Broadcasting conducted by Ferenc Fricsay coming.

Biggest selling LP here is the "West Side Story" sound track. The film was recently released in Buenos Aires. The single hit is "Midnight in Moscow."

AUSTRALIA

ARC Head Studies Trends on Travels

By GEORGE HILDER

19 Todman Ave., Kensington,
Sydney, N.S.W.

A.W.T. (Bill) Smith, managing director of Australian Record Company Ltd., leaves for the U. S. A. this month. ARC handles the parent label under C.B.S. Coronet and represents Warner Bros., United Artists, Kapp, Chess, Checker, Argo, Hickory and Sue labels in Australia. Smith will be calling at the headquarters of all these labels in Los Angeles, New York, Terre Haute, Ind., and Canada. He will be studying the latest manufacturing and merchandising trends on the American scene, and will return through London where he also will investigate record industry trends. He plans to be away six weeks.

Chappell & Company notified all companies that restrictions had been lifted on the musical "Gypsy." Coronet, which owns the original-cast version, had labels and covers printed for a rush release. This also happened to other companies who had single numbers from the show.

A week later, Chappell re-imposed the restriction on all musical numbers from the show until after the release of the Warner Bros. movie "Gypsy." It could be another two years before the film is released in Australia.

Visitors to Sydney this week in-

son GmbH, Klein & Hummel; Shure Brothers, Inc.; Dietrich Hahn and journalist Ernst Pfau.

General manager of the recently reorganized Bundesverband der Phonographischen Wirtschaft e.V. (Federal Association of the Phonographic Economy), Dr. Walter Facius, has been succeeded by Joachim Viedebant, who took office July 1.

Maxin in Hamburg For DGG Meeting

By JIMMY JUNGEMANN
102 Ismaninger Street, Munich 27

Arnold Maxin, president of MGM Records, will be in Hamburg, Germany, this week. He will meet reps of the Deutsche Grammophon Gesellschaft for production discussions.

At the moment, Connie Francis and Dave Rose are top MGM stars in Germany. Rose's "The Stripper" is getting much air play. Eartha Kitt's LP "Bad But Beautiful" on MGM is a solid seller.

Talent Changes

U. S. singer Bill Ramsey signed with Electrola. Heinz Gietz will be his producer again. Gietz was a Polydor producer when Ramsey had one success after the other. . . . Bavaria's zither king Alfons Bauer, onetime Polydor then Electrola star, has joined Philips.

Musical Movie

Gerhard Mendelson is the music producer of a new musical film titled "1,000 Stars for You." The pic will feature Mina from Italy, Gus Backus from U. S. A., Peter Kraus from Austria, Lil Babs from Sweden, Johnny Dorely from Italy, Peter Vogel from Bavaria, Paul Horbiger from Austria, and Ann Smyrner from Denmark. Werner Scharfenberger is writing the music, Kurt Feltz the lyrics.

HOLLAND

5,000 Audience for Gre Brouwenstijn

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

Bernard Haitink conducted the Concertgebouw Orchestra in a popular-classical concert in the new RAI Hall at Amsterdam. More than 5,000 people attended the performance, which featured the Dutch soprano, Mrs. Gre Brouwenstijn. Increasing demand for the soprano's disks should be satisfied by the recent releases of two German opera highlights on Philips: Weber's "Freischutz" and Eugen d'Albert's "Tiefeland," which were not from existing opera-albums, but are original material recorded in Vienna. Mozart's "Linz" and "Prague" symphonies are new items in the Concertgebouw catalog (Philips). A new album also was released recently in the Philips "Modern Music Series." The album is devoted to Arnold Schonberg and consists of "Transfigured Night," "Four Pieces for Mixed Voices" and "Variations for Orchestra." It is album No. 18 in the series.

Disk News

Bovema launched the new EMI Stateside label on which a new release from Freddy Cannon has been released. . . . New local artists signed by Artone this month include Bep Dowland, alto saxophonist and leader of the AVRO's Radio Dance Orchestra, The Sky-masters, and the ork's outstanding pianist Martin Gale. The latter has already debuted on record with "Nut-Rocker" b.w. "Twistin' Gerty." A new teen-age group has been discovered by Artone, Willy and His Giants. They have a strong rhythmic version of the Dutch-

South African ditty "Sarie Marijs." Platter clicked immediately after release.

Willy Schobben, who just received a gold platter of "Mexico," has a new hit in "Benifica" b.w. "Egal-O.K." The disk reached impressive sales figures in spite of the quiet summer season. . . . Another Artone artist, Billy Longstreet, is doing very well with his version of "Stranger on the Shore." Artist's records have proved to be steady sellers in a large area outside of Holland, including Germany, Switzerland and the Middle East countries.

HUNGARY

Barber Plays in Southern Hamlet

By PAUL GYONGY
Derekutca 6, Budapest

Alterations started on the studio of the Hungarian Record Company a couple of weeks ago have been completed. Two very interesting works will be produced shortly: "The Two Wonder Oxen" by George Ranki, a very charming fairy tale for 13 instruments and narrator, and "Symphony for Strings" by Rudolf Maros, which is a great success on this side of the world. Both works are being published by Mills Music, Ltd., London.

Trade here was mystified by a recent British report that Chris Barber and band were headed for Hungary. The State Concert Agency, radio stations and local jazz dignitaries knew nothing about the tour. The Institute for Cultural Relations, however, referred queries to the Office for Organization of Musical Events. This last lead revealed the Barber band would not appear in Budapest, where many jazz-minded fans would flock to see it, but in Pecs. The Barber ork will give two open-air concerts in this charming Southern Hungary town Monday (9).

The traditional festival in Szeged—third largest town in Hungary, population 150,000—July 21 to August 20—presents the Hungarian opera "Bankban" by Erkel, "Aida" by Verdi, and ballet "The Flames of Paris" by Soviet composer Aszfajev.

ISRAEL

Mills Music Sets Israeli Pub Deal

By AZARIA RAPOPORT
73, Ahad Haam St., Tel Aviv

Mills Music material, both light and pop music, are going to be performed more often on Israel's Broadcasting stations' programs, as a result of a deal made between music directors of the KOL Israel Station and Irving Mills, during his recent visit to Israel.

Mills, exec and co-founder of Mills Music showed understanding to the foreign currency problems of this country and will send scores and sheet music, which will be performed here by local artists. Mills also will get a number of Israeli hits and have them scored by U. S. arrangers and composers, in modern style, to be returned to Israel. This will enable local composers to adapt themselves to the modern trends in scoring.

Mills Music Inc., is supplying the American market with Israeli music through a pact signed with the Israel Composers League Publications in Tel Aviv.

ITALY

TV's All-Star Show An On-Tape Smash

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

Powerhouse production of final show on TV's "Gentlemen of Nine o'Clock" featured Louis Armstrong, Pat Boone, Connie Francis, Sammy Davis Jr., Maurice Chevalier, Dalida and Lonnie Salton, all in taped segments.

Although Paul Anka has switched to RCA, Columbia has come forth with a new album of 15 top tunes by him listed as "Volume III." . . . RCA Italiana presented Perez Prado with a golden disk for his sales of "Patricia" on the occasion of season's opening of the "Brigadoon."

Durium has taken over distribution of all eight labels in the Curcio group of records, including Carosello. . . . Adriano Celentano will play a starring role as a singer in the first Italian-Russian film co-production, "Italians, Nice People." . . . Hermes Pan has been signed as choreographer of "Songs of the World," which will be filmed with top international singing names.

Voce del Padrone has given a special push to Danny Williams and the Rita Williams Singers with "The Miracle of You" and "Lonely." Italy's singers, who have just completed an auto tour of the land with the Cantagiro Festival, will now join in a sea competition with film actor included to be known as the 1st Motonautico Raid of Italy beginning on July 28 with song competitions at various ports.

Agreement on format is delaying recording of the new Caterina Valente show for TV's Second Channel. . . . Betty Curtis has received the first Spotorno Award for TV in the field of light music.

Pietro Garinei and Sandro Giovannini, who set an all-time musical show record with "Enrico '61," which did 109 performances in Rome, are at work on a musical to star Nino Manfredi, which would be a Romanesque masquerade set in the Napoleonic era. . . . Graz, lots!

Paul Anka will pen and do all the lyrics for "The Magic Carpet," a film in which he will play the starring role. Peter Bamberger will make the German-Italian co-production under the direction of U. S. Director Gerd Oswald in Yugoslavia for exteriors and in Rome studios. Papers for the deal were signed during the Berlin Film Festival, with Willard Josephy representing the singer-actor.

Erroll Garner received \$6,000 for two taped TV programs here but refused to play for the press when he was introduced by Philips-Melodicon. He played later that evening at a private reception given by Romano Mussolini, pianist-son of the late dictator, and his bride who is Sophia Loren's sister.

Flop of the year may well be the ultimate title of the Cantagiro, musical tour of Italy, which limped into its final lap with many name artists represented by records instead of personal appearances. Adriano Celentano proved most popular in person or on recordings at most of the stops. . . . Pino Donaggio is scoring his newest successes with songs based on apparel, including "The Girl With the Big Sweater" and "The Mink Coast."

Heading the Twist parade in Italy where the dance has evolved into something of a form other than the American original is Eddie Calvert and "Trumpet Twist." . . . Some of the Twist forms are coming from the classics as "Persian Twist" recorded by Charles Blackwell and his British orchestra which comes from "In a Persian Market." . . . Leontyne Price is at work on her recording of "Madame Butterfly" for RCA at the new RCA Italiana Studio, the first full opera to be

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SPAIN

Anka Visit Gets Big Press Push

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

Paul Anka's week in Spain has been supported by the hottest publicity campaign seen in this country. He has performed for the Coca-Cola radio programs emceed by Pepe Palau, filmed "A Day With Anka" for TV and he went to Barcelona where he sang at the Sports Palace. He recorded the Spanish version of "A Steel Guitar and a Glass of Wine" and "Remember Diana."

Millions of tourists pour into summer resorts and night clubs which have signed great personalities for shows: Abbe Lane and Xavier Cugat, Yonne De Carlo, Sacha Distel, Los Cinco Latinos, Billy Caffaro, Los TNT, Enrique Quijano, Carlos Acuna, Lola Beltran, and Paul Anka have appeared, while Miguel Prado, Mexican author of "Duerme" and Dimitri Tiomkin are studying a new film production that will have their music.

Joaquin Prieto, the Chilean author of "La Novia," signed a three-year pact with RCA Italiana. His pact gives Prieto and Fermata the song rights for Argentina, Brazil, Spain and Portugal.

New Head of Pioneers Plans Annual Awards to Stations

CHICAGO—Ward Quaal, executive vice-president and general manager of WGN, Inc., and president of KDAL, Inc., Duluth-Superior, has been elected president of the Broadcast Pioneers, succeeding Gordon Gray, general manager of WKTV, Utica, N. Y.

Quaal, a veteran of 27 years in radio and television, plans to establish an annual national Pioneers Award to recognize superior performance of individual local radio and television stations. The awards project will encourage live, local program production.

NARM Congrats

Continued from page 8

Snider (Edge, Ltd., Washington), Director Larry M. Rosmarin (Record Distributing Company, Houston), Director Cecil Steen (Recordwagon, Inc., Boston), Jules Malamud, NARM executive director, and Earl M. Foreman, legal counsel.

The wire to Heilicher was signed by Glen Becker, Jules Malamud and the Board of Directors at NARM.

MEXICO

Senors Make It Sing For Our First Lady

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

Four days before the President of the U. S. arrived here for a State visit, RCA Victor Mexicana released a musical tribute to America's First Lady. Within 72 hours three songs in honor of Jacqueline Kennedy were composed, recorded, pressed and put on sale: "Jack . . . Jack . . . Jacqueline," a tropical guaracha composed and sung by Puerto Rican-born Bobby Capo; the ranchero song "Jacqueline," performed by Gilberto Valenzuela, and "Linda Jacqueline" (Beautiful Jacqueline), a modern ballad sung by Daniel Riobobos.

Record News

Manuel Villarreal, general manager of Mexican Columbia, leaves on July 14 for Buenos Aires, where he will discuss plans for co-ordination and artist policy with Peter De Rougemont, vice-president of Columbia Records and general manager of Columbia Argentina. During the last week of this month Villarreal will visit his affiliates in Venezuela and Colombia. . . . Murdoc H. Riley, director of Viking Records, Wellington (N. Z.), discussed the possibilities of future collaboration with Mario Freidberg (Disco Importadora) and Rogelio Brambila (Brambila Publishing). Riley arrives July 14 in Tahiti and will record, during the week, selections from dance and song competition held in the island.

Norman Land, foreign administrator of United Artists, visited his Mexican distributors, Gamma Records, on his first promotional trip all over Latin America.

PHILIPPINES

Vocal, Instrumental Groups Take Over

By LUIS MA. TRINIDAD
264 Escolta, Manila

Of special interest to socio-civic and religious groups who have been attempting to put a stop to the rash of crimes committed by teen-agers in this country, is the widespread popularity and appeal of youthful combos in the local pop tune scene. They are taking Manila and the provinces by storm. According to an unofficial survey, 100 active groups and combos composed of early teeners are actively performing on the Philippine stage, screen and radio-television. There are now three or four all-girl groups, but the most popular is D'Bombshells. Even students from American schools and colleges have formed their own groups.

Combos who belong to the upper bracket and who write original compositions are Jose Mari and the Electromaniacs and Ronnie Villar and the Fire Dons. Both have already cut several tunes on Mabuhay label. Aside from the above-mentioned, two combos, RJ & the Riots, D'Strads, Whirlpools, Ramrods, Lunatics, Hi-Jacks, Rumblers, Hotshots and the Black Diamonds run away with pop honors.

COMMON MARKET

8-press, very efficient plant in Common Market seeks merger or close liaison with U. S. interests, 100,000 L.P.'s per month proved capacity. The plant is complete with cutting room, galvano (rotary nickel), etc., etc.

Write in first instance to
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New York 36, N. Y., U. S. A.

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

ALBUM REVIEWS

POP

ROSES ARE RED



Bobby Vinton. Epic LN 24020—The sensational Vinton, who's done much lately to spur the singles business with his smash "Roses Are Red," offers a neat bundle of well-known, country-oriented ballads. To simple arrangements with strings and piano used with taste, Vinton sings in a meaningful style, occasionally employing a catchy vocal slide into the falsetto range. Tunes include "Mr. Lonely," "Crying," "True Love," "I Can't Help It," etc. Powerhouse merchandise.

ABOVE THE STARS



Mr. Acker Bilk. Atco 33-144—Another Acker Bilk masterpiece here. The king of the low-key clarinet weaves a dreamy melody through 12 tracks on this LP. Album is titled after his new single and each of the performances is accompanied by strings and on a few of the tracks there is the subtle touch of Latin rhythm. In addition there's an infectious little tune called "Acker's Lacquer" that could pull jock spins and a moody reading of "Limelight." In all, a potent package from the clarinetist.

THE RAY CHARLES STORY (2-12")



Atlantic 2-900—Atlantic has a powerhouse in this double LP set of cream Ray Charles tracks. There are 29 sides in all, all top stuff from singles and LP's previously released. The striking cover art and detailed notes are added attractions. Sides cover from 1952 through 1959 and include such Charles greats as "If Shoulda Been Me," "Rockhouse," "Hallelujah, I Love Her So," "Just for a Thrill" and "Let the Good Times Roll" to mention just a few.

THE STRIPPER AND OTHER BIG BAND HITS



Si Zentner & His Orch. Liberty LST 7247—Zentner's latest album effort presents the leader's interpretation of a flock of hits past and present. The sides showcase the big band in both soft and shouting material with bright brass, soaring sax and punching rhythm work. The unison's crisp and there are a number of sides which should appeal to both adult and teen dancers. "Hot Toddy," "Midnight in Moscow," "One Mint Julip" and the band's current single "Shadrack" are all included in addition to the title tune.

KING CURTIS COUNTRY SOUL



Capitol T 1756 (M); ST 1756 (S)—Here's an album that could be a smash seller in the pop field and even catch some country as well as r.&b. action. King Curtis, following in the path of Ray Charles, has come up with a sock LP here featuring the tenorman in catchy, country-flavored versions of a flock of country and pop tunes. And Curtis not only shows off his tenor work, but a Charles-oriented singing style as well. Sides include "Any Time," "Your Cheatin' Heart," "Brown Eyes" and "I'm Movin' On." Solid wax.

MURRAY THE K'S GASSERS FOR SUBMARINE RACE WATCHERS



Various Artists. Chess LP 1470 Mono—Murray the K's "Golden Gassers" and "Blasts From the Past" have turned out to be chart gold and this successor album, with another flock of fine old rock hits, can follow along the hit path. Included are the Shirelles' "Will You Love Me Tomorrow?" Little Anthony and the Imperials' "Tears on My Pillow," "Maybe" by the Chantels and items by the Harptones, Students, Tokens, Pastels, and the Moonglows. A lot of action indicated here.

MASHED POTATOES AND GRAVY



The Ventures. Dolton BLP 2016 (M); BST 8016 (S)—The Ventures have had continuing album chart success, particularly with their recent twist set and this dance package can score heavily with the same markets. The guitar combo rocks out with "Gravy," "Mashed Potato Time," "Wah Watusi," and "Hully Gully" among others and the teens and adults alike will find it superior terp accompaniment.

THE PLATTERS' ENCORES OF BROADWAY GOLDEN HITS



Mercury MG 20613 (M); SR 60613 (S)—The Platters have another powerhouse LP here bearing the "Golden Hits" stamp. The group turns its attention to great songs from Broadway, giving each of the tunes their own unique stylistic interpretation. The LP is attractively paced between medium and slow rhythms, with "Summertime," "Stormy Weather" "Old Black Magic" and "September Song" ranking among the better tracks. String ork accompanies on this entertaining LP.

LINDA SCOTT



Congress LP 3001 (M); SLP 3001 (S)—Young Miss Scott has been steadily expanding her following and this second album, with the fine, subtle arrangements of Hutch Davie should win her more fans yet. It includes past singles "Yessiree" and "Never in a Million Years," plus standards, all of them delivered with much warmth and vocal knowhow. A lot of spins and sales in prospect here.

THE GOLDEN HITS OF THE EVERLY BROTHERS



Warner Bros. W 1471 (M); WS 1471 (S)—The Everlys have been consistent hitmakers through their associations with two different labels, and here's a great grouping of their top money winners on Warner Bros. label. Included are "That's Old Fashioned" (their most recent smash); "Crying in the Rain," "Ebony Eyes," "Cathy's Clown," "Walk Right Back," "Don't Blame Me," "Lucille," "Temptation" and others. Solid merchandise for the fans.

AND THE ANGELS SING



Caprice LP 1001 (M); SLP 1001 (S)—The girls who have had strong chart action in recent months, have their first LP here, and it's bound to cause a stir with teen groups. Their singing is done in the familiar brooding style that has brought them to national attention. "Till," "Cry Baby Cry," and "Everybody Loves a Lover," all good singles for the girls, are included as well as some other strong items.

THE GREAT GROUP GOODIES



Various Artists. Atco 33-143—Atco has some memorable rock singles in its catalog and here's a flock of them, by vocal groups, to prove it. The Coasters are represented with "Searchin'," "Yakety Yak," and "Charlie Brown," while the Robins' great "Riot in Cell Block No. 9" is also present. Additional exciting tracks are by the Ikettes, Harptones, Sensations, Hollywood Flames, Royal Jokers, etc. Powerful wax for the "oldies but goodies" derby.

SOLOMON BURKE'S GREATEST HITS



Atlantic 8067—Burke has had a great revival this past year, with a number of fine singles, including the hit "Just Out of Reach," and this plus other singles are included here along with some solid new outings. Teacho Wiltshire, Ray Ellis and Klaus Ogerman all contributed arrangements and each one outdid himself. Fine tracks include "I'm Hanging Up My Heart for You," "Gotta Travel On," "I Almost Lost My Mind," etc. A topnotch effort throughout, for the chanter.

(Continued on page 22)

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

KING CURTIS COUNTRY SOUL—(Capitol T 1756; ST 1756) "I'm Movin' On" (2:22)

A MILANESE STORY—Sound Track (Atlantic 1388) "In a Crowd" (M.J.Q.) (3:23)

THE PLATTERS ENCORE OF BROADWAY GOLDEN HITS (Mercury MG 20613; SR 60613) "Summertime" (George Gershwin, ASCAP) (3:30)

GOOD, GOOD, TWISTIN'—James Brown & the Famous Flames (King 780) "Have Mercy Baby" (Ward, BMI) (2:14)

JAZZ

HOLLYWOOD JAZZ BEAT—Ray Bryant (Columbia CL 1867; CS 8667) "On Green Dolphin Street" (Felst, ASCAP) (2:16)

GRAVY TRAIN—Lou Donaldson (Blue Note 4079) "Twist Time" (Groove, BMI)

***** STRONG SALES POTENTIAL**

***** THEY ALL SWUNG THE BLUES**
 Glen Gray and the Casa Loma Ork. Capitol T 1739 (M); ST 1739 (S)—Another in the long and solid selling "sounds of the great bands" series and this one has the same fine, updated Casa Loma sound as its four predecessors. This fifth volume of the series package, dedicated to the swinging blues, offers 12 solid tracks, including an updating of "No Name Jive," "Bugle Call Rag," "C Jam Blues," "Night Train," "Farewell Blues," etc. Great sound.

***** BUDDY AND SOUL**
 Buddy Greco. Epic LN 24010 (M); BN 26010 (S)—Buddy Greco has generated a lot of interest both here and in England in the past year, and he's even had singles that have stirred good action. Most of the action has been received on the upbeat, swinging kind of material, at which he's very good. Here, Greco turns to the softer ballad approach and fans will like "Come Rain or Come Shine," "But Beautiful," "People Will Say We're in Love," etc. It's a different Greco than the one most disk fans have come to know, but many will like him this way, too.

***** OOPS**
 Bill Doggett and his Combo. Columbia CL 1814 (M); CS 8614 (S)—Bill Doggett is now swinging on his third label, and as with many past albums, the dancers will perk up their ears and twisting muscles. Doggett's most famous hit (from his King days) "Honky Tonk," is here with both Parts I and II, and it sounds fine in the re-recorded up-to-date sound. Also included are "Deed I Do," "Canadian Sunset," and others, all done with twisters in mind. Doggett's organ solos are listenable, but the beat is the thing here.

continued on page 28

ROY ORBISON'S GREATEST HITS

ONLY THE LONELY EVERGREEN CRYING

UPTOWN RUNNING SCARED LOVE STAR

DREAM BABY THE CROWD BLUE ANGEL

CANDY MAN I'M HURTIN'

THIS LP CAN'T MISS!

Monument RECORDS

Of course it's from

THE LONDON AMERICAN GROUP

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

SINGLES REVIEWS

Pop

THE VENTURES



LOLITA YA YA (Chappell, ASCAP) (1:55)—**LUCILLE** (Venice, BMI) (2:14)—There've been a number of versions of the title tune from the hit film "Lolita" but this figures the strongest to date. The usual Ventures guitar sound is neatly augmented with voices and the side should step out. Flip is Little Richard's old smash and also figures to grab action. **Dolton 60**

BEN E. KING



TOO BAD (Progressive-Milky, BMI) (2:25)—**MY HEART CRIES FOR YOU** (Massey-Ross Jungnickel-Gladys, ASCAP) (2:17)—Two fine sides for the chanter and both have a strong chance. On top is a ballad, much in the country style, but done to a smart "Stand By Me" kind of beat. Flip is the oldie, done in new, swinging, upbeat dress. **Atco 6231**

THE IKETTES



HEAVENLY LOVE (Progressive-Placid, BMI) (2:50)—The best outing to date for the gals. It's a rockaballad, done somewhat in Shirelles style, and in addition to a standout vocal by the group, it sports a smart strings and rhythm backing. This one can go. Flip is "Zizzy Zee Zum Zum" (Progressive-Placid, BMI) (2:20) **Atco 6232**

JIMMY BEAUMONT



FM GONNA TRY MY WINGS (Aldon, BMI) (2:13)—The lad has a strong teen sound on this ballad. The material is fine and the performance builds and builds, with an arrangement to match. Should be worth plenty of coin. Flip is "Never Say Goodbye" (Aldon, BMI) (2:11) **May 120**

BERNIE LEIGHTON



DON'T BREAK THE HEART THAT LOVES YOU (Francon, ASCAP) (2:48)—Here's Connie Francis' big hit of a while back, done up in a highly stylized instrumental arrangement by Don Costa. Leighton and his ork make it sparkle and the side could grab a lot of loot. Watch it. Flip is "Till You Return" (Jefmark, BMI) (2:29) **Colpix 645**

PATHI PAGE



THREE FOOLS (Hill and Range, BMI) (2:10)—The singing rage has another smart country-styled ballad here which could make a lot of noise. It's done in a stylish uptempo manner and there's a strong message. This one has a real chance. Flip is "Boy's Night Out" (Miller, ASCAP) (1:50) **Mercury 72013**

B. BUMBLE AND THE STINGERS



APPLE KNOCKER (Mardon, BMI) (2:16)—The "Nut Rocker" lad and his group have another swinging performance of a classical theme here. This time it's "The William Tell Overture." Wild rocking piano is highlighted on the side against stomping rhythm. Flip is "The Moon and the Sea" (Mardon, BMI) (2:05). **Rendezvous 179**

CASTELLS



STAND THERE MOUNTAIN (Warman, BMI) (2:25)—**OH WHAT IT SEEMED TO BE** (Joy, ASCAP) (2:10)—Two more soft, warm ballad treatments by the lads. The first is the story of a broken love affair sung over simple backing. The flip is the old Frank Sinatra hit done in sweet style by the lead with the rest of the boys getting "A" for grand assist. **Era 3083**

NATHANIEL MAYER



HURTING LOVE (Trianon, BMI) (2:45)—**LEAVE ME ALONE** (Trianon, BMI) (2:10)—"Village of Love" hit-maker Mayer has another two-some that could score for him. The first side is in the same ballad groove as his hit while the flip is a rhythm tune that packs a punching vocal against a finger-snapping beat and the Fabulous Twilights vocal group. **United Artists 487**

CONNIE STEVENS



I COULDN'T SAY NO (Aldon, BMI) (2:32) — **MR. SONGWRITER** (Gil, BMI) (2:21)—The movie and TV star has two intriguing teen items here. The first is a rockaballad sung with feeling by the lass against a bank of strings and vocal chorus. The second is a cute novelty in which she pleads for words and music with which to bewitch the boy. Either or both could go. **Warner Bros. 5289**

JENNEL HAWKINS



MONEY (Jobete, BMI) (2:10)—The "Moments" lass has a strong rhythm tune here. Jennel shouts out the lyric against combo and vocal group backing. Flip is "More Money" (Jobete, BMI) (2:10). **Amazon 708**

ANDREA CARROLL



MISS HAPPINESS (Merrimac, BMI) (2:07)—The thrush has a strong pleader ballad here with a powerful teen sound. A cute piece of material that should catch a lot of teen attention. Watch it. Flip is "Fifteen Shades of Pink" (Merrimac, BMI) (2:09). **Epic 9523**

Country & Western

GEORGE JONES



COLD, COLD HEART (Acuff-Rose, BMI) (3:13)—**YOU'RE STILL ON MY MIND** (Starrite, BMI) (2:34)—The fine chanter has two most effective sides. On top is the familiar Hank Williams ballad and it can grab much play and sales. Flip is a weeper with a familiar setting—the honky tonk join with the juke box playing—done with equal effort. Both can go. **Mercury 72010**

BILLY WALKER



BEGGIN' FOR TROUBLE (Lowry, BMI) (1:45)—**WIL-LIE THE WEEPER** (Pamper, BMI) (2:30)—Walker has had a number of fine efforts and here's one of the best. First up is a fast waltz job with a Salvation Army kind of beat. It's done with much effect. Flip is a smart piece of material, done in medium tempo. A real message here. Watch both. **Columbia 42492**

Rhythm & Blues

LULU REED AND FREDDY KING



(LET YOUR LOVE) WATCH OVER ME (R-T, BMI) (2:53) — **YOU CAN'T HIDE** (R-T, BMI) (2:52) — Two strong efforts by a solid team. First is a warm, bluesy ballad done with great feeling. Flip is a bright, upbeat effort that can also score. Should be a lot of action here. **Federal 12471**

Jazz

LOU DONALDSON



GRAVY TRAIN, PARTS I AND II (Groove, BMI)—The alto saxophone man, a strong juke favorite for years, has another listenable coupling. Both sides are swingy, medium tempo jobs and both have solid piano work by Herman Foster, in addition to Donaldson's fine blowing. **Blue Note 1830**

★★★★ STRONG SALES POTENTIAL

EARL BOSTIC
 ★★★★★ **More Than You Know** — KING 5661—The oldie is handled in fine instrumental fashion here by the Bostic crew with Bostic coming through in his usual striking way on horn. Good programming wax. (Miller, ASCAP) (2:29)

★★★★ **Don't Blame Me**—Same comment. (Robbins, ASCAP) (2:00)

DOLORES GIBSON
 ★★★★★ **Love Land** — KING 5664 — Lass shows off her ballad style on this pretty side that also features a smart ork arrangement behind her. Lass is a real find, with style and a fresh way with a song. Strong new talent. (Heidle, BMI) (2:15)

★★★★ **I Want a Man**—New thrush bows on the label with a first-rate performance about her need for a man, not a boy, any longer. She punches across the lyrics like a young Dinah over fine choral support. Could make it. (O-Cal, BMI) (2:23)

ROCKING CAPRIS
 ★★★★★ **Lights Out**—CONFEDERATE 145 —An interesting slow Twist beat instrumental, with roots deep in the r.&b. field. Harmonica carries the lead with a solid down home rhythm behind. Organ moves up later. Fine sound here. (Cochran, BMI) (2:10)

★★★★ **Money**—There are vocal versions of this already but here it's handled as a solid blues instrumental, again with the organ and this time a guitar, in the spotlight. Good dance wax. (Jobete, BMI) (1:55)

GEORGE CATES
 ★★★★★ **Quiet Village**—DOT 16376—A fetching rhythmic reading of the Martin Denny hit of some time ago. The side has a strong medium tempo beat, powerful guitar and tenor sax work. It should appeal to teen dancers. (Baxter-Wright, BMI) (2:10)

★★★★ **The Third Man Theme** — Anton Karas' zither is replaced by organ here and a contemporary stomping beat has been added to attract teen listeners. There's also some fancy solo work throughout. (Chappell, ASCAP) (1:40)

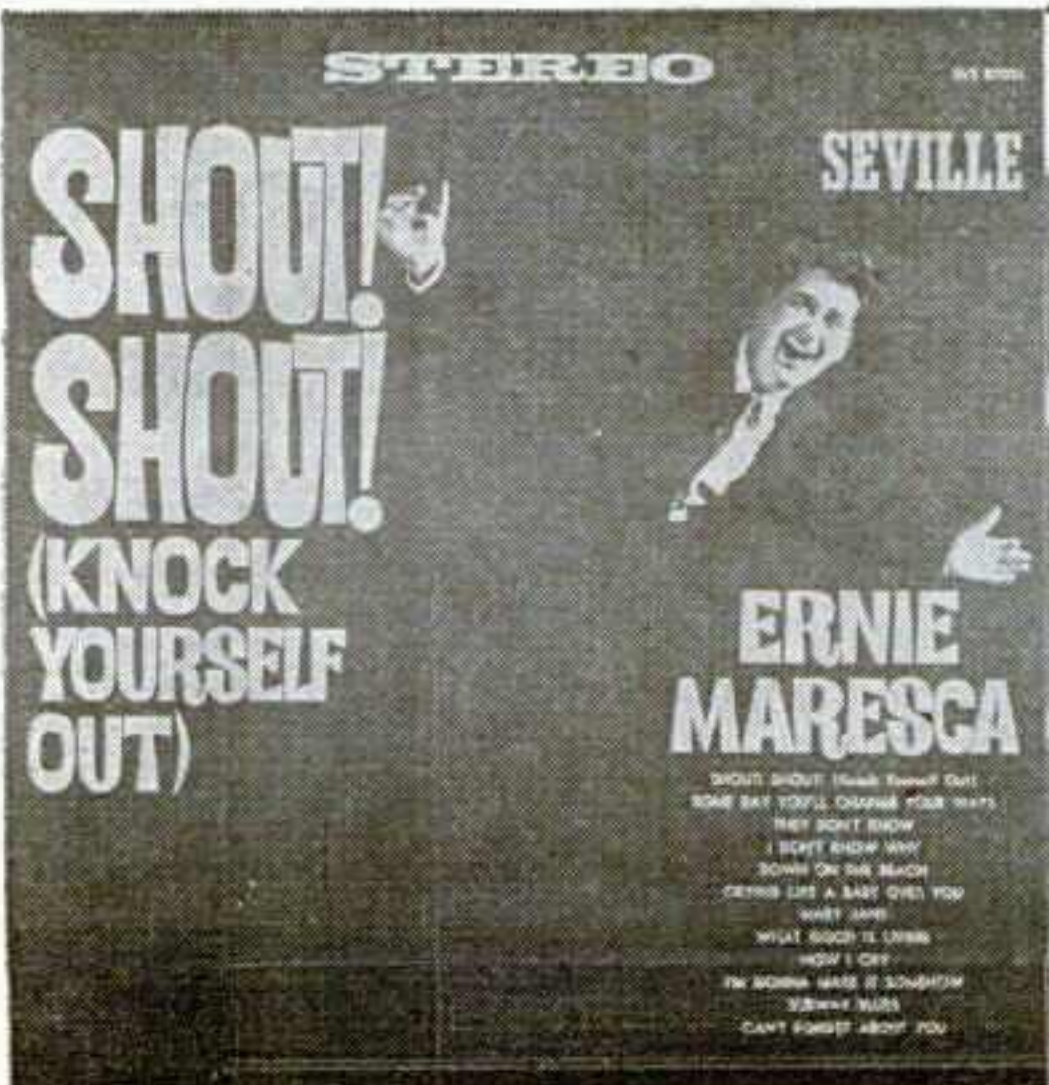
DR. FEELGOOD AND THE INTERNS
 ★★★★★ **What's Up Doc**—OKEH 7156—Here's another exciting and rousing side by Dr. Feelgood (also known as Piano Red) and the Interns. The driving side is handled with style by Red and the backing rocks. Watch it. (Cigma, BMI) (2:33)

★★★★ **Right String But the Wrong Yo-Yo**—This is one of Piano Red's old hits and it sounds just as good in this new edition. A side that could grab a lot of plays especially in Southern markets and on r.&b. stations.

THE SOUL BROTHERS
 ★★★★★ **The Parade of Broken Hearts**—WAND 125—A good ballad, done in the gospel style. Solid lead performance and the group fills in an effective vocal backing. Catchy beat, too. Watch it. (Ludix, BMI) (2:15)

(Continued on page 30)

(Continued on page 30)



A NATURAL FOR THE CHARTS!
 Includes his current
 red hot items "MARY JANE"
 and "DOWN ON BEACH"

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 Of course it's from

THE LONDON AMERICAN GROUP

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 20

BEN E. KING SINGS FOR SOULFUL LOVERS



Atco 33-137—Stylish chanter King looks to his pop competitors in this newest album effort, selecting a top hit of recent seasons from each for his own interpretations. With ultra smart arrangements, he sings "Moon River," "Because of You," "Fever," "He Will Break Your Heart," and "Will You Love Me Tomorrow." Fans will grab for this one and jocks will find many spinnable sides.

A MILANESE STORY



Sound Track. Atlantic 1388—John Lewis, who had great success with his score to "No Sun in Venice," has another fine jazz-oriented film score here, to the flick "A Milanese Story." It is an interesting score in the way it uses jazz themes, and also for the performances of Lewis, Bobby Jaspar, Buster Smith and an Italian string quartet. Best tracks are "In a Crowd," "Winter Tale" and "Monday in Milan." Strong LP here.

GOOD, GOOD, TWISTIN'



James Brown and the Famous Flames. King 780—The teen set should dig this bright new package from James Brown which contains his current hit "Shout and Shimmy" as well as many of his previous smashes like "Good Good Lovin'." There is also a wild reading of the r.&b. hit of a decade ago, "Have Mercy Baby." A swinging set for the Twist crowd, especially the younger ones.

CONNIE FRANCIS



MGM X 1706—This EP contains three tracks previously released in album form with a fourth available only here. The track is "It Happened Last Night" penned by Earl Wilson and it has a fine country sound. The side features punching vocal work from Connie with powerful string and vocal chorus support. Could easily give the EP the kind of action normally reserved for a single.

HOLLYWOOD JAZZ BEAT



Ray Bryant. Columbia CL 1867 (M); CS 8667 (S)—This album could catch pop as well as jazz action. It features Ray Bryant in a flock of fresh and exciting jazz-styled waxings of Hollywood film tunes. They include "On Green Dolphin Street," "Ruby," "The High and the Mighty" and "Laura." On all of the tunes Bryant hands them stylish performances over solid backing from the large Richard Wess ork. Set should sell well.

GRAVY TRAIN



Lou Donaldson. Blue Note 4079—Donaldson has one of his better LP's in recent outings here. The alto saxist, supported by a rhythm section featuring Herman Goster, piano, swings away with carefree abandon on a variety of tunes that are sure to please his many fans. Besides the title tune, which should score heavily, the saxist also cooks on "South of the Border," "Candy" and "Twist Time." The title tune has already been released as a single.

Country & Western

COUNTRY MUSIC HALL OF FAME



Jimmie Rodgers. RCA Victor LPM 2531—Here's a fine item for the true collector. In commemoration of the election of Jimmie Rodgers to the Country Music Hall of Fame last November, the label's Rodgers expert, a.&r. man Brad McCuen, has culled the vaults to bring out this collection of the most-requested songs, and there are presentative items from each year of his unhappily short recording career of only six years. "The Soldier's Sweetheart," "The Sailor's Plea," "I'm Free From the Chain Gang Now" are samples. Precious wax for the true fanciers.

GREATEST COUNTRY AND WESTERN HITS VOL. 3



Various Artists. Columbia CL 1816 (M); CS 8616 (S)—A fine oldies but goodies set, country style, and offering some top-notch performances of past hits by six of Columbia's big stable of solid country artists. This Volume III package has Ray Price, Mel Tillis, George Morgan, Billy Walker, Carl Butler and Stonewall Jackson in the line-up and each is heard from twice. Each singer is pictured on the cover in color, making for a highly salable package.

Low Priced Religious

INSPIRATION AND MEDITATION



101 Strings. Stereo Fidelity. SF 16600 (S)—The 101 Strings has built an excellent following in the low-priced LP category. This program of traditional religious selection is done in the group's familiar "big ork" style. Selections include "Bless This House," "Hallelujah Chorus" (instrumental), "The Lord's Prayer," "Onward Christian Soldiers." Excellent shot of setting sun on cover sets mood. (Continued on page 26)

DUKE HAS THREE BIG HITS
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BOBBY BLAND'S
HERE'S THE MAN!!!
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BOBBY BLAND"**
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TRULY A SMASH
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SWEETER AS THE DAYS GO BY
AND
I FEEL ALRIGHT AGAIN
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CLEVELAND, OHIO
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Distributors Cool to Plough Lists

By NICK BIRO

CHICAGO—What is basically a centralized programming policy—with modifications — by Plough-owned WJJD here, is creating a lot of controversy in the record trade.

Distributors — all of whom for obvious reasons prefer not to be identified — have mixed reactions, but at best the sentiment is one of lukewarm tolerance, not enthusiasm.

Basically Plough compiles a national play list from information gathered by program directors at its stations in Chicago, Boston, Baltimore, Atlanta and Memphis.

The play list is in turn distributed to each station and the individual program directors have an option of adding 5 to 15 local-action tunes.

One big distributor here said he had found the station "very co-operative—naturally we'd rather see all the programming done locally, but I can't see where it's been any great problem... we've done all right with our material."

Another big distributor, however, claims "all the decisions seem to come out of Memphis (Plough headquarters). We definitely do have trouble getting records played... it seems we're dead unless you can show some sort of national action."

Still another big distributor noted "it's almost not worth our time to send a promotion man to

call on the station with anything new. They only add about 10 records a week to their national list, and these are mostly by 'name' groups."

Boyd Lawlor, WJJD general manager, however, defends the system vigorously. "Maybe some distributors don't get as many records played as they would like, but we feel this procedure has improved the quality of our music substantially."

"We have one thing to say to distributors and record people—we don't tell them what to press and we don't expect them to try to tell us what to play. Our main concern is programming to our audience."

WJJD, once a top-rated hard-rock station, dipped drastically in ratings when it switched to a middle-of-the-road format some years ago. Recently, a "modified-rock" format has brought ratings back. The station now ranges between fifth and sixth in the Pulse surveys.

Sales Position Good

Lawlor explains, however, that while ratings have improved only slightly—and are nowhere near what they were a few years ago—the station is now in a much better sales position.

"We're able to get advertisers that wouldn't have any part of our hard-rock policy. As a result, we

pulled off our screaming disk jockeys and generally tried to soften our sound.

"As far as our programming goes, we simply say to each of our program directors, 'Send us a list of what in your honest opinion are the Top 40 tunes in your area.'"

"From this, the network makes up a national play list. Local distributors, however, still have ample opportunity to get records played. As a matter of fact, I think they have a better chance with us than with many other stations that are wedded to a solid Top 40 format. Our local program directors can still add from 10 to 15 local records if they think they're worthwhile," Lawlor said.

The WJJD general manager said he felt most chains or networks used some sort of "pattern" in picking their music. "If nothing else, this gives us control over our music policy."

"If we don't play a record, it's because in our opinion, the record isn't worth play. We may make a mistake—but at least it's our mistake," said Lawlor.

He said he was reluctant to rely solely on charts or dealer surveys. "We urge our program directors to use a multiplicity of local sources: not just dealers and charts but distributors, one-stops and even other stations."

'Radio... the Sound Citizen' Is NAB Theme Singing of Medium's Praises

WASHINGTON — National Association of Broadcasters' radio directors last week approved a multi-point prestige building program that includes use of a special sound effects promotional disk to be aired by NAB member stations.

The record is keyed to the theme of May's National Radio Month—"Radio... the Sound Citizen."

Also approved: (1) a speakers bureau directory listing prominent broadcasters available for speaking engagements before civic, fraternal and other national organizations.

2. A workshop for public service organizations using radio and television, under direction of the NAB public relations service in Washington as a means of enlightening civic groups on the problems, challenges and service of broadcasting. The two-day session, to be held this winter, also would place emphasis on radio-TV's public service contributions and on the fact that "such service can be provided only in a climate of freedom," according to John M.

Couric, NAB manager of public relations.

3. Preliminary planning for a public relations manual for stations.

Couric also outlined several undertakings including: stress on more radio feature stories in industry house organs and in daily newspaper columns; preparation of study guides for clubs, and issuance of intermittent editorial fact sheets for radio station members, giving objective research, on key issues in the broadcast field which could be used as basis for editorializing.

The promotional disk will be composed of 10-20 second spots. The bands will include such effects as an alarm clock followed by an announcer's explanation that the alarm clock is becoming obsolete—that people are using clock radios to wake up more pleasantly.

The sound of footsteps on the stairs will lead into the message that radio goes throughout the house with you.

ARTISTS' BIOGRAPHIES

VINCENT EDWARDS (Decca)

AGE: Early 30's. HOME TOWN: Brooklyn. EDUCATION: College. Studied acting at the American Academy, New York. HOBBIES: Swimming, creative writing, flying. Edwards is also a devotee of organically grown foods and stays in shape by lifting weights and engaging in regular gymnasium workouts. BACKGROUND: Star of TV's medical series, "The Ben Casey Show." He is primarily known for his acting, and has appeared in stage and film roles, including a role in "High Button Shoes" on Broadway and a road tour in "Come Back Little Sheba." Edwards performed in nearly all of the major live TV dramatic shows that emanated from New York. When West Coast television grew in stature, he went west to make appearances on "The Untouchables," "G. E. Theater," "Hitchcock Presents" and "Deputy." This led to movie roles and he appeared in feature films, including a part in the Joanne Woodward Academy Award picture, "Three Faces of Eve." When James E. Moser, creator and producer of "Ben Casey" was casting the role of the resident neurosurgeon, he selected Edwards. Now the TV star is making a bid for recognition in the recording field. If the heavy sale of his debut LP for Decca Records, to whom he is contracted, is an indication, Vincent Edwards—vocalist—should be around for a long time.

LATEST SINGLE: "And Now" b/w "Don't Worry About Me" from his new Decca LP just released, and "Why Did You Leave Me" on the Russ-Fi label, recorded by Edwards before his TV series. The side moves into the No. 72 slot this week on the Hot 100.

LATEST ALBUM: "Vincent Edwards Sings" on Decca Records bounds into the No. 100 position this week on the Top Mono LP chart.



RAY ANTHONY (Capitol)

AGE: 40. HOME TOWN: Bentleyville, Pa. EDUCATION: High school. HOBBIES: Sports and relishing Chinese and Italian foods. BACKGROUND: Anthony has been playing trumpet ever since he was 3 years old. He spent his youth in Cleveland, playing with local bands while in high school and capturing his first name-band job with Al Donahue, followed by a brief stint with the late Jimmy Dorsey. In 1940, Anthony joined the Glenn Miller band, making several coast-to-coast jaunts as the group's featured trumpet player. During World War II, Anthony enlisted in the Navy and was placed in charge of a sailor dance band assigned to tour island bases in the Pacific to entertain the troops. After his discharge in 1946, Anthony formed his own dance orchestra and in three years accumulated many honors and won various polls. Anthony joined Capitol Records in 1948 and has recorded one of the company's most extensive catalogs. Included in the list of Anthony's hits are such best-selling singles as "The Bunny Hop," "Dragnet," "The Hokey Pokey" and "Peter Gunn." In addition to recording activities, the Ray Anthony band has made numerous appearances in night clubs, ballrooms, TV and films.



LATEST SINGLE: "Worried Mind," jumping into the No. 81 deck of the Hot 100 this week.

LATEST ALBUM: "Worried Mind," this week a BMW Page One Record in the New Action LP section.

TV Firms Nix Foreign Tape

NEW YORK—Use of foreign-made sound track tape in scoring domestic television programs was banned in an agreement between the American Federation of Musicians and several major members of the Alliance of Television Film Producers last week.

Herman Kenin, president of the musicians' union, termed the contract a "substantial advance" in AFM's drive against the imported product.

An AFM representative estimated that the firm's represented in the contract had been using foreign tapes in more than 50 per cent of their television programs.

The two-year contract covers the following firms: Bellmar Enterprises, Bing Crosby Productions, Calvada Productions, Desilu Productions, Four Star Television, T & L Productions and Mayberry Enterprises.

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By JUNE BUNDY

RECORD HOPS: This week's Programming Panel spotlights comments by jocks about current dance favorites on the record hop scene, and here is more info on record hop activities across the country. **Porky Chedwick**, WAMO, Pittsburgh (who will be a panelist in an upcoming BMW issue), has emceed more than 2,000 record hops and claims a national record of 110 hops in a row without a single night off. He drew 6,000 people when he did a remote from the sidewalk in front of the Stanley Theater. . . . Panelist **Milt Grant**, syndicated deejay operating out of WPGC, Washington, has some additional comment on current dance crazes. He notes: "It is in the summertime that new dances get going here—as teens visit other parts of the country on vacations and bring back new ideas."

Another panelist, **Tom Shannon**, WKBW-TV, Buffalo, reports that his top-rated video show recently featured a star line-up of guests, including Ernie Maresca, Jay and the Americans, Jean Thomas, Tico and the Triumphs, Jimmy Darren and Shelley Fabares. . . . Still another BMW panelist, **Don Friedman**, WNEP-TV, Scranton, Pa., is scheduled to go off the air for July and August. However, Friedman says his office will remain open during the summer to plan for the return of his "Coke TV Bandstand" the first week in September. He will continue to issue his TV Bandstand newsletter, including his Teen Panel review of new releases.

KILDARE CLICKS WITH TV JOCK: Friedman is quite enthusiastic about TV's Dr. Kildare (**Richard Chamberlain**) and a film featuring his new MGM release, "Three Stars Will Shine Tonight," which has been made available to TV jockeys. Friedman comments: "We have had this type of film before, but they were short budget, shot at hops, with fair sound and usually were received when the song was already on top and declining. MGM's evidently was shot before release with its fine production and direction very evident and pleasing. We foresee the possibility of a new era in TV music. If all the major companies go into this type of record promotion film, many TV deejays may pop up using simple format of host-film and some live guests. Result: resurgence of major label dominance in the music industry. We feel the cost of good production films, along with basic recording costs, would limit this to major labels." Friedman also expressed admiration for Capitol artist **Billy Duke**, who guested on the jock's show recently even though his leg was in a cast.

THIS 'N' THAT: Ron Lundy, WIL, St. Louis, is conducting an "I Hate Ron Lundy Fan Club" promotion complete with membership cards. The stunt, Lundy says, is "very successful." He adds: "So far we have thousands of club members—it's a gas! A typical secret code message (featured on back of membership card) would be 'You are standing on my Baby Ruth.'" . . . Terry Havel, program director of KWAR-FM, Waverly, Ia., Wartburg College station, needs single records, mainly jazz and current pop hits. He writes: "We have had to drop our record services from Columbia and Capitol last year because of lack of funds. We are on a budget of \$1,500 annually and most of it goes toward equipment."

CHANGE OF THEME: Ken Banghart, veteran newsman at WCBS, New York, is starting an expanded news service on that outlet this week. Under the new plan, WCBS will air 11 15-minute news shows daily. As a result there have been some personnel changes in WCBS's noon-6:45 p.m. time period. **Bob Maxwell**, formerly WWJ, Detroit, moves into Banghart's 4:15-6 p.m. time period, and **Bob Dixon** has resigned from WCBS's 1:15-3 p.m. time slot. Dixon is moving to Tucson, Ariz.

Maxwell will be introduced to WCBS listeners on Banghart's "At Your Service" program during the week of July 2. Banghart will emcee 15-minute news segs (at noon, 3 p.m., 4 p.m., 5 p.m. and 6 p.m.) and in addition will act as anchor man for the new WCBS feature "Up to the Minute" from 6:15 to 6:45 p.m. Ed Joyce is moving into WCBS's 12:15-2 p.m. period and **Bill Randle** takes over Joyce's modern and Dixieland jazz programs.

PROGRAMMING PANEL

THE QUESTION:

What dance—or dances—do teen-agers in your audience favor now? (Additional answers to this question will appear in a forthcoming issue.)

THE ANSWERS:

MILT GRANT
Syndicated Deejay, Washington

The Twist and the Mashed Potatoes are the current big dances here, with the favorite newcomer being the Watusi. Still somewhat popular are the Pop-eye and the Stomp. Society-teens are still strong for the Slop and the U.T. However,

the r.&b. set always have been the pacemakers when it comes to originating new dance steps. The new steps are mainly variations on past favorites—the Twist, Mashed Potatoes, Pony—with such new names as the Duke of Earl, Kill the Roach, the Donkey and a mambo-like step called the Hunch.

TOM SHANNON
WKBW-TV, Buffalo

On my show, fast dances are still in vogue. The most popular dance currently is Mashed Potatoes. Twist records still are accepted but not with as much gusto as before. Others are the Pony, Continental, Hully Gully, Slop and Limbo. The Mashed Potatoes seems to be more difficult to do (especially for elders). Therefore teens probably feel this is theirs and only theirs; whereas their parents did the Twist so they abandoned it.

GARRY MILLER
WTOL-TV, Toledo

The Mashed Potatoes is, at the moment, the biggest. The Twist has apparently been abandoned by teen-agers in my area. Summer always brings about a revival of the Beach, which is a wild non-contact dance and only done at beach-side resorts. I would be glad to describe it, but it is indescribable.

JULY 14, 1962

BILLBOARD MUSIC WEEK 25

GOVERNOR HAILS 1ST VERMONT FM

BURLINGTON, Vt.—The nation's youngest governor was on hand for festivities as Vermont's first FM radio station—WJOY-FM—began broadcasting here last week. Gov. F. Ray Keyser Jr. told a crowd of some 250 business and civic leaders that FM radio is part of a gigantic cultural revolution throughout the country. The new FM outlet will operate separately from its sister AM outlet, WJOY-AM, and will broadcast a 13-hour per day program of "serious music, eventually branching into educational and public service programming," according to Frank Balch, station manager.

Top Daytime Station: WOR

NEW YORK — WOR took top honors as the most listened-to daytime station for the 12th consecutive month, according to a Pulse, Inc., report here last week. Figures for May showed WOR with an average quarter-hour rating of 3.7 between the hours of 6 a.m.-8 p.m., Monday through Friday, leading its nearest competitor by .7 in similar time periods. Last week, Hooper reports showed that WINS had moved into the city's No. 1 over-all position (BMW, July 7).

Deliberate Errors Spark Promotion

DETROIT — Station WXYZ pulled out a collection of over 500 hit records from 1957 through 1961 for a summer "Soundtaculars" promotion held here last week.

The big five-day salute to the recorded hits of the past five years was supported by newspaper advertising and a heavy schedule of radio and television announcements.

Working from special lists prepared by the WXYZ program department, the station's six popular music personalities incorporated "Soundtacular" tunes into all programs.

The tunes and their year of popularity were deliberately identified incorrectly. Listeners were asked to listen for the errors and send corrections in.

Prizes of LP's and transistor radios were awarded daily to those listing the most errors.

for the Crowley show over the public address system.

WLS Jockey Rides Trotter's Tie-In

CHICAGO — WLS, local ABC radio outlet, has inaugurated a promotion tie-in with deejay Mort Crowley and the Sportsman's Park trotting track. It's called "A Night at the Track."

On his daily show Mort invites listeners to mail in their names and addresses. The card that's picked entitles a couple to dinner in the Silk and Sulky Room of Sportsman's Park with Mort and his wife. Once a week a race is named "The Mort Crowley-WLS Trot," and Mort's guests are photographed in the winner's circle with Crowley and his wife and the winning horse and driver. The pic is then sent to the guests' home-town or community newspaper.

The gimmick has been drawing heavy response. It will run until Labor Day. The station ties in by taking ads in the program, and the track reciprocates by giving plugs

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 15, 1957

1. Teddy Bear, E. Presley, RCA Victor
2. Love Letters in the Sand, P. Boone, Dol
3. So Rare, J. Dorsey, Fraternity
4. Bye Bye Love, Everly Brothers, Cadence
5. Searchin', Coasters, Alco
6. It's Not for Me to Say, J. Mathis, Columbia
7. I'm Gonna Sit Right Down, B. Williams, Coral
8. Send for Me, M. Cole, Capitol
9. Over the Mountain, Johnnie and Joe, Chess
10. Short Fat Fannie, L. Williams, Specialty

POP—10 Years Ago July 12, 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. Kiss of Fire, G. Gibbs, Mercury
5. I'm Yours, E. Fisher-H. Winterhalter, RCA Victor
6. Blue Tango, L. Anderson, Decca
7. Walkin' My Baby Back Home, J. Ray, Columbia
8. Half as Much, R. Clooney, Columbia
9. Maybe, P. Como-E. Fisher, RCA Victor
10. Lover, P. Lee-G. Jenkins, Decca

RHYTHM & BLUES—5 Years Ago—July 15, 1957

- Searchin', Coasters, Alco
Short Fat Fannie, Larry Williams, Specialty
Send for Me, Nat King Cole, Capitol
Jonny, Jenny, Little Richard, Specialty
C. C. Rider, Chuck Willis, Atlantic

- United, Otis Williams and His Charms, Deluxe
Teddy Bear, Elvis Presley, RCA Victor
Valley of Tears, Fats Domino, Imperial
So Rare, Jimmy Dorsey, Fraternity
Bye Bye Love, Everly Brothers, Cadence

AFTER THE TEAR & THE BLUE BELLES

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When answering ads . . .

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

Religious

HYMNS AT SUNSET



Ralph Carmichael. Capitol T 1746 (M); ST 1746 (S)—Ralph Carmichael makes adept use of chorus and ork in pop ballad stylings that in no way lose sincerity. The result certainly should have wide appeal. In the contents are such old favorites as "Just a Closer Walk With Thee," "Old Rugged Cross," "It Is No Secret" and "Beyond the Sunset." Use of solo trumpet or trombone to point up the melodic line is one of the features of the arrangements.

Children

WINNIE THE POOH AND CHRISTOPHER ROBIN



Frank Luther. Decca DL 4203—Words to these songs were written by A. A. Milne, creator of "Winnie the Pooh," although not all were published in the Pooh books. But all do have the spirit and full charm of those stories. Performances by Frank Luther are attractive enough to satisfy the millions of young and old admirers of Pooh, Christopher Robin, et al. Cover design shows the familiar characters of the books and should help sell the disk.

Polka

THE GREATEST POLKA SOUND AROUND



Frankie Yankovic and his Yanks. Columbia CL 1804 (M); CS 8604 (S)—Another in the extensive Yankovic library of albums (there are at least 10 others) and the sound and brightness are just as infectious as ever. There's a lot of humor here as usual, and Yankovic and the lads in the band give voice to a lot of the tunes. Titles include the oldies "I've Got a Wife" and "Red Wing," plus "Pocatello Polka," "St. Louis Polka," "Roseann Polka," etc. A breezy set that should get solid action in the proper locations.

Classical

BEETHOVEN: VIOLIN CONCERTO

Nathan Milstein; Philharmonic Orchestra (Leinsdorf). Angel S 35783 (S)

VIVALDI: FOUR VIOLIN CONCERTI

Nathan Milstein. Angel S 36001 (S)

MENDELSSOHN: VIOLIN CONCERTO; BRUCH: VIOLIN CONCERTO

Nathan Milstein. Philharmonia Orchestra (Barzin). Angel S 25730 (S)

TCHAIKOVSKY: VIOLIN CONCERTO IN D MAJOR;

Nathan Milstein; Pittsburgh Symphony Orchestra (Steinberg). Angel S 35686 (S)

BRAHMS: VIOLIN CONCERTO

Nathan Milstein; Philharmonia Orchestra (Fistoulari). Angel C 3600 (S)—For years a fixture as a leading artist at Capitol, Nathan Milstein has just switched to the sister label, Angel. Five LP's are being released simultaneously to mark the move, including repackaging of three that previously had been available on Capitol, plus two new ones. The latter are a dynamic, virtuosic performance of the Beethoven Violin Concerto, and a package of four Vivaldi concerti that are deftly played with appropriate style and grace. The three reissues all were highly regarded on Capitol and include the Brahms Concerto, the Tchaikovsky Concerto and the Mendelssohn Concerto coupled with the Bruch Concerto. With the exception of the Vivaldi, these constitute the cornerstones of the violin concerto literature and in Milstein they are played by one of the great fiddlers of the era. Special price inducement should ensure a strong sale.



SPECIAL MERIT ALBUMS

Jazz

DRUMFUSION



Chico Hamilton Quintet. Columbia CL 1807 (M) CS 8607 (S)—Earlier Hamilton albums have employed a methodical, introverted sound with which the cello was strongly identified. The new quintet has a much tougher quality and it swings. One of the new members is Charlie Lloyd, a talented man on tenor, flute, clarinet and alto, and the one who has inspired Hamilton in these newer directions. Also joining the drummer man are Garnet Brown, trombone, Albert Stinson, bass and Caber Szabo, a Hungarian refugee, on guitar. Six selections in all, one of the more intriguing being "Freedom Traveler," a short, two-part sketch. Wax has a good excitement factor.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	THE STRIPPER, David Rose and His Ork, MGM 13064	10
2	2	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	11
3	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	8
4	3	AL DI LA', Emilo Pericoli, Warner Bros. 5259	9
5	5	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	9
6	6	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	7
7	9	JOHNNY LOVES ME, Shelley Fabares, Colpix 636	6
8	7	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	18
9	12	STRANGER ON THE SHORE, Andy Williams, Columbia 42451	6
10	8	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273	10
11	15	BUT NOT FOR ME, Kelly Lester, Era 3080	4
12	11	WHERE ARE YOU, Dinah Washington, Roulette 4424	9
13	16	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	5
14	17	STEEL MEN, Jimmy Dean, Columbia 42483	4
15	20	ROUTE 66 THEME, Nelson Riddle, Capitol 4741	7
16	19	HEART IN HAND, Brenda Lee, Decca 31407	2
17	10	THEME FROM BEN CASEY, Valjean, Carlton 573	9
18	—	NEVER IN A MILLION YEARS, Linda Scott, Congress 103	5
19	—	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	7
20	—	WORRIED MIND, Ray Anthony, Capitol 4742	3

FAST LIVIN' BLUES



Jon Hendricks. Columbia CL 1805 (M); CS 8605 (S)—A fine outing for singer Jon Hendricks. On this set he displays his unique vocal and songwriting talents backed by a top-flight group of jazz men. The lad sings with a precise, swinging style, much like that exemplified in the Lambert, Hendricks and Yolande singing group of which his is the guiding force. "I'll Die Happy," "Fast Livin' Blues" and "Another Get Together" are just three of the hard-hitting Hendricks tunes, all dotted with humor on this album.

Specialty

MERRILY WE SING AND LEARN FRENCH, VOL. I



Noel Regney, His Singers and Ork. Columbia CL 1782 (M); CS 8582 (S)—Children and their elders who seek a first exposure to French will be hard put to find an easier or more pleasant way of learning. Through the medium of a dozen catchy songs, the lyrics are provided first in English then use French equivalents. They offer a means of picking up both vocabulary and usage in a way likely to be remembered a long time. This LP is announced as the first of what should be a highly successful series.

Classical

FRENCH PIANO MUSIC



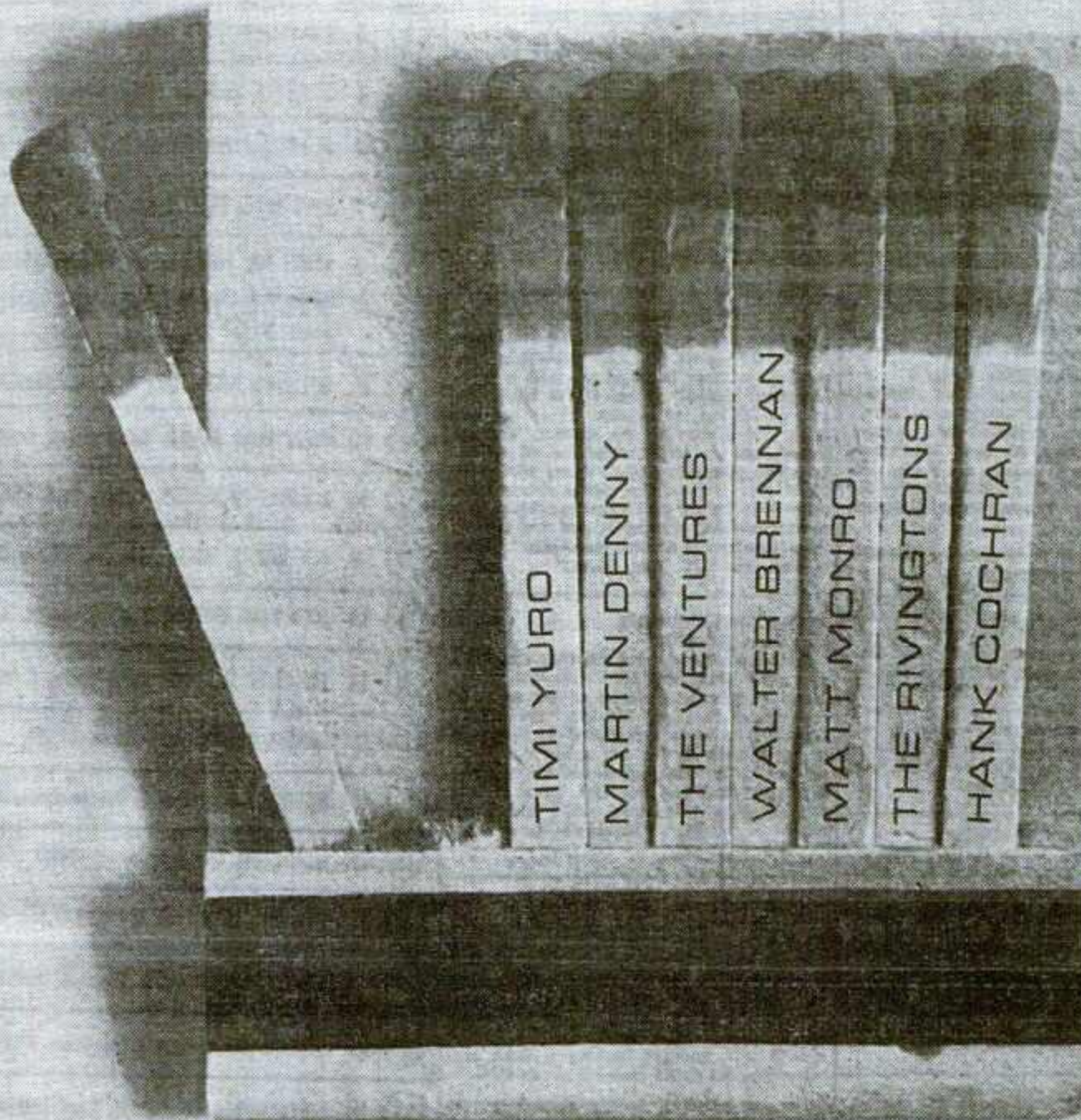
Andre Previn. Columbia ML 5746 (M); MS 6346 (S)—The special wit and charm that mark the works of Poulenc and Roussel are very much in evidence on this disk. The French composers' keyboard efforts are sparsely represented in the catalog, and this LP offers a happy remedy. Andre Previn's performances bring out the subtleties as well as obvious contrasts of impressionism and modern composition. One side is devoted to each composer. Keyboard collectors, fans of these composers and those interested in Previn's own versatile skills will all welcome this LP.

INTRODUCING JOSEPH SILVERSTEIN



Columbia ML 5745 (M); MS 6345 (S)—The young violinist has had a spate of publicity as a prize winner in the Queen Elizabeth competition in Belgium, and as recipient of a Naumburg Foundation award. These were followed by his acceptance of the concert-master's post with the Boston Symphony. The selections on this, his first solo disk, are Bach's "Sonata No. 1 for Solo Violin," and Bartok's "Sonata for Solo Violin." They contrast sharply in many ways, but both illuminate the skill and musicianship of a violinist whose fame is just beginning.

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MAKES
LIBERTY
SO
HOT?**



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SURE
FIRE!**

WHAT'S A MATTER BABY
by Timi Yuro
#55469

A TASTE OF HONEY
by Martin Denny
#55470

LOLITA YA-YA
by The Ventures
Dolton #60

HOUDINI
by Walter Brennan
#55477

SOFTLY AS I LEAVE YOU
by Matt Monro
#55449

PAPA-OOM-MOW-MOW
by The Rivingtons
#55427

SALLY WAS A GOOD OLD GIRL
by Hank Cochran
#55461



Reviews of New Albums

Continued from page 20

★★★★ WALTZING WITH GUY LOMBARDO

Capitol T 1738 (M); ST 1738 (S)—Lombardo left Capitol over a year ago, but behind him remains a good selection of stereo tracks. Here are some of those, and they're in the waltz tradition of Lombardo's earlier days, done with the up-to-date sound quality. Titles include "Jeannine," "Charmaine," "When I Grow Too Old to Dream," "A Beautiful Lady in Blue," etc. Dance fans in the over-30 group will particularly dig.

★★★★ SPOTLIGHT ON THE JORDANAIRE

Capitol T 1742 (M); ST 1742 (S)—One of the most popular of all groups for vocal background work behind singing stars, the Jordanaires are big in their own right, too, particularly in the gospel-sacred field. Here, however, they switch away from music of the church to tackle a number of the hits they've been on with the big vocal stars. A sampling would include "Oh Lonesome Mo," "Gone," "Four Walls," "Lonesome Town," "Don't Be Cruel," etc. Strong performances and their fans will certainly want this set.

★★★★ ORIGINAL HITS, VOL. I

Various Artists, Consolidated International COH 1—Another strong collection of recent pop hits and it should be a natural. Featured with some of their best-known recordings are such artists as Bobby Edwards, Toni Fisher, Big Jay McNeely, the Innocents, Kathy Young, Glen Campbell and others.

★★★★ SUGAR 'N' SPICE

Ken Griffin, Columbia CL 1811—Ken Griffin has been a good steady seller through the years and this album of old favorites should do every bit as well. He's accompanied with steel guitar on "Somebody Loves You" and "Freight Train Boogie." Griffin's solo organ is featured on the remaining bands which include "Mary's a Grand Old Name," "Mother Machree," "Wedding Bells" and "I'll Take You Home Again Kathleen."

★★★★ BIG MILLER SINGS TWISTS SHOUTS AND PREACHES

Columbia CL 1808 (M); CS 8608 (S)—This is Miller's best album to date on Columbia and much of the credit goes to arranger Bob Florence. He's got imagination, punch and superb musicianship going for him here. The set swings mostly on the momentum of the Florence arrangements and Miller shouts the lyrics of "Chattanooga Choo Choo," "Water Boy" and "A Whole Lot 'o Woman," in fine style.

★★★★ COAST ALONG WITH THE COASTERS

Atco 135—This album is a witty, striking and rhythmic compilation of sides previously released as singles. The tracks have been produced by Leiber and Stoller and their imaginative touches are everywhere to be heard. The boys turn in fine swinging interpretations of "Little Egypt," "The Snake and the Bookworm," "Wake Me, Shake Me" and "Bad Blood." The inventive genius of L. & S. coupled with the Coasters' style makes for a mighty pleasing package.

★★★★ THE MANY GUITARS OF JORGEN INGEMANN

Atco 139—Ingemann, who is something of a European Les Paul, takes off on some fine guitar and electronic doings on this LP. The lad accompanies himself on a variety of electronically doctored guitars and makes some mighty pleasing sounds. Most of the music is in a medium-to-fast groove with "High Noon," "Cherokee," "Third Man Theme," "Oceans of Love" and "Violetta" all fine examples out of the 12-track LP.

★★★★ SO RARE

Jimmy Dorsey, Dot DLP 3437 (M) DLP 25437 (S)—Jimmy Dorsey's big hit "So Rare" comes across in strong fashion on this LP. In addition to the four sides recorded before his death, a band bearing his name, led by Leo Castle, fills out the rest of the LP with tunes made famous by the alto saxist. It's a fine nostalgic package that could have appeal for all those over 30.

★★★★ STRINGS! STAGED FOR SOUND!

Norrie Paramor and his Ork, Capitol T 1639 (M); ST 1639 (S)—This is a first-rate sound album that shows off smart uses of strings via arrangements styled for stereo. The Norrie Paramor ork plays them with feeling and sensitivity and the recording quality itself is first rate. The tunes include "All of a Sudden," "My Heart Sings," "When Your Lover Has Gone," "Speak Low" and "Love for Sale." Strong wax here for the sound fans and the good music fans as well.

★★★★ SWING! STAGED FOR SOUND!

Various Artists, Van Alexander Ork, Capitol T 1635 (M); ST 1635 (S)—This is a passable attempt to come up with a fresh sounding "sound" album but it has a lot of competition as against many of the other sound sets on the market. The arrangements do take advantage of stereo, and the musicians play them with fire. However, many of the stereo effects have been done before and more excitingly. The tunes are mainly standards, and they include "Get Me to the Church on Time," "High Noon" and "O' Man River."

★★★★ MUSIC FROM BRAVO GIOVANNI

Luther Henderson and his Ork, Columbia CL 1820 (M); CS 8620 (S)—This is a lovely instrumental version of the score of the current Broadway musical "Bravo Giovanni." The tunes are played in light and happy fashion by the ork under the direction of Luther Henderson and the arrangements are fresh and flavorful. Tunes include the sweeping title song, and "Ah! Camminare," "Uruti," "Breachy's Law" and "Steady Steady."

★★★★ HITS OF THE '60'S

The Four Lads, Dot DLP 25438 (S); DLP 3438 (M)—The Four Lads tackle the hits of the '60's for good results on this new release. The tunes include such smashes as "Theme From A Summer Place," "Moon River," "Wooden Heart" and "Never on Sunday." The lads sing them in their own special style and the backing is fresh and attractive. Set could rack up steady sales.

★★★★ ORGAN SONGS WE LOVE

Eddie Baxter, Dot DLP 25435 (S); DLP 3435 (M)—The audience for organ renditions of familiar standards has always been a steady one, and this new set with Eddie Baxter should reach that loyal organ audience. The tunes include "Mexicali Rose," "You Can't Be True Dear," "My Happiness" and "Whispering." Baxter plays them with feeling and the recording is first rate. Good programming, too.

★★★★ 12 GREAT HITS IN RAGTIME

Jo Ann Castle, Dot DLP 3433 (M); DLP 25443 (S)—Ragtime buffs will dig this happy, lively collection of performances by pianist Jo Ann Castle on this bright new waxing. The songs include such great standards as "The Sheik of Araby," "When My Baby Smiles at Me," "Pagan Love Song" and "Wang Wang Blues." Lots of enjoyment here, as a background disking for parties, or just fun listening.

★★★★ THE TWISTIN' FOOLS

Hank Ballard and the Midnighters, King 781—Here's a fine wax collection for Hank Ballard fans. It contains some of his old hits like "The Twist," some that are not so old, like "Broadway," and some new ones like "I Got a Mind to Leave You." They all show off the driving and exciting Ballard style, over pounding combo backing. A set for the teen crowd that could rack up healthy sales.

★★★★ ON STAGE, VOL. I

Mr. Banjo Eddie Peabody, Dot DLP 3443 (M); DLP 25443 (S)—Eddie Peabody, who by now is certainly America's best-known banjo player, was recorded live in this new album, and it's one of his best to date. Set was waxed at the Hacienda Hotel in Fresno, Calif., and it shows off the banjo maestro at a live performance before an audience for the first time in his 40 years of show business. Lively, happy and a lot of fun, this album of standards could appeal to Peabody's many fans.

★★★★ BROADWAY PIANORAMA

Cy Coleman, Capitol T 1740 (M); ST 1740 (S)—Pleasant and enjoyable versions of tunes from Broadway shows spotlighting the slick and stylish piano work of Cy Coleman. Tunes include "Old Devil Moon," "Here I'll Stay," "Tall Hope" and "I Got Lost in His Arms." Fine programming here for radio stations, especially the good music ones.

★★★★ NIKKI

Nikki Price, Epic KN 24005 (M); BN 26605 (S)—Nikki Price is a young and

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 7/14	Weeks on Chart
Week	Week	TITLE, ARTIST LABEL & NUMBER	Chart
1	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	11
2	2	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	8
3	3	SHE THINKS I STILL CARE, George Jones, United Artists 424	14
4	5	THE COMEBACK, Faron Young, Capitol 4754	5
5	6	I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017	9
6	4	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	10
7	10	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	4
8	9	TAKE TIME, Webb Pierce, Decca 31380	7
9	7	TOUCH ME, Willie Nelson, Liberty 55439	8
10	16	WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377	7
11	15	CHARLIE'S SHOES, Billy Walker, Columbia 42287	20
12	11	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	4
13	14	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	3
14	8	OLD RIVERS, Walter Brennan, Liberty 55436	11
15	19	COLD DARK WATERS, Porter Wagoner, RCA Victor 8026	4
16	26	SOMEBODY SAVE ME, Ferlin Husky, Capitol 4721	8
17	30	SUCCESS, Loretta Lynn, Decca 31384	2
18	13	WALTZ OF THE ANGELS, George Jones/Margie Singleton, Mercury 71955	5
19	27	WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368	5
20	18	I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310	7
21	29	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	3
22	21	IMAGINE THAT, Patsy Cline, Decca 31377	3
23	24	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	4
24	22	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	3
25	20	LOVE CAN WAIT, Marty Robbins, Columbia 42375	7
26	—	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	1
27	12	FUNNY WAY OF LAUGHIN', Burl Ives, Decca 31371	12
28	17	P.T. 109, Jimmy Dean, Columbia 42338	13
29	23	MISERY LOVES COMPANY, Porter Wagoner, RCA Victor 7967	27
30	25	YOU TAKE THE FUTURE, Hank Snow, RCA Victor 8009	3

pretty lass who sells a song in the style of Eydie Gorme, which is saying a lot. She socks over her ballads and rhythm tunes here both with feeling and warmth, and she can handle a tune with professional polish. Although this is her first LP, she has been performing for a number of years, and she shows her savvy with such tunes as "If I Were a Bell," "A Thousand Blue Bubbles" and "Peel Me a Grape." Good debut wax.

"My Happiness," then blend their voices in 11 other selections backed by the arrangements of Jack Pleis. Some sentimental old favorites are given their treatment, including "True Love," "Melody of Love" and "Have You Ever Been Lonely." These are tempered by briskly paced renditions of "Jealous," "Heart and Soul" and a combination of "Swing Low Sweet Chariot" and "When the Saints Go Marching In."

★★★★ TED WEEMS' GOLDEN HITS

Mercury MG 20708 (M); SR 60708 (S)—After all these years, it is still difficult to find more danceable music than is provided by Ted Weems. This LP celebrates some of the maestro's top hits, albeit the arrangements seem somewhat sprightlier than in days of yore. The "sweet and hot" appellation still applies, however, with foot-tapping renditions given to "Heartaches," "Somebody Stole My Gal," and such Weems novelties as "Oh Mo'nah," "Martins and the Coys" and "One Man Band."

★★★★ SING-ALONG WITH MICKELÉ

Mickey Katz and "Der Ganser Gang," Capitol T 1744 (M); ST 1744 (S)—Standard Yiddish song favorites plus one new tune and the popular Israeli hora, "Hava Nagila," all lend themselves well to lively sing-along treatment. Mickey Katz lends a light touch with his comments and introductions. The actual performances, however, mainly are delivered straight. In the group are "Greene Cuzzine," "Anniversary Waltz," "Yiddish Momme" and "I Love You Much to Much." Cover is a clever take-off on Mitch Miller that should draw attention.

★★★★ HAWAIIAN GOLDEN HITS

Royal Hawaiian Guitars, Mercury MG 20693 (M); SR 60693 (S)—The traditional approach to island music is offered by an ensemble which features Hawaiian guitars backed by rhythm. Tempos are bright and the arrangements are eminently suitable for dancing. Selections all have Hawaiian associations, as in "Song of the Islands," "Little Brown Gal," "Sweet Leilani," "Hawaiian War Chant" and "Blue Hawaii."

LOW PRICED POPULAR

★★★★ LOLITA AND OTHER FILM HITS
Orchestra Del Oro, Sonador ST-SON 105 (S)—A good budget set, which, thanks to solid movie tunes and a most salable lead item in "Lolita," should gather rewarding action in racks and stores. Included are "Lolita Ya Ya," "Moon River," "Walk on the Wild Side," "Tonight," "White Rose of Athens" and more. Notes indicate that this is the world's "largest orchestra" without indicating its size. Album was recorded on 35mm. film, another selling point.

★★★★ MY HAPPINESS

Jon and Sandra Steele, Epic LN 24003 (M); BN 26603 (S)—Jon and Sandra Steele offer their famed million-selling version of

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● Reviews of New Albums

★★★★ THE THEMES FROM BEN CASEY, DR. KILDARE AND OTHER GREAT TV SHOWS

No Artist Listed. Diplomat DS 2269 (S)—The name, Ben Casey, is like magic at the retail counters now, with both records and a number of premium items as well. Any album which ties in that title TV tune is almost certain to get some sales stir. Although the performers on this instrumental wax are not identified, the ork has a listenable enough sound on such themes as "Arthur Murray's TV Party," "Cheyenne," "Dr. Kildare," etc.

★★★★ SOUND TRACK MUSIC FROM WIDE-SCREEN SPECTACULARS

Cinema Sound Stage Ork. Stereo Fidelity SF 16400 (S)—Music from "El Cid," "Ben-Hur" and "King of Kings"—all by Miklos Rosza—is featured here. The album dwells on the motion picture "sound-track and wide-screen" theme, and the cover features a shot from "Ben-Hur," along with prominent display of the other movie titles and Rosza's name.

★★★★ LET'S DANCE TO BIG HITS OF 1962

Stallier Dance Ork. Stereo Fidelity SF 16200 (S)—Scored for dancing in the style of the sweet bands, a sampling of some recent favorites is provided. These include "Midnight in Moscow," "Tonight," "Moon River," "Lolita," "White Rose of Athens" and five others. Good value for dance parties, these should sell well, especially from racks.

★★★★ MUSIC TO STRIP BY

(Bald) Bill Hagan and His Trocadero. Stereo Fidelity SF 16300 (S)—Here's a set that can bring a lot of laughs to a party. It's naturally designed to cash in on the hit status of "The Stripper," and it features a band playing many familiar burlesque licks. If anything, this crew has more of the authentic instrumentation and feeling for the burlesque style than the big complement on the hit version by David Rose. Titles alone will cause quite a ripple, including "Bedroom Blues," "Girdles Aweigh," etc., besides the tune "The Stripper."

★★★★ WITH LOVE FROM LONDON

101 Strings. Stereo Fidelity SF 16500; (S)—Another delightful program of mood material by the well-known string group. Heard here, in keeping with the title, are many songs reminiscent of London—"A Foggy Day," "Limehouse Blues," "Mayfair Walk," "Fish and Chips," and a Gilbert and Sullivan Medley. Well-recorded program can sell,

along with the more than 30 other 101 Strings albums now in the label's catalog.

★★★★ DIXIELAND WITH A TWIST BEAT

Dixieland All Stars. Stereo Fidelity SF 16700 (S)—Here's a coupling of music styles that should be a natural for sales to impulse and budget-minded buyers. Both the Twist and Dixie have been very big and by inserting an eight-to-the-bar rhythm to traditional, Dixie-styled material, like "Down by the Riverside," "The Saints," "South Rampart Street Parade," etc., the producers may have a sales winner. Certainly, it's worth a try for the rack locations.

★★★ MODERATE SALES POTENTIAL

★★★★ LIMBO TWIST
Tommy Rey and the Caribe Steel Band.
Epic LN 24018 (M); BN 26018 (S)

★★★★ 25 YEARS OF SWING
Johnny Catron and his Ork. Nortrac NR 416

★★★★ CRAZY CALLOPE
Margie Melner. Dot DLP 3440 (M); DLP 25440 (S)

★★★★ WATTS COOKING
Tommy Watt and his Ork. Bethlehem BCP 6062

★★★★ THERE'S ONLY ONE PARIS
George Jouvin. King 764

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ LIKE WEST SIDE STORY

Richard Behrke Trio. Atco 141—Two names—that of "Bobby Darin Presents" and "West Side Story"—make this an album to watch. The very excellent jazz interpretations of the Behrke Trio make it a good one to listen to. The cover, itself a work of art, is brilliantly done in the jazz mood. Behrke, incidentally, is Bobby Darin's regular pianist.

JULY 14, 1962

BILLBOARD MUSIC WEEK 29

★★★★ BIG BEN BANJO BAND CHANGES MOOD TO TRAD DIXIELAND

King 789—The banjo is enjoying a revival and this album of old-time Dixieland standards looks like a national showcase. The group has a fine, free-styled swinging sound. Veteran Norrie Paramor leads the band and has written several of the selections. Writers of some of the other bands look like a "Who's Who" of Dixie; Oliver and Armstrong ("Sugar Foot Stomp"), "Kid" Ory's ("Ory's Creole Trombone"), Robbins-Allen-Sheahe ("Washington and Lee Swing").

★★★★ BIG BAND AT THE SAVOY BALLROOM

Nat Pierce Ork. with Buck Clayton. RCA Victor LPM 2543 (M); LSP 2543 (S)—Harlem's Savoy ballroom was for years a jazz landmark. All the biggest names in the big band era played there. This set carries on that tradition. It's a swinging ork fronted and arranged for by pianist Pierce along with others, and featuring solos by Paul Quinichette, Buck Clayton, Frank Rehak and Tony Ortega. The band has a good beat, swings easily and sparkles in unison. Appropriately enough "Stompin' at the Savoy" is included.

★★★★ THE JAN JOHANSSON TRIO

Dot DLP 3416 (M); DLP 25416 (S)—This pianist, and the drummer and bass player that make up this trio, are natives of Sweden. The album was a strong seller in that land and well might catch the ear of American jazz and jazz-pop oriented listeners. Johansson, who is the whole show, has a deft touch and a highly articulate style that swings on up-tempo tunes, and reveals a soulful delicacy on ballads.

★★★★ JAMES P. JOHNSON

Columbia CL 1780—Collectors of early jazz will want this composite of a number of tracks made by one of the more famous boogie woogie and stride pianists, James P. Johnson. Throughout the album, with a variety of different groups, Johnson plays a vitally distinctive brand of piano that has swing and authority. "If Dreams Come True," "Carolina Shout," "Memories of You" and "Snowy Morning Blues" all display the Johnson style. Reproduction of sound on LP is good considering the fact that most of the takes are from 78 sides.

★★★★ NEW VIBE MAN IN TOWN

Gary Burton. RCA Victor LPM 2420 (M); LSP 2420 (S)—An exciting debut as leader for an 18-year-old vibist from Indiana who plays a good deal with Chet Atkins and the Nashville crowd. Burton has Joe Morello

on drums (he's with Brubeck) and Gene Cherico, bass, as support. And, for three men, they make a lot of music. The lad scores on just about every track. His technique leaves little to be desired, and his manner of playing has bite and authority.

★★★★ THE MUSIC OF AHMED ABDUL-MALIK

New Jazz 8266—Another in the growing list of Near East-flavored jazz LP's from Malik. The set has swing and Callo Scott on cello is featured. Mighty pleasant jazz listening here whether you happen to be of the Near Eastern persuasion or not.

★★★★ I DON'T WORRY ABOUT A THING

Mose Allison. Atlantic 1389 — This is Mose's first LP for his new label affiliation and it's a typical outing for the lad; he plays some fine piano and sings a few original tunes and a standard backed by a top-flight bass-drums team. "Your Mind Is on Vacation" is one of the better vocals while "The Well" and "Idyll" are two top instrumental tracks.

★★★★ THE JAZZ WORKSHOP

George Russell. RCA Victor LSP 2534 (e) (S)—This is a re-issue of one of George Russell's first recording dates. The album features his highly unusual style of jazz played by some of the best players on the East Coast. The music, now some five or six years old, has lost none of its freshness and daring. It most probably has gained an audience in the meantime. Art Farmer, Bill Evans, Hal McKusick and Barry Galbraith are some of the jazz stars featured.

★★★★ HEAR YE!!!

Red Mitchell-Harold Land Quintet. Atlantic 1376—Tight, briskly played small combo jazz is the feature of this album from the West Coast. Land on tenor sax plays in biting style while Mitchell's broad bass line helps things along in the rhythm section. Frank Strazzeri, piano and Carmel Jones, trumpet, also have important roles in the group. "Hear Ye!" "Somara" and "Catacomb" are three of the better tracks.

★★★★ NEW SOUNDS ... OLD WORLD

American Jazz Ensemble. RCA Victor LPM 2557 (M); LSP 2557 (S)—Here's some interesting and originally styled modern jazz by Johnny Eaton and Bill Smith, who recorded this set in Rome. Both musicians, who have had much experience on the American jazz scene, were working in Rome when this set was waxed, and they formed a combo with Erich Peter and Pierre Favre, two European cats working in the same city. The jazz here is cool, commercial and imaginative.



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SPECIAL MERIT SINGLES

Continued from page 21

Pop Disk Jockey Programming

- BOBBEJAAN**
★★★★ **I'M CRYING IN MY BEER** (Compton, ASCAP) (2:36) Pal-ette 5098
- JOE WILLIAMS**
★★★★ **WHEN SHE MAKES MUSIC** (Marvin, ASCAP) (3:06)
★★★★ **WARMER THAN A WHISPER** (Chappell, ASCAP) (2:53) Roulette 4434
- WES HARRISON**
★★★★ **SPEAKING OF SOUNDS, PARTS I AND II** (Edgewater, BMI) (3:24) (3:35) IRC 6913
- JIMMY DORSEY**
★★★★ **SO RARE** (Robbins, ASCAP) (2:31)
★★★★ **JAY DEE'S BOOGIE WOOGIE** (Harmony-Dorsey Bros., ASCAP) (2:33) Dot 16371

Reviews of New Singles

Continued from page 21

- ★★★★ **Notty Me**—An interesting side, also done in the gospel chant style by the lead man. Medium tempo effort has a strong sound, much in the Sam Cooke tradition. Could also score. (Ludix, BMI) (2:50)
- GENE THE HAT**
★★★★ **(Pass) the Bug (Parts I & II)—DEAUVILLE 1007**—Here's a rockin' dance that has created some interest in the Miami area. It's done with calls (pass the bug, honey) and the rhythm is low-down and in the blues vein. Both sides of the disk are punctuated with wild crowd noises, like everybody's having a ball. Can get spins. (ASCAP) (2:30, 2:19)
- JOE QUIDANO**
★★★★ **Ah Camminare** — COLUMBIA 42493—Here's a tune from the Broadway vehicle, "Bravo Giovanni," and the band with its big brass sound and wild percussion, gives it a sound. Worth plenty spins. (Giovanni-Mayfair, ASCAP) (2:10)
- ★★★★ **Maria**—A cha cha arrangement of the oft-recorded tune from "West Side Story." It's a big, rousing band sound here with flashy horn work that could catch attention. Good for juke spots. (Schirmer, ASCAP) (2:13)
- JIMMY RODGERS**
★★★★ **Because**—DOT 16378—The lad, in his new label affiliation, sings this familiar old tune with much feeling. He is backed by strings, slow triplet piano and vocal chorus. (Vin-Sun, ASCAP) (2:29)
- ★★★★ **No One Will Ever Know**—The lad sings a lovely weeper on his debut on the Dot label. The tune, penned by Fred Rose, features some touching piano and a fine vocal chorus and string section. (Milene, ASCAP) (2:49)
- JOE WILLIAMS**
★★★★ **When She Makes Music**—ROULETTE 4434—Joe Williams turns in a smooth performance of this attractive new ballad, over pretty ork backing. Tune was penned by Marvin Fisher. It's a strong hunk of material that's worth exposure. (Marvin, ASCAP) (3:06)
- ★★★★ **Warmer Than a Whisper** — The Cahn-Van Heusen tune receives a first-rate performance from Williams while the ork supports him in appropriate ballad style. Two attractive sides. (Chappell, ASCAP) (2:53)
- JIMMY DORSEY**
★★★★ **So Rare**—DOT 16371—This is a reissue of the original Jimmy Dorsey hit, released a few years ago on Fraternity. Dot recently purchased the master and it is on the market again. Worth mucho deejay spins. Good wax. (Robbins, ASCAP) (2:31)
- ★★★★ **Jay Dee's Boogie Woogie**—The old Tommy Dorsey hit is played with gusto by the Jimmy Dorsey ork on this waxing from the Dot album "So Rare" featuring the J. D. ork. Solid programming wax for jazz and good music stations. (Harmony-Dorsey Bros., ASCAP) (2:33)
- WALTER BRENNAN**
★★★★ **The Old Kelly Place**—LIBERTY 55477—Another folksy recitation by Brennan with a message close to the soil and the land. An effective side with a neat guitar and chorus background. This could move. (Flo-Mac & Metric, BMI) (2:35)
- ★★★★ **Houdini**—(Flo-Mac & Metric, BMI) (2:26)
- GERALD NELSON**
★★★★ **If I Were You**—ATCO 6233—Fine ballad reading by the lad. The side is handled in feelingful fashion with the top-flight vocal showcased against a backing of chorus and "Last Date" type piano (Champion, BMI) (2:42)
- ★★★ **The Big Chance** — (Studio, BMI) (2:21)
- SCOTT BROTHERS**
★★★★ **Beggin' for Your Love**—PARKWAY 841—The boys come through with a strong reading of a strong hunk of material that is based on a familiar spiritual "Standing in the Need of Prayer." It has an infectious beat and the group sings it well. Watch it, it could move out. (Starling-Mured, BMI) (1:58)
- ★★★ **Memories** — (Starling-Mured, BMI) (2:20)
- AL CASEY COMBO**
★★★★ **Jivin' Around**—STACY 936—Listenable rocking version of an old blues riff by the Al Casey combo. Group handles the instrumental with drive and the organ swings. This could grab juke coins. (Reese, BMI) (2:24)
- ★★★ **Doin' the Shotis** — (Renda, BMI) (1:33)
- BILLY, LILLY AND THE THUNDERBIRDS**
★★★★ **Baby You Don't Know**—CROSSROAD 101—The pair had some hits several years back and they're back here with a neat, medium beat rocker, using an organ and some shouting vocalizing. Nice blues sound. (Chapter) (2:05)
- ★★★ **I'm in Love** — (Milhaven-McCoy-Di-Bren) (2:33)
- METRONOMES**
★★★★ **Tears, Tears, Tears** — CHALLENGE 9157—The Metronomes bow on the label with a feelingful performance of a ballad of love and heartbreak, aided by a stylish arrangement with a Tex-Mex touch. It has a sound which gives it a chance. Watch it. (Four-Star-Madelon, BMI) (2:08)
- ★★★★ **Hat Time** — (Four Star-Madelon)
- LOU RAWLS AND LES McCANN**
★★★★ **Sweet Lover** — CAPITOL 4803—Lou Rawls and Les McCann join forces on this new waxing which features Rawls coming through with an exciting performance of a wild rocker over some bright piano and combo work by the McCann group. Exciting enough to get spins. (January, BMI) (2:55)
- ★★★ **Stormy Monday**—(Gregmark, BMI) (2:33)
- BILL TAYLOR**
★★★★ **Lullaby to Carolyn** — CITATION 5002—Here's an ingenious and funny side from Taylor who does an imitation of President Kennedy telling the story of the Battle of Boston with appropriate pop records as key lines in the storyline. It's all done as a bedtime story for Carolyn. (1:55)
- ★★★ **Incomes Taxes and You**—(1:33)
- THE UTOPIANS**
★★★★ **Dutch Treat**—IMPERIAL 5861 — Here's a pretty wild side, not so much in the quantity of sound as in the unusual quality of the sound produced by this singing group with mouthed effects by a

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Last By special survey for week ending 7/14 Weeks on
Week Week TITLE, ARTIST, LABEL & NUMBER Chart

1	1	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	9
2	5	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	9
3	2	ANY DAY NOW, Chuck Jackson, Wand 122	10
4	9	HAVING A PARTY, Sam Cooke, RCA Victor 8036	4
5	13	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	4
6	8	PLAYBOY, Marvelettes, Tamla 54060	8
7	6	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	4
8	3	TWIST AND SHOUT, Isley Brothers, Wand 124	5
9	12	THE WAH-WATUSI, Orions, Cameo 218	4
10	10	I NEED YOUR LOVING, Don Gardner and Dee Dee Ford, Fire 508	6
11	7	DON'T PLAY THAT SONG, Ben E. King, Atco 6222	10
12	11	NIGHT TRAIN, James Brown, King 5614	13
13	19	ROSES ARE RED, Bobby Vinton, Epic 9509	3
14	18	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	8
15	25	PALISADES PARK, Freddy Cannon, Swan 4106	3
16	21	BOOM BOOM, John Lee Hooker, Vee Jay 438	4
17	17	I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147	6
18	15	THE ONE WHO REALLY LOVES YOU, Mary Wells, Motown 1024	12
19	4	WALK ON THE WILD SIDE, Jimmy Smith, Verve 10255	7
20	14	GRAYV, Dee Dee Sharp, Cameo 219	4
21	22	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	5
22	—	THE STRIPPER, David Rose and Ork, MGM 13064	1
23	—	I DON'T LOVE YOU NO MORE, Jimmy Norman, Little Star 113	1
24	16	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	10
25	—	AHAB THE ARAB, Ray Stevens, Mercury 71966	1
26	26	I FOUND A LOVE, The Falcons, LuPine 1003	15
27	30	LOSING BATTLE, Johnny Adams, Ric 986	3
28	—	PARTY LIGHTS, Claudine Clark, Chancellor 1113	1
29	24	I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059	9
30	27	MASHED POTATO TIME, Dee Dee Sharp, Cameo 212	16

- group member. Good lead singing and combo work. (Travis, BMI) (2:32)
- ★★★ **Ain't No Such Thing**—(Travis, BMI) (2:31)
- BUDDY SKIPPER**
★★★★ **Don't Be a Shamed (To Call My Name)**—FURY 1062—The lad really grows this beat item out with style. Side has a strong beat that should catch teen attention. The funky combo backing has good sound and piano and rhythm section really make things perk. (Fast, BMI) (2:43)
- ★★★ **Baby Please**—(Fast, BMI) (2:41)
- EUGENE CHURCH**
★★★★ **The Right Girl, The Right Time**—KING 5659—Eugene Church has a heart-felt rocker-ballad here and he hands it a very exciting reading over swinging ork and chorus support. It is aimed at the teen trade and has a chance to catch sales. (Sun Crest, BMI) (2:25)
- ★★★ **Pretty Baby Won't You Come On Home**—(O-Cal, BMI) (2:25)
- SPIDER JOHNSON**
★★★★ **Doin' the Popeye** — RIVERSIDE 4522—A bright and breezy instrumental with the basic pop-eye Twist beat. Features an interesting trumpet opening and some good sax spots, over a rollicking blues piano base. Infectious wax that could get spins. (At Last, BMI) (1:56)
- ★★★ **The Gospel Truth** — (Tippy, BMI) (2:24)
- TOMMY HUNT**
★★★★ **Didn't I Tell You** — SCEPTER 1235—Hunt, who's had some other good disks out, has another listenable ballad plait here. Much emoting and the side has a simple but effective backing. Watch it. It has a chance. (Vee-Ve, BMI) (2:17)
- ★★★ **Poor Millionaire**—(Oajoma & Ludix, BMI) (2:12)
- ARCHIE SEMPLE**
★★★★ **It's So Easy to Surrender**—KAPP 475—A mighty pleasant theme, done in a lush arrangement for strings and featuring a sub-toned, breathy clarinet in the lead. It's not unlike the Acker Bilk sound and the arrangement, including voices, is most listenable. (Gleam, ASCAP) (2:39)
- ★★★ **You're Free**—Ludlow, BMI) (2:31)
- PAUL EVANS**
★★★★ **Feelin' No Pain** — KAPP 473—Evans once had a hit with "Seven Little Girls (Sittin' in the Backseat)," among others, and this infectious ditty, with a Salvation Army beat, also has a sound. *Girls chorus lends an effective hand. Has good novelty value and bears watching.* (Bob Hilliard, ASCAP) (2:43)
- ★★★ **A Picture of You**—(Ludlow, BMI) (2:05)

(Continued on page 32)

DISK DEALS FOR DEALERS

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

- COLUMBIA**—Expires July 15, 1962. Started June 15, 1962. Label is offering 10 per cent discount on the introductory release of 11 LP's in its new Electronically Re-Channeled for Stereo series.
- ANGEL**—Expires July 25, 1962. Started June 4, 1962. Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.
- LIBERTY**—Expires July 30, 1962. Started June 15, 1962. Fifteen per cent discount on two new LP's: Sound-track album of "Road to Hong Kong" and Si Zentner's "The Stripper and Other Big Band Favorites."
- 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.
- CAMEO-PARKWAY**—Expires August 31, 1962. Started March 1, 1962. Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases, with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distributors.
- 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.
- 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 Pechange 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."

**Stop Dreaming,
Dealers Told**

NEW YORK—Record dealers attending last week's convention of the National Association of Music Merchants were urged to "stop dreaming of audio visual records and tapes that will allow us to watch an opera as well as listen to it," and concentrate on "what we can sell today in order to make a profit tomorrow."

The advice was voiced by Henry Brief, executive secretary of the Record Industry Association of America (RIAA).

Brief's talk was one of a number of highlights of various forums during the show, held last week at the Hotel New Yorker. N.A.M.M. attendance figures of 11,515 marked a new record for a New York N.A.M.M. meet, while buyer attendance of 4,219 marked a new high for either Chicago or New York shows.

One of the show's leading events was a consumer electronics symposium, sponsored by the Electronics Industry Association. It was her Brief made his remarks. He noted that 1962-1963 will produce no sensations in record and phonograph developments, but that the industry would find the consumer looking for "some very basic elements in a new phonograph."

Brief said that about a year ago, a seven-inch 33-speed single was introduced in the hope that eventually such a record could produce a one-speed record industry and that the public might thus be induced to buy a greater number of singles.

Other remarks covered the role of RIAA in uncovering record counterfeiting operations and in urging federal legislation to combat the evil. Brief took dealers to task for emphasizing the sale of hit rather than catalog material and for failing to sell stereo phonos up to the potential of that market.

CINCINNATI—Richard E. Nason, president of Jupiter Broadcasting, Inc., owners of WSAI and WSAI-FM, announced plans for construction of a new studio at the site of the station's FM transmitter in Price Hill. Groundbreaking ceremonies were held Tuesday (3) and occupancy is planned by the end of the year. Nason said the cost of the building and equipment will be in excess of \$100,000.

tors rather than occasional customers."

This is particularly true, he feels, where the community's entertainment (outside of the home) can be found in only two places: the neighborhood movie and the record store.

In a recent Hartford, Conn., Brubeck concert promotion, Rachtman worked closely with Korvette's in that city. Tickets were put on sale and the advertising was geared to tie in with the release of Brubeck's latest "Countdown Time in Outer Space" LP. The store sold out its initial order of "Countdown" albums.

Rachtman readily admits that not every artist will draw traffic and sales like Brubeck. But, the impresario believes this image of an "entertainment center" should and can be maintained by the disk shop, if not with the best selling acts, then with prestige performers whose names will lend quality and dignity to the retailer's operation.

Rachtman will attempt to continue to prove his theory when tickets go on sale in record shops in Asbury Park for an August 27 Brubeck date and in Boston and Philadelphia in October.

**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-phonograph 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.

AM-ONLY TABLE RADIOS

Pos. This Issue	Pos. 4/14/62 Issue	Brand	% of Total Points
1	3	Zenith	22.7
2	1	RCA Victor	20.0
3	4	General Electric	19.5
4	2	Motorola	7.9
5	6	Emerson	5.7
6	7	Westinghouse	5.4
7	5	Olympic	3.9
		Others	14.9

AM-FM TABLE RADIOS

Pos. This Issue	Pos. 4/14/62 Issue	Brand	% of Total Points
1	3	Magnavox	25.6
2	1	Zenith	24.6
3	9	General Electric	10.8
4	5	RCA Victor	10.1
5	4	Granco	4.0
6	2	Motorola	3.4
7	—	Admiral	3.2
		Others	18.3

**Atlantic, Atco Debut
Mobile Display Units**

MIAMI BEACH, Fla.—Atlantic and Atco Records introduced novel and attractive merchandising aids to distributors at the firms meeting at the Fontainebleau Hotel here last week. The displays have been specifically tailored to meet the needs of the retailer dealing in jazz and rhythm and blues. The units are compact and mobile.

The Atlantic display is a silk screen Day-Glo unit on which the Atlantic logo rotates. The Atco sign is along the same lines and both operate on flashlight batteries. The firm has also instituted illustrated sheets of Atlantic releases and a sales book containing 3-inch by 3-inch cover photos of the

**New Unit Gives Spot
Identification of FM**

CHICAGO — Sherwood Electronic Laboratories, Inc., has developed a unit called Stereo-Lite which gives instant identification of FM broadcasting stations operating in stereo. A special sensing circuitry prevents false indications due to noise impulses, according to firm executives.

The unit, which is designed for use with all FM tuners, will retail for \$29.50. The cabinet measures 2½ by 2½ by 7½ inches deep. The company says the unit has no discernible drift.

entire Atco catalog. Order forms and other salesman's aids were made available at the meeting.

STORES & CONCERTS

**Promoters Get Ticket
Mileage at Disk Shops**

By JACK MAHER

NEW YORK—To Peter Rachtman, concert producer and promoter for Troubadour Productions, the record retailer is a key source of sales. Disk outlets, especially through suburban, rural and college areas, are prime locations for cultural activity and are logical places for concert ticket sales. For three Dave Brubeck concerts held in Florida recently, Rachtman used a veritable network of disk stores in the central part of the State as ticket offices. The results were gratifying.

"The stores built traffic and we filled seats," the promoter said. "Of course, having a hot record act like Dave Brubeck to work with didn't hurt us a bit," he added.

Rachtman's string of record stores selling tickets covered a multitude of small towns and college campuses from Coca Beach on the East Coast to Tampa on the Gulf side. The dates were held in Cocoa Beach, Orlando and Tampa. The

record stores and their local Columbia distributors all co-operated on newspaper ads, with the promoter and the dealer paying quarters and the distrib paying half. The Troubadour executive also saw to it that when radio and press mentions of the forthcoming concerts were made, the stores and Brubeck disks were mentioned and played.

Better Than Theaters

Rachtman pointed out that disk stores are more valuable than the theater box office in many cases. Especially, he noted, where the date is played outside town limits and on college campuses. The record outlets are usually located in downtown areas, while the box offices are often out of the usual lines of traffic.

Rachtman is a firm believer in record shops as ticket outlets because, as he says: "They are the 'entertainment centers' of their respective communities. Record stores should deal in custom services—ticket selling is only one—which will draw people as constant visi-

ALBUM COVER OF THE WEEK



LONELY WOMAN—The Modern Jazz Quartet, Atlantic 1381. A very lovely lady decks this attractive cover designed by Loring Eutemey. The realistic, full-color photo was taken by Richard Helmann, and the package should be a potent display item for jazz sections.



FREE SPIRITS—Chris Connor, Atlantic 8061. This bright and eye-catching, multi-colored cover, with particular emphasis on red, yellow and green, was designed by Marty Norman-Bob Stuzky Graphics. The design aptly catches the theme of the package and makes the cover a most appealing display piece.

Reviews of New Singles

Continued from page 30

GLORIA DENNIS
 ★★★★★ **Richie** — RUST 5049 — The gal sings dual-track but unison style here on a soft ode to her boy friend. Much feeling and a sound that could go. Side is worth exposure. (Wiley, BMI) (2:34)

★★★ **Ask**—(Rust-Wiley, BMI) (1:59)

LITTLE BOB AND THE LOLLIPOPS
 ★★★★★ **Twisting Home**—DECCA 31412—This side swings with an unusual rhythm and presentation. The singer, who has a penetrating sound, sings up a storm on the rhythm tune while a combo sustains the excitement. (Jamil & Jake-Carl, BMI) (1:53)

★★★ **You Don't Have to Cry**—(Jamil & Jake-Carl, BMI) (3:09)

★★★★★ **Poor Me**—ALON 9004—Here's a pleasant love-lament done in r.&b. style by a gutsy-voiced singer backed by chorus. Has a strong chance. (JARB, BMI) (2:01)

★★★ **C. C Rider** — (Rush-Progressive, BMI) (2:41)

BOBBEJAAN
 ★★★★★ **I'm Crying in My Beer**—PAL-ETTE 5098—Here's an interesting blend of styles, with something of a country message, but with a definite Alpine feel. An organ and guitar accompany the arresting performance by Bobbejaan, and the side features answering sounds from a chick. Could be a powerful side. (Compton, ASCAP) (2:36)

★★★ **A Bar With No Beer**—(Zodiac & St. Lawrence, BMI) (2:14)

CARROLL BROTHERS
 ★★★★★ **Sweet Georgia Brown** — CAMEO 221—Lively and foot-taping performance of the oldie by the Carroll Brothers that has a chance to take off. It packs a lot of excitement into an old-fashioned whistling and banjo-plunking arrangement. (Remick, ASCAP) (2:20)

★★ **Boot It** — (Woodcrest, BMI) (2:35)

DEAN CHRISTIE
 ★★★★★ **Heart Breaker**—SWL 1607—Dean Christie wrote this tune and delivers it with a lot of feeling. It's about a little girl he met at a dance who threw his kisses away and is now running around. A real "heart breaker" with fine teen feeling. (Virtu, ASCAP) (2:17)

★★★ **Mashed Potato Twist** — (Virtu, ASCAP) (2:18)

NESTER LA BONTE
 ★★★★★ **Crazy Cricket** — RENDEZVOUS 178—Interesting instrumental treatment of the Twist here with just enough novelty shenanigans on the organ to attract atten-

tion—enough good beat to dance to, too. (En-El and Garpax, BMI) (2:13)

★★★ **Jeanette**—(En-El, BMI) (2:33)

BILLY WOOD AND THE SKY-LIGHTERS
 ★★★★★ **Look a Here**—WARNER BROS. 5291—A steady solid Twist beat with the melody alternating between piano and gutty tenor sax make this a danceable item—solid for teens. (Beckie, BMI) (2:08)

★★★ **Hold On**—(Beckie, BMI) (2:20)

★★★ **MODERATE SALES POTENTIAL**

JOHNNY MEYERS
 ★★★★★ **Walter** (Tune-Kel, BMI) (2:13)—
 ★★★★★ **Pillow Killer** (Tune-Kel, BMI) (1:55). INSTANT 3249

MERCED BLUES NOTES
 ★★★★★ **Midnite Session (Parts I & II)**—TRI-PHI 1011

ART NEVILLE

★★★ **All These Things** (Tune-Kel, BMI) (2:15)—
 ★★★★★ **Come Back Love** (Tune-Kel, BMI) (1:55). INSTANT 3246

ERVIN SISTERS
 ★★★★★ **Changing Baby** (Fuqua, BMI) (2:30) —
 ★★★★★ **Do It Right** (Birdsong, BMI) (2:10). TRI-PHI 1014

RONNIE LOVE
 ★★★★★ **Shakin' and a Breakin'** (Sheldon, BMI) (2:20)—
 ★★★★★ **You're Movin' Me** (Eden, BMI) (2:40). STARTIME 5003

CAPTAIN JACK AND THE SONS OF THE SOUTH
 ★★★★★ **Battle of Atlanta** (Rally, BMI) (3:19) —
 ★★★★★ **Friendly** (Rally, BMI) (2:04). FRIENDLY 567

THE SENTIMENTALS
 ★★★★★ **Danny Boy** (Boosey & Hawkes, ASCAP) (2:25) —
 ★★★★★ **You're Mine** (Ford, BMI) (2:26). MINT 805

MARGIE MEINERT
 ★★★★★ **Peggy O'Neill** (Feist, ASCAP) (2:13)—
 ★★★★★ **Sidewalks of New York** (Buckeye, ASCAP) (1:40). DOT 16372

THE REFLECTIONS
 ★★★★★ **Because of You** (Gower, BMI)

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SONGWRITERS—NAMES AND ADDRESSES of 315 music publishers in New York City. Valuable list. Compiled, copyrighted and authentic, \$2 postpaid. Please mention magazine. David Sandweiss Enterprises, Box 1531, Ann Arbor, Mich. jy14

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EMPLOYMENT SECTION

HELP WANTED

WANTED — EXPERIENCED JUKE BOX Mechanic to live in Puerto Rico. Excellent salary. We supply car and house. Write, indicating experience and references to Jose Romero, Inc., P. O. Box 9895, Santurce, P. R. ch-jy14

WE ARE LOOKING FOR MEN — ONE thoroughly experienced in running and managing a Record Rack jobber operation, and a Salesman completely experienced at calling on chain stores, markets, variety, drug, etc. Send full resume and snapshot. Write Box A-254, Billboard Music Week, 1520 N. Gower, Hollywood 28, Calif. ch-4fa

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1. First, type or print your message here. Be sure to include your name and address in the copy, as you wish it to appear in the ad. When BILLBOARD MUSIC WEEK box number is used, allow 8 additional words. Box number advertisements require 50¢ additional per insertion for handling and for forwarding replies. No deposit may be solicited in box number advertisements.

2. Check the style you want.
 Display—Attractive, attention-getting, carries punch and power. (Minimum: 14 lines or 1 inch.)
 Regular—One paragraph with the first line in capital letters. (Minimum: 2 lines.)

3. Now, indicate how many issues you wish to use, as well as the frequency you would like them to appear and the issue it should commence with.

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CHICAGO 188 W. Randolph St. Chicago 1, Ill. Central 6-9819
ST. LOUIS 812 Olive Street St. Louis 1, Mo. Chestnut 1-0443
HOLLYWOOD 1520 North Gower Hollywood 28, Calif. Hollywood 9-5831
CINCINNATI 2160 Patterson St. Cincinnati 14, Ohio Dunbar 1-4450

Check the classification (and subclassification, if any) in which you want your advertisement to appear.	1 Time	12 Times per year	26 Times per year	52 Times per year
<input type="checkbox"/> RECORD MANUFACTURERS <input type="checkbox"/> General <input type="checkbox"/> Specialty	\$1.35	\$1.30	\$1.25	\$1.15
<input type="checkbox"/> RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT <input type="checkbox"/> Containers, Shipping Supplies & Services <input type="checkbox"/> Designing, Printing, Lithography <input type="checkbox"/> Pressing, Plating <input type="checkbox"/> Record Promotion & Publicity <input type="checkbox"/> Recording Facilities & Supplies				
<input type="checkbox"/> RECORD ACCESSORIES AND RECORD FIXTURES <input type="checkbox"/> BUSINESS OPPORTUNITIES <input type="checkbox"/> MISCELLANEOUS				
<input type="checkbox"/> DISTRIBUTING SERVICES <input type="checkbox"/> Record Distributors <input type="checkbox"/> One-Stop Distributors <input type="checkbox"/> Phono-Radio-Tape Distributors	1 Time .90	12 Times .85	26 Times .80	52 Times .70
<input type="checkbox"/> USED COIN MACHINE EQUIPMENT, PARTS & SUPPLIES <input type="checkbox"/> For Sale <input type="checkbox"/> Wanted to Buy				
<input type="checkbox"/> EMPLOYMENT SECTION <input type="checkbox"/> Help Wanted <input type="checkbox"/> Situations Wanted	1 Time	12 Times per year	26 Times per year	52 Times per year
<input type="checkbox"/> MUSIC-RECORDS <input type="checkbox"/> Help Wanted <input type="checkbox"/> Situations Wanted	.75	.75	.75	.75
<input type="checkbox"/> RADIO-TV <input type="checkbox"/> Help Wanted <input type="checkbox"/> Situations Wanted				
<input type="checkbox"/> INTERNATIONAL EXCHANGE <input type="checkbox"/> Country (Please indicate) <input type="checkbox"/> General	1 Time 1.00	12 Times .90	26 Times .80	52 Times .70

Coin Machine Exports

March, 1962

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	71	\$ 56,974	—	—	1,260	\$ 614,764	1,331	\$ 671,738
West Germany	549	342,209	88	\$ 21,918	194	89,117	831	453,244
Belgium	254	181,278	286	113,758	603	156,662	1,143	451,698
Switzerland	82	62,115	—	—	425	184,239	507	246,354
United Kingdom	52	33,800	52	17,950	376	156,096	480	207,846
Canada	63	47,509	9	1,000	288	91,367	360	139,876
Austria	70	52,743	4	2,686	—	—	74	55,429
Japan	5	4,113	46	8,910	155	39,766	206	52,789
Finland	11	7,872	59	40,696	—	—	70	48,568
Sweden	7	4,749	2	1,590	224	36,717	233	43,056
Greece	5	3,865	20	4,721	69	21,356	94	29,942
Netherlands	20	16,156	60	11,090	12	2,142	92	29,388
Venezuela	18	14,380	—	—	25	9,603	43	23,983
Nan Islands	2	1,390	43	22,185	—	—	45	23,575
Other Countries	79	64,107	143	38,092	274	72,378	496	174,577
Totals	1,288	\$893,260	812	\$284,596	3,905	\$1,474,207	6,005	\$2,652,063

France Sets World Pace in Buying
As U. S. Export Figures Continue Rise

By AARON STERNFIELD

NEW YORK — United States exports of coin machines continued their 1962 rise as \$2,652,063 worth of juke boxes and amusement machines were shipped out of the country during March. This is nearly double the January figure of \$1,384,261 and substantially ahead of the February figure of \$1,871,051. The March statistics were released this week by the U. S. Department of Commerce.

For the first month since statistics have been kept, France was the No. 1 purchaser of U. S. coin machines, with \$671,738 worth of merchandise bought.

Traditionally, West Germany and Belgium have shared the top position.

The lion's share of French purchases have been games — 1,260 units valued at \$614,764. The French bought 71 new juke boxes and not a single used phonograph during the month.

European Common Market

What is happening in France is a dramatic illustration of how the European common market operates. With trade barriers down among ECM members, the French have gone into juke box production and have been able to sell their output. And the lower-priced German machines are cropping up in Gallic cafes.

All this means that used juke boxes of U. S. manufacture are being passed up for lower-priced new models made domestically or in Germany.

Games are something else. To date, not one European manufacturer has been able to come up with a game which offers serious competition to the U. S. models. It appears that the Americans will be king pins in the game field for some time to come.

West Germany and Belgium finished in a near tie for second place, with the Germans spending \$453,244 for U. S. coin machines and the Belgians coughing up \$451,689.

Germany, with a thriving juke box industry of its own, still is the biggest purchaser of U. S. music machines. In March, the Germans bought 549 new juke boxes valued at \$342,209. Used juke box purchases were a modest 88 units valued at \$21,918.

Tale of Two Industries

These figures emphasize the nature of the German and American juke box industries. The Germans make good juke boxes. But they have smaller capacities and not quite as good as the American product. So much of the German product goes on the export market, and that portion of the output which stays in Germany does not go on the

(Continued on page 40)

EUROPEAN
NEWS BRIEFS

Phonos Grow Despite Spanish Unrest

MADRID—The phonograph trade is booming in Spain despite the political unrest. Madrid has 52 new phonograph locations since January 1, and the liberalization of imports is expected to lead to the importation of the first large numbers of foreign phonographs. Negotiations are still going on, it is learned, between two foreign firms for juke box production in Spain. The government has agreed in principle, it is understood, to open the country to foreign phonograph producers under terms of the April government decree removing the shackles on foreign capital. Spain's gold and foreign exchange reserves have more than doubled in recent years, largely because of the tremendous tourist traffic.

More Machines For Prince Rainier

MONTE CARLO—Production of the Black Magic juke box, the Monegasque version of the Tonomat phonograph, is to be expanded in response both to demand and Prince Rainier's drive to make Monaco economically self-sustaining. Tonomat is manufactured at Neu Isenberg, near Frankfurt, by a subsidiary of Automatic Canteen Company of America. All of its models are operated by a dialing mechanism. The current model, the Telegramic, is a German best-selling box. The Monegasque representative for Tonomat is Paul Planche, who builds the Tonomat mechanism into chassis of his own design and manufacture. Prince Rainier values the Planche enterprise both as a local industry and a source of machines for the reorientation of Monaco as a popular resort, with status discarded for the cold cash generated by mass spending.

UK Disk Patrons Told What's New

LONDON—Juke box operators in the United Kingdom are embarked on a machine play promotion program featuring "What's New" postings in each location. Operators and location owners are co-operating in keeping patrons posted as to disk changing with a record program showing chart favorites from the Hot 100 polls and new disks added to the box at the particular location. Derek Dirk, a London area operator, explained, "Juke box fans are not mind readers. They like to be told what's new in the machine as well as on the top tune lists. It really amounts to sales promotion, calling attention to new merchandise, and it's sad that we haven't been doing it earlier."

German Reds Importing 'Joy' Box

EAST BERLIN—Trade officials in the Soviet Embassy here report that Russia's new "all-Soviet" juke box, the Radock, is entering limited production after a long development period.

(Continued on page 40)

Jack Sloan Retires; 32-Yr. BB Veteran

CHICAGO—After thirty two and a half years of selling advertising to coin machine manufacturers and distributors, Jack Sloan retires from The Billboard Publishing Company, July 23.

Sloan, one of the pioneers of the coin machine business, joined The Billboard, January 2, 1929. Not quite 18 months after he became a member of the advertising staff, he was told by an advertiser of carnival equipment to call on a janitor named George DeVry who worked in a building on Chicago's North Side. "This guy has a game that's practically replaced cards for us Belgians," Sloan's friend told him.

Sloan took a look at the janitor's invention and then interested Jack Burns, an arcade operator, in manufacturing it. Burns worked on the game for about eight months before he had it ready for the market.

In the March 28, 1931 issue of The Billboard, the first ad ever sold a pin game account by Sloan appeared over the name Burns' In and Outdoor Games Company, Inc. Burns named the game "Whoopee," offered it to operators for \$175—only \$135 if you bought 25 or more.

Within a short time the demand for pin games brought others into the manufacturing business. Electricity soon was added and companies constantly kept improving and varying the basic game idea.

In the 32 years he spent in the business, Sloan saw coin machine companies move from garages and basements to million-dollar plants that gave employment to thousands of people. His acquaintance with men at the manufacturing, distributing and operating levels of the coin machine business is world-wide.

Sloan is a native Chicagoan. He also holds the distinction of being one of the first U. S. soldiers in World War I to see service in France. While a student at Northwestern University, he enlisted in an ambulance company formed at the school, and went overseas five weeks after America entered the war.

On his return in 1920, Sloan joined the advertising sales staff of Hotel World. After one year he went with the Hardware Dealers magazine then to House Furnishings Review, where he was manager of the firm's first Cleveland office until he joined The Billboard in Chicago.

Jack and his wife, Dorothy, will continue to reside in Chicago.

Seeburg Names Gordon Director of Sales

CHICAGO — John Cameron (Jack) Gordon has been named executive vice-president and director of sales and distribution for the Seeburg Sales Corporation.

In his new post, Gordon will be in complete charge of sales for Seeburg's three product divisions—automatic phonographs, vending machines and background music systems.

Also named to a top Seeburg post is Leonard Gross, the new executive vice-president in charge of operations. Gross will head the engineering, production, purchasing and other operating divisions of the company.

National Sales Mgrs.

Gordon's first act in his new job was the appointment of three new national sales managers: Edward F. Claffey, phonograph division; David P. Howle, vending division, and T. H. Burrows, parts division. Stuart F. Auer continues as national sales manager of the background music division.

Gordon, who had been vice-president in charge of phonograph sales since 1959, joined Seeburg in 1948 as a district manager. Before that, he had been a sales and promotion executive with General Mills and RCA Victor. He is a native of Chicago and attended Hillyer College, Hartford, Conn.

Gross, a Philadelphia native, joined Seeburg as vice-president and sales manager of the vending division in 1960. He had been general manager of the radio-phonograph division of the Philco Corporation. Gross attended Temple University and was a World War II naval officer.

Distributor Background

Claffey has been a Seeburg division manager since 1960, following a stint with Reeves Soundcraft and five years as a regional

manager for Atlantic-New York, a Seeburg distributor, and seven years as Atlantic-New York's sales representative. He was graduated from the University of Rochester and served as a U. S. Marine captain.

Auer has seven years with Seeburg and its distributor organization. He had been with Muzak for six years as general manager of the Baltimore and Washington offices. Prior to that, he was with the Mutual Broadcasting System.

Howle had been sales manager of the Bally Vending Company for four years, prior to Seeburg's acquisition of the Bally coffee machine. Previously, he had been president of the Tadco Corporation, Oklahoma City, and vice-president and sales manager of McGee Park-O-Meter from 1946-1949.

Burrows joined Seeburg in 1951 as manager of the tabulating division and later became manager of the parts division. Before that he had been a methods and procedures specialist with Remington Rand and IBM.

In another appointment, Stanley W. Jarocki was named sales promotion manager. He will handle advertising, conventions and trade show activities. Jarocki, who had been assistant marketing manager, has been with Seeburg since 1950.



JOHN C. GORDON

Rules Board Out of Bounds In Lifting Ill. Bar Licenses

CHICAGO—The Illinois Liquor Control Commission exceeded its authority when it ordered the suspension of about 700 tavern licenses on the grounds that these establishments purchased \$250 federal gaming stamps for coin machines classified by the Internal Revenue Service as gambling devices.

That was the ruling of Illinois Superior Court Judge Donald S. McKinley last week in a test case brought by Kenneth A. Shoot, a local tavern owner.

At issue was the ICC's Rule 20 which allows the commission to suspend the license of an establishment which has a gambling tax stamp on its premises. The com-

mission held that this was prima facie evidence of gambling and therefore a violation of the State's anti-gambling laws.

Arbitrary, Unjust

However, Judge McKinley ruled that: "Rule 20 of the Illinois Liquor Control Commission is unreasonable exercise of the authority of the Commission and said the rule is therefore invalid.

"That the order of the Illinois Liquor Control Commission entered March 7, 1962 suspending plaintiff's (licensee's) retail liquor license for a violation of Rule 20 of the commission be and the same is hereby reversed."

Some 700 licenses have already been suspended from five to 30

days, and about 300 more cases are due to be heard. Howard S. Cartwright, commission chairman, said that enforcement of suspensions in cases involving pinball machines will be delayed until the Illinois Supreme Court rules on the decision of the Superior Court.

Many taverns have already undergone their suspension periods and have reopened.

Shoot, the plaintiff in the case, was represented by Harold Halfpenny, attorney for the Retail Liquor Dealers Association of Illinois.

Caught in Squeeze

Halfpenny argued that the tavern owner is caught between State

(Continued on page 40)

See Minor Delay in Eastland Bill Passage

By MILDRED HALL

WASHINGTON—A minor delay is expected on Capitol Hill before the Eastland bill to ban interstate shipment of all gambling devices will reach the President's desk for signature. Due to minor amendment in the House-passed version, a conference must be held on the bill and due to the July 4 holiday the Senate did not appoint its conferees in time for action last week, as was expected.

Spokesmen for the bill in the House and in the House Interstate Commerce Committee anticipate no disagreement of any serious nature on the bill. The original Eastland bill was passed by the Senate earlier in the session. The Senate-House conference will entail no further voting and is expected to be "little more than a formality" before the bill reaches the President's desk.

Last-Minute Pleas

During House discussion of the bill Friday, just before passage (29), House Commerce Committee Chairman Oren Harris said that he'd had last-minute pleas to exempt amusement machines used in fairs and carnivals, in addition to the old-fashioned "claw" machine described in the exemption section of the bill. The legislation to tighten the Johnson Act ban on interstate

shipment of gambling devices exempts pari-mutuel machines, amusement pinballs (marble games), coin-operated shuffleboard and bowling alleys.

The bill will impose new stringent registry requirements on manufacturers, and ban interstate shipments of any type of device which the Attorney General determines was made with intent to use for gambling. During mild discussion on the House floor before the 348 to 1 vote, it was emphasized that the bill is aimed only at the large-scale, syndicated-type of gambling device shipments used by racketeers to increase their \$20 billion a year earnings.

Manufacturers of machines obviously intended for amusement only need have no worries—none of the provisos of the bill applies to them. This was emphasized by Representative Harris, who sponsored and piloted the House version of the bill through the vote.

Lone dissenter was Congresswoman Katherine St. George (R.), of Tuxedo Park, N. Y. She voted against the bill, but did not participate actively in any of the pre-passage discussion.

"Step in Right Direction"

Even Congressmen who said the bill had its weaknesses and imperfections, said they were vot-

ing for it because it was a "step in the right direction." One source of displeasure was the bill's allowing any State to officially exempt itself from terms of the amended Johnson Act. Rep. H. Allen Smith (R., Calif.) felt that, as a result, no "earth-shaking results would come from this bill."

Representative Springer (R., Ill.) would also like a 100 per cent bar to State-passed exemptions, but felt the bill was an improvement over the old Johnson Act. Rep. William Cramer (R., Fla.) enthusiastically endorsed this and all other bills he said were aimed at syndicated criminal activities carried on across State lines.

Rep. Sam Friedel (D., Maryland) wanted to know how the ban would affect the four Maryland counties which permit gambling machines, license them and collect revenue from them. Under the revised law, Maryland will have to declare itself exempt from the Johnson Act at State level, otherwise, shipments of gambling devices to or from these counties would be illegal under the act. This hard fact was explained to Friedel by Rep. Robert Hemphill (D., S. C.), a strong supporter for the bill.

Must Register Devices

Also, all manufacturers who make gambling devices, even in an exempt State, for use within that State, must register and number the devices (and components, whenever possible). This is to keep track of any possibility that the machines will be shipped out of the State.

A laugh was introduced into the proceedings when Rep. John Lindsay (R., N. Y.) wanted to know if a coin-operated phone call to a stock broker would be considered using a gambling device in interstate commerce. After some tongue-in-cheek discussion, it was decided this would be exempt, because stock buying is presumably not a gamble, and winnings are not made by chance, but by skill.

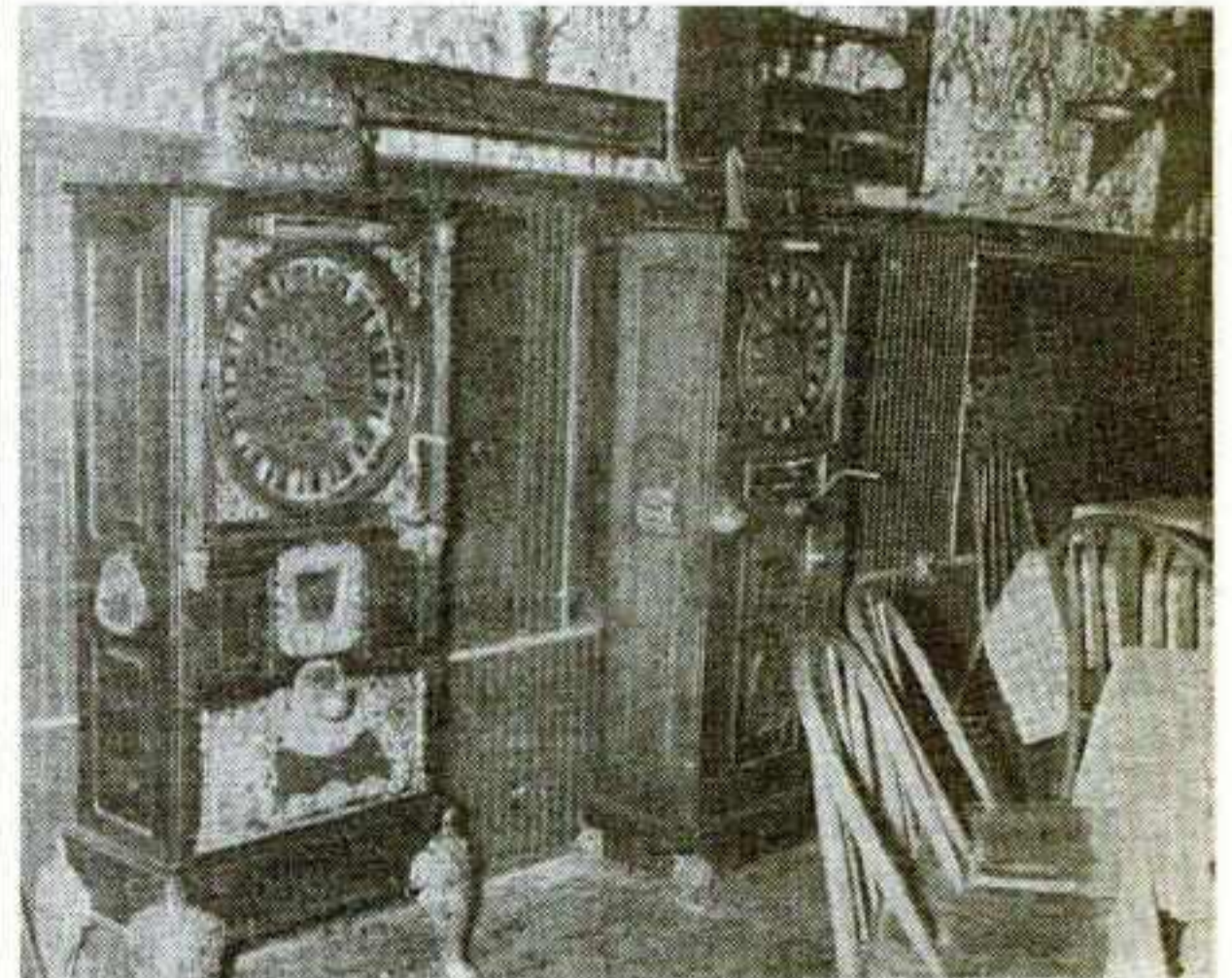
More Machines Now Need Gambling Stamp

ST. LOUIS — Federal gambling stamps for coin-operated devices for the Missouri Eastern Federal District totaled 392 for the fiscal year just ended, as compared with 277 for the previous fiscal year.

However, the increase does not mean that the number of these devices has grown. It reflects the actions of the Internal Revenue Service in classifying games which were formerly considered amusement devices in the "gaming" category. The gaming tax stamp is \$250 a machine. The federal amusement tax stamp is \$5 a machine.

In St. Louis County, the number of stamps bought rose from 241 to 366.

Antique Slot Machines Build—and Stop—Traffic



ANTIQUE SLOT MACHINES ARE TRAFFIC BUILDERS

CENTRAL CITY, Colo. — A battery of eight "one-arm bandit" slot machines is still making money for Earl Persons, owner of Earl's Tollgate restaurant and bar in this historic Colorado mining town.

The eight slot machines, however, are paying a profit as museum pieces rather than on actual coin play. In fact, the machines, dating back as far as 1870, would be somewhat difficult to play, inasmuch as more than 200 pounds of melted lead has been poured into the coin chutes, so that not even a drop of water could get into the mechanism.

The antique slots have been Persons' property for more than 30 years, and were still spinning merrily, accepting nickels, dimes, quarters, half-dollars and silver dollars until the passage of the Johnson Act. Well aware of the nostalgic appeal of the old slots in a museum he was planning for a second-floor room above his Tollgate Bar, he wrote to the Federal Government, and, after much dickering, received permission to display the machines after they had been poured full of melted lead.

Now in the Blue Room, which is often reserved by businessmen's groups and clubs for luncheons, seven of the old-fashioned console-type machines and one relatively modern (only 25 years old) tabletop slot machine are constantly on display. Finished for the most part to resemble rich, dark hardwood,

the slots include an Honest John and a The Judge, two extremely rare models.

Most of the console-type machines, which stand five feet high, two and one-half feet wide, and around 15 inches deep, feature a "Wheel of Fortune" spinning behind a glass window at the front, averaging around 15 inches in diameter. Bright-colored strips, numbered in various denominations, make up the spokes on the wheel, each strip separately numbered with an amount, which is, of course, the key to the number of coins through the pay-off sheet at the bottom. Except for the semi-modern tabletop model, there is nothing familiar about the old machines to anyone who is younger than a septuagenarian.

Offered tremendous cash inducements to part with his old-timers, Persons has steadily refused, feeling that the antique slot machines are probably the top attraction among the more than 10,000 pieces of pioneer bric-a-brac which are suspended from wires on the ceiling through the restaurant, the bar and in the museum. Not infrequently, distributors and operators from all over the country have dropped in to look over the 90-year-old antique slots, and often ask permission to photograph them with the aim of reconstructing one for display in their own headquarters.

DOLLAR-OFF-TOP DEAL AID TO OP AT MARGINAL STOPS

DOTHAN, Ala. — When a marginal location balks at a minimum guarantee arrangement, Joe Joseph, veteran operator here and former president of the Music Operators of Alabama, doesn't give up.

He offers a counter proposal—that the location owner give the operator \$1 for each record change to cover the cost of the record and that the balance in the coin box be split 50-50.

In this way, paying for records off the top is sufficient encouragement to continue changing records regularly, Joseph pointed out. "We never know but what a record change may suddenly fire up collections to the point that the location becomes a good one.

Most location owners are well aware of increases in their own operating costs, and few refuse to go along with the dollar-per-record idea, since it usually amounts to only \$9 or \$10 a month on marginal stops. Joseph makes it plain that this is the minimum amount which he will consider, and that he must regrettably remove the phonograph to more profitable locations if this amount is not realized. There have only been one or two instances in which a location owner doggedly refused to let the cost of new records be taken off in this way.

Joseph's three collectors report that with a bit of leeway in choosing records brought about by this sort of arrangement, they have often been able to revive a sick location.



JOE FLYNN, left, president of J.&J. Distributors, Inc., and John Stockdale, secretary-treasurer of the firm, stand outside the company's new headquarters at 1661 W. 16th Street, Indianapolis. J.&J. is Seeburg distributor for Indiana and the neighboring Kentucky-Illinois area. The new one-story brick building has 14,500 square feet of floor space and houses offices, service departments, display rooms and a warehouse. In addition to handling a full line of Seeburg phonographs and vending machines, the firm also operates a record one-stop under the direction of Roberta Hunt.

A complete line of



ACORN
Machines with original slip-out coin mechanism **NOW IN STOCK!** These are the finest bulk vendors in America! Liberal trade-ins. Rake's 24-pay Finance Plan available.

BULK MERCHANDISE

	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	.30	.65
Mixed Nuts	.30	.55
Spanish Peanuts	.30	.31
Virginia Splits Peanuts	.30	.35
Rainbow Peanuts (Candy)	.30	.35
Boston Baked Beans	.25	.28
Licorice Lozenges	.30	.28
Confection Mix	.30	.28
Jumbo Pistachios, Red	.30	.72
Medium Pistachios, Red	.30	.60
Small Pistachios, Red	.30	.55
Leaflets (M&M Style Candy)	.30	.27
Tummy Jelly Beans	.30	.25
Candy Corn	.30	.25
Hersheyettes	.25	.47
Chiclé Base Cub Chicks 520	.30	.42
Chiclé Base Cub Chicks 320	.30	.42
Rainblo Tabby-Lets 520	.24	.40
Sugar Pepp (Bulk Candy)	.15	.35
Mallettes (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	.25
Rainblo 1/2 Chiclé 140	.25	.41
Cherry 210 Count	.25	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s)

ACCESSORIES

Single Floor Stand	\$ 5.50
Dbl. Cross Bars for Above	2.00
Triple Cross Bars for Above	2.25
4 Place Racks With Wheels	10.50
6 Place Racks With Wheels	12.50
3 Place Racks With Wheels	9.50
1/2 Coin Counting Scale	23.50
1/2-3/4 Coin Counting Scale	23.50
Stamp Folders, Per 10,000	4.00
Ass'd. Trading Cards	3.25
Ball Point Pens, Gr.	5.50

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver King, 1c or 5c Bulk	8.50
Victor Universals, 5c Bulk	8.50
Victor Toppers, 1c Bulk	11.00
Acorns, 1c or 5c Bulk	11.00
Silver King 5c Hot Nut	13.50
Ajax 5c-10c 3-Col. Bulk	39.50
Premier 1c Card Vendors	14.50
2-Col. 5c-10c Stamp (Folder)	15.00
Master 1c-5c Bulk Vendor	10.00
Master 1c Bulk Vendor	7.50
Model V 1c Ball Gum	8.50
N.W. 10 Col. Tab w/removable drums	21.50

SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS. BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

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609-A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676

BILLBOARD MUSIC WEEK

BULK VENDING

CONVINCING THE HESITANT

Hard Facts on Vending Operations Win Over Balking Location Owners

By **BOB LATIMER**

DENVER — Location owners will refuse to have bulk vending machines installed on their premises for a variety of reasons, but Lloyd Flader, local bulk operator, has devised a variety of answers to their objections. And they work in nine cases out of 10, according to the Denver operator.

For example, many location owners will maintain that a bulk vending machine presents a sanitary problem. When this happens, Flader mails the location owner advertising material from the gum and nut manufacturers, with the literature emphasizing the sanitary conditions under which the confection is prepared. The mailing is sent twice, and

enclosed with each mailing is a cellophane-wrapped sample of the product. **Advertising Folder** Where a potential location owner has objected on the basis that "the machines will litter up the store," Flader has the answer in again sending a manufacturer's advertising folder, and attaching a

(Continued on page 41)

Hot Weather Cue for Lots of Gum Stops

DOTHAN, Ala. — Good hot weather merchandising on bulk routes means increasing the number of stops, rather than cutting down on them, according to Don Abercrombie, local bulk operator.

Instead of cutting down on the number of ball gum machines on location, Abercrombie nearly doubled the size of his route during the summer. One reason, of course, is the large number of tourists who flock into the Gulf Coast region each summer.

More important, however, is the fact that high temperatures with the relative lowering of water content in the average person's system, means that people like to keep their mouths wet, and there is no better way to do this than to chew gum.

mer along Abercrombie's 700-unit route. Not infrequently, where sales of peanuts nosedive in the summer, and Hersheyettes are a bit too subject to heat to risk, the upturn in ball gum sales caused by

adding another machine (many of them 12-pound units) in existing stops makes up the difference.

Abercrombie, servicing his long routes, some of which extend 250 miles, uses a panel delivery vehicle which has plenty of space to stand several machines at full height, and makes possible brisk, easy exchanges which require no tools at all on more than 80 per cent of his stops.

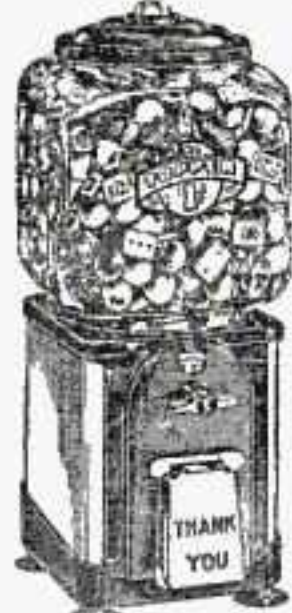
He has complete filling equipment and bulk stock in the truck, which, incidentally, is kept air-conditioned at all times. But he prefers to fill entire machines in his home on a farm near Dothan, and simply to lift one machine into place, while another near-empty

(Continued on page 41)

IMMEDIATE DELIVERY

World Famous VICTOR

Standard TOPPER



1c or 5c

For Ball Gum and Charms. Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

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4711 East 27th, Kansas City 27, Missouri
Phone: WAbash 3-3900

Buy the complete **GUGGENHEIM CHARM LINE** at the following warehouses

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- King & Co. 2705-3 West Lake Street Chicago, Ill.
- Swift Vending Supply Co., Inc. 2817 West Dorte Dallas, Tex.
- Star Vending Supply Co. 6227 Colburn St. Houston, Tex.
- Northwestern Sales & Service Co. 448 West 36th St. New York 18, N. Y.
- Standard Specalties 1029 4th Ave. Oakland, Calif.
- Rake Coin Machine Exchange 609 Spring Garden St. Philadelphia 23, Pa.
- Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
- Operator Vending Machine Supply Co. 1022 South Grand Ave. Los Angeles 15, Calif.
- Bulk Sales of Florida 1121 77th Miami Beach 41, Fla.
- Bulk Sales 2023 Fifth Ave. Pittsburgh 19, Pa.
- Ridge Gum Corp. 4224 Ridge Rd. Cleveland 9, Ohio

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VENDING HEADQUARTERS for VICTOR

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Large Capacity • 1175 Balls 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Vendors—Parts and Merchandise. Write for Prices. **GRAFF VENDING SUPPLY CO., INC., 2817 W. Davis St., Dallas, Tex.**

AMCO SANITARY VENDOR

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation



Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Machine	18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B. G.	6.50
Silver King 1c B.G. or Mds.	8.50
ABT Gums	30.00
Mills 1c Tab Gum	12.00
Model #33 Peanut, 1c	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.42
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.25
Mixed Nuts	.57
Baby Chicks	.31
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.37
Jelly Beans	.28
Licorice Gums	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-ette, 100 ct., per 100	.38
Rain-Blo Ball Gum, 140 ct., 176 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.48
Wrigley's Gum, all flavors, 100 ct.	.48
Beech-Nut, 100 ct.	.48
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

VICTOR VENDORAMA

ALL PURPOSE VENDOR

1c, 5c, 10c or 25c Mechanisms



All parts interchangeable in seconds.

Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.

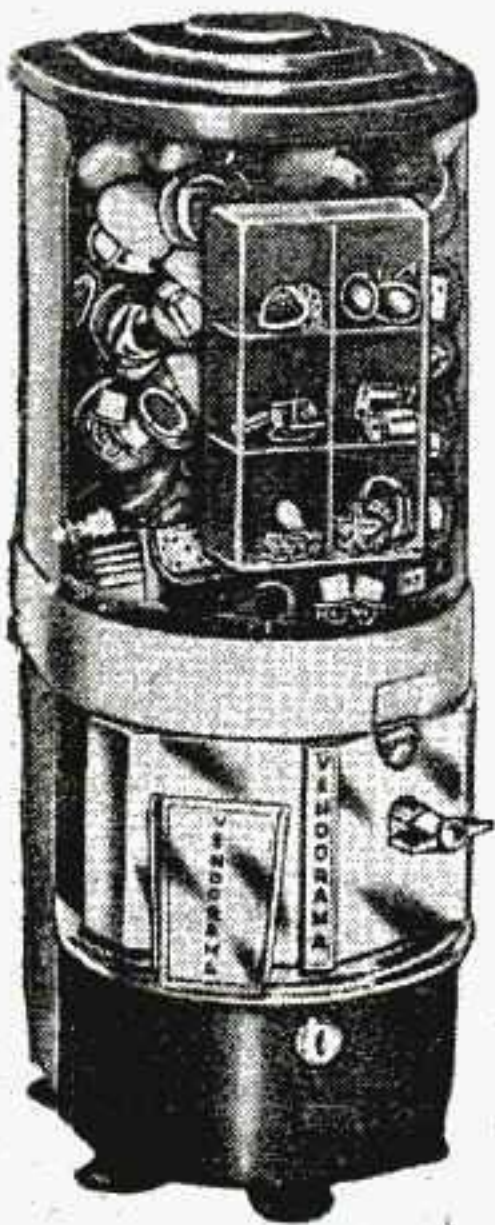
Unique in beauty and design.

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467



VENDORAMA

The finest all-purpose vendor ever built! 1c, 5c, 10c, 25c.

VENDS: V or V-1 capsules. 1c 100 count gum or 3 for 5c mixed with or without Rocket Charms. 1c 210 gum and charms, nuts or candy @ 1c, 5c or 10c. Rocket Charm vending @ 5c each, 2 for 1c Chickie Treats.

Vendorama has extra large capacity. Grosses \$22.00 per fill of 210 gum and charms. Grosses about \$50.00 per fill of Rocket Charms @ 5c.

Vendorama is a superior vendor, vending widest possible variety of merchandise. Its many features, plus REFILL ASSEMBLY & REMOVABLE CASH DRAWER, make it the easiest of machines to service. Ask the Operators that have them!

Write for beautiful, illustrated circular and prices today.

VICTOR VENDING CORP.
5701-13 W. Grand Ave. Chicago 39, Ill.

Say You Saw It in Billboard Music Week

when answering ads . . .

Say You Saw It in Billboard Music Week

**Buy OAK
for your
PROFIT LINE!**



oak
MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

Discount Stores Are Top-Pulling Locations

DENVER — "Go after the discount houses with big layouts of equipment, because the traffic they pull make it well worthwhile." That's advice of veteran bulk operator Jay Shannon of Jay's Shamrock Vending Company, here.

Shannon jumped aboard the discount house train just about the time the first 100,000-square-foot low-price department store was built in Denver a year and a half ago.

Since then he has set up "super vending installations" with as many as 20 machines in a row, to capitalize on the long lines of customers waiting to get into the store, and to pass through the check stands after making their purchases.

These are people who have many minutes to wait before they can begin shopping during the rush evening hours and on weekends as well. So, a line-up of machines vending everything from peanuts to 25-cent novelties has plenty of appeal.

Shannon builds his impressive

mass outlet for eye appeal, using bright red machines mounted on polished hardwood shelving, and usually extends the layout from one entrance to another so that there is little chance that anyone will miss seeing them.

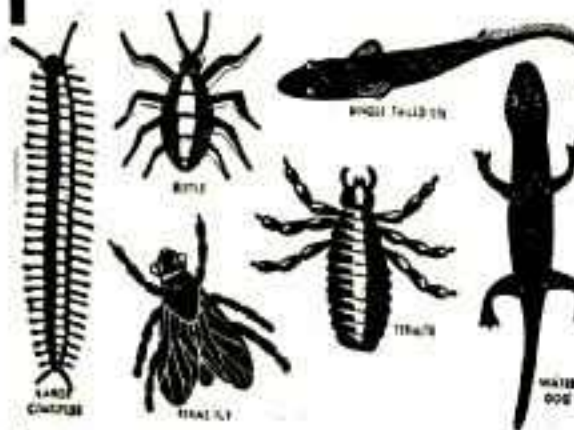
In fact, in some of the discount
(Continued on page 41)

Max Hurvich Returns From European Tour

BIRMINGHAM — Max Hurvich, of Birmingham Vending, and Mrs. Hurvich returned recently from a three-month tour of Europe and Israel. Hurvich is associated with his twin brother Harry in the operation on one of the nation's oldest bulk vending and coin machine distributorships.

The couple returned on the New Amsterdam from Le Havre, France, after spending seven weeks in Israel and visiting Lisbon, Madrid, Copenhagen, Vienna, Athens, Istanbul, Amsterdam and Paris.

new!
GIANT SCARE 'EMS®



SERIES GUARANTEES TO EMPTY MACHINES!
Series consists of 14 assorted SCARE 'EMS, all molded of soft, life-like plastic that scares everyone.

ONLY \$42.00 per M Capsuled
New Sr. Scare 'Ems/Large Variety, only \$27 per M Capsuled.

PAUL A. PRICE CO., INC.
55 Leonard Street New York 13, N. Y.
Cortland 7-5147-8

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

CASHEWS . . . CASHEWS

Finest Quality for Vending . . . Freshly Roasted

VACUUM PACKED
Packed in 5 Lb. Tins
(6 to a Case)

Cashews, Whole, 450 Ct.66c per lb.
Cashews, Butts64c per lb.
Cashews, Split62c per lb.

Bulk Packed
(30-Lb. Cartons)

Cashews, Whole, 450 Ct.62c per lb.
Cashews, Butts60c per lb.
Cashew, Split58c per lb.

Write for Charm and Merchandise List

KING & COMPANY

2700 W. LAKE STREET, CHICAGO 2, ILL.

PHONE: KE 3-3302

Buy the complete EPPY CHARM LINE at the following warehouses

- Birmingham Vending
540 2nd Ave., No.
Birmingham 4, Ala.
- King & Co.
2700-2 West Lake Street
Chicago, Ill.
- Gruff Vending Supply Co., Inc.
2817 West Davis
Dallas, Tex.
- Star Vending Supply Co.
6327 Calhoun Rd.
Houston, Tex.
- Northwestern Sales & Service Co.
446 West 36th St.
New York 18, N. Y.
- Standard Specialties
1029 46th Ave.
Oakland, Calif.
- Rube Coin Machine Exchange
609 Spring Garden St.
Philadelphia 23, Pa.
- Northwestern Sales & Service Co.
1194 Tremont St.
Boston, Mass.
- Operators Vending Machine Supply Co.
7023 South Grand Ave.
Los Angeles 18, Calif.
- Oak Sales of Florida
1121 71st
Miami Beach 41, Fla.
- Oak Sales
2023 Fifth Ave.
Pittsburgh 19, Pa.
- Ridge Gum Corp.
424 Ridge Rd.
Cleveland 9, Ohio

Or direct from
EPPY CHARMS, Incorporated
91-15 144th Place
Jamaica, New York
AX 7-2900



Direct Low Factory Prices

- Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size . . . 28 1/2¢ lb.
- Chicle Ball Gum, 130 ct. . . 36 1/2¢ lb.
- Clor-o-Vend Ball Gum . . . 41 1/2¢ lb.
- Clor-o-Vend Chicks, 320 ct. . 41 1/2¢ lb.
- Chicle Chicks, 320 & 520 ct. 37 1/2¢ lb.
- Bubble Chicks, 320 & 520 ct. . 29 1/2¢ lb.
- Tab (short stick), 100 ct. . . 38¢ box
- 5-Stick Gum, 100 packs . . . \$1.90
- F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS

37 years of manufacturing experience

4th & Mt Pleasant • Newark 4, N. J.

JUMBO 5¢ ALL CHARM VENDING

New type vending of rings with capsule inserts and other big value items one for 5c. Send \$9.00 for sample bag of 500 Jumbo Charm Assortment.

Atlas has the perfect dispenser for Jumbo Charms. Other vendors use Rocket Wheels.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The
PENNY KING
Company

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

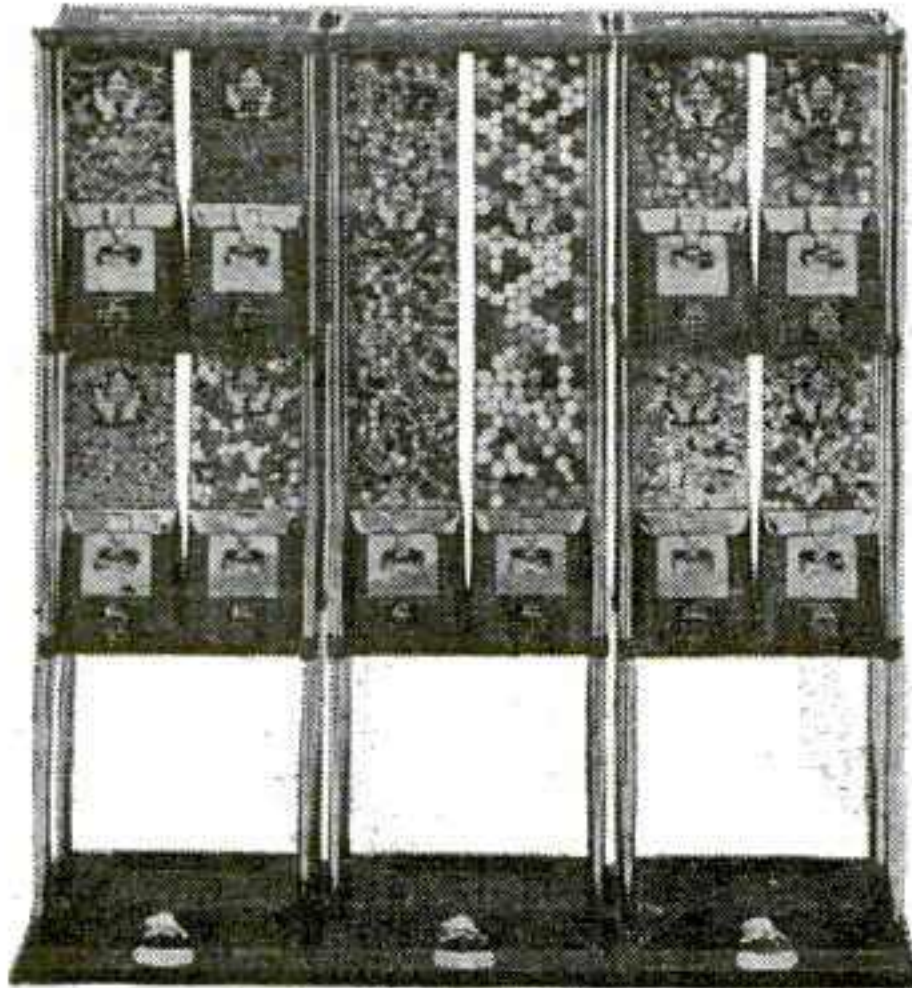


Penny-Nickel ATLAS MASTER Venders

Say You Saw It in Billboard Music Week

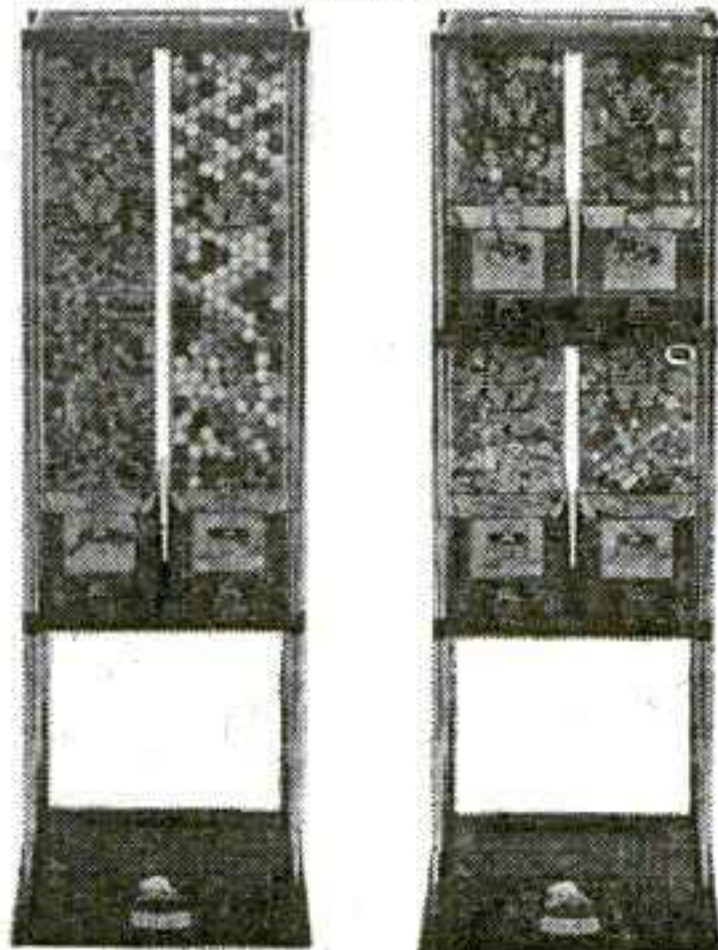
BEAVER VENDORS

Patent Pending



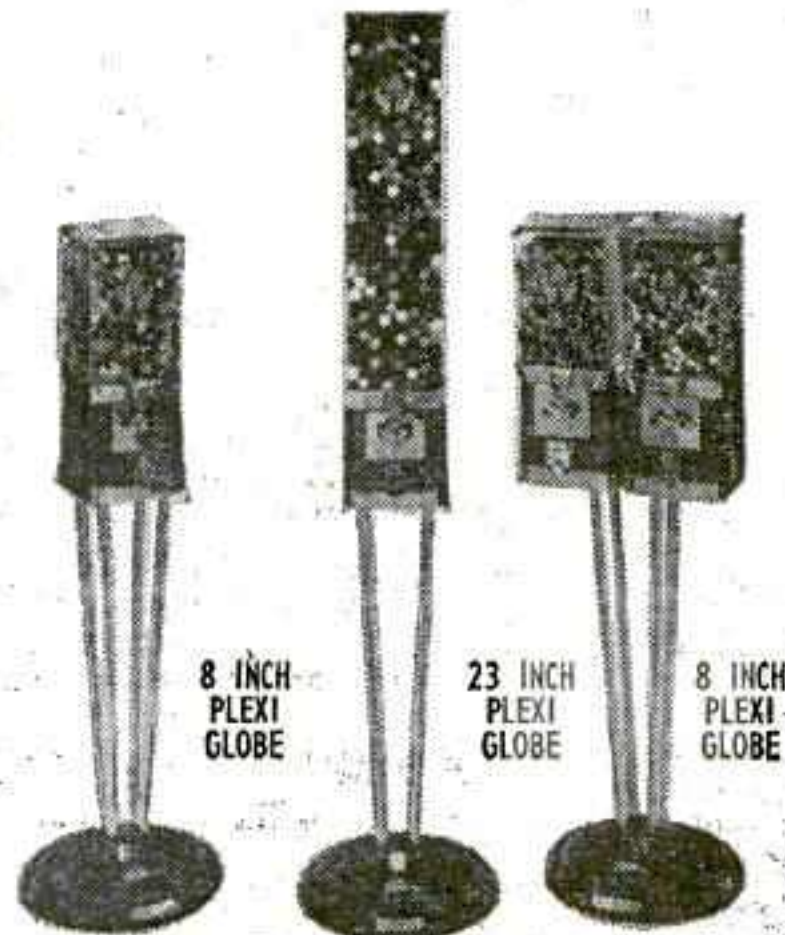
MARK I DELUXE CONSOLE
Contains 3 Complete Sections, 10 Units

BEAVER MARK I (waterproof)



Contains 2 Units

Contains 4 Units



8 INCH PLEXI-GLOBE

23 INCH PLEXI-GLOBE

8 INCH PLEXI-GLOBE

Shown above: Deluxe Beaver 8-Inch Plexiglass and the Super-Deluxe Beaver 23-Inch Plexiglass.

PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS.

NAME _____
COMPANY _____
ADDRESS _____
CITY & STATE _____

CAMPBELL VENDING, INC. 541 SENECA ST., BUFFALO 4, N. Y.

Now Little Beaver what is the widest vending machine that you know of in the world?

100 Mark 1's when they are locked together as one unit.

Wow! That's almost as wide as Texas!



ANSWERS TO THE OPERATOR'S DREAM

- HAS BUILT-IN CASH BOX
- MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
- QUICK AND EASY TO SERVICE

July Sees Everything Coming Up 'Roses'

By BENN OLLMAN

MILWAUKEE—Operators and one-stops are claiming hefty July spurts in juke box activities. Collections have shown sharp improvement in recent weeks. The rise in juke box receipts has been sparked by the appearance of a number of fast-rising singles that could rival the pace set recently by Bobby Vinton's "Roses Are Red."

"Roses," incidentally, is still listed by operators as the hottest single to hit the routes this year. "It's the best record I've bought in a long, long time," said Morrie

Fuhrman, Morrie's Amusement Company.

According to Ken Zastrow, disk buyer for the Milwaukee Amusement Company routes, "Mr. In-Between," Decca, is destined to rate as one of Burl Ives' top waxings. "I've covered all our locations with it," Zastrow said. Also looming big, he added, are "Don't Forget to Feed the Flowers," with Doris Swain, Beltone, and "The Bird Man," with the Highwaymen, on United Artists.

Western tunes have attained new vigor on the juke boxes, Zastrow noted. Topping the list are Faron

Young's "The Comeback," Capitol, and Le Roy Van Dyke's "Dim, Dark Corner" on Mercury.

Also exhibiting promise on the Milwaukee Amusement Company routes is a newly released rhythm and blues item, "Jivin' Around," on Stacey Records with Al Casey.

Local coinman Morrie Fuhrman, Morrie's Amusements, also lists the new George Jones "She Thinks I Still Care," United Artists, as one of his better picks of recent weeks.

According to Jim Mayer, Record City, operators are still purchasing Twist records, though the volume is considerably off. "But I predict the Twist is going to be around for a long time," Mayer said.

Top item at the Record City one-stop, according to Mayer, is "Little Red, Rented Rowboat," Joe Dowell on the Smash label.

Also very high on the operator's shopping list today, he said, is "You Can't Be True, Dear," with Lester Lannin, on Epic. "It's the German lyric that sells it here," said Mayer. Another big newcomer is "Fascination," with Gordon Jenkins on Time.

Twin City Ops Find Signs Saying This Summer Will Be a Hot One

By DON LYONS

MINNEAPOLIS—Several operators in the Twin Cities report that collections have been slow the past few weeks, though they have been getting good play on "Roses Are Red," with Bobby Vinton on Epic.

With improved summery weather, operators in the resort areas of northern Minnesota report that business has perked up and they are looking forward to good collections for the rest of the season.

Business at the one-stops continues to hold up well. At All-Record Sales here, Tom Prenevost, office manager, listed the following as moving best: "Roses Are Red"; "It Keeps Right on A-Hurtin'," with Johnny Tillotson on Cadence; "Sealed With a Kiss," with Brian Hyland on ABC-Paramount; "Alley Cat," with Bent Fabric on Atco,

and "Breaking Up Is Hard to Do," with Neil Sedaka on RCA Victor.

Jim Christiansen of Jim's Record Shop, St. Paul, said that he was getting the best play with "Alley Cat"; "The Wah Watusi," with the Orlons on Cameo; "Call Me Mr. In-Between," with Burl Ives on Decca; "Steel Men," with Jimmy Dean on Columbia, and "Girls, Girls, Girls," with Eddie Hodges on Cadence.

Ray Brown of Brown Bros., Inc., here, said that his best disks were "Roses Are Red"; "Call Me Mr. In-Between"; "It Started All Over Again," with Brenda Lee on Decca; "Alley Cat"; "India Love Call," with Billy Vaughn on Dot, and "A Little Heartache," with Eddy Arnold on RCA Victor.

Dick Morbitz of Acme Music Company here, mentioned the following as moving well: "The Stripper," with David Rose on MGM; "Palisades Park," with Freddy Cannon on Swan; "Roses Are Red"; "Girls, Girls, Girls"; "Alley Cat," and "Sealed With a Kiss." Also coming up fast is "Limbo, Limbo," with Kai-Ray and Crew on Lodestar, Morbitz said.

Westchester Ops Re-Elect Carl Pavesi

PORT CHESTER, N. Y.—Carl Pavesi, White Plains, N. Y., operator, has been re-elected president of the Westchester Operators Guild. Pavesi has been president of the organization since it was founded in 1951.

Other officers named were Harold Rosenberg, vice-president; Seymour Pollak, secretary, and Louis Tartaglia, treasurer. All are incumbents. Like Pavesi, Pollak has been secretary since the group was founded.

Elected to the board of directors were Nathan Bensky, Dick DiCicco and Walter Swanson.

The Westchester association will suspend general meetings until September, although board meetings will be held in July and August as the occasion arises.

VIRGINIA OKAYS FREE PLAYS ON STATE PINBALLS

RICHMOND, Va. — Free-play pinball machines became legal in Virginia Friday (29) under provisions of an act passed by the 1962 General Assembly. The legalization is spelled out in an amendment to the State's anti-gambling law which provides that any device "which operates on the nickel-in-the-slot principle and which returns to the user nothing more than additional chances or rights to such machine" shall be approved.

Henry Slavin, Coin Vet, Dies

NEW YORK — Funeral services were held Monday (9) at St. John the Evangelist Roman Catholic Church, White Plains, N. Y., for Henry Slavin, veteran coin machine serviceman.

Slavin, in his mid-60's, had died Friday (6) in a local hospital following an illness of two months. He leaves his wife, a son and two daughters.

Almost everyone on 10th Avenue (New York's Coin Row) knew Slavin. He had been a service and parts man for more than 20 years, working most of the time with the Wurlitzer distributorship. For the last two years he had been with the Lipsky Distributing Company.

A representation from the local coin machine industry attended the funeral.

SHAW, Miss.—Mrs. Joan Allegrazza, 31, wife of Johnny Allegrazza, owner of Ace Amusement Company, was found last week at the World's Fair at Seattle. She had disappeared from home two and a half weeks before she was found.

The Missing Persons Bureau at Seattle notified Allegrazza. He told officers that her mother, Mrs. Blanch Grimmet of Cleveland, Miss., would go to Seattle to get her.

Mrs. Allegrazza is suffering from leukemia and did not take her medicine with her. Allegrazza said her physician told him if she did not take it she would die.

Denver Tourists Give Games Play

DENVER—Phonograph collections dropped sharply last week, but amusement machine take was up to compensate at least slightly, according to leading Denver operators. The drop in music collections stemmed from the opening of the huge Mile High greyhound track near Denver, which attracts upward of 15,000 spectators nightly, draining away the traffic in most night spots. Amusement machine collections were surprisingly good during the same period, however.

Top earners on the list were "Roses Are Red," with Bobby Vinton; "Stripper," with David Rose; "Speedy Gonzales," with Pat Boone; "Wolverton Mountain," with Claude King, and "Can't Stop Loving You," with Ray Charles. The King number was a sleeper.

Tourist traffic was at an all-time high for the week, according to the Colorado Tourist Information Bureau.

Action Stays As Is On Chi Juke Boxes

CHICAGO—Local juke box operators slackened off on their record buying last week, as nothing very big broke in the area and few programming changes were made in the pop selection panels.

One-stops reported some action, however, on Columbia's "I Left My Heart in San Francisco," with Tony Bennett. A newcomer showing some strength was the Markets' "Balboa Blues," on Liberty.

Other singles getting action from juke box operators were "Speedy Gonzales," with Pat Boone on Dot, and "Rinky Dink," with Dave (Baby) Cortez on Chess.

St. Paul Vandals Raid Causes \$1,500 Damage

ST. PAUL, Minn. — Burglar-vandals caused damage estimated at \$1,500 to \$2,000 in a raid at the Como Park lakeside pavilion here.

When employees opened the pavilion in the morning, they found thieves had entered by breaking a window and had pried open nine vending and amusement machines.

After taking the coins, the vandals dumped the machines over. Acid from a photographic machine damaged the floor covering and the various machines were damaged heavily.

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.

WELCOME HOME BABY AND MAMA, HERE COMES THE BRIDE	SHIRELLES Scepter 1234
IT STARTED ALL OVER AGAIN AND HEART IN HAND	BRENDA LEE Decca 31407
DOWN IN THE VALLEY AND I'M HANGING UP MY HEART FOR YOU	SOLOMON BURKE Atlantic 2147
NOTHING NEW (Same Old Thing) AND DANCE WITH MR. DOMINO	FATS DOMINO Imperial 5863



DENVER DOINGS

Important news from the mountain areas was the recent sale of his entire phonograph and amusement route by Howard Hold, Glenwood Springs, Colo., to Robert Wiley, Del Norte, Colo. Hold, formerly a distributor partner in Denver's Draco Sales Company, before moving to the mountain resort areas as an operator, will probably return to Denver, while Wiley will expand into numerous communities in Colorado's San Juan Basin area. This is Wiley's first entry into the phonograph and amusement machine industry incidentally.

Gus Brown Jr., Denver's youngest operator at 17, graduated from high school in June and plans to split his time between a college career and full-time route operation. Father, Gus Brown, is a salesman at a Denver Wurlitzer distributorship. . . . Dan Keys, Apollo Music Company, Denver, has returned from an extensive California vacation. . . . Wilbur Beyer, Fort Collins, Colo., operator, was adding new amusement machines to his routes during June to capitalize on an early influx of tourists into Colorado resort areas. . . . Another operator busily buying new equipment was Don Impelleteri, Maestro Music Company, Pueblo. Since the crippling strikes in the Pueblo steel industry have been resolved, volume has been brisk in both amusement machines and phonographs, Impelleteri reports. He was seconded by Bill Haeffner, Rocky Mountain Coin Machine Company, senior route operator in the Southern Colorado city.

Eddie Greer, Anthony Amusement Company, La Junta, Colo., is expanding his routes substantially, having bought two new juke boxes, half a dozen amusement machines, extra speaker combinations for plush stereo installations, etc., during recent weeks. . . . Interesting statistics on the build-up of the oil industry in Northern New Mexico show that as of May 1, 1962, there were more than 200 phonographs on location in the Farmington-Aztec-Shiprock area, as compared with only 10 five years ago.

Walter Morris, after many false starts, finally has opened his West Alameda Penny Arcade, adjoining Draco Sales Company. The arcade, first to be opened by the veteran Denver phonograph operator, was originally planned for a shopping center across the street, but ran afoul of several zoning regulations before it could be completed. Morris, who has a full-time occupation as well, is probably the busiest operator in Denver.

Condolences to Harriet Von Bernuth, on the sudden death of her mother in Del Norte, Colo. Harriet was summoned in the emergency from her desk at Draco Sales Company. . . . Doyle Harrington, of Salida, Colo., was in town recently, shopping for equipment, parts, and tools. . . . Another operator from the mountains who visited Denver was Chuck Morrison, of Leadville.

Bob Rothberg and Don Akin of Continental Music Company are still searching for an experienced man to run their extensive bulk vendor route, operating in supermarkets throughout the Denver-Greeley-Colorado Springs area. To date, though most operators are expanding, Continental is the only such firm to go into bulk vending.

Pete Vandenberg and Blanche Jones, formerly partners in Modern Music Company, are enjoying the retired life. Pete is dabbling in real estate in the Colorado Springs area, while Blanche, who split the operating responsibilities with him for many years, has moved to Florida to enjoy a long rest. . . . A "long time no see" visitor to distributors last week was Paul Scott, operator from Lander, Wyo. Scott is diversifying his lines sharply in anticipation of a busy tourist season.

Charlie Salardino, president of New Music Company, Florence, Colo., made the 100-mile trip to Denver to add several new phonographs to his string. The build-up of military forces at Fort Carson, near his headquarters, has had a lot to do with expanding his routes. Brother Sam Salardino operates 35 miles further South in Pueblo, Colo.

A good, catchy slogan is worth far more than a business card, or an easy-to-remember telephone number, according to Dan Woodruff, Las Animas, Colo. Woodruff has used the slogan "Dan The Music Man" for years, and finds that people who would forget his name otherwise always remember the slogan.

Herb Roggow, phonograph operator from Las Vegas, N. M., is still being kidded over the emergency landing he had to make while piloting Wurlitzer service representative Walter Potet from Nebraska

to Denver. After a bit of engine adjustment, the two got off the ground again and finished the trip uneventfully.

Leo Marshall, manager of Modern Music Company, Colorado Springs, reports that collections have hit an unexpected high during late spring, since Modern Music Company was purchased as a phonograph operating division of Acme Cigarette Company with headquarters in Amarillo, Tex. The firm has become one of the largest in Southern Colorado, with diversified vending, phonograph, and amusement machine lines.

BOB LATIMER

OUT MINNESOTA WAY

C & N Sales Company, Mankato, Minn., operator, supplies a weekly list of best-moving records to the Mankato Free-Press for its Top 10 listings. Leading the list recently was "Planting Rice," with the Lyman group, which pushed Claude King's "Wolverton Mountain" to position No. 2. Making a gigantic step was Bobby Vinton's "Roses Are Red," which was featured as C & N Sales' "Record of the Month."

Action has been taken in Dodge Center, Minn., to prepare a village ordinance prohibiting the use of cigaret vending machines within the village limits. The action was taken at a recent meeting of the Dodge Center Village Council. The so-called "problem" of the sale of cigarets to minors stimulated the move. Council members reportedly felt that the main problem of the use of cigarets by minors stems from vending machines, which make cigarets readily available.

Some operators are complaining about background music taking away their location juke box business, leaving them with only cigaret machines at some spots.

Outstate operators in the Twin Cities recently included Roy Foster, Sioux Falls, S. D.; Gordon Runberg, Moose Lake, Minn.; Ray Schultz, Grant Rapids, Minn.; Bun Mraz, Brainerd, Minn.; Lloyd Williamson, Winon, Minn.; Ben Kragtorp, Tracy, Minn.; Nibs Peterson, Osceola, Wis., and Greg Wagner, Hastings, Minn.

Notes from Sandler Distributing Company, Minneapolis: Ron Sandler, son of President Irv Sandler, recently was graduated from Grinnell College at Grinnell, Ia., and has been accepted at the University of Iowa medical school. . . . Congratulations to Avis Fike, office manager, whose son, a pre-law student at the University of Minnesota, will be married in August. . . . Sol Rose, sales manager, made a swing through Wisconsin.

Ray Schultz, operator at Grand Rapids, Minn., was surprised by a recent weekend visit from his daughter who is employed in Minneapolis. She and a friend bicycled from Minneapolis to Grand Rapids, a distance of 185 miles.

LOS ANGELES

The many friends of Ed Wisler, who has been associated with phonograph distributors around the Los Angeles area, will regret to learn of his continued illness at his home in Pacoima, Calif. . . . Kenny Southerland of the vending service department of R. F. Jones Company in Los Angeles is father of a daughter. Vince Lanzy, well-known phono repair man and who formerly had his own service, American Coin, has joined R. F. Jones.

Jack Simon of Simon Distributing Company made a flying trip to Oakland to confer with Henry Leyser of Associated Coin Amusement Company. . . . Don Fisher, who was with R. F. Jones in San Francisco as head of vending sales, has joined Leyser's Associated Coin Machine Amusements. . . . John Hotz is back at his vending service post at R. F. Jones after two weeks' schooling on Rowe products in Grand Rapids, Mich. . . . Lydia Lloreda is a new member of the service parts department at R. F. Jones.

Mel Texiera, Santa Maria operator, was in town shopping. . . . Jack Harper, Rowe AC Service vice-president in Chicago, visited the local R. F. Jones branch. Also at Jones, Gus Hartgrove and Bill Gray attended the California Automatic Vendors Association and National Automatic Merchandising Association regional meeting in Coronada. Incidentally, Hartgrove was a recent bridegroom. . . . The family of Jose Salinas of the Jones phonographic service department has been joined by his wife and children from Central America.

Merle Holmes of Valley Vendors in Glendale was in the city on a buying trip. . . . Joe Dinkins has joined Sonny Lomborg and George Muraoka in the parts and service department at Simon Distributing. . . . Jim Taylor of Peninsula Music in Monterey in town to visit the various distributors.

SAM ABBOTT

MILWAUKEE MENTIONS

The annual July 1 tavern license renewal hassle is in full swing. Operators claim that the number of tavern owners unable to come up with the cash for their license fee is about normal. . . . "We're being very cautious with our loans this year," says Carl Betz, P. & P. Distributing Company. . . . According to Clarence Smith, "Loan requests are not quite as heavy as last year. But there seem to be a lot more locations changing hands."

Mr. and Mrs. Frank Bartnik, Banaco Music, celebrated the wedding of their son Roger, last weekend. Another son, Gerald, is scheduled to be released from Army duty next month. Bartnik is making plans to fly to his hunting and fishing lodge in Canada early in July.

Pool games are currently providing the best action in the games field, reports Morrie Fuhrman, Morrie's Amusements. . . . Harry Jacobs Jr., United, Inc., is spending the first two weeks in July vacationing in the Eagle River, Wis., area. He recently returned from a brief fishing jaunt to Canada with his teen-age son. . . . Erv Hoeth, United, Inc., sales staffer, is away on his two-week vacation. . . . Stop-ins at United, Inc., this week included Bob Martin, Vogue Music, Kenosha, and Casper Sittig, Cap's Amusement, Racine. . . . George Klamm, veteran distributor salesman, is no longer with Badger Novelty Company. His plans have not been announced.

Disk buyers checking Record City the past week included George La Rose, Fond du Lac; Andy Waterman, Wisconsin Dells, and Lou Albafonte, North Shore Novelty, Kenosha. . . . Johnny Barros, Johnny's Music Mart, Merrill, recently completed installation of \$5,000 worth of stereo music equipment in the plush new Alamo Plaza Motel cocktail lounge. . . . Remodeling of the Pioneer Sales & Service headquarters at 3110 W. Fond du Lac Avenue, is slowly shaping up, reports Rowe AMI distributor Joel Kleiman.

P. & P. Distributing Company's routeman Dick Weber is expected back from a tour of duty with the 32d Division in Fort Lewis, Wash., by mid-August. Merc Ebling is slated to put in two weeks of artillery training during July. . . . Coinmen visiting the local Rock-Ola distributors this past week included Bob Rondeau, Marionette; Clarence Burnette and his son, Escanaba, Mich.; Cliff Bookmeyer, Bookmeyer Sales, Green Bay, and Arnold Foch, Beloit.

Kid Ride Lets Them See Real Drive-In Film

NEW YORK — Capitol Projectors this week went into production on the Drive-In Movie, a kiddie ride, which enables youngsters to sit behind the wheel and watch a sound motion picture.

Three one-minute selections are available on each reel, with price set at 10 cents a selection. List price for the machine is \$650, and film sells for \$7.50 a reel. According to Sam Goldsmith, Capitol executive, a 40-reel library is available.

The ride itself has no action, other than the turning of the steering

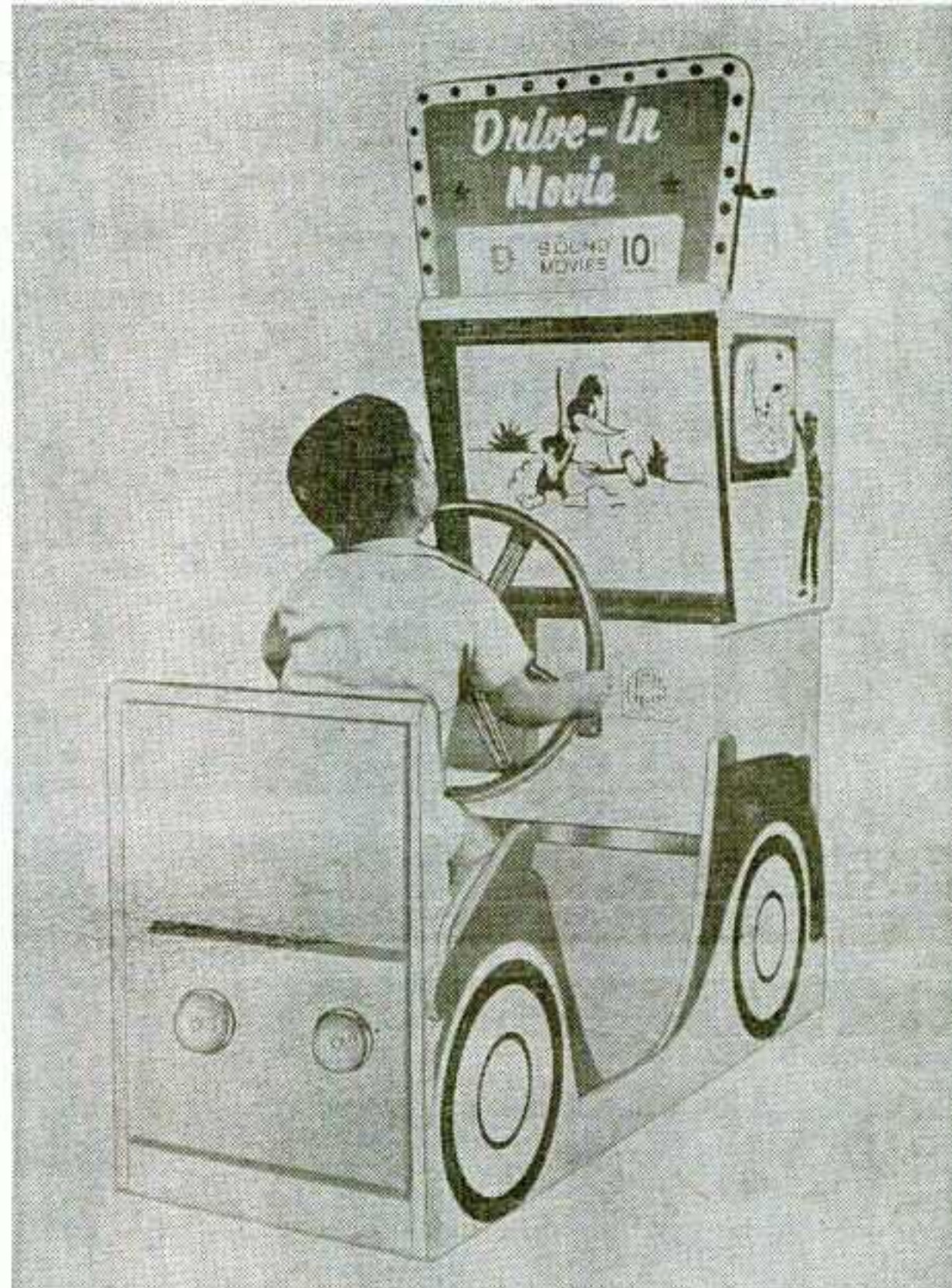
Casola Visits N. Y. On Way to Capital

NEW YORK — Lou Casola, prominent Rockford, Ill., operator and a director of the Music Operators of America, passed through here last week en route to Washington, where he is vacationing with Mrs. Casola and their children.

Casola has been on the MOA committee which is screening applicants for the MOA executive director's post. He said that the field has narrowed down to a few prospects.

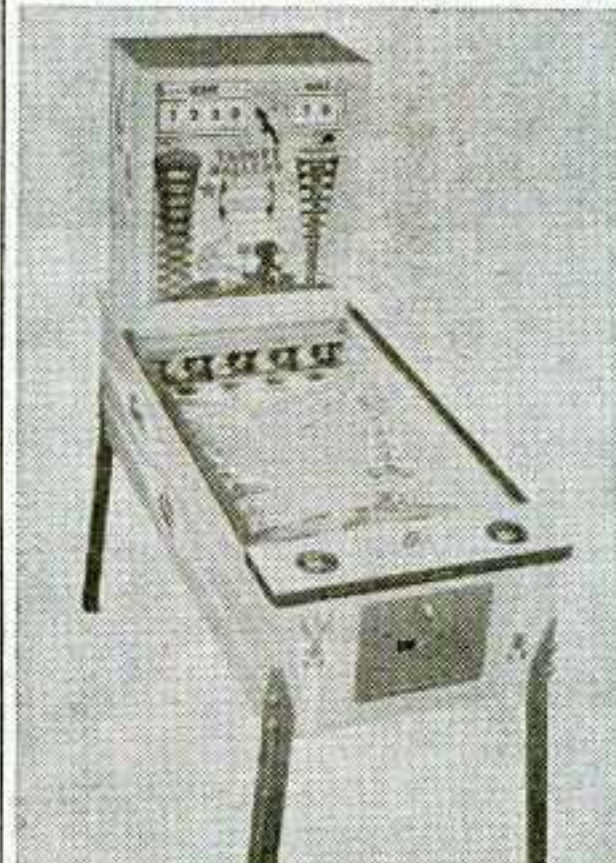
ing wheel. It is built low to the ground so that pre-teen youngsters can sit in the driver's seat without adult supervision.

Two feet by four feet of floor space is taken up by the ride.



DRIVE-IN MOVIE

Combine Features in New Target Gallery Test Federal Games Ruling



TARGET GALLERY

CHICAGO—Target Gallery, released this week by the Midway Manufacturing Company, combines features of gun games, bowlers and baseball games.

The firm's second 1962 release is a target game, with the player taking a swing at a ball with a bat and attempting to propel the

MILWAUKEE—Four locations owners are attempting to test the 1960 Internal Revenue Service ruling which holds that certain types of pinball machines are gaming devices and hence subject to the \$250 federal tax.

Herbert L. Mount, an attorney representing the location owners, is seeking a refund of the total paid by the plaintiffs for stamps and penalty fees for late payment. E. J. Nelson, IRS director here, has been named as the defendant in the suit, which was filed in Federal District Court here last week.

Mount said that about 25 operators and distributors were behind the case, and that the four plaintiffs were representative of some 200 locations which have \$250-tax-stamp machines.

ball to the target area. The ball is delivered to the playing surface by elevator, the same as in the standard baseball game.

The fly-away targets operate in much the same manner as bowling pins, and the game itself has standard pinball machine dimensions.

ONLY
WURLITZER
HAS THE
TEN TOP TUNES

OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.

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TO BUY

CC CONTINENTAL.....	} 13' or 16'
CC PRINCESS.....	
CC DUCHESS B/A.....	

CC 6 Game Pro
CC Red Dot S/A
National 11, 13 & 22 Col. Cigarette
Rowe 20-700 Cigarette
Corsair 20 Col. Cigarette
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MONROE
COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: Superior 1-4600

WANTED—GOTTLIEB

LITE-A-CARD • ATLAS • CONTEST
CAPT. KIDD • SWEET SIOUX
MADEMOISELLE • WAGON TRAIN
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CRISS CROSS • SUNSHINE
SITTIN' PRETTY • LIGHTNING BALL
MISS ANNABELLE

Can Also Use All Other Gottlieb Games Made Since 1958!
TOP PRICES PAID!

WEEK'S BEST BUYS!
Completely Reconditioned
BALLY LUCKY S. A.\$225
UNITED CAPITOL 150
UNITED CLIPPER 150

N. ILLINOIS, N. INDIANA and IOWA OPERATORS—WE HAVE IT!
GOTTLIEB'S NEW 2-PLAYER
Fashion Show
has the Style, the Features and Appeal that get Attention!
For Profits—ORDER TODAY!
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when answering ads . . .
Say You Saw It In
Billboard Music Week

Atlas Service School Draws 35 Operators

CHICAGO—About 35 operators attended the Atlas Music Company's phonograph service school here last week.

The class was conducted by Cliff Bitting of the Rowe AMI factory. Assisting him were Frank Bach, Manuel Herman and Ray Grier of the Atlas Service staff.

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

BARGAINS FOR THE WEEK GAMES GAMES GAMES

350 OF THEM
BIG WAREHOUSE
CLEARANCE SALE

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED?
SPECIALS FOR THE WEEK
22 Column National Cigarette Venders, Used . \$300.00 ea.
1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—
Write for More Information on the Above, Also on Used Drink Venders.

Write or Call Us Collect.
Main 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

Central
DISTRIBUTORS, Inc.

2315 Olive Street, St. Louis 3, Mo.
Phone: MAin 1-3511; Cable: Cendist

FOR SALE GAMES

CC Star Rocket \$ 85.00
CC, United & Bally, 14' Bowling
Alleys 75.00
Bally Lucky Shuffle 225.00
CC Queen Bowler 495.00
Williams Deluxe Baseball 45.00

PHONOGRAPHS

Wurlitzer 1400 \$65.00
Wurlitzer 5207's 47.50

VENDING MACHINES

National, 9 Col. \$ 62.50
Rowe Ambassador, 11 Col. 145.00
Rowe Ambassador, 14 Col. 155.00
Corsair, 30 Col. 185.00
Stoner, 11 Col. 115.00
Rowe Candy Machines, 7 Col.,
3c & 10c 75.00
Stoner 500 Coffee & Chocolate 175.00
National, 7 Col. Cigarette
Machines 55.00
Apco Coffee & Chocolate 125.00

Call, Write or Cable.
Cable: LEWJO
We are now distributors for
Smokeshoppe and Gottlieb.

Lew Jones Distributing Co
Exclusive Wurlitzer Distributor
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Indianapolis, Ind. Greater Cincinnati
Tel.: ME1rose 5-1593 Tel.: AX 1-6969

France Sets World Pace in Buying

Continued from page 34

top locations. When the Germans want a high-capacity, heavy-duty box for a top stop, they'll pay the extra money and get a new machine from across the Atlantic.

Belgian, the traditional transshipping center for European coin machines, has slipped considerably as an importer-exporter. One reason is that the other European countries are enjoying relative prosperity and their governments have eased import restrictions and allowed coin machines to be shipped directly from the U. S.

Another is that Belgium itself, probably the most advanced coin machine operating country in Europe, has been receiving equipment in such amounts over the last decade that the market is primarily a replacement market.

Replacement Market

But even as a replacement market, the Belgians are substantial customers for U. S. coin machine exporters. The 254 new juke boxes purchased in March were topped only by West Germany. The 286 used juke boxes were topped by no country.

And the 603 games—both new and used—were second only to France.

Switzerland is developing as an export market. In March, the Swiss jumped from eighth to fourth place among the international buyers of U. S. coin machines, with purchases of \$246,354. A month earlier, Swiss purchases were only \$45,104.

Rounding out the big five was the United Kingdom, with purchases of \$207,846. Interestingly enough, the British spend most of this money—\$156,096—on games. When slot machines were declared legal in private clubs nearly two years ago, some traders predicted that amusement machines just couldn't stand up against that type competition. The prediction didn't hold water.

Despite the introduction of juke boxes and games to Asia and Africa, and despite the growth of coin machines in South America, the U. S. export market still depends on Europe for its survival. Of the \$2,652,063 worth of product shipped during March, all but about \$500,000 went to Western Europe.

Mississippi Cigaret Ops in a Fix: Can't Fix Old Machines to Take 35c

JACKSON, Miss.—A distributor who sells cigaret vending machines to Mississippi operators says the new 8-cent tax per pack on cigarets in Mississippi and the resulting increase from 30 cents to 35 cents a pack has created some havoc among operators.

Reason: some operators have old machines in business and they can't be changed over to sell at 35 cents.

The obsolete machines were manufactured before and just after World War II, said George Sammons, president of Sammons-Pennington Company, Memphis, distributors of phonographs, games and vending equipment.

Sammons said the changeover has created a bustling market for new equipment. "I got a large order for machines only last week," he said.

The machines Sammons distributes sell for about \$375, he said, which includes tax and freight. By flipping a lever the machines can take coins in multiples of 5 cents all the way to \$1. By changing the price from 30 cents to 35 cents, he said, the operator merely pushes a lever to the 35-cent marker.

The new tax on cigarets, and the price increase so operators could pay it, went into effect July 1. State tax before was 6 cents a pack.

Space About Gone For Vending Show On Coast in Fall

CHICAGO — Exhibit space for the 1962 Automatic Vending Industry Trade Show, to be held October 13-16 at San Francisco's Brooks Exhibit Hall and Civic Auditorium, is going fast.

According to a spokesman for the National Automatic Merchandising Association, which sponsors the show, some 105 companies have already contracted for exhibit space, and 41,000 of the 51,000 square feet of exhibit space has been snapped up.

Theme of the business sessions at the convention will be new vending market opportunities, according to Richard M. Kopel, Interstate - Chicago Vending Company, program chairman.

Kopel said that evening workshop sessions will be held on October 14 and 15 only, immediately following exhibit hours and running until 7:30 p.m.

Rules Board

Continued from page 35

and federal law in that Illinois licenses pinball machines as amusement devices, while the United States Internal Revenue Service calls some of these devices gambling machines, with a State governmental body suspending licenses on the charge that the federal, not the State ruling, calls the machines gambling devices.

Actually, as long as the \$250 tax stamp is paid, there is no violation of federal law.

Judge McKinley's decision was based on an Illinois Supreme Court ruling which held that pinball machines are not gambling devices. Rule 20 was adopted four years ago.

Gov. Otto Kerner had fired ILCC Chairman Loran B. Sackett for failing to enforce the rule.

Surrendered Stamps

On the basis of this ruling, several locations surrendered their \$250 tax stamps. If they kept the machines with the stamps, they were apt to run afoul of State authorities. If they kept the machines and failed to have the stamps, they were in trouble with the federal authorities.

If Judge McKinley's decision is upheld by the Illinois Supreme Court, the locations may keep the machines, buy the stamps, and thus obey both federal and State laws.

EUROPEAN NEWS BRIEFS

Continued from page 34

The 80-selection box is labeled an "automatic phonograph" and is being produced for restaurants and recreation centers. Officials here said production is restricted and that none of the boxes will be exported outside the Communist bloc for the time being. "Radoct" is the Russian word for joy, and the Radoct, as far as can be determined, is the first juke box produced in Russia. There are indications it is patterned after the larger Wiegandt Diplomat phonograph. The Russians several years ago purchased Wiegandt (West Berlin) phonograph models for study and testing.

Relax & Be Taxed, Sigh Swedes

STOCKHOLM—Swedish coin machine operator officials are counseling their German counterparts to "simmer down and learn to live with taxes." Swedish operators pay some of the world's highest phonograph taxes. The amusement tax is 20 per cent and operators pay, in addition, income tax, business license fees and a "luxury" tax on phonograph records. The operators have become resigned to paying the tax. Piers Ericsson, a typical Swedish operator, explained. "These taxes seem crushing—and in fact are crushing. However, they act as a spur to greater efficiency and energy, and the net result is that once an operator has resigned himself to the inevitable, he finds the taxes are not such a burden as imagined. A well-run business should be able to absorb any of the taxes now levied on the Continent."

when answering ads . . .

Say You Saw It in Billboard Music Week

"Profit-Makers" From
chicago coin

- GOLD CROWN • STARLITE
- VARIETY ROLL DOWN BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

the orbital
OF STEREO
sound ROUND

Locations love it! Fully perfected, full-range, self-contained Stereo Round* . . . only in the Rowe AMI. The new Rowe AMI lets you program 200, 160 or 100 selections. All in one-phonograph. See it—At your Rowe AMI Distributor *Patent pending

Rowe AC Services
Division of Automatic Canteen Company of America
18 So. Michigan Ave., Chicago 3, Illinois



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MEAN BUSINESS

ALL DAVIS GUARANTEED

Reconditioned—
Refinished Phonographs

SEEBURG

VL200 \$295
201DH 575
AQ160SH 859

SEEBURG
WALLBOX,
3W1, 100 Sel...

\$35

CIGARETTE VENDORS

Rowe, 8-Col. \$ 35
Eastern, 8-Col. 35
Eastern Mark II, 22-Col. 95
DuGrenier, 14-Col. 110

Terms: 1/3 Deposit Required.



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ROSEN SPECIALS

Priced Right
For Quick Sale

ARCADE and MISC. EQUIPMENT

	EACH
1 Bingo Roll	\$ 50.00
3 Hockey (Old Type)	50.00
1 Number Roll	50.00
500 Scales, Misc. (Penny)	50.00
1 Texas League	50.00
5 Goalies	75.00
1 Ant Colony	75.00
1 Basketball Champ	75.00
1 Bat-A-Score	75.00
3 Championship Baseball	75.00
1 Crane	75.00
1 Digger	75.00
1 Foot Vibrator	75.00
2 Quarterback	75.00
1 Seeburg Rifle	75.00
5 Sidewalk Engineers (Complete)	75.00
3 3-D Viewers	75.00
1 Gypsy Fortune	95.00
1 Sphinx	95.00
1 Four Player Derby	125.00
2 Zodiac Horoscope	125.00
2 Play Football (Pollard)	125.00
10 Seeburg Bear Gun (Reconditioned)	125.00
4 Super Jumbo Hockey	125.00
1 Gonco Basketball	145.00
1 Motorama	145.00
1 Air Hockey	145.00
1 Six Shot Basketball	150.00
7 Gonco Gypsy Grandma	175.00
6 Peppy's	175.00
1 Spook Pistol	195.00
1 Metal Typer (Standard)	245.00
3 Space Age	245.00
5 Gonco Horoscope, Grandma	275.00

All Prices Quoted Crated F.O.B. Phila.

WIRE—PHONE—WRITE TODAY
Send for Complete Lists

ARCADE—GAMES—BINGOS
RIDES—MUSIC—etc.

DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.
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PHONE: CENTER 2-2903

Say You Saw It in
Billboard Music Week

NO SUBSTITUTE FOR QUALITY
ARCADE VENDORS

Auto Photo, Model #9. \$950
Mills Panoram 375
Capitol Panoram 325
Midget Movies 118
Toonerville Trolley 475
Miss America 275
Donald Duck 275
Elsie the Cow 195
Ferdinand the Bull 195
Merry-Go-Round 250
Junior Jet 275
Red Nose Reindeer 225
Sandy Horse 375
Old Smokey 350
King's Choo-Choo Train 275
Twin Horse Stagecoach 425

Hebel Coffee & Choc. \$175
Avenco Coffee & Choc. 175
Apco Jr. Coffee & Choc. 295
N.W. 16 col. Candy 195
Shipman 6 col. Candy 125
Stoner 6 col. Candy 110
Stoner 8 col. Candy 145
Vendo 210 Milk 395
Vendo 210 Cream 395
Pop-Sex Popcorn 95
Gold Model Popcorn 225
Smokeshop V-18 175
Eastern 22 col. 125
Rowe 20 #700 Cigt. 245
Cole T. M. 3 sel. 250
Colepa Special 345
Cole 3 sel. Magallow 225
Cole 6 sel. Model 1400 275
Vendo Hot Food 6 sel. 195

AUTOMATIC
Baseball Pitching Machines. Please Write.

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

CLEVELAND COIN MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715



M. S. GISSER
Sales Manager

EXTRA BOWLING ALLEY SPECIALS

BALLY

Trophy Bowler, 11'.....\$200
Lucky Alley, 11'..... 250
ABC Strike, 11'..... 125
ABC Bowling Lane, 11'.. 100
ABC Bowling Lane, 14'.. 100
ABC Tournament, 14'.... 125

CHICAGO COIN

Bowling Lane, 14'.....\$125
Players Choice, 11' & 14', ea. 175
Bowling League, 11', 13' & 16', ea. 125

UNITED

Bowling Alley, 14'.....\$125
Jumbo, 11' & 14', ea..... 225
Royal, 13'..... 200
Pixie, 8'..... 200

KEENEY

Bowlarama, 11'.....\$100
Tru-Score, 11'..... 100

WILLIAMS

Roll-A-Ball, 6pl.\$100

MISCELLANEOUS

Chicago Coin Drop Ball.....\$100
Chicago Coin Rocket Shuffle, 1pl. 45
Chicago Coin Rocket Shuffle, 2pl. 35
Chicago Coin Explorer Shuffle.. 45

Ask for Our Current Used Equipment List

REX-BILOTTA CORPORATION
821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanita 6-4071.

Valley "SPECIAL" 6-POCKET

QUALITY BUILT—ECONOMY PRICED!



Count on it for Play and PROFIT!

- Genuine Billiard Cushions
- 2 1/4" Regulation Balls
- "Easy Count" Scorer
- New Mechanism
- Many other "Pro" features!

Model 745A, 75 x 42
Model 845A, 84 x 47
Multi-Color Finish

See your distributor or write for details

VALLEY SALES CO.
A Division of Valley Mfg. Co.
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SUMMER SPECIALS MUSIC

Seeburg 200S\$695 AMI JAI 200E\$395
AMI Continental 200S 695 AMI JBH 120E 365

SPECIAL CLEARANCE PRICES

Practically all models . . . up to and including new models.

86 Bingos 28 Arcade & Guns
16 Uprights 135 Wall Boxes
25 Shuffles 125 Drink Vendors

CALL . . . WIRE . . . WRITE FOR PRICES

WE NEED FOR EXPORT

Seeburg 100A (78 rpm), R, J, 161, 222 Wurlitzer 1700 and later
Rock-Ola 1468 and later Gottlieb and Williams 5-Ball
Bally Lucky and Trophy, 14'

Wire—Write—Telephone
CABLE ADDRESS: REDDINC.

REDD DISTRIBUTING CO., INC.
126 Lincoln Street Boston (Brighton) 35, Mass.
PHONE: ALgonquin 4-4040

EXCLUSIVE DISTRIBUTORS FOR SEEBURG, BALLY, CHICAGO COIN IN NEW ENGLAND STATES.

European Representative—Mr. Marinus van der Weijde, Ingelheim-Rhein-Nord, Rheinstrasse 212, Western Germany, tel. Ingelheim/Rhein 2658.

Convincing
• Continued from page 36

letter which points out that nothing is released from the machine until the customer lifts a protective gate and that there is no likelihood of leakage.

For some reason, the manufacturers' folders exercise a much stronger effect on hesitant potential location owners than will all of the words and persuasive approach which the operator carries out himself, Flader has found. This is why he always uses equipment which is backed up with promotional folders.

Another common complaint of balky potential location owners is that "the machines are not worth the trouble, or the space they occupy." To solve this problem, Flader looks through a file of records kept on every one of his locations and finds one which is quite similar to the circumstances of the potential owner. He then makes a Xerox copy, and sends this along, with a note to the effect that it is a location similar to his, where the machine earned \$57.50 for the owner, \$82, or whatever the figure may be.

Submitted in this way, the black-and-white figures prove that the bulk vending machine commissions are worthwhile indeed, and they often result in a telephone call from the prospect, authorizing installation.

Hot Weather
• Continued from page 36

one goes into the truck for complete cleaning, refilling and transfer to another location.

Exchanging machines in this way means not only a better appearance, but also less maintenance cost, since potential troubles, such as burrs forming on the chute or rejector mechanism, are detected and polished out and foreign objects likely to jam up the mechanism are detected during the filling operation.

Location Relationship

"I probably drive my routes twice as much as I actually need to," Abercrombie said. "However, I enjoy frequent meetings with location owners, and continuous calls on them, is, of course, the best way to get the sort of co-operation I need."


Along with his extensive bulk vending operations, Abercrombie sells a complete line of automotive accessories to service stations, which, of course, has led to specialization in garages and super-service stations. He vends six items during the winter, three in the summer, and has made the vacation period surprisingly profitable.

Shannon's Advice
• Continued from page 37

houses involved the management has been skeptical of the number of machines, feeling that there were simply too many in one spot. However, Shannon has found that even his poorest discount house location is usually capable of collecting more than a good standard location.

With 16 of the giant stores in operation in the Denver area, Shannon has bought more new machines than at any time in his 15-year history, all carefully designed to provide the sort of "vending supermarket" which shopping mothers can scarcely overlook.

the FUTURE with a promise



Exclusive Chicago Area Distributor for

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IMPORTERS SEND FOR FREE 1962 CATALOG
64 Pages—Fully Illustrated.

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Cable: "FIRSTCOIN"—Chicago
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ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY



33 1/3 / 45 RPM
Mech-O-Matic All Mechanical Intermix

look to ROCK-OLA for advanced products for profit

PLANT CLOSED FOR VACATION

BE BACK JULY 16



D. Gottlieb & Co.

Here's What a Nickel Will Still Buy: A Juke Box Play for Ky. Truck Drivers

MARION, Ky.—There is one market for which Pete Wood of Peter Wood Music Company here gladly supplies juke boxes for nickel play.

Wood is one of the last operators in the Mid-south to offer 5-cent play on new machines, but he has plenty of reason for doing so. His customers are truck drivers, who descend by the thousands on busy truck stops which provide gas, oil, service, cafes, free bunks for drivers, free showers and other facilities for knights of the road.

Just as the all-night truck driver expects to find a \$1 steak in truck stop restaurants, he likewise expects 5-cent music, and will play the juke box liberally at the figure. The minute the price is increased to 10 cents, or 3 for 25 cents, play simply ceases, Wood has found. Thus, even though the machine set may be a brand-new 200-play stereo machine, where a truck stop is concerned, it offers straight 5-cent play, 6 for 25 cents or 12 records for 50 cents.

Wood didn't make the change until he saw for himself that the truck drivers who look for discounts in return for buying 200 gallons of diesel fuel at a crack, are just as discount-minded where music is concerned. Considering all of the factors involved the Kentucky operator, with more than 50 such

stops, decided that since most of the truck-driver revenue was developed from midnight to dawn, when normally the juke box would be idle, he was glad to go along with 5-cent play.

Somewhat easing the situation from a profit standpoint is the fact that truck drivers display an amazing variety of taste, so that almost anything placed on the phonograph spindle, from heavy instrumentals to wild Twist music, finds plenty of players.

Originally, when he first began exploring the truck-stop market, Wood considered leaving each disk on the spindle a week longer or so, to cut expense. He soon found that this was not possible. One reason was the tendency of popular records to wear out quickly simply through heavy play. The other reason was the usual ribald comment on finding "the same blanking old blank on the juke box."

Helping substantially is the fact that though there are many regulars appearing in the same stops, the sharp changes in routing of cross-country trucks means that there is a steady stream of new faces in every truck stop, composed of drivers who like to wake themselves up with a cup of coffee and some lively music.

BEHIND THE BENCH

This Phono Operator Is ALWAYS in Court

TANNERSVILLE, N. Y. — To most outsiders, the juke box operator's contact with the law is limited largely to the role of defendant, with the operator's normal position directly in front of the bench.

Joe Reich, an operator in this sleepy Catskill Mountain hamlet

for 14 years, gives lie to this myth. Reich's normal position in a court of law is directly behind the bench; he is police justice of the Village of Tannersville.


Elected to a four-year term on the Tannersville bench in 1959, Reich has just completed a 10-week magistrate's seminar at Newburgh,

N. Y. The seminar was conducted by New York State University.

Reich's jurisdiction covers all misdemeanors in the village, including traffic cases, gambling and assault. In three years on the bench, not one case involving a juke box or amusement machine has come before him.

Reich is also president of the Tannersville Chamber of Commerce and treasurer of the county American Legion.

One of his close associates is Mayor Frank Greco of nearby Glasco. Greco, by the way, is also a juke box operator.



Joe Ash says . . .
CONTACT ACTIVE FOR **PINBALLS**
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.

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666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
Write or wire for prices

You can ALWAYS depend on ACTIVE ALL WAYS

ATLAS . . . Reconditioned—Guaranteed
MUSIC • GAMES • VENDING

VENDING	MUSIC
ROWE L-1000, 4 Flavor . . . \$595	A. M. I. J-200 \$495
ROWE 20-700 (20-Col.) Cig. 245	A. M. I. G-120 265
ROWE 93-A Cig., 11-Col. (Man.) 135	A. M. I. G-200 245
ROWE COMMANDER, 11-Col. Cig. 85	A. M. I. F-120 195
ROWE CANDY, 11-Col. 265	ROCK-OLA 1455 275
ROWE CANDY, 8-Col. 145	SEEBURG 222-5H 725
NATIONAL 111 (Slant) Cig. 175	SEEBURG KD-200 325
NATIONAL 11ML Cig. 150	SEEBURG 200-LU (Background) 245
DUGRENIER K-12 Cig. 165	WURLITZER 2300 475
CORSAIR, 20-Col. Cig. 195	WURLITZER 2200 325
CONTINENTAL, 30-Col. Cig. 195	WURLITZER 2100 295
	WURLITZER 1800 245
	WURLITZER 2000 245

AC DOLLAR BILL CHANGER
Location proved! Increases revenue wherever coin-operated equipment is used. Eliminates need for attendant! Immediate delivery. \$995 plus f. e. t.

A. M. I. WALL BOX, 200 Sel., WQ-200 \$85
1/2 Deposit, Balance Sight Draft
Cable: "ATMUSIC"—Chicago

Distributors for **AMI—ROWE—BALLY**

ATLAS MUSIC COMPANY
A Quarter Century of Service
BRANCH OF ROWE-AC SERVICES DIVISION

DES MOINES, IOWA
1120 Walnut St.
Ph. 283-2393

CHICAGO 47, ILL.
2122 N. Western Ave.
Armitage 6-5005

ADVANCING LITES! SPECIAL SCORING! JET ACTION!



Williams Trade Winds
ADJUSTABLE 3 OR 5 BALL PLAY...
produces rich earnings for operators

- Bumpers
- Rollover Button
- Kickout Hole
- Center Kickout Hole scores "SPECIAL" when lit and advances lites.
- Liting N.S.E.W. on backglass lites bottom rollover lane for "SPECIAL"
- 5 Jet Bumpers
- Flippers
- Cyclonic Rubber Kickers

Advance Lites to different islands

Plasticote Finished Playfield extends playfield life indefinitely.

Order from your Williams DISTRIBUTOR!

Williams ELECTRONIC MANUFACTURING CORP.
4242 W. FILLMORE ST. • CHICAGO 24, ILLINOIS

Slug Rejector Equipped
Stainless Steel Front and Side Rails
Metal Door
Single or Twin Chutes

BUY THE BEST—BUY WILLIAMS

PERSONAL

TO STEREO FROM S.D.S.—
Please give up your lost feeling and
come home. Things have changed.
It's no longer necessary for you to
be so far away. Now I can give you
the true magnificence you deserve.
Meet me tonight right at the phono-
graph. We'll let everyone enjoy the
good news.

Artist of the Week

Album Packages

Week of July 9—

FRANK SINATRA
Point Of No Return
(Capitol)

ENOCH LIGHT
Persuasive Percussion Volume 4
(Command)

Week of July 16—

JERRY VALE
I Have But One Heart
(Columbia)

GERALD WILSON
You Better Believe It
(Pacific Jazz)

The Seeburg Sales Corporation, Chicago 22

S.D.S.—SEEBURG DIRECTIONAL STEREO—creates the true magnificence of $33\frac{1}{3}$ stereo *right at the phonograph*. The full splendor of stereo fills the location—even without remote speakers. Two new and additional stereo speakers are mounted at each side of the *top* of the display panel. Up where they can be heard. Here at last is complete $33\frac{1}{3}$ stereo right at the phonograph. And it's *directional*, too!

SEEBURG

Directional stereo in $33\frac{1}{3}$ right at the phonograph

VICE VS. VIRTUE SET TO MUSIC IN THE ROMAN STYLE

FSO/FOC-5

Joseph E. Levine
presents

Original Soundtrack Recording
Recorded in Italy

RCA VICTOR
INTERNATIONAL 

From the latest
sensational Italian
film masterpiece
three vibrant scores
from three stories
of the sexes

Boccaccio '70

produced by
Carlo Ponti

Music by
Nino Rota and
Armando Trovajoli

an Embassy Pictures Release

SOPHIA
LOREN

ROMY SCHNEIDER

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AVAILABLE IN LIVING STEREO AND MONAURAL HI-FI

ORDER NOW...ORIGINAL SOUNDTRACK ALBUM
FSO/FOC-5 Recorded in Italy...taut, torrid music with shimmering Latin
undertones! From the sensational new motion picture! Order big, now!

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INTERNATIONAL