

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS

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PAGE ONE RECORD

Biz Good, But Trade Ponders Effect of Cuba

Business was good last week in most cities for both albums and singles, but manufacturers and distributors were concerned over whether the Cuban crisis would sway teen or adult record sales. Miami, closest to the scene of the action, felt the effect of President Kennedy's Monday night speech starting early last Tuesday (23) with store business way off. Many distributors were holding back on orders until they could see what was happening. (See separate story, Page 5.)

On the album level, "My Son, the Folk Singer" was selling like a house afire in some markets, and getting little or no action in others. The disk was really hot in Los Angeles, San Francisco, New York, and Chicago. Some markets were begging for LP's and couldn't get them. Warner Bros. was hard-pressed to fill the demand.

The bossa nova trend was sparked by the Getz-Byrd smash "Jazz Samba" and was continuing to build. Albums by Zoot Sims, Quincy Jones and the Brazilian, Joao Gilberto, were starting to pick up in sales.

Other new albums moving well included Sergio Franchi's first LP for RCA Victor, Perry Como's album "By Request"; "Do You Love Me," by the Contours on Gordy; Kirby Stone's "Get That Ball," on Columbia. The new recording of "Carousel" on Command, and both "Monster Mash" albums by Bobby Pickett on Garpax and Zacherley on Parkway were getting sales. A spiritual album moving well in the field was the James Cleveland set "This Sunday in Person" on Savoy.

The new Ray Charles LP, "Modern Sounds in Country and Western Music, Vol. II," was shaping up as another smash seller. And "Rusty Warren in Orbit," on Jubilee, was on its way to big sales, too.

Missing Jocko Quietly Returns to Air

PHILADELPHIA—The mysterious two-week hiatus from the airwaves of Douglas (Jocko) Henderson has ended. Jocko returned to WDAS last Monday in the 4 to 7 p.m. slot following the apparent resolution of what the trade here believed were policy differences between Jocko and the station. Another well-known local deejay, Chuck James, filled in for Jocko during his unclarified absence.

In other local jockey developments, WCAM's popular young spinner, Jerry Blavitt, an alumnus of the Dick Clark TV corps of teenagers, has been seen on several occasions lately on the local portion of Clark's American Bandstand show. Blavitt appeared with his old buddy, Clark, when the latter devoted airtime to old rock records. Blavitt specializes in older rock material on his nightly radio show.

The city will have its chance to see a number of hot record acts in local club appearances during the next week. Bobby Darin is slated to move into the Latin Casino in the nearby New Jersey suburbs early in the week. Gloria Lynne appears at the Showboat for eight days, Ben E. King will be at Spider Kelly's in the Center City section for a short stint, and the Sensations, with Yvonne Baker, owners of a recent disk hit, will be at the Colony Inn, in North Philadelphia.

In other local news, Marnel Distributors has moved from its old Fairmount Avenue offices to "beautiful new quarters on North Broad Street," according to promotion man, Larry Cohen. In another development, Cameo Records has signed the Roommates, formerly tied in with Kathy Jean on the Valmor label.

Widely mentioned as one of the top singles of the week here is "Coney Island Baby," an old type group rocker by the Excellents on the Blast label. Bobby Gregg, who had a hit some time back with "The Jam," is getting local play on a new one, "Let's Jam Again, Part I." On the album front, John Zacherle's "Monster Mash" LP, was described by several traders as a smash.

Meanwhile, local jocks were awaiting the arrival here Sunday (28) of a World War II B-17 Flying Fortress bomber,

(Continued on page 10)

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 parentheses.

- SOMEONE (Roosevelt, BMI) . . .
- and
- BLUE FLAME (Charling, ASCAP) . . .
Billy Vaughn, Dot 16397 (Baltimore)
- MINSTREL AND QUEEN . . .
Impressions, ABC-Paramount 10357 (Curtom, BMI) (Cincinnati, Philadelphia)
- BLUEBIRDS OVER THE MOUNTAIN . . .
Echoes, Smash 1766 (Emcee-Topedo, BMI) (Chicago)
- THE PUSH AND KICK . . .
Mark Valentino, Swan 4121 (Claridge, ASCAP) (Baltimore)
- MIND OVER MATTER . . .
Nolan Strong, Fortune 546 (Trianon, BMI) (Chicago)
- PIDDLE DE PAT . . .
Tommy Roe, ABC-Paramount 10362 (Low-Twi, BMI) (Baltimore)
- PEPINO THE ITALIAN MOUSE . . .
Lou Monte, Reprise 20106 (Romance-Ding Dong, BMI) (New York)
- WHY CAN'T HE BE YOU . . .
Patsy Cline, Decca 31429 (Pamper, BMI) (Memphis-Nashville)
- ANOTHER NIGHT WITH THE BOYS . . .
Drifters, Atlantic 2162 (Aldon, BMI) (Washington)
- HELLO OUT THERE . . .
Carl Belew, RCA Victor 8058 (Cedarwood, BMI) (Detroit)
- A VERY GOOD YEAR FOR GIRLS . . .
Vic Dana, Doltan 64 (Arch, ASCAP) (Baltimore)
- STUPIDITY . . .
Van Dykes, Atlantic 2161 (Progressive, BMI) (Washington)
- A TRUE, TRUE LOVE . . .
Bobby Darin, Capitol 4837 (Adaris, BMI) (Baltimore)
- CONY ISLAND BABY . . .
Excellents, Blast 205 (Original, BMI) (Philadelphia)

ALBUMS

★ NATIONAL BREAKOUTS

MONO

- MY SON, THE FOLK SINGER, Allan Sherman, Warner Bros. W 1475
- BRENDA, THAT'S ALL, Brenda Lee, Decca DL 4326
- MOON RIVER & OTHER GREAT MOVIE THEMES, Mantovani, London LL 3261
- BOBBY VEE'S GOLDEN HITS, Liberty LRP 3245

STEREO

- RAPTURE, Johnny Mathis, Columbia CS 8715
- OLIVER, Original Cast, RCA Victor LSOD 2004
- WARM AND WILLING, Andy Williams, Columbia CS 8679
- ENOCH LIGHT & HIS ORCHESTRA AT CARNEGIE HALL PLAY IRVING BERLIN, Command RS 840 SD

★ NEW ACTION LP'S

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

MONO

- I WANNA BE LOVED . . .
Dinah Washington, Mercury MG 20729
- BO DIDDLEY . . .
Checker LP 2984
- WHAT'S A MATTER BABY . . .
Timi Yuro, Liberty LRP 3263
- THE SWINGERS . . .
Four Freshmen, Capitol T 1753
- SHEILA . . .
Tommy Roe, ABC-Paramount ABC 432
- PATCHES . . .
Dickey Lee, Smash SG 27020
- SEALED WITH A KISS . . .
Brian Hyland, ABC-Paramount ABC 431
- OH! LOOK AT ME NOW . . .
Bobby Darin, Capitol T 1791
- OLIVER . . .
Original Cast, RCA Victor LOCD 2004
- GREEN ONIONS . . .
Booker T and the MG's, Stax 701
- HUGO WINTERHALTER GOES CONTINENTAL . . .
RCA Victor LPM 2482
- MONSTER MASH . . .
John Zacherley, Parkway P 7018
- TRUMPET & STRINGS . . .
Al Hirt, RCA Victor LPM 2584
- LET'S TALK ABOUT LOVE . . .
Joannie Sommers, Warner Bros. W 1474
- DANCING THEATRE PARTY . . .
Lester Lanin and His Ork, Epic LN 24016

STEREO

- JIM, TONY & BOB, THE LETTERMEN . . .
Capitol ST 1761
- JOAN BAEZ IN CONCERT . . .
Vanguard VRS 2122
- THE TWO OF US . . .
Robert Coulet, Columbia CS 8626
- BY REQUEST . . .
Perry Como, RCA Victor LSP 2567
- VLADIMIR HOROWITZ . . .
Columbia KS 6371

(Continued on page 10)

NEW ON THE HOT 100

- 80. LET'S GO . . .
Routers, Warner Bros. 5283
- 81. ESO BESO . . .
Paul Anka, RCA Victor 8097
- 82. I'LL REMEMBER CAROL . . .
Tommy Boyce, RCA Victor 8074
- 84. THE ALLEY CAT SONG . . .
David Thorne, Riverside 4530
- 85. TELSTAR . . .
Tornadoes, London 9561
- 87. MARY ANN REGRETS . . .
Burl Ives, Decca 31433
- 88. COMIN' HOME BABY . . .
Mel Torme, Atlantic 2165
- 90. KEEP YOUR HANDS OFF MY BABY . . .
Little Eva, Dimension 1003
- 93. UP ON THE ROOF . . .
Drifters, Atlantic 2162
- 95. RUMORS . . .
Johnny Crawford, Del-Fi 4188
- 96. HEART BREAKER . . .
Dean Christie, Select 715
- 98. I LOST MY BABY . . .
Joey Dee, Roulette 4456
- 99. DEAR HEARTS AND GENTLE PEOPLE . . .
Springfields, Phillips 40072
- 100. FATHER KNOWS BEST . . .
Radiants, Chess 1832

See the **ROCK-OLA**

BIG 3 FOR '63

INSERT IN COIN MACHINE SECTION

150 Best Selling MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	PETER, PAUL & MARY Warner Bros. W 1449	28
2	2	WEST SIDE STORY Sound Track, Columbia OL 5670	54
3	5	RAMBLIN' ROSE Nat King Cole, Capitol T 1793	7
4	3	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	29
5	4	THE MUSIC MAN Sound Track, Warner Bros. W 1459	13
6	6	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	18
7	7	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V 8432	8
8	9	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	12
9	8	HATARI! Henry Mancini, RCA Victor LPM 2559	16
10	10	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	11
11	11	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM E 4062	19
12	24	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	26
13	14	ROY ORBISON'S GREATEST HITS Monument M 4009	10
14	13	TIME OUT Dave Brubeck, Columbia CL 1397	96
15	12	ROSES ARE RED Bobby Vinton, Epic LN 24020	14
16	18	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 3457	8
17	15	WEST SIDE STORY Original Cast, Columbia OL 5230	108
18	20	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	23
19	16	A TASTE OF HONEY Martin Denny, Liberty LRP 3237	6
20	25	THE BEST OF THE KINGSTON TRIO Capitol T 1705	22
21	63	SHERRY AND 11 OTHERS Four Seasons, Vee Jay LP 1052	2
22	19	JOAN BAEZ, VOL. I Vanguard VRS 9078	36
23	30	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	104
24	23	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	235
25	22	COUNTRY MUSIC CONNIE STYLE Connie Francis, MGM E 4079	4
26	82	JOAN BAEZ IN CONCERT Vanguard VRS 9112	2
27	98	RAPTURE Johnny Mathis, Columbia CL 1915	2
28	35	THE BUTTON-DOWN MIND ON TV Bob Newhart, Warner Bros. W 1467	9
29	17	POT LUCK Elvis Presley, RCA Victor LPM 2523	17
30	37	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 3458	8
31	31	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R 1005	10
32	26	MY FAIR LADY Original Cast, Columbia OL 5090	343
33	21	FOLK MATINEE Limeliters, RCA Victor LPM 2547	6
34	38	JOAN BAEZ, VOL. II Vanguard VRS 9094	49
35	34	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	161
36	85	THE BEST OF SAM COOKE RCA Victor LPM 2023	3
37	33	CAMELOT Original Cast, Columbia KOL 5620	93
38	27	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	150
39	49	MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LPM 2574	3
40	40	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	54
41	39	MOMMY MABLEY BREAKS IT UP Chess LP 1472	10
42	29	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	21
43	47	THE GOLDEN HITS OF THE EVERLY BROTHERS Warner Bros. W 1471	11
44	28	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	15
45	76	WARM AND WILLING Andy Williams, Columbia CL 1879	3
46	45	LIVE IT UP Johnny Mathis, Columbia CL 1711	37
47	59	LOVERS WHO WANDER Dion, Laurie LL 2012	17
48	42	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	27
49	50	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	56
50	56	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 4305	6
51	55	ROME ADVENTURE Sound Track, Warner Bros. W 1458	21

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	54	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	44
53	32	RAY CHARLES STORY Atlantic 2-990	13
54	51	HEAVENLY Johnny Mathis, Columbia CL 1351	163
55	95	THE NEW CHRISTY MINSTRELS Atlantic CL 1872	3
56	73	THE TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20675	3
57	43	MUSIC MAN Original Cast, Capitol WAO 990	228
58	52	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	15
59	105	ALL THE HITS FOR YOUR DANCING PARTY Chubby Checker, Parkway P 7014	2
60	46	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	48
61	57	NO STRINGS Original Cast, Capitol O 1695	29
62	44	GEORGE CHAKIRIS Capitol T 1750	10
63	92	SINGIN' THE BLUES Brook Benton, Mercury MG 20740	2
64	53	RHAPSODY IN RHYTHM Ray Conniff, His Ork & Chorus, Columbia CL 1878	5
65	94	THE LIVELY ONES Vic Damone, Capitol T 1740	4
66	70	BY REQUEST Perry Como, RCA Victor LPM 2567	6
67	84	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	138
68	78	JOSE JIMENEZ TALKS TO TEENAGERS OF ALL AGES Bill Dana, Kapp KL 1304	4
69	62	BOBBY YEE MEETS THE CRICKETS Liberty LRP 3228	16
70	65	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	51
71	106	AMERICAN WALTZES Mantovani, London LL 3260	15
72	93	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	42
73	64	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1669	37
74	41	BUDDY HOLLY STORY Coral CRL 57279	95
75	87	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	122
76	36	SINATRA SINGS . . . OF LOVE AND THINGS Capitol W 1729	12
77	117	SO MUCH IN LOVE Ray Conniff Singers, Columbia CL 1720	30
78	114	DRINKING AGAIN Dinah Washington, Roulette R 25183	3
79	89	JIM, TONY & BOB, THE LETTERMEN Capitol T 1761	4
80	61	TWIST AND SHOUT Isley Brothers, Wand 653	6
81	67	MILES DAVIS AT CARNEGIE HALL Columbia CL 1812	5
82	75	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	105
83	48	THINGS AND OTHER THINGS Bobby Darin, Atco 146	5
84	72	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	23
85	119	TWANGY GUITAR, SILKY STRINGS Duane Eddy, RCA Victor LPM 2576	2
86	66	TWO OF US Robert Goulet, Columbia CL 1826	10
87	101	BEYOND THE REEF Earl Grant, Decca DL 4231	25
88	91	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	11
89	58	DINAH '62 Dinah Washington, Roulette R 26170	20
90	96	EDDIE CANTO AT P.J.'S Reprise R 6030	10
91	79	RUNAROUND SUE Dion, Laurie LLP 2009	49
92	116	CRYING Roy Orbison, Monument M 4007	31
93	110	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	38
94	—	MY SON, THE FOLK SINGER Allan Sherman, Warner Bros. W 1475	1
95	131	SILVER THREADS & GOLDEN NEEDLES Springfield, Philips PHM 200-052	2
96	111	DO THE TWIST Ray Charles, Atlantic 8054	46
97	—	BRENDA, THAT'S ALL Brenda Lee, Decca DL 4326	1
98	138	MR. PIANO Roger Williams, Kapp KL 1290	8
99	112	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	28
100	141	TILL DEATH DO US PART Bob Braun, Decca DL 4339	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	144	WORRIED MIND Ray Anthony, Capitol T 1752	16
102	77	WHAT KIND OF FOOL AM I & OTHER SHOW STOPPERS Sammy Davis Jr., Reprise R 6051	3
103	71	COLLEGE CONCERT Kingston Trio, Capitol T 1658	35
104	123	ANDY WILLIAMS BEST Cadence CLP 3054	13
105	99	ROUTE 66 THEME & OTHER GREAT TV THEMES Nelson Riddle & His Ork, Capitol T 1771	3
106	108	ALLEY CAT Bert Fabric, Atco 148	2
107	140	JUST JIMMY REED Vee Jay LP 1050	3
108	74	THROUGH CHILDREN'S EYES Limeliters, RCA Victor LPM 2512	20
109	135	TONIGHT Ferrante & Teicher, United Artists UAL 3171	34
110	118	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	66
111	129	ALL THE WAY Frank Sinatra, Capitol W 1538	44
112	124	SNAP YOUR FINGERS Joe Henderson, Todd MT 2701	4
113	148	THE BELMONT'S CARNIVAL OF HITS Sabrina SALS 5001	2
114	—	EBB TIDE & OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	40
115	137	MOON RIVER Lawrence Welk, Dot DLP 3412	44
116	68	PORTRAIT IN MUSIC George Maharis, Epic LN 24021	9
117	100	VERSATILE BURL IVES Decca DL 4152	32
118	—	MOON RIVER & OTHER GREAT MOVIE THEMES Mantovani, London LL 3261	1
119	134	PIANOS IN PARADISE Ferrante & Teicher, United Artists UAL 3230	6
120	133	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	151
121	128	DID YOU EVER! Dave Gardner, RCA Victor LPM 2498	10
122	109	A YOUNG MAN'S FANCY Johnny Crawford, De-Fi DFLP 1223	10
123	69	ALWAYS YOU Robert Goulet, Columbia CL 1676	30
124	—	BOBBY YEE'S GOLDEN HITS Liberty LRP 3248	1
125	90	FOR THE HERO MINDED Peter Nero, RCA Victor LPM 2536	18
126	86	ONCE UPON A TIME Lettermen, Capitol T 1711	22
127	121	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	21
128	—	THE BICKERSONS FIGHT BACK Don Ameche & Frances Langford, Columbia CL 1883	1
129	88	TONY BENNETT AT CARNEGIE HALL Columbia CL 23	4
130	—	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. 2 Ray Charles, ABC-Paramount ABC 435	1
131	136	EXODUS Sound Track, RCA Victor LOC 1058	89
132	132	THE THINGS WE DID LAST SUMMER Shelley Fabares, Colpix CP 431	2
133	—	MONSTER MASH Bobby (Boris) Pickett & The Crypt Kickers, Garpax GPX 37001	1
134	120	SOUTH PACIFIC Sound Track, RCA Victor LOC 1022	237
135	115	VINCENT EDWARDS SINGS Decca DL 4311	18
136	80	THE GARLAND TOUCH Judy Garland, Capitol W 1710	11
137	103	THE WAH-WAHUS! Orions, Cameo C 1020	10
138	83	I'LL WALK WITH GOD Mario Lanza, RCA Victor LM 2607	5
139	113	SONGS FOR SINNERS Rusty Warren, Jubilee JLP 2024	33
140	126	GEORGE MAHARIS SINGS! Epic LN 24001	23
141	146	ALL THE HITS Bobby Rydell, Cameo C 1019	10
142	—	DEVIL WOMAN Marty Robbins, Columbia CL 1918	1
143	81	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2382	58
144	—	PORTRAIT OF JIMMY DEAN Columbia CL 1894	1
145	60	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	29
146	—	COMPPELLING PERCUSSION Sandy Nelson, Imperial LP 9204	1
147	130	WALK ON THE WILD SIDE Elmer Bernstein, Chess A-4	18
148	139	MARILYN Marilyn Monroe, 20th Fox FXG 5000	3
149	—	RUSTY WARREN IN ORBIT Jubilee JGM 2044	1
150	—	LLLLLOCO-MOTION Little Eva, Dimension DLP 6000	1

50 Best Selling STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	51
2	2	THE MUSIC MAN Sound Track, Warner Bros. WS 1459	13
3	5	RAMBLIN' ROSE Nat King Cole, Capitol ST 1793	6
4	3	PETER, PAUL & MARY Warner Bros. WS 1449	15
5	8	JAZZ SAMBA Stan Getz & Charlie Byrd, Verve V6-8432	5
6	4	HATARI! Henry Mancini, RCA Victor LSP 2559	16
7	6	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	25
8	7	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	18
9	16	A TASTE OF HONEY Martin Denny, Liberty LST 7237	5
10	10	WEST SIDE STORY Original Cast, Columbia OS 2001	70
11	11	A SWINGIN' SAFARI Billy Vaughn & His Ork, Dot DLP 35458	6
12	9	BABY ELEPHANT WALK Lawrence Welk, Dot DLP 25457	6
13	32	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	23
14	13	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CS 8669	7
15	15	CAMELOT Original Cast, Columbia KOS 2031	93
16	17	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	54
17	18	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	19
18	14	THAT HAPPY FEELING Bert Kaempfert & His Ork, Decca DL 74305	6
19	24	TIME OUT Dave Brubeck, Columbia CS 8192	65
20	12	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	12
21	—	RAPTURE Johnny Mathis, Columbia CS 8715	1
22	19	RAY CHARLES GREATEST HITS ABC-Paramount, ABCS 415	11
23	22	BEST OF THE KINGSTON TRIO Capitol ST 1705	21
24	23	MUSIC MAN Original Cast, Capitol SWAO 990	95
25	40	THE MANY MOODS OF BELAFONTE Harry Belafonte, RCA Victor LSP 2574	2
26	42	AMERICAN WALTZES Mantovani, London PS 248	22
27	25	FOLK MATINEE Limeliters, RCA Victor LSP 2547	4
28	46	MOON RIVER & OTHER GREAT MOVIE THEMES Mantovani, London PS 249	2
29	30	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	56
30	28	RHAPSODY IN RHYTHM Ray Conniff, His Ork & Chorus, Columbia CS 8678	5
31	26	MOON RIVER Lawrence Welk, Dot DLP 25412	43
32	31	WORRIED MIND Ray Anthony, Capitol ST 1752	15
33	38	CARIBBEAN GUITAR Chet Atkins, RCA Victor LSP 2549	4
34	41	ROSES ARE RED Bobby Vinton, Epic BN 26020	12
35	49	POT LUCK Elvis Presley, RCA Victor LSP 2523	17
36	44	HERBIE MANN AT THE VILLAGE GATE Atlantic 1380	2
37	37	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474	17
38	35	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	66
39	39	THE NEW CHRISTY MINSTRELS Columbia CS 8672	2
40	—	OLIVER Original Cast, RCA Victor LSOD 2004	1
41	34	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R9-1005	9
42	27	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	26
43	20	FOR THE HERO MINDED Peter Nero, RCA Victor LSP 2536	11
44	33	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	53
45	—	WARM AND WILLING Andy Williams, Columbia CS 8679	1
46	—	ENOCH LIGHT & HIS ORCHESTRA AT CARNEGIE HALL PLAY IRVING BERLIN Command RS 840 SD	1
47	21	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	138
48	48	ROUTE 66 THEME & OTHER GREAT TV THEMES Nelson Riddle & His Ork., Capitol ST 1771	2
49	—	MR. PIANO Roger Williams, Kapp KS 3290	4
50	29	SINATRA SINGS . . . OF LOVE AND THINGS Frank Sinatra, Capitol SW 1729	12

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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.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	2	4	11	HE'S A REBEL	Crystals, Phillies 106	9
2	4	8	13	ONLY LOVE CAN BREAK A HEART	Gene Pitney, Musicor 1022	8
3	3	3	7	DO YOU LOVE ME	Contours, Gordy 7005	13
4	1	1	2	MONSTER MASH	Bobby (Boris) Pickett and the Crypt Kickers, Garpat 44167	9
5	6	15	21	ALL ALONE AM I	Brenda Lee, Decca 31424	6
6	17	66	—	BIG GIRLS DON'T CRY	Four Seasons, Vee Jay 465	3
7	9	20	31	GINA	Johnny Mathis, Columbia 42582	7
8	18	23	33	LIMBO ROCK	Chubby Checker, Parkway 849	9
9	15	29	44	NEXT DOOR TO AN ANGEL	Nell Sedaka, RCA Victor 8086	5
10	20	68	—	RETURN TO SENDER	Elvis Presley, RCA Victor 8100	3
11	5	2	1	SHERRY	Four Seasons, Vee Jay 456	11
12	14	22	37	CLOSE TO CATHY	Mike Clifford, United Artists 489	8
13	7	6	8	PATCHES	Dickey Lee, Smash 1758	11
14	11	16	24	POPEYE (The Hitchhiker)	Chubby Checker, Parkway 849	7
15	28	47	69	THE CHA-CHA-CHA	Bobby Rydell, Cameo 328	4
16	8	7	3	RAMBLIN' ROSE	Nat King Cole, Capitol 4804	14
17	24	18	30	WHAT KIND OF FOOL AM I	Summy Davis Jr., Reprise 20848	10
18	25	37	52	JAMES (Hold the Ladder Steady)	Sue Thompson, Hickory 1183	6
19	12	9	6	GREEN ONIONS	Booker T & the MG's, Stax 127	13
20	23	26	28	TORTURE	Kris Jensen, Hickory 1173	10
21	10	5	5	I REMEMBER YOU	Frank Ifield, Vee Jay 457	9
22	22	31	41	NOTHING CAN CHANGE THIS LOVE	Sam Cooke, RCA Victor 8088	6
23	21	14	14	SURFIN' SAFARI	Beach Boys, Capitol 4777	13
24	27	19	23	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett, Columbia 42332	13
25	26	33	39	WARMED OVER KISSES	Brian Hyland, ABC-Paramount 10559	7
26	31	52	71	DESAFINADO	Stan Getz and Charlie Byrd, Verve 10260	6
27	37	48	60	LOVE ME TENDER	Richard Chamberlain, MGM 13097	5
28	13	10	4	LET'S DANCE	Chris Montez, Monogram 505	13
29	34	60	77	I'VE GOT A WOMAN	Jimmy McGriff, Sue 770	4
30	19	13	9	ALLEY CAT	Bert Fabric, Atco 6226	15
31	44	57	88	I WAS SUCH A FOOL	Connie Francis, MGM 13096	5
32	45	71	91	DON'T HANG UP	Orlons, Cameo 231	4
33	36	53	53	WORKIN' FOR THE MAN	Roy Orbison, Monument 467	7
34	38	42	51	IF A MAN ANSWERS	Bobby Darin, Capitol 4837	6

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
35	16	12	12	VENUS IN BLUE JEANS	Jimmy Clanton, Ace 8001	12
36	47	51	61	SUSIE DARLIN'	Tommy Roe, ABC-Paramount 10362	5
37	29	32	34	LITTLE BLACK BOOK	Jimmy Dean, Columbia 42529	8
38	56	65	74	LEAN	Roy Orbison, Monument 467	5
39	41	46	56	DON'T YOU BELIEVE IT	Andy Williams, Columbia 42523	8
40	50	56	75	(DANCE WITH THE) GUITAR MAN	Duane Eddy, RCA Victor 8087	5
41	66	87	—	BOBBY'S GIRL	Marcie Blane, Seville 120	3
42	52	67	72	POP POP POP-PIE	Sherrys, Guyden 2068	5
43	42	44	48	BABY FACE	Bobby Darin, Atco 6236	6
44	65	84	—	RIDE!	Dee Dee Sharp, Cameo 230	3
45	67	82	—	MY OWN TRUE LOVE	Duress, Coed 571	3
46	51	43	50	NO ONE WILL EVER KNOW	Jimmie Rodgers, Dot 16378	10
47	61	74	85	MAMA SANG A SONG	Stan Kenton, Capitol 4847	4
48	30	17	26	DON'T GO NEAR THE INDIANS	Rex Allen, Mercury 71997	8
49	33	35	36	HIDE AND GO SEEK	Bunker Hill, Mala 451	11
50	71	85	—	THAT STRANGER USED TO BE MY GIRL	Trade Martin, Coed 570	3
51	43	49	54	STORMY MONDAY	Bobby Bland, Duke 355	9
52	40	27	17	RAIN, RAIN GO AWAY	Bobby Vinton, Epic 9532	11
53	32	11	10	IF I HAD A HAMMER	Peter, Paul & Mary, Warner Bros. 5296	12
54	64	73	80	I'LL BRING IT HOME TO YOU	Curly Thomas, Atlantic 2163	4
55	80	—	—	I CAN'T HELP IT	Johnny Tillotson, Cadence 1432	2
56	62	64	66	I'M GOING BACK TO SCHOOL	Dee Clark, Vee Jay 462	5
57	60	45	47	TEN LONELY GUYS	Pat Boone, Dot 16391	7
58	39	30	35	KING OF THE WHOLE WIDE WORLD	Elvis Presley, RCA Victor EPA 4371 (Extended Play)	7
59	83	—	—	WIGGLE WOBBLE	Les Cooper, Everest 5019	3
60	70	77	83	LOVERS BY NIGHT, STRANGERS BY DAY	Fleetwoods, Dolton 62	4
61	76	90	—	MAMA SANG A SONG	Walter Brennan, Liberty 55508	3
62	89	91	—	DON'T ASK ME TO BE FRIENDS	Everly Brothers, Warner Bros. 5297	3
63	69	70	73	SECOND FIDDLE GIRL	Barbara Lynn, Jamie 1233	7
64	95	—	—	THE LONELY BULL	Tijuana Brass, A. & M. 703	2
65	53	'58	62	THE BURNING OF ATLANTA	Claude King, Columbia 42581	5
66	75	78	87	MR. LONELY	Buddy Greco, Epic 9536	7

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
67	74	88	93	HAPPY WEEKEND	Dave (Baby) Cortez, Chess 1834	4
68	90	—	—	RELEASE ME	"Little Esther" Phillips, Lenox 5555	2
69	54	61	63	TWISTIN' WITH LINDA	Isley Brothers, Wand 127	7
70	73	75	79	YOU CAN RUN	Jerry Butler, Vee Jay 463	4
71	85	86	89	I'VE BEEN EVERYWHERE	Hank Snow, RCA Victor 8072	5
72	84	99	—	UNTIE ME	Tams, Arlen 711	3
73	57	69	70	HE THINKS I STILL CARE	Connie Francis, MGM 13096	5
74	82	83	86	I LEFT MY HEART IN THE BALCONY	Linda Scott, Congress 106	7
75	81	96	98	HEARTACHES	Patsy Cline, Decca 31429	4
76	78	81	84	I'M HERE TO GET MY BABY OUT OF JAIL	Everly Brothers, Cadence 1429	4
77	96	98	—	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54968	3
78	72	76	78	NEXT DOOR TO THE BLUES	Etta James, Argo 5424	4
79	77	—	—	SOMEBODY HAVE MERCY	Sam Cooke, RCA Victor 8088	2
80	—	—	—	LET'S GO	outers, Warner Bros. 5283	1
81	—	—	—	ESO BESO	Paul Anka, RCA Victor 8097	1
82	—	—	—	I'LL REMEMBER CAROL	Tommy Boyce, RCA Victor 8074	2
83	94	—	—	ANNA (Go to Him)	Arthur Alexander, Dot 16387	2
84	—	—	—	THE ALLEY CAT SONG	David Thorne, Riverside 4530	2
85	—	—	—	TELSTAR	Tornadoes, London 9561	1
86	88	100	—	DON'T EVER LEAVE ME	Bob and Earl, Tempe 102	3
87	—	—	—	MARY ANN REGRETS	Burl Ives, Decca 31433	1
88	—	—	—	COMIN' HOME BABY	Nel Torme, Atlantic 2165	1
89	97	—	—	MAMA SANG A SONG	Bill Anderson, Decca 31404	2
90	—	—	—	KEEP YOUR HANDS OFF MY BABY	Little Eva, Dimension 1003	1
91	92	—	—	MAGIC WAND	Don & Juan, Big Top 3121	2
92	93	—	—	ALADDIN	Bobby Curtola, Del-Fi 4185	2
93	—	—	—	UP ON THE ROOF	Drifters, Atlantic 2162	1
94	79	80	81	DID YOU EVER SEE A DREAM WALKING	Fats Domino, Imperial 5875	5
95	—	—	—	RUMORS	Johnny Crawford, Del-Fi 4188	1
96	—	—	—	HEART BREAKER	Dean Christie, Select 715	1
97	100	—	—	FOUR WALLS	Kay Starr, Capitol 4835	2
98	—	—	—	I LOST MY BABY	Joey Dee, Roulette 4456	1
99	—	—	—	DEAR HEARTS AND GENTLE PEOPLE	Springfields, Phillips 40072	1
100	—	—	—	FATHER KNOWS BEST	Radiants, Chess 1832	1

HOT 100—A TO Z—(Publisher-Licensee)

Aladdin (Kemo, BMI)	92	I Left My Heart in San Francisco (General, ASCAP)	24	My Own True Love (Remick, ASCAP)	45
All Alone Am I (Duchess, BMI)	5	I Left My Heart in the Balcony (Trinity-Kill, BMI)	74	Next Door to an Angel (Aldon, BMI)	9
Alley Cat (Metoron, BMI)	30	I Lost My Baby (Planetary, ASCAP)	98	Next Door to the Blues (Figure, BMI)	78
Alley Cat Song, The (Metoron, BMI)	84	I Remember You (Paramount, ASCAP)	21	No One Will Ever Know (Milnes, ASCAP)	46
Anna (Painted Desert, BMI)	83	I Was Such a Fool (Franco, ASCAP)	31	Nothing Can Change This Love (Kags, BMI)	22
Baby Face (Remick, ASCAP)	43	I'm Going Back to School (Conrad, BMI)	56	Only Love Can Break a Heart (Arch, ASCAP)	2
Big Girls Don't Cry (Bobob, ASCAP)	6	I'm Here to Get My Baby Out of Jail (Cate, BMI)	74	Patches (Aldon, BMI)	13
Bobby's Girl (A. M. E., BMI)	41	I've Been Everywhere (Hill & Range, BMI)	71	Pop Pop Pop-Pie (Dandellion, BMI)	42
Burning of Atlanta, The (Conrad, BMI)	65	I've Got a Woman (Progressive, BMI)	29	Poppye (The Hitchhiker) (Kalmann, ASCAP)	14
Cha-Cha-Cha, The (Fajob-Kalmann, ASCAP)	15	I'll Bring It Home to You (Kags, BMI)	54	Rain, Rain Go Away (Regent, BMI)	52
Close to Cathy (Arch, ASCAP)	12	I'll Remember Carol (Calboy, BMI)	82	Rambin' Rose (Sweco, BMI)	16
Comin' Home Baby (Melotone, BMI)	98	If a Man Answers (Adaris, BMI)	34	Release Me (Four Star, BMI)	68
(Dance With the) Guitar Man (Lindane, ASCAP)	40	If I Had a Hammer (Ludlow, BMI)	53	Return to Sender (Presley, BMI)	10
Dear Hearts and Gentle People (Morris, ASCAP)	99	James (Acutf-Rose, BMI)	18	Ride! (Woodcrest-Check-Colt, BMI)	44
Desafinado (Hollis, BMI)	26	Keep Your Hands Off My Baby (Aldon, BMI)	90	Rumors (Aldon, BMI)	95
Did You Ever See a Dream Walking (De Sylva, BMI)	94	King of the Whole Wide World (Presley, BMI)	58	Second Fiddle Girl (Dandellion-Crazy Cajon, BMI)	63
Do You Love Me (Jobete, BMI)	3	Leah (Acutf-Rose, BMI)	38	Sherry (Bobob, ASCAP)	11
Don't Ask Me to Be Friends (Aldon, BMI)	62	Let's Dance (Rondell & Sherman-DeVorzan, BMI)	28	Sherry (The Hitchhiker) (Kalmann, ASCAP)	14
Don't Ever Leave Me (Fore-Site, BMI)	86	Let's Go (Wrist-Giant, BMI)	80	Stormy Monday (Gregmark, BMI)	51
Don't Go Near the Indians (Buttercup, BMI)	48	Limbo Rock (Twist-Four Star, BMI)	8	Stubborn Kind of Fellow (Jobete, BMI)	77
Don't Hang Up (Kalmann, ASCAP)	32	Little Black Book (Plainview, BMI)	37	Surfin' Safari (Guild, BMI)	23
Don't You Believe It (Dell, ASCAP)	29	Lonely Bull, The (Aimo, ASCAP)	64	Susie Darlin' (Congressional, ASCAP)	36
Eso Beso (Flanks, ASCAP)	81	Love Me Tender (Presley, BMI)	27	Telstar (Ivy, ASCAP)	85
Everly Brothers (Everly, BMI)	100	Lovers by Night, Strangers by Day (January, BMI)	60	Ten Lonely Guys (Roosevelt, BMI)	57
Four Walls (Sheld, BMI)	97	Magic Wand (Hill & Range-Nance, BMI)	91	That Stranger Used to Be My Girl (Winston, BMI)	50
Gina (Elm Drive, ASCAP)	7	Mama Sang a Song—Anderson (Tree-Champion, BMI)	89	Torture (Acutf-Rose, BMI)	20
Green Onions (East, BMI)	19	Mama Sang a Song—Brennan (Tree-Champion, BMI)	61	Twistin' With Linda (Wemar, BMI)	69
Happy Weekend (Arc, BMI)	67	Mama Sang a Song—Kenton (Tree-Champion, BMI)	47	Untie Me (Lowery, BMI)	72
He Thinks I Still Care (Glad-Jack, BMI)	73	Mama Sang a Song—Morrison (Tree-Champion, BMI)	47	Up on the Roof (Aldon, BMI)	93
Heartaches (Lueds, ASCAP)	75	Mama Sang a Song—Presley (Tree-Champion, BMI)	47	Venus in Blue Jeans (Aldon, BMI)	35
Heart Breaker (Drury Lane, BMI)	100	Mary Ann Regrets (Pamper, BMI)	87	Warm Over Kisses (Pogo, ASCAP)	25
He's a Rebel (January, BMI)	1	Mr. Lonely (Ripley, BMI)	66	What Kind of Fool Am I—Davis (Ludlow, BMI)	17
Hide and Go Seek (Marks-Florentine, BMI)	49	Monster Mash (Garpat, BMI)	4	Wiggle Wobble (Bob-Dan, BMI)	59
I Can't Help It (Acutf-Rose, BMI)	55			Workin' for the Man (Acutf-Rose, BMI)	33
				You Can Run (Armada, BMI)	70

BUBBLING UNDER THE HOT 100

101. THE LOOK OF LOVE	Frank Sinatra, Reprise 20107
102. SPANISH LACE	Gene McDaniels, Liberty 55510
103. FURTHER MORE	Ray Stevens, Mercury 72029
104. WHY CAN'T HE BE YOU	Patsy Cline, Decca 31429
105. A TRUE, TRUE LOVE	Bobby Darin, Capitol 4837
106. I DIG THIS STATION	Gary (U. S.) Bonds, LeGrand 1022
107. BLUE FLAME	Billy Vaughn, Dot 16297
108. PIDDLE DE PAT	Tommy Roe, ABC-Paramount 10362
109. DESAFINADO	Pat Thomas, MGM 13102
110. WHERE DO YOU COME FROM	Elvis Presley, RCA Victor 8100
111. ONE MORE TOWN	Kingston Trio, Capitol 4842
112. THE PUSH AND KICK	Mark Valentino, Swan 4121
113. MINSTREL AND QUEEN	Impressions, ABC-Paramount 10357
114. YEAR FOR TEAR	Gene (Duke of Earl) Chandler, Vee Jay 461
115. SLIGHTLY OUT OF TUNE	Julie London, Liberty 55512
116. WHEN THE BOYS GET TOGETHER	Joanie Sommers, Warner Bros. 5308
117. SOMEONE	Billy Vaughn, Dot 16297
118. BLUEBIRDS OVER THE MOUNTAIN	Echoes, Smash 1766
119. I'M STANDING BY	Ben E. King, Atco 6237
120. BUSTIN' SURFBOARDS	Tornadoes, Aertan 1013
121. NO ONE CAN MAKE MY SUNSHINE SMILE	Everly Brothers, Warner Bros., 5297
122. WHAT KIND OF FOOL AM I	Robert Goulet, Columbia 42519
123. I'M SO LONESOME I COULD CRY	Johnny Tillotson, Cadence 1422
124. LOVE CAME TO ME	Dion, Laurie 3145
125. GO AWAY LITTLE GIRL	Steve Lawrence, Columbia 42601
126. MIDNIGHT SUN	Five Whispers, Dolton 61
127. BEST MAN CRIED	Clyde McPhatter, Mercury 72051
128. SHE'S A TROUBLEMAKER	Majors, Imperial 5879
129. OUR ANNIVERSARY OF LOVE	Bob Braun, Decca 31430
130. MIND OVER MATTER	Nolan Strong, Fortune 546

Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

- #16378 No One Will Ever Know / Because Jimmie Rodgers
- #16397 Someone / Blue Flame Billy Vaughn
- #16387 Anna ^{GO TO}_{HIM} / I Hang My Head And Cry Arthur Alexander
- #16406 Blues Stay Away From Me / Every Step Of The Way Pat & Shirley Boone
- #16404 Ballin' The Jack / Ragtime Johnny Johnny Maddox
- #16408 Mah-Mah Limbo / Dream Steve Allen
- #16391 Ten Lonely Guys / Lovers Lane Pat Boone
- #16393 Matilda The String-A-Longs
- #16394 I'm Standing By / They Say Rodge Martin
- #16399 Wonderful To Be Young / Got A Funny Feeling Cliff Richard

NEW RELEASES

- #16407 Rainbow At Midnight / Rhumba Boogie JIMMIE RODGERS
- #16412 Beyond My Heart / Not That I Care THE FOUR LADS
- #16413 Break Down And Cry / She's Stayin' Inside With Me FABIAN
- #16411 Golden Gridiron Boy / Country Boy RANDY NEWMAN
- #16405 Don't That Beat All / Mix Me A Person ADAM FAITH
- #16409 Woodchopper's Ball / Poinciana GEORGE CATES

NEW ALBUM RELEASES

- DLP #3442 The Shifting Whispering Sands BILLY VAUGHN
- #3452 Great Golden Hits THE ANDREWS SISTERS
- #3473 Steve Allen Presents 12 Golden Hits
- #3466 Fly Me To The Moon TONY MARTIN
- #3462 Young Love SONNY JAMES
- #3464 Third Man Theme GEORGE CATES
- #3459 How To Play The Banjo EDDIE PEABODY
- #3427 Nick Kenny Reads Nick Kenny
- #3454 Swing Your Partner! TOMMY JACKSON
- #3468 Ballroom In Berlin MAX GREGER

BEST SELLING ALBUMS

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

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



"THE NATION'S BEST SELLING RECORDS"

Miami Trade Outlook Gloomy In Wake of Dark Cuba Crisis

MIAMI—The record business came to a virtual standstill here last week as a result of President Kennedy's arms blockade of Cuba. Disk men were varied in their opinions on the effect of the declaration on the local citizenry, but one thing seemed certain. Stores were doing little business in records or anything else.

Most traders agreed that before the crisis developed, the town's newest disk jockey, WQAM's Alan Freed, was doing a lot to build up excitement on records.

"But it's tough for him that he had to start just when the Cuban fuss came to a head," said one

observer. "At a time like this, neither Freed nor anybody else could get people buying."

Barry Taran of Record Service Company said three different department store accounts called and canceled all record orders for this week. Taran, a rack jobber, said his firm would probably cut way back on its own orders "until we see what's going to happen next. The way it looks now, the record business down here is in for a big dive," he said.

Henry Stone of Tone Distributors said business was extremely quiet. "I think everybody's staying close to TV," Stone said.

Eddie Shapiro of Budisco One-Stop said, "It's really ridiculous the way this town is keyed up. But the business scene is very bad. Everybody's stopped buying. Yesterday (Tuesday) I had four customers in the place all day long. "If anything is doing any busi-

ness, I'd say it's B. B. (Blues Boy) King. He's got a record on ABC-Paramount called "Tomorrow Night" and it's a gas. We're doing great with our operators on the Capitol 'Starline' series. They have a Julia Lee single, 'Snatch and Grab It' and 'Last Call for Alcohol' and we've sold 1,500 of them. A great series."

Mike Spector, Coral Gables dealer, said: "Business was good a Saturday but its dropped dead since. We have a serious situation here. I don't think many people are panicking but nobody's laughing it off either. There's been no big upsurge in departures but then there are few out-of-staters down here now."

"If the situation continues this way, I'm sure the tourist business will be really hurt. That always can affect the record business, at least indirectly, so we may be in for a rough few months."

Nashville Pubs Push on To Bigger, Better Deals

Many Try to Cement Their Leading Position By Dealing With Indies, Forming Own Labels

By JACK MAHER

NEW YORK—Nashville publishers, as the hottest source of music material in the record business these days, are attempting to improve and solidify their position by working independent production deals with labels and by having labels of their own. Three of the biggest publishers in the Tennessee country music capital will have such operations going for them shortly: Pamper Music, Tree Music and Cedarwood publishing. The Acuff-Rose house already has a successful label subsid in Hickory.

Pamper Music and its affiliate Gaylord Music have signed a deal with Monument Records to produce and distribute disks. The deal is being negotiated between Pamper-

Gaylord topper Hal Smith and Monument President Fred Foster. The label has tentatively been named Gaylord Records and first product will probably be issued around the first of the year. Tree Music has signed to have its affiliated label Dial Records. Deal was signed between Walt Maguire of London and Jack Stapp and Buddy Kileen of Tree. It is also known that Jim Denny of Cedarwood is looking around for an independent production deal with a label. Talks are due to be held with a number of diskeries.

There are many reasons given for these deals on the part of the Nashville pubs. The publishers want a tighter control on a.&r. of their tunes. There has been some dissatisfaction on the part of a number of song publishers here because of the way their material has been presented. The pubs want a closer hand in promotion and talent operations. Of course, as record producers and label owners, the Nashville publishers will also come in for a bigger cut of their hits.

According to sources, the publisher move is also calculated to give wider opportunity to country songwriters as singing recording talents. John D. Loudermilk, Hank Cochran, Marty Robbins and Roy Orbison are only a few of the artists who have moved from writer to artist rank.

BOX OFFICE HOT, EDDIE FISHER GETS HELD OVER

NEW YORK—Eddie Fisher has been doing so well at his show at the Winter Garden Theater here that his four-week engagement has been extended for an extra week. Juliet Prowse and Dick Gregory will remain on the bill with him.

Reports are that the singer drew a gross of \$56,000 for his third week, a solid increase over his opening week when he grossed about \$45,000. If Fisher can get another theater he will continue the show there. If not his revue will close on November 5.

Rodgers Latest To Sue 2 Firms

NEW YORK—Treasure Productions Inc. and Fortune Records Inc., were sued last week for alleged copyright infringement by Richard Rodgers, Williamson Music and Howard E. Reinheimer and others representing the estate of Oscar Hammerstein II. It was the third such suit lodged against the firms in recent weeks. Treasure and Fortune are low-priced album lines being put out by a firm known as Mount Vernon Music in nearby Mount Vernon, N. Y.

The suit follows the pattern of the two earlier actions. This means dealers as well as the actual record producers are named as infringers. Defendants include John A. and Manlie Severino, George Rosette, Paul Livert, Gimbel Brothers, W. T. Grant Co., Alexander Department Stores and Sam Goody.

Suit claims that 11 tunes from the Rodgers and Hammerstein catalog, most of them from "Flower Drum Song," were recorded by defendants without notice of use having been filed and without license, authorization or permission by the publishers. Suit seeks damages sustained of not less than \$250 for each infringement plus treble damages of 6 cents an infringed copy.

Victor Brings Back Old Victrola Line

LONDON—RCA Victor has revived its Victrola label in England to bring out reissues of classical recordings by artists who originally were on the RCA Victor Red Seal label. The change was announced by Dario Soria, division vice-president of the international liaison department. The new Victrola LP's will be priced at 21 shillings, sixpence each, or about \$3 an LP.

The first LP's include performances by Toscanini, Monteux, Reiner, Kondrashin, Stokowski, Fiedler and Morel, plus the Tchaikovsky Violin Concerto played by Milstein under the direction of Munch.

The Victrola label dates from the catalog of the Victor Talking Machine Company as far back as 1906. The aim of the label, according to Soria, is to make available at low prices the basic classical catalog, in performances by great artists, to a generation of young people starting to build a record library.

AN OLD-TIMER SPEAKS:

Racker Competition Forces Wholesalers' Backs to Wall

By REN GREVATT

NEW YORK—The wholesale record distributor cannot continue in business much longer if current conditions persist, according to Bill Wilkins, for 17 years the controller of Columbia Records. Wilkins, who reached retirement age

last December, has set up shop here as an independent consultant on financial and accounting matters since leaving Columbia.

"I had many years to watch the distribution patterns of the record business change and I saw things reach the point where distributors are simply not making money any

longer," Wilkins said. "The rack jobber, unfortunately for the business, is the reason for much of the trouble today."

"And it's not that rack jobbers are bad people. They're not at all. Most of them are good men with a lot of energy and ambition and not enough money. To conduct business in records on a scale the way many racks do, you must have solid financing. If you don't, you quickly become overwhelmed with bills you can't pay and then everybody suffers."

Loan Sharks Next

"The next step is to borrow money. But when you get into the hands of the money lenders you're in real trouble. That's what happened with Sam Goody. When you're paying interest on somebody else's money, your profit shrinks and you can go under fast."

"I'm not sure what the final answer to all this is. We need the volume in records that racks can give. But we don't need the credit problems."

"One temporary solution is for all distributors, factory branches and independents alike, to hold the

(Continued on page 34)

Garmisa Distributing Makes Key Executive Appointments

CHICAGO—Leonard Garmisa made key executive appointments in his four independently run distributorships here last week.

Edward Yalowitz was named president of Garmisa Distributing Company, Inc.; Kent Beauchamp was named president of Garlen Distributors, Inc., and Big Town Distributors of Chicago; Marlene Waak was named executive vice-president of Midwest Mercury Record Distributors, Inc., and Myron Schulz was named controller of all enterprises.

Garmisa Distributing handles ABC-Paramount and its subsidiary labels, including Command, Westminster, Grand Award plus Stereoddities. Yalowitz has been a member of firm since its inception in 1955.

Garlen is the parent company of Big Town. The two firms handle United Artist, Vee Jay, Ace (distributed by Vee Jay), Fiesta, Fleetwood and a number of single lines.

Beauchamp has been doing sales promotional work in the record field for some six years and resides in Chicago.

Midwest Mercury handles the

Mercury and Philips lines plus the Universe label. Waak has been in the record business for some five years and was a band musician earlier.

Schulz has been with Garmisa six years; before that was musical director at radio station WAAF for some 10 years.

Franchi Zoom Has Victor Flipping

NEW YORK—RCA Victor is flipping over sales of its Sergio Franchi LP. To date the label has shipped more than 50,000 copies, probably because of the firm's big push.

Franchi was set last week for another appearance on the Ed Sullivan TV show (28), following his first show two weeks ago.

Meanwhile, Victor announced a special sales and promotion contest for dealers and distributors. The 10-week contest offers a Fiat two-seater and all-expense European vacation, among other prizes. Winner will be determined on the basis of the new Franchi album, "Romantic Italian Songs."

The singer made his concert hall debut last week at Carnegie Hall to mixed notices, but a Victor spokesman said:

"So what if he didn't get good reviews. He's a people's singer, like Mario Lanza. He'll sell."

Boyd in Oklahoma City

OKLAHOMA CITY—Boyd Records has new offices here and is looking for further masters in the pop and r.&b. fields to augment its country material.

Writer, Parlor Comic, A Smash in First Record

HOLLYWOOD — Warner Bros. Records' "My Son, the Folk Singer" LP is emerging as one of the fastest-selling albums in disk history. According to the label's Joel Friedman, orders for the Allan Sherman package will have passed the 300,000 mark in the third week that it has been on the market.

Demand for the comedy album, Friedman said, is still surpassing the label's ability to supply it. Chief problem has been to keep production of album covers in step with record pressing. When its supply of covers on hand fell the label was forced to ship coverless LP's to distributors here, San Francisco and Chicago.

According to Friedman, actual sales at press time (25) in key markets were as follows: New York, 94,000 albums; Chicago, 46,000 copies; Boston, 23,000; Los Angeles, 15,200.

Sherman, who used to perform at private parties in much the way parodist Abe Burrows got started,

seldom had appeared in the public eye before cutting this record.

Sherman's "Folk Singer" success has resulted in spirited bidding for his TV appearance, with requests coming in from Steve Allen (for whom Sherman wrote), Johnny Carson's "Tonight Show," Ed Sullivan, among others. Sherman's show business background has been solely in the broadcasting field, serving as a writer and producer. He was with the Goodson-Todman packages, and is the creator of the "I've Got a Secret" show. As a comedy writer, he has supplied laugh lines to Allen, Phil Silvers, Cliff Arquette, among others.

His entry into the record business dates back to the industry-wide farewell testimonial dinner tossed for Jim Conkling when he retired from the presidency of Warner Bros. Records a year ago. As part of the gag entertainment during the Conkling affair, a parody was performed on the then popular "Big Bad John" disk, with comedy lyrics switched to "Big Bad Jim." Gag ditty was the hit of the evening, and resulted in the label's in-coming president, Mike Maitland, establishing the initial contact with Sherman. The "Folk Singer" package is the culmination of the talks and planning that followed.

Survey Shows Distribbers Feel They Must Rack

NEW YORK — An increasing number of distributors feel they must enter the rack-jobbing and one-stop fields in order to compete in the current record business. This is one of the key facts brought into focus by the results of a recent survey of distributors and their problems, undertaken by the American Record Merchants and Distributors Association (ARMADA).

Results also showed, surprisingly, that excessive product allocations from manufacturers has ceased to be a key problem in recent months. On the other hand, the bugaboo of transshipping and loss of accounts as much of a headache to distributors as ever. Most distribbers participating in the survey favored some form of governmental action to bring stability and order back to the business.

The survey was the first of several blueprinted by Amos Heilicher and Johnny Kaplan, president and executive vice-president respectively of ARMADA.

In their replies, distribbers seemed agreed that heavy allocations from manufacturers were becoming less of a problem. Such answers as "im-

proving" were typical on this question. Transshipped goods, they indicated, came from just about anywhere and involved any hot property on any label.

More Vocal
On the matter of competition from other types of distribution, the distributors became more vocal. Targets for problems of over-extension of credit were both fellow distribbers and manufacturers. One respondent likened this policy to the one which several years ago found a number of individual manufacturers stuck with credits to a single discounter of as much as several hundred thousand dollars.

Joe Sinsheimer of Allen Distributors, Richmond, scored those who extend credit to rackers and others who don't pay their bills. Commenting on a specific out-of-town operator, Sinsheimer asserted, "As long as he is permitted to function in this way, we can't fight it. He's selling records at a loss. I know his statements. The blame lies with the manufacturer and the distributor. When they decide to do something, it will help. Why should I promote records for his sales?" Sinsheimer added, "Let all

distributors be honest. Tell what each rack jobber owes."

Herb Dale, a Boston distributor, noting that he is getting into the rack business himself, said, "Rack returns are exorbitant and our profits from rack sales are very small." Dale also urged stability in prices offered by manufacturers to distribbers.

"A rackeer offered me merchandise at better prices than the manufacturer himself," Dale said. "This is embarrassing."

An up-State New York distributor termed the rack picture in his area as "very, very bad."

"Two of them here are in extremely bad shape," he said. "Frankly, I'm getting into the rack scene myself. It's the only answer." He also attacked the practice of manufacturers extending excessive discounts and deals which encourages buying beyond the capacity to handle and thus stimulates transshipping.

No More Freebies
This distribber also urged the elimination of freebies and a price cut on singles to 42 cents or less. He feels the present price of singles is unrealistic and that freebies do not make a record any longer.

In connection with a possible move into rack jobbing, a Philadelphia distributor said: "It's hard to say what we will be doing next month. This has become a day-to-day business." Another problem for this distributor is the constant transfer of lines and the failure of manufacturers to honor agreements to back the merchandise.

Several distributors answering the survey offered to put up a \$10,000 bond, which would be

Capitol, Led By Angel, Up For Summer

HOLLYWOOD — Capitol Record sales during July, August and September zoomed 39 per cent over the same period last year. Greatest sales increase during this quarter was racked up by Angel with a 75 per cent jump ahead of the sales level reached during the same period in 1961.

Capitol's pop albums showed a 41 per cent increase, and the label's pop singles effort paid off with a 51 per cent sales boost. Factors paving the way for this sales climb was the half-price Frank Sinatra catalog sale which served to build store traffic with bargain-hunting customers. In addition, Capitol's strong selling product in both the singles and LP wares helped to keep the cash registers ringing.

Bossa and Bands Three Minds With One Latin Thought

NEW YORK — Three labels released big band bossa nova records this week each bearing the same name. The three labels involved are Mercury with Quincy Jones' band, Verve has Stan Getz and his big band and Command has Enoch Light and the Light Brigade. All three albums are called "Big Band Bossa Nova."

Herb Homes Off on 3-Week Europe Tour

NEW YORK — Herb Homes, international relations director for Colpix, is Europe-bound on a three-week tour of the label's overseas distributors. On Homes' itinerary is Britain, France, Germany, the Benelux nations and Sweden. He'll be joined during the trip by Jerry Baker, general manager of Colpix.

Purpose of the trip, according to Colpix, is for Homes to present the label's "new image and broader production scope, discuss sales policies and future record product and set up methods to establish closer contact with European distributors."

Saga of the Bossa Nova Rolls On & On: Now Big Bands Busting Into the Act

By JACK MAHER and BOB ROLONTZ

NEW YORK — The latest chapter in the saga of the bossa nova broke this week in a variety of recording, publishing and radio-TV activities. Activity was registered by Command, by Sidney Frey's publishing firms, by Atlantic and by Verve.

Enoch Light moved into the bossa nova drive this week with a big band version of the rhythm called "Big Band Bossa Nova." The set features the 35-man Light Brigade playing, among others, interpretations of "Desafinado" and "Perdido" in the bossa nova vein. Singles will also be pulled from the LP.

Verve Records has worked out promotion of its "Jazz Samba" LP by Stan Getz and Charlie Byrd on six TV and 10 radio stations. The stations selected all have dance parties and special contests are being arranged. The youngsters will be asked to do the samba to "Desafinado" and other tracks from the LP and free copies of the "Jazz Samba" will be given as prizes.

TV stations participating are WHBQ, Memphis; WJBF, Augusta, Tenn.; WHYN, Springfield, Mass.;

WDXI, Jackson, Tenn.; WDEF, Chattanooga, and KQTV, Fort Dodge, Ia.

Participating radio stations are WITH, Baltimore; WFAB, Miami; WAOK, Atlanta; WROV, Roanoke, Va.; WQUA, Moline, Ill.; WKDA, Nashville; WBLG, Lexington, Ky.; KBTR, Denver; WJTN, Jamestown N. Y.; WALT, Tampa.

Verve also has brought out a new bossa nova LP, this by Stan Getz (as reported in *BMW*, October 13). It is also called "Big Band Bossa Nova."

Atlantic Active
Atlantic Records has concluded its recording activities in Brazil with Neshui Ertegun, vice-president of album a.&r., personally conducting dates in that South American home of the rhythm. Herbie Mann recorded with various groups down there and Ertegun also reports that he cut a number of dates with local talent in the area. Ertegun recorded Mann with a good many of the new people in Brazil and with Antonio Carlos Jobim, one of the progenitors of the new rhythm. Six dates in all were cut, with both Mann and Ertegun returning to the country with glowing reports of the younger musicians playing the music of the country. Like when the

younger musicians playing the music. Ertegun's comment was: "It's a complete change in the music of the country. Like when the young" (Continued on page 26)

Seminars Added Feature At Country Music Fest

NASHVILLE — A programming seminar for disk jockeys and station management will be a feature of the upcoming 11th annual National Country Music Festival, according to officials of WSM, host for the annual clambake. The Festival will run Thursday through Saturday (8-10), with headquarters at the Andrew Jackson Hotel here.

Injecting a serious note into what has traditionally been a social event, the seminar will take place Friday morning (9) and will include as participants a number of important figures in various sectors of the business.

The jockey seminar will have WSM's own Ralph Emery as moderator. Panelists are expected to be Ray Kinnamon, WTJH, East Point,

Ga.; Bill Mack, KENS, San Antonio; Bob Staton, CKLW, Windsor, Ont., and Smokey Smith, KWKY, Des Moines.

Management forum will have WSM General Manager Bob Cooper as moderator. Panelists will include Bill Gallagher, marketing vice-president, Columbia Records; Earl Hotze, Gardner Advertising, St. Louis; A. O. Stinson, ad director, Martha White Mills, Nashville, and Jerry Glazer, vice-president, WENO, Nashville.

The 11th annual WSM event will officially get under way just prior to the business and programming seminars at a breakfast given by the station. Guest speaker will be former Governor of Tennessee Frank Clement, who this year again is the Democratic candidate for Governor.

A corollary event will be the annual general membership meeting of the Country Music Association. This will take place Thursday morning (8), with CMA President Ken Nelson in the chair.

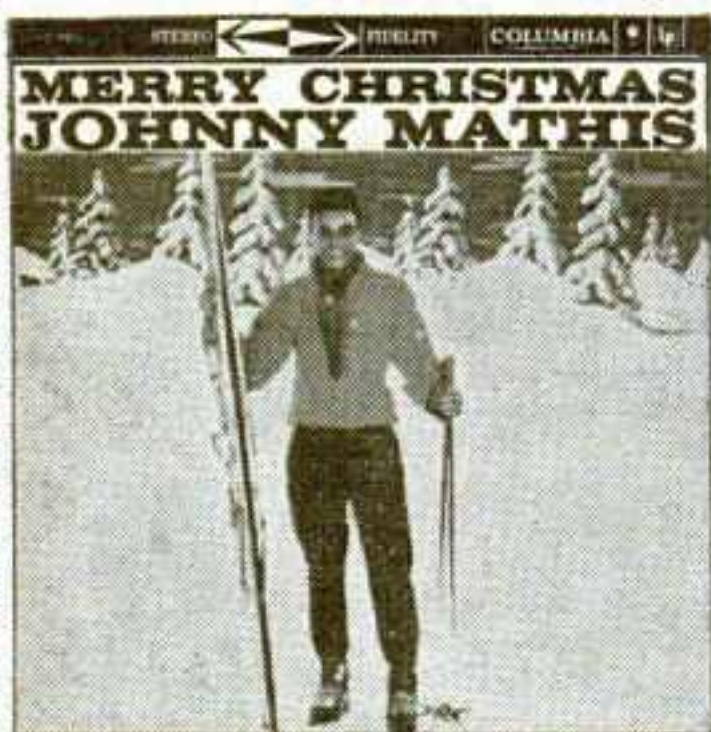
Nelson will give the president's annual report to the membership. All members and persons interested in joining CMA were invited to attend this meeting. A closed meeting of members only will be held the afternoon of the same day to elect new directors.

CMA members from many parts of the U. S. and Canada are expected to attend and two members will fly in from London. These are John McKenzie, president of the British c.&w. society and Fred Jackson, of 142 Music Co., Ltd.

Index to Contents

General	Hits of the World	27	Radio-TV Programming	32
International Exchange	Honor Roll of Hits	33	Programming Panel	32
International Music	Hot 100	Cover	Vox Jox	33
Industry Briefs	Hot C.&W. Sides	26	Music-Phonograph	
Ready-to-Go Programming	Hot R.&B. Sides	37	Merchandising	34
Talent Section	Local Singles Breakouts	1	Album Covers	35
TV Guest Appearances	National Breakouts	1	Best Selling Phonographs &	
Music Pop Charts	New Action LP's	1	Tape Recorders	34
Best Selling Phonographs &	New on the Hot 100 Chart	1	Disks Deals for Dealers	34
Tape Recorders	New on the LP Chart	1	Coin Machine Operating	38
Best Tracks From the	Top LP's	Cover	Bulk Vending	40
Spotlight LP's	Yesteryear's Hits	33	Coin Machine News	42
Bubbling Under the Hot	Reviews		Double-Play Disks	42
100	LP Reviews	14	Buyers and Sellers Classified Mart	36
Cover	Single Record Reviews	15		
Double-Play Disks				
42				

The Glorious Sound of Christmas on Columbia Records



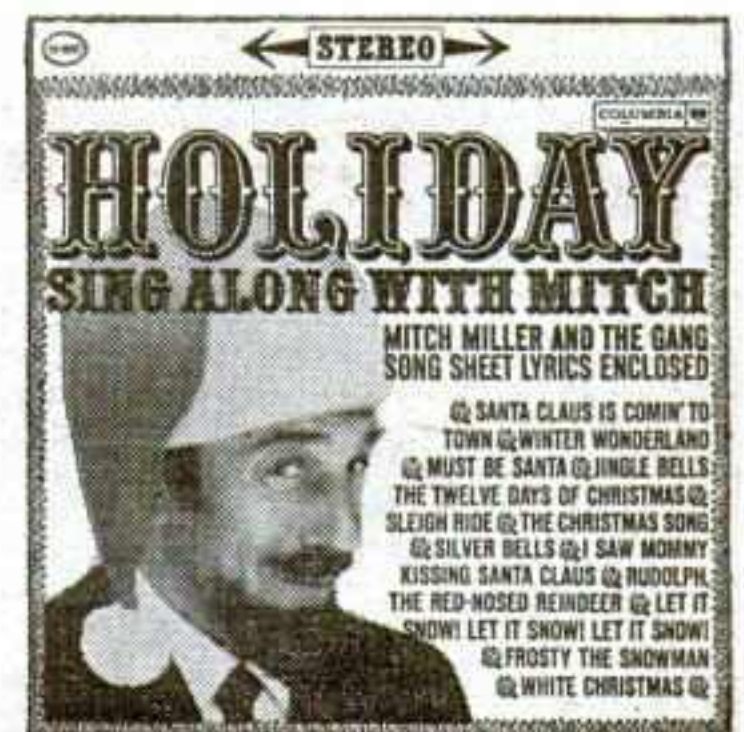
CL 1195/CS 8021*



CL 1205/CS 8027*



CL 1390/CS 8185*



CL 1701/CS 8501*



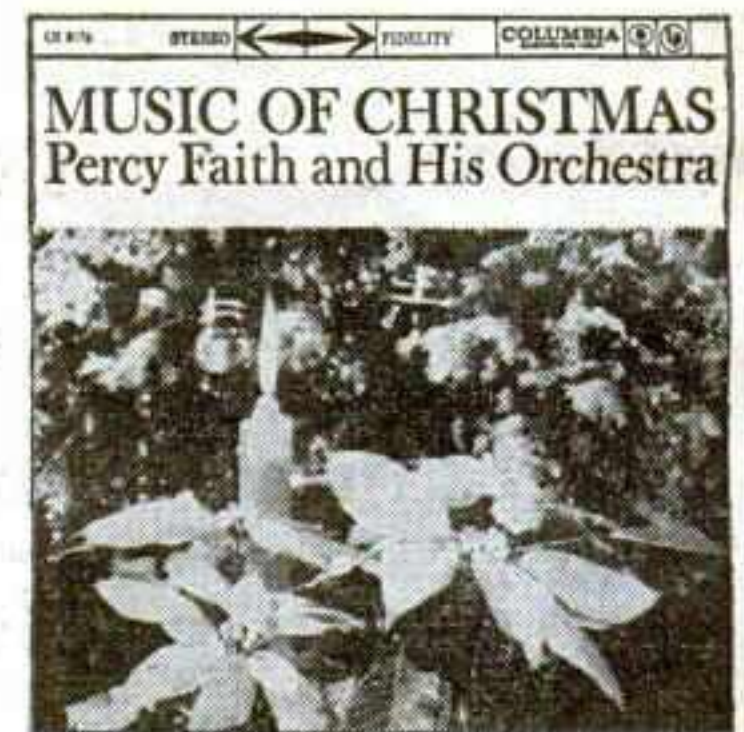
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CL 1903/CS 8703*



ML 5769/MS 6369*



CL 1381/CS 8176*



CL 1528/CS 8328*



CL 1543/CS 8343*



CL 1698/CS 8498*



CL 1700/CS 8500*



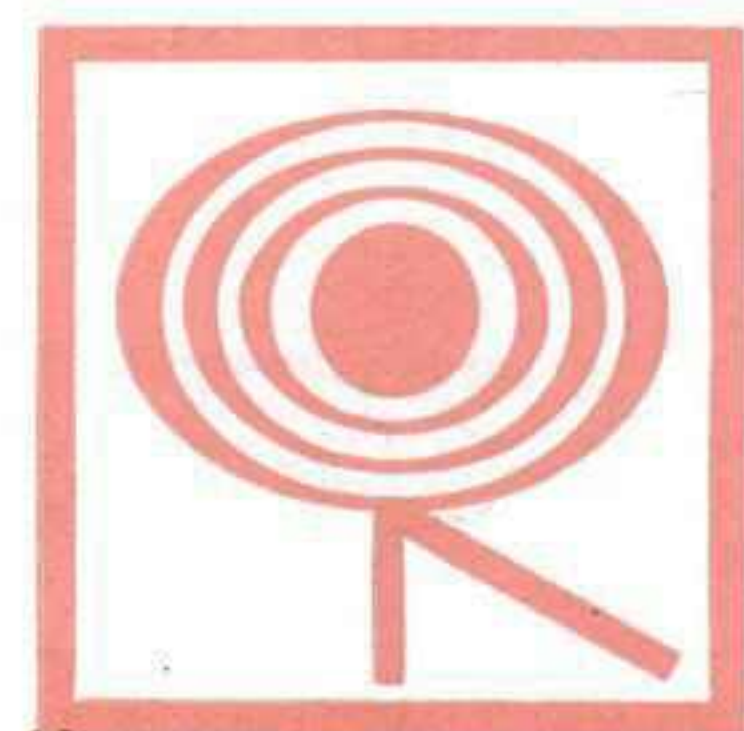
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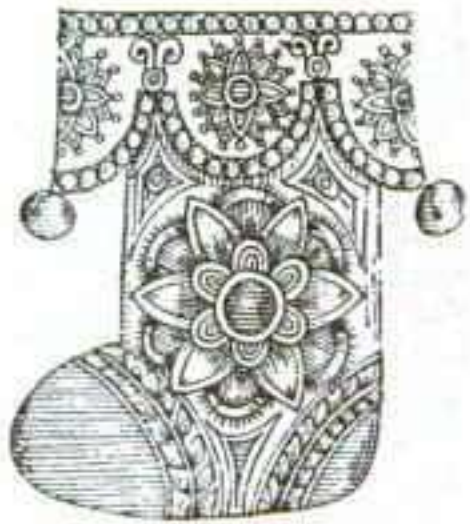
M2L 263/M2S 607*



* Stereo COLUMBIA RECORDS PRINTED IN U.S.A.

PRODUCT!

Columbia Records continues to give you the greatest catalog of Christmas music by the world's greatest artists.



PACKAGING!

Each and every Columbia Christmas album is beautifully skin wrapped to make it even more appealing to your customers.



PROFIT!

Columbia Records offers the most generous program ever! You get one for six—for every six albums you order you receive one absolutely free.



PROTECTION!

A return privilege that practically guarantees no obsolescence on any Columbia Christmas record.



PROMOTION!

Columbia's Christmas product is backed by the largest, concentrated and most complete promotional campaign ever conceived.



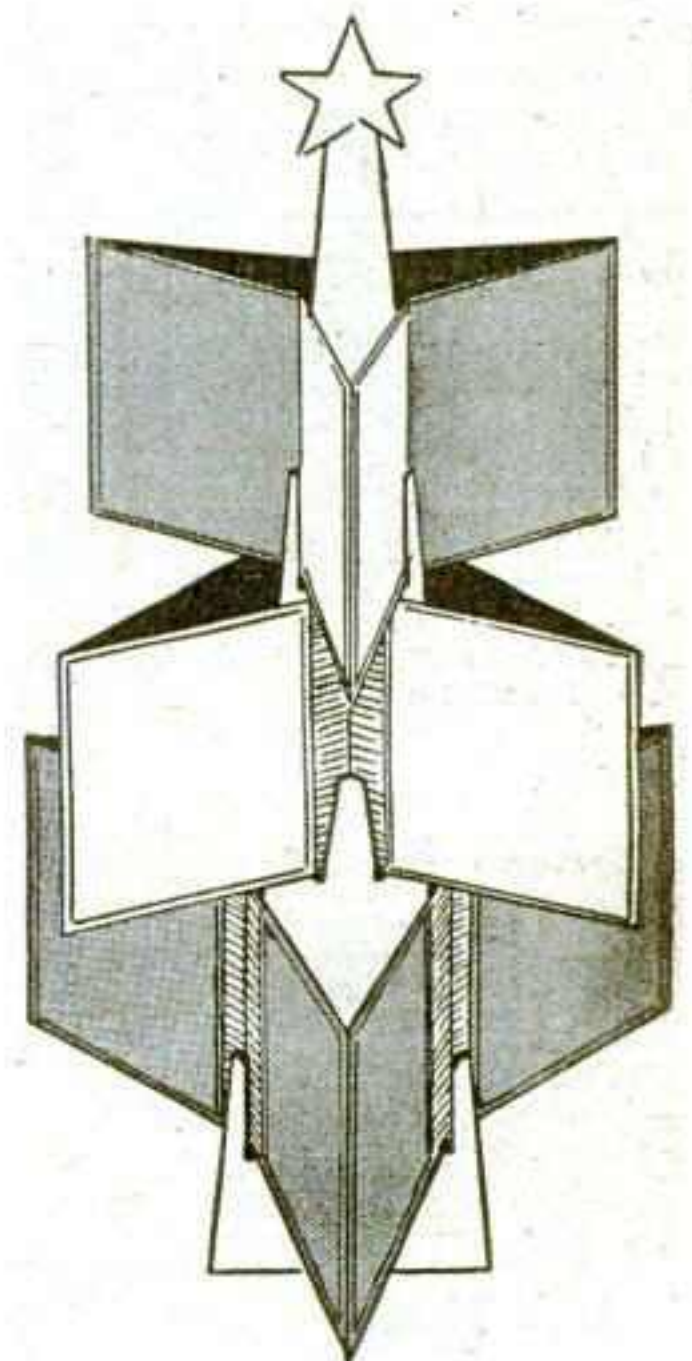
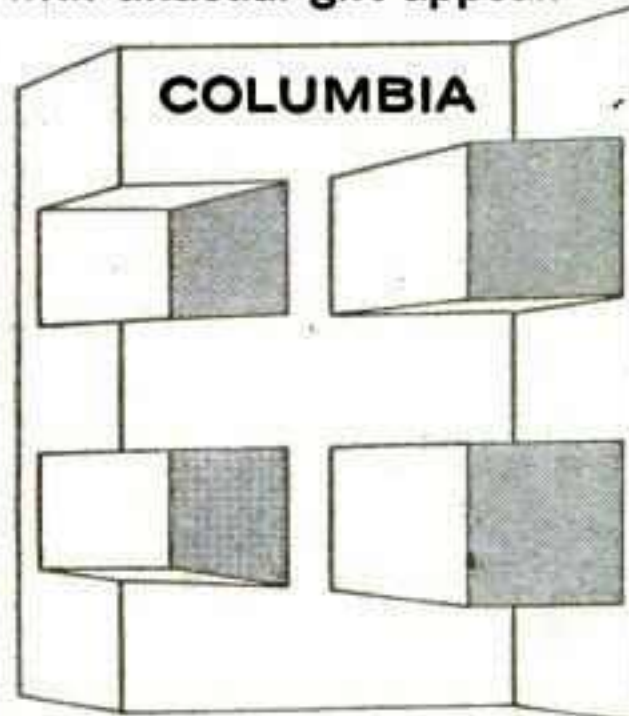
Christmas Brochure:



Beautifully printed in four colors and featuring complete information on all of Columbia's Christmas records.

Window Display:

Columbia has designed a complete Christmas kit, and loaded it with eye-catching, three-dimensional displays. The theme is "The Glorious Sound of Christmas" and the material features an exciting variety of Columbia albums with unusual gift appeal.



Advertising:

Ads that will reach 19,444,493 people through Life, Time, Esquire, Playboy, Show, New Yorker, New York Times Magazine, Seventeen and TV Guide. That's 19,444,493 people who will want Columbia Christmas records.

The Glorious Sound of Christmas on Columbia Records



The gift of music says "Merry Christmas" for you in a warm and wonderful way. It's easy to choose just the right album from our varied collection. You'll find that Christmas sounds glorious on Columbia Records.

Gift Catalog:

28 pages, printed in four colors and offering wonderful gift suggestions about all the top-selling Columbia records.



P.S. - Gift Wrap:

Columbia Records also makes available handsome Gift Wraps if you should want to add "something extra special" to any Christmas sale you make.



Reprise Completes Tape Deal As Packages Ready for Public

HOLLYWOOD — Frank Sinatra's Reprise label has concluded a tape distribution deal with the newly reactivated Stereo Tapes, Inc., firm, sister company of Greentree Electronics. Greentree manufactures raw magnetic tape, supplying Capitol and Columbia, among others, for their private brand lines.

Reprise selections will be marketed in the conventional four-track, 7½-i.p.s., reel-to-reel stereo tape form.

The initial Reprise tape release is scheduled for November 10, and will consist of 14 packages. Twelve of these are single albums, and two are twin-packs (double LP's reproduced on a single tape reel). The twin-packs consist of a Sinatra package coupling "I Remember Tommy" with "Sinatra Conducts" albums, and a Les Baxter package, combining his "Voices in Rhythm" and "The Primitive and the Passionate" LP's.

So far, Reprise is the only line

of consequence distributed by Stereo Tapes, Inc. STI was formed two years ago to market a batch of pre-recorded tapes acquired from Audio Arts, a local custom recording studio, but it remained dormant until now. STI will handle the material it had purchased from Audio Arts in addition to the Reprise product.

Greentree's STI funnels its product through 26 manufacturers' reps in key markets. In addition, sales are under the supervision of George De Rado, STI's vice-president and general manager, headquartered here, and Ben Von Halle, New York-based Eastern sales manager.

Mo Ostin told BMW that the three primary areas of tape sales will be covered as a result of the STI deal. The latter will be responsible for camera shop and hi-fi store distribution, and Reprise's regular disk distributors will supply music stores.

INDUSTRY BRIEFS

Canadian Rack Firm Moves

NEW YORK — Supermarket Housewares of Montreal, a rack jobbing firm associated with the National Association of Record Merchandisers (NARM), will move to the parent company office, of Fireco Sales, Ltd., in Ontario, November 1. The firm will operate under the Fireco name starting November 1 and all buying and merchandising will be conducted from its new quarters.

Williams A.&R. Director

NEW YORK — Barney Williams has been named director of r.&b. promotion for Dimension Records, the Nevins-Kirshner label. He will be responsible for maintaining public relations with r.&b. stations around the country. He will report to Herb Linsky, the label's new director of sales and promotion.

Ad Lib Adds Distributors

NEW YORK — Ad Lib Records and its subsidiary label, Lenox, has made a number of distrib changes and additions. Lenox is currently hot with the Esther Phillips record of "Release Me." New distributors for the label are: All State in Chicago; O'Brien Distributing in Milwaukee; Apex Martin in Newark; Alpha Distributors in New York; Saul Lampert in Philadelphia; Record Merchandisers in St. Louis; Metro in Buffalo; Fortaleza Distributors in Caparra Heights, Puerto Rico.

King Labels Make November Offer

CINCINNATI — King Records is offering dealers a special November sales program to cover all of its labels: King, Bethlehem and Audio-Lab Records. All dealers who buy a minimum of 10 LP's from catalogs of King, Bethlehem or Audio-Lab, will get a 12½ per cent discount off the invoice price for each LP purchased. Price at the 12½ per cent discount figure for King Records (mono) is \$2.16; for Bethlehem stereo and mono and King stereo is \$2.80, and for Audio Lab disks is \$1.08.

King Records is issuing a flock of new releases for November. They include sets by the Stanley Brothers, Hawkshaw Hawkins, the Kelly Brothers, a Herbie Mann album from the vaults and a John Coltrane LP from the vaults.

The sales program will run from November 1 through November 30.

Cerami Buys Chi Firm

CHICAGO — Joe Cerami, former national sales manager for LP Sales Corporation in New York, has purchased the Poster Record Distributing Company in Chicago. Cerami will take over as president and general manager. Kirk Potter, former owner, will remain as vice-president. Cerami is well known on the Chicago scene, having served as manager of Chicago's Capitol Records branch for almost 10 years. Cerami moved into his new headquarters last week and is concentrating on obtaining new lines for the Chicago area.

Mercury to Issue Weekly

CHICAGO — Mercury Records will issue between two and four new albums a week for the remainder of the year instead of having a regular program of releases as in the past. Four new jazz albums coming this week include: "Explosion," Terry Gibbs; "Another Get Together," Art Farmer-Benny Golson Jazztet; "Domino," Roland Kirk, and "Kaleidoscope" Buddy DeFranco and Tommy Gumina.

Laddins' Latest to Smash

CHICAGO — Smash Records will distribute "I'll Kiss Your Teardrops Away," by the Laddins on Angie. The disk, produced by Bob Yorey, is receiving strong action on the Eastern Seaboard, according to Smash vice-president, Charles Fach.

AMRA Adds 4 Societies

NEW YORK — AMRA, the American Mechanical Rights Society, headed by Rosalie Miller, now has a total of four societies in its fold. The firm originally represented GEMA, the German Performing Rights Society. Now it handles copyrights for SADAIC in Argentina, ADDAF in Brazil and SOGEDI in Belgium.

In addition to these firms, AMRA is now handling publishers in Scandinavia through Nordisk Copyright Bureau, and the American publisher Goldie Goldmark, and his firm Fredella Music. Mrs. Miller's firm is also now repping Enrique Labendiger's Bendig and Fermata firms out of Brazil.

AMRA is now about a year old. The firm was guaranteed \$15,000 by GEMA per year. Total collections by AMRA for GEMA have been so good (about \$100,000) for the first year, that AMRA has returned \$5,000 to GEMA of the \$15,000 guarantee.

AMRA's rate is 10 per cent. Firm is now seeking American clients to represent for mechanical collections in this country.

Rare Mengelberg Set for Philips

CHICAGO — Historic classical recordings featuring Dutch conductor Willem Mengelberg are being produced by Philips Records from a series of original glass disk records cut during the 1939-1940 concert season.

Philips sales manager Lou Simon described the records as two of the rarest musical documents and the first in a Mengelberg commemorative series that may include as many as six or eight albums.

Mengelberg, who died in 1951, spent some 50 years polishing the Concertgebouw Orchestra of Amsterdam into one of the finest in the world. The current release, by the same orchestra, features "Mahler Symphony Number 4" and "Schubert Symphony Number 9."

Sutro Quits Artia To Form Own Firm

NEW YORK — Peter Sutro has resigned as vice-president of Artia Records. He is leaving the firm to form his own company in Europe to rep business firms in their trade relationships. He intends to open an office in Milan on January 1.

Sutro has been with Artia for the past three years, acting as sales manager, director of a.&r., advertising and promotion. He had previously been associated with Warner Bros., RCA Victor and Angel Records.

LATE SPOTLIGHTS

Pop

CATHY CARR



SAILOR BOY (Dorsey, ASCAP) (2:41)—Miss Carr has her strongest outing in a long time with this infectious melody. It has a sort of German beer hall nostalgia about it as the gal gives it a big reading with fine choral support. This one's good for all markets and it can move fast. Flip is "The Next Time the Band Plays a Waltz" (Knollwood, ASCAP) (2:39). Laurie 3147

ALBUMS

Pop

STOP THE WORLD I WANT TO GET OFF



Original Cast. London AM 58001 (M); AMS 88001 (S) There has already been some isolated activity on original British Decca "Stop the World" cast copies that have found their way into the States. Thus, a good bit of action seems likely on London's freshly recorded American version, with stars Anthony Newly, Anna Quayle and the Baker Twins. Set is done book-fold style with liner notes by producer David Merrick. Should be brisk activity on this one.

TORTURE



Kris Jensen. Hickory LPM 110—Here's young Kris Jensen, owner of a big singles hit in "Torture," with a flock of good, new Nashville type tunes. The hit here is the title item, and other material includes "Lonely Island," "No One Really Cares," "Let's Sit Down" and "Radio and TV." The tunes, by such as John Loudermilk, the Bryants, Roy Orbison and Joe Melson are all first rate and Jensen hands them salable readings. Albums can grab a lot of sales.

Booming Recco (\$3 Million Gross) Plans to Broaden Operation Scope

KANSAS CITY, Mo.—Recco, Inc., which sold more than \$3,000,000 of records, sheet music and musical accessories through discount stores last year, is seeking to broaden its scope of operations.

In a letter to shareholders, S. Harvey Laner, president, said approval will be sought at the annual

meeting October 31 to amend the buying to permit the company to engage in non-related departments. Management is of the opinion that diversification into other merchandise classifications will provide a "broader and more stable base for operations with an over-all greater profit potential," he said.

New 1-Stop Group Sets Chi Meeting

PHILADELPHIA—Record One-Stop Association (ROSA), the industry's newest trade group, has issued invitations to its second meeting, to be held at the Sahara Inn, Chicago, December 1-2.

ROSA President Irv Perlman, of I. J. Morgan, leading Quaker City one-stop, has invited a number of manufacturer execs to attend the meeting. In letters sent to various functionaries, Perlman said: "We are striving to have a better understanding between manufacturers, distributors and one-stops. These meetings will help us achieve this."

The one-stop group was formed during meetings held in August in Chicago, just prior to the 1962 World's Fair of Music in that city.

During the fiscal year the number of record departments operated rose from 12 to 29. The increase in number of units and the corresponding rise in sales from \$1,444,825 to \$3,070,697 enable Recco to maintain its previous pre-tax level of earnings during a period of increased competition, lower prices and reduction in markups.

Before taxes and a minority interest, earnings were \$106,579, compared with \$105,389 the year before and net earnings was \$65,370 compared with \$70,103.

Acker Bilk, Miss Shap Meet Press

NEW YORK—The music business cocktail party marathon took on an overseas hue this last week with bashes for two foreign artists. Feted for press and trade were Mr. Acker Bilk by Atco Records and Helen Shapiro, recently signed to be released in the U. S. by Epic. Both, of course, are British artists.

The Bilk wingding was held in the Atlantic-Atco studios here and proved to be a rather lavish affair. Two bands providing continuous and contrasting music were on hand: an all-star group of Dixieland jazz musicians and Carl Holmes' Commanders, a rock and roll outfit. Society, and movie personalities, reporters and distributors did the twist and Charleston elbow to elbow. Also on hand were the Ronettes, who sang and strutted their way through the proceedings.

The Shapiro affair was held at the Sheraton-East Hotel and trade figures from both sides of the Atlantic were on hand to welcome the 19-year-old lass to her new U. S. disk alliance.

COMING NEXT WEEK!

COUNTRY & WESTERN

MUSIC FESTIVAL

NASHVILLE, TENN.

NOV. 7-10

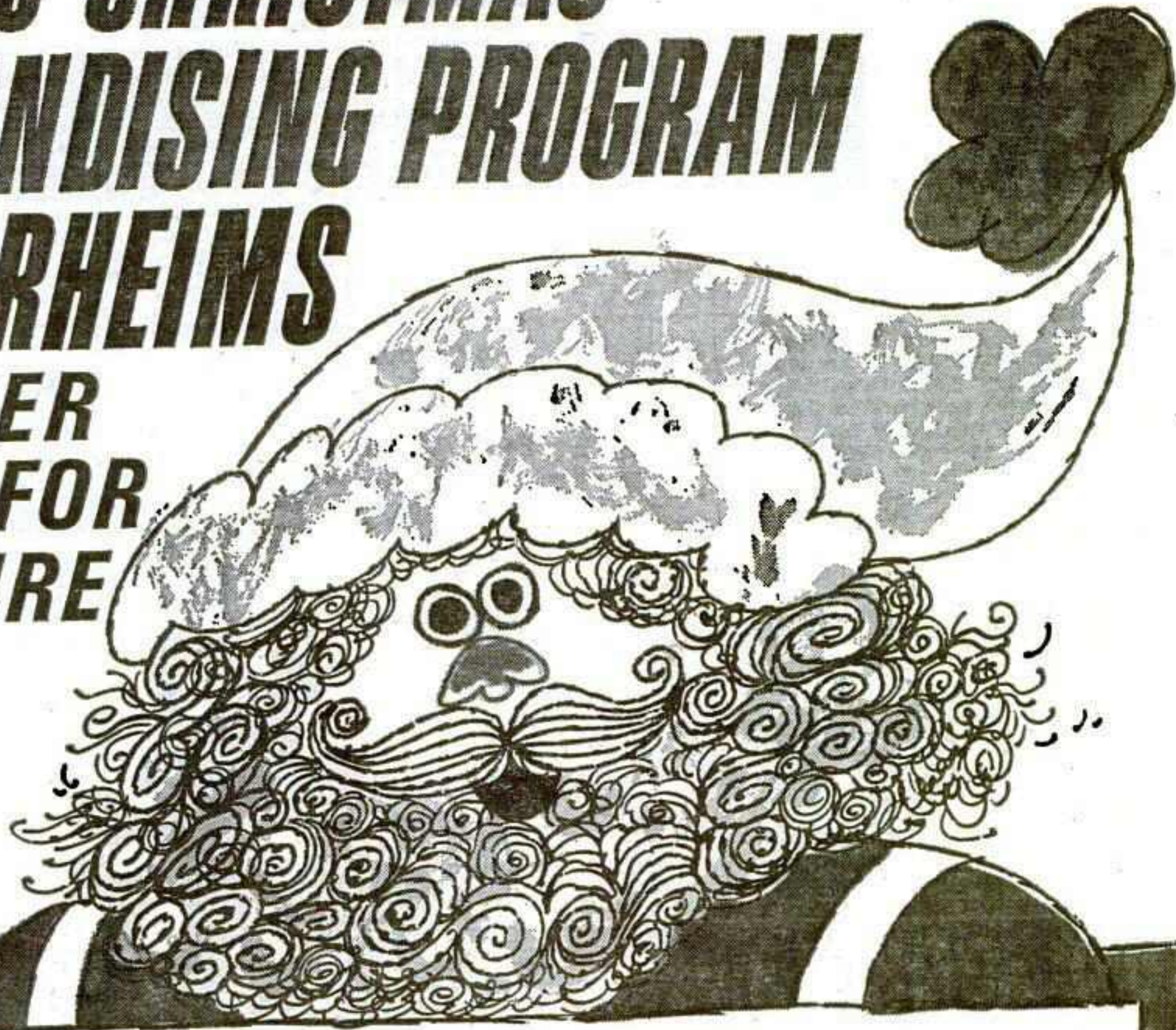
BIG, IMPORTANT Editorial Features

BILLBOARD MUSIC WEEK'S

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

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

LIBERTY'S CHRISTMAS MERCHANDISING PROGRAM ROBERT RHEIMS AND OTHER ALBUMS FOR THE ENTIRE FAMILY



BEST SELLING CHRISTMAS RECORDINGS



MERRY CHRISTMAS CAROLS
Robert Rheims, Organ and Chimes
LP-6006/ST-7706



WE WISH YOU A MERRY CHRISTMAS
Robert Rheims Choraliers
LP-6008/ST-7708

MERRY CHRISTMAS CAROLS
Robert Rheims, Organ and Chimes
EP-4501

**SILENT NIGHT and
O COME ALL YE FAITHFUL**
Robert Rheims, Organ and Chimes
R-101*

*discount does not apply

LIBERTY CHRISTMAS RELEASES



**'T'WAS THE NIGHT BEFORE
CHRISTMAS—BACK HOME**
Walter Brennan
LRP-3257/LST-7257



MERRY CHRISTMAS FROM BOBBY VEE
LRP-3267/LST-7267



SEASON'S GREETINGS
The Fantastic Strings of Felix Slatkin
LMM-13013/LSS-14013

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NEW ON THE TOP LP'S

Continued from page 1

WEEKLY MARKET ANALYSIS

Continued from page 1

being used in a cross-country junket by Columbia Pictures to promote the film, "The War Lover." Jocks are being offered free rides in the craft on the flight to its next stop, LaGuardia Field, New York.

Chi Heading for Big Winter

CHICAGO—Judging by a variety of indicators, the city is heading toward its biggest pre-Christmas buying period in many a year. Some typical dealer and distributor comments are an example of what's happening.

V. H. (Andy) Andersen of Record Center: "We're up from last week—and last year. August was an exceptionally good month for singles. Now they're off, maybe 8 to 10 per cent, but albums have picked up by about 20 per cent. Our October is usually about equal to August, but this year, we'll be ahead, and our August topped last year by about 14 per cent. The only thing I'd like to see now is a strong singles picture. But if I cry, it's with a loaf of bread under each arm."

Harvey Goldstein, Liberty: "The past three weeks were slow for singles, but now they're picking up. Albums are moving very well. We're starting to write Christmas business, too, but sales would be good even without it." Liberty's factory-owned branch has been in business here since July 1. Goldstein noted last year, Liberty did some \$650,000 worth of business with M-S, which incidentally was one of the label's biggest distributorships in the country. This year, with its own branch, Liberty expects to do more than \$650,000 in the six-month period ending January 1—double its last year's volume.

Bill Berman, Kent Distributors: "We've increased our sales every month for the past year that we've been in business." The firm has been doing well with singles and is now starting to add album lines. Latest was Prestige, more are coming.

Bill McCloud, Summit: "We're up—both over last month and last year." Summit has had some very hot single and album lines—latest, of course, is its "My Son, the Folk Singer," currently neck and neck here with Chess' "Treasure Tunes From the Vault."

Vic Faraci, M-S: "We're well up over last month. Albums have been consistently good. Singles slumped for a while but have picked up strongly during the past couple of days. We also started Christmas business last week which is a help."

Radio talk continues to center on the inroads the new McLendon chain-owned, WYNR, is making on the record front. WLS, with its potent-seller, Dick Biondi, is still the powerhouse here, but the new station has built a fantastic listening audience. It's breaking new material, and in numerous cases, building a demand for material not yet on distributor shelves. Also it has forced WLS to loosen its policy of only playing top hits.

Several promotion men are also noting a stronger rock tendency at WIND. The big Westinghouse outlet, with top-rated Howard Miller (during the morning slot) has always been a power here as far as ratings go. Now many traders feel that Miller is recapturing some of the teen-age record selling magic that had dimmed for the past couple of years.

Prospects Look Fine, Says Louisiana

NEW ORLEANS—As in other U. S. cities, residents of New Orleans stuck close to their radio and TV sets as international tension over Cuba mounted, and—according to local record industry sources—stayed away from record stores. Singles and album business in the Crescent City was described as not so hot early last week by distributors.

There were some bright spots in the picture, however. Store inventory purchases of Christmas-season merchandise, both standards and new Yuletide albums, was reported as being "as much as 30 per cent up this year over last."

Furthermore, such purchases were not being diminished, BMW was told, by the fact that two large general-merchandise discount chains, the Norban and Barker outfits, have opened new stores in New Orleans shopping centers, and a mild price war in records is flourishing.

Distributors, for their part, have kept general competition

MONO

- 94. MY SON, THE FOLK SINGER ... Allan Sherman, Warner Bros. W 1475
- 97. BRENDA, THAT'S ALL ... Brenda Lee, Decca DL 4326
- 114. EBB TIDE & OTHER INSTRUMENTAL FAVORITES ... Earl Grant, Decca DL 4165
- 118. MOON RIVER & OTHER GREAT MOVIE THEMES ... Mantovani, London LL 3261
- 124. BOBBY VEE'S GOLDEN HITS ... Liberty LRP 3245
- 128. THE BICKERSONS FIGHT BACK ... Don Ameche and Frances Langford, Columbia CL 1883
- 130. MODERN SOUNDS IN COUNTRY & WESTERN MUSIC, VOL. II ... Ray Charles, ABC-Paramount ABC 435
- 133. MONSTER MASH ... Bobby (Boris) Pickett and the Crypt Kickers, Carfax GPX 57001
- 142. DEVIL WOMAN ... Marty Robbins, Columbia CL 1918
- 144. PORTRAIT OF JIMMY DEAN ... Columbia CL 1894
- 146. COMPELLING PERCUSSION ... Sandy Nelson, Imperial LP 9204
- 149. RUSTY WARREN IN ORBIT ... Jubilee JGM 2044
- 150. LILLOCO-MOTION ... Little Eva, Dimension DLP 6000

STEREO

- 21. RAPTURE ... Johnny Mathis, Columbia CS 8715
- 40. OLIVER ... Original Cast, RCA Victor LSOD 2004
- 45. WARM AND WILLING ... Andy Williams, Columbia CS 8679
- 46. ENOCH LIGHT & HIS ORCHESTRA AT CARNEGIE HALL PLAY IRVING BERLIN ... Command RS 840 SD
- 49. MR. PIANO ... Roger Williams, Kapp KS 3290

rolling in New Orleans by getting a number of \$3.98 albums into stores for a price less than \$2, operating on a check-must-accompany-order basis.

Among singles reported active in New Orleans are Mr. Acker Bilk's "Mr. Lonely" on Atco, "Burnt Biscuits" on Volt, the new Christy Minstrels' "My Land" and Johnny Mathis' "Gina," both on Columbia. Original-cast and sound-track blockbusters were also said to be holding their own well in the album field.

SHREVEPORT, La.—Singles business has been off at Stan's Record Shop here for the past few weeks due to the kids returning to school. "It's always this way when the youngsters go back to high school and the college kids go out of town to return to their colleges," said Stan. "But it will pick up in November as it always does." He said that the Louisiana State Fair hadn't helped the disk business so far.

Of the new records, Stan was getting action on an Orville Couch disk called "Hello Trouble" on Vee Jay, which was recently picked up by the Chicago label. Another country disk breaking here on the Custom label, with Tony Douglas, called "His and Hers," was soon to be bought by Vee Jay, according to Stan.

Stan runs three mail-order shows on 50,000-watt stations in the area. Two of the stations are located here, KEEL and KWKH. The third station is in Little Rock, KAAY.

Other disks getting local action were: "The Dagwood," by the Fairlanes on Minaret; "Mind Over Matter," by Nolan Strong on Fortune; "Untie Me," by the Tams on Arlen; "Kiss Tomorrow Good-bye," by Danny White on Frisco; Muddy Waters' "Little Brown Bird" on Chess; Clarence Henry's "The Jealous Kind" on Argo; "Day Train," by Sandy Nelson on Imperial, and B. B. King's "Tomorrow Night" on ABC-Paramount.

A COUPLE OF GOOD LOOKS BACK AT THE OLD DAYS

Two new books, both touching nostalgically on the music industry, are making their appearance this fall. As noted by BMW, they are: "The Great White Way," by Allen Churchill, published by E. P. Dutton, 310 pages, illustrated. It's a witty, documented look at the Broadway of yesterday,

covering the years between 1900 (when "Florodora" was packing 'em in) and 1919 (when Actors Equity staged a strike on the eve of Prohibition). Many famous names, from Weber and Fields to Nora Bayes, parade through its pages. Price: \$4.95.

"America's Greatest Hit Songs," compiled and edited by Lyle Kenyon Engel, published by Grosset & Dunlap. Remember the "Hit Parade" radio series? Engel's book evokes its mood, for the 62 songs (words and music) it contains have had a total sale of more than 100,000,000 copies of sheet music and waxings. Contents include, among others, "Nola," "I Wonder Who's Kissing Her Now," "Paper Doll" and "On the Good Ship Lollipop." Price: \$6.95.

Victor to Issue Mexico Catalog Product in U. S.

NEW YORK—Victor will issue in the U. S. current best-selling albums and future releases from the RCA Victor Mexican catalog. The new program was set by Dario Soria, division vice-president of the Victor international liaison department.

The Mexican disks will be incorporated in the regular Victor catalog and merchandised under regular company policies. Lee Schapiro, domestic sales and promotion of foreign record for Victor, said that the firm anticipated an annual sales volume of one million dollars within two years for these Latin-American releases.

The initial Latin release for October-November includes 67 albums. Artists include Amalia Mendoza, Miguel Aceves Mejia, Jose Alfredo Jimenez, Los Tres Ases and Marco Antonio Munez.

PENNARIO SIGNS WITH VICTOR

NEW YORK — Leonard Pennario has been signed by the Red Seal division of RCA Victor. The pianist will make his first recording with RCA Victor early in 1963. He was signed by Allan Kayes, manager of Red Seal a.&r. for RCA Victor.

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HOLLYWOOD — Joe Allison has resigned as Liberty's country and western artist-repertoire director to devote full time to his other job, general professional manager of Cliffie Stone's Central Songs, Inc. Allison started Liberty's c.&w. department and also handled all Bud and Travis sessions.

CENTRAL SALES NOT DAILY'S

HOUSTON—Central Sales, distributorship here which has recently opened a one-stop, has no connection with H. W. Daily's new one-stop wing. Records of Houston. Central Sales, one of the area's key indie distributors, opened a one-stop operation about a month ago. It has done real well in its first 30 days of operation, according to George Jamail, head of the firm.

SINGLE RECORD
4865

"LOOK NO FURTHER"

A FABULOUS NEW
BOSSA NOVA STYLING

BROADHURST THEATRE
NO STRINGS
STILL THE BEST MUSIC ON BROADWAY

ANY EVENING

PLAYING TIME
2:15

Capitol
RECORDS

ORCHESTRA ARRANGED AND
CONDUCTED BY JIMMIE HASKELL

OCT'BR
29
1962

INSTRUMENTAL

SINGLE RECORD
4865

"THE SWEETEST SOUNDS"

A ROCKIN' INSTRUMENTAL,
KIDS' STYLE

BROADHURST THEATRE
NO STRINGS
STILL THE BEST MUSIC ON BROADWAY

ANY EVENING

PLAYING TIME
2:37

Capitol
RECORDS

ORCHESTRA ARRANGED AND
CONDUCTED BY JIMMIE HASKELL

OCT'BR
29
1962

INSTRUMENTAL

A pair of choice ones, courtesy of Mr. Richard Rodgers



TALENT

**TV GUEST APPEARANCES
BY RECORD TALENT**

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

NOVEMBER 4-11

SUN. 4—DIAHANN CARROLL, PEGGY LEE, GORDON MacRAE, STEVE LAWRENCE, CESARE SIEPI, ROBERTA PETERS, PETER NERO, ARTHUR FIEDLER AND THE BOSTON POPS ORCH.

All will appear on "The Ed Sullivan Show" (CBS-TV, 8-9 p.m. EST) in a musical salute to composer Richard Rodgers. The performers will perform various Rodgers works in a concert setting, offering solo, duet and ensemble performances. The talent above are represented on the following labels: Carroll, Atlantic; Lee and MacRae, Capitol; Lawrence and Siepi, Columbia; Peters, Nero and Fiedler, and the Boston Pops on RCA Victor.

THURS. 8—LAWRENCE WELK

The Dot recording artist is scheduled to make a guest appearance on "The Andy Williams Show" (NBC-TV, 10-11 p.m. EST). Welk's latest LP is "Baby Elephant Walk."

FRI. 9—BOB NEWHART

The Warner Bros. comedy recording artist guests on "The Jack Paar Program" (NBC-TV, 10-11 p.m. EST). Newhart's latest LP for that label, "The Button Down Mind on TV."

SUN. 11—ROBERT GOULET

Goulet guests on "The Ed Sullivan Show" (CBS-TV, 8-9 p.m. EST). His new Columbia single released last week is "Don't Be Afraid of Romance" b.w. "Young at Love," and he's currently represented on the Top Mono LP chart with "Two of Us."

SUN. 11—DEAN MARTIN

Martin makes the first of several scheduled guest appearances on various TV shows to promote his new movie, "Who's Got Action?" This night the Reprise recording artist visits "The Dinah Shore Show" (NBC-TV, 10-11 p.m. EST). Martin's current LP is "Dino Latino."

LIVE REVIEWS

LEGIT REVIEW

Pointless, But Oh, So Profitable

In an opening scene, establishing the identity of the leading player of Irving Berlin's new musical, "Mr. President," Stephen Decatur Henderson is described as a President who is "not one of the greats." The same can be said of the rather pointless musical fashioned by Berlin and other veterans, Howard Lindsay and Russel Crouse, now playing at the St. James Theater, showcase for more notable earlier hits "Oklahoma!" and "Flower Drum Song."

The main problem lies in the rather frothy, superficial and generally meaningless portrait of the U. S. Presidency in admittedly troublesome times. Can it really be that the President can interrupt weighty decisions being made with his staff to pose with an artificial smile with an endless stream of prize potato growers and beauty queens of this and that? And can it really happen that a President decides to make a Moscow stop on his around-the-world tour even after the Kremlin has told him he'll be persona non grata? It doesn't seem likely.

Most of the cozy family scenes of Mr. Henderson and his cut-up children are quite unbelievable and, unfortunately, the asset of top songs that most showgoers look for in a Berlin score isn't here this time.

The show, however, is not without its points. There are good laughs here and there and the presence of Nanette Fabray as the First Lady, and gingerly little Anita Gillette, lately of "All American," are definite plusses. Miss Gillette's comedy tune, "The Secret Service," comes close to being a show-stopper. Jack Haskell is agreeable, too, as a secret service operator assigned to keep the President's daughter out of hot water with her boy friends.

Robert Ryan, as the President, is easygoing and pleasant but is almost completely lacking in forcefulness and drive. A more vigorous performer would make the role more credible. As for the solos, the aforementioned "Secret Service"; a nice Haskell-delivered ballad, "Pigtails and Freckles"; and a rousing finale flagwaver, "This Is a Great Country," are the best. The last-named, in fact, could be another "God Bless America." (Cast album for the show was cut Sunday (28) and will be released this week.)

The tourist trade will find the stagemore diverting without being meaty, and a \$2,500,000 advance should keep things rolling for quite a spell. Discerning theatergoers have a right to expect more, however, from such well-known creators.

REN GRAVATT

NIGHT CLUB REVIEW

Polished Berman at the Waldorf

As the supper headliner at the Waldorf-Astoria's Empire Room, Shelley Berman, who set the tone of his act quickly by terming the room's decor "Early Episcopalian," proved he can think glibly on his feet, as well as turn in polished comedy album performances in a studio for the Verve label.

Caught on a week night, when the Cuban crisis had crimped club attendance, Berman glanced at the rows of empty tables beyond ringside in the back of the room and suggested, "We all ought to get in a cab and go somewhere." Much of what followed was spur-of-the-moment kibitzing with the small audience, laced with topical reference to the Soviet convoy then steaming toward Havana.

Berman climaxed his appearance with two "set pieces" he (Continued on page 37)

Steve, Eydie Take Honors

WASHINGTON — Steve Lawrence and Eydie Gorme will be honored as the "Personalities of the Year" by the Variety Club here (Tent 11) at a dinner-dance at the Statler Hilton Hotel November 9. The latest albums made by the two singers will be officially released the night of the dinner, with every guest receiving one, dinner chairman Joseph Zamoiski has announced.

In addition, Tent 11's chief barker, Felix Grant, jazz impresario for WMAL and entertainment reporter for WMAL-TV here, says that Saturday, November 10, at Laurel Race Course there will be a Variety Club Purse race, with Steve and Eydie making the presentations in the winner's circle.

The Lawrence-Gorme award will mark the Variety Club's 27th annual dinner-dance here and the 14th personality award. Prior winners have included Eddie Fisher, Perry Como, Maurice Chevalier and others.

TALENT TOPICS

Hollywood

Gisele MacKenzie heads for New York to tape the November 16 Jack Paar show, and then returns here to prepare for her next Mercury album. . . . Liberty's Vikki Carr leaves Friday (2) for Australia, fulfilling concert dates and utilizing her time Down Under to promote her disks.

At the same level, Felix Slatkin takes off on a two-week promotional tour in the East and Midwest. He will call on Liberty's distributors, visit key dealers and make radio station appearances. Don Bohanan, the label's national sales manager, is calling on his divisional forces to join those of national promotion director, Bob Skaff, in working with Slatkin during his trip.

Jo Stafford is the latest disk name to be added to the Reprise roster, and will be featured by Frank Sinatra's label in an LP to be issued next month. Both Miss Stafford and Sinatra are alumni of the old Tommy Dorsey Pied Pipers group. . . . Sammy Davis Jr. received permission to close his Coconut Grove show two days earlier so that he could arrive in time by train to open at the Three Rivers Club, Syracuse. He refuses to fly. . . . Jimmie Haskell's first release as a Capitol artist couples "The Pigeon That Took Rome" with "Love Scene From Phaedra."

Snuff Garrett, Liberty's artist-repertoire director, has signed two who have worked for him previously on a private contractor basis. Ernie Freeman joins the label as arranger-artist, and engineer Brackett becomes Liberty's chief engineer.

Cincinnati

Ray Charles invades Music Hall here for a concert date November 15. . . . Laverne Baker is current on a two-weeker at the Blue Angel downtown. . . . Singer Randy Leeds has quit the road to latch onto the Blue Angel as emcee singer and publicity drum-beater. . . . Dakota Staton begins a week's stand Monday (29) at Mel Herman's Living Room downtown, to be

ARTISTS' BIOGRAPHIES

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

**JIMMY McGRIFF
(Sue)**



PERSONAL MANAGER: Floyd Hall. **BIRTHDAY:** April 3, 1936. **HOME TOWN:** Philadelphia. **EDUCATION:** High school. **BACKGROUND:** At 9, Jimmy McGriff began music lessons, and soon he was playing alto sax and bass. In 1958, he formed his own trio, consisting of piano, drum and bass, with McGriff on bass. Two years ago he mastered another instrument, the organ, under the tutelage of his longtime friend and noted musician, Jimmy Smith. The other members of his present trio are Morris Dow, guitar, and Jackie Mills, drums. Dow, like McGriff, is from Philadelphia, and Mills hails from Newark, N. J.

LATEST SINGLE: McGriff is currently represented on BMW's Hot 100 with his first hit single, "I've Got a Woman." Spinning on the Sue Label, the disk moves up into the No. 29 slot this week.

**STAN GETZ & CHARLIE BYRD
(Verve & Riverside)**

BIRTHDAYS: Getz, February 2, 1927; Byrd, September 16, 1925. **HOME TOWNS:** Getz, Philadelphia; Byrd, Chuckatuck, Va. **BACKGROUND:** Since his return from a successful tour of South America for the State Department last year, guitarist Charlie Byrd has become one of the leading exponents of the new Brazilian music, the bossa nova, currently gaining widespread



popularity here. Byrd began studying guitar with his father at the age of 10 and after being discharged from the Army continued his musical studies. In 1954, he auditioned with the famed virtuoso guitarist, Andres Segovia, and was given the opportunity to study with the noted musician in Italy. Byrd has won acclaim as both a jazz and classical guitarist and had done much exploring of Latin music before the current bossa nova rage. When he is not on tour, Byrd appears regularly at a Washington night club with his quartet. Veteran tenor sax man Stan Getz has played with many top names in the band business and has toured extensively with groups appearing at jazz clubs and in concert both here and abroad. He presently performs with his own quartet at clubs around the country. Getz is under contract to Verve Records, and Byrd to Riverside Records, but their combined effort on an LP tagged "Jazz Samba," and released through the Verve label, was the first bossa nova recording to garner chart action.



LATEST SINGLE: "Desafinado," pulled from the Verve LP, is scoring on the Hot 100 and climbs onto the No. 26 deck this week.

LATEST ALBUM: "Jazz Samba" this week holds onto the No. 7 slot on the Top Mono LP chart and jumps into the No. 5 position on the Top Stereo LP chart.

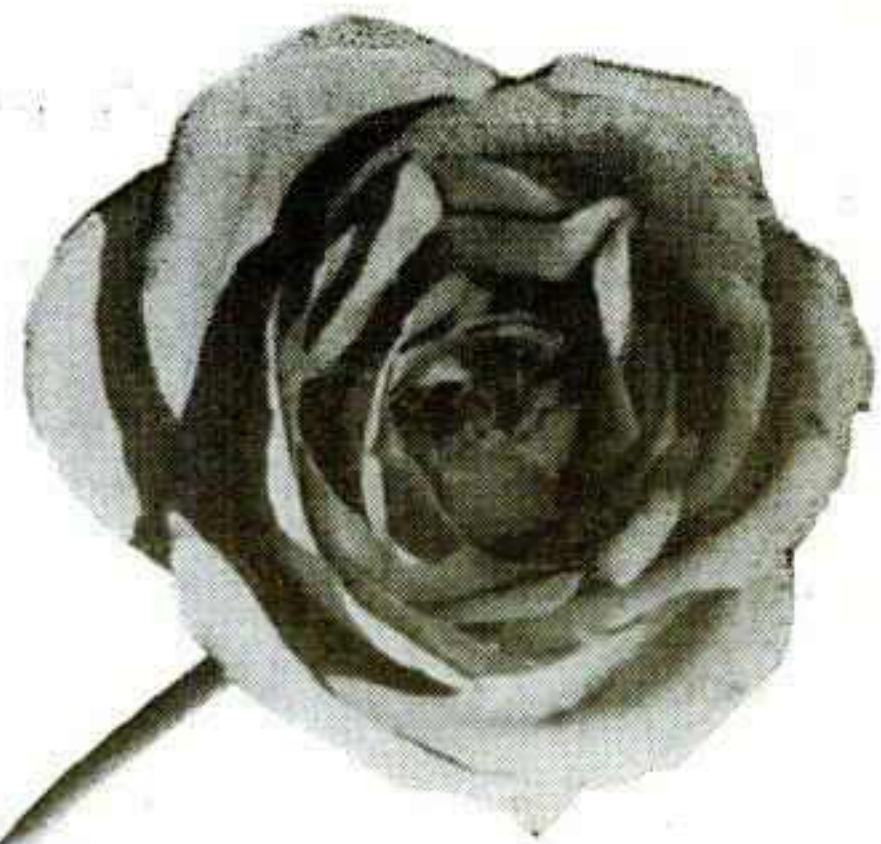
followed November 5 by Terry Gibbs. . . . With their Sunday night (28) performance at Memorial Hall, Dayton, Ohio, a sellout before their arrival in town, the Limelites were induced by promoter Bernie Wullkotte to do a special Sunday matinee at 4 o'clock to accommodate the box-office overflow. . . . Pat Hervey, of Toronto, protege of RCA Victor's Chet Atkins, was in the area last week pitching the merits of her first Victor release, "Mister Heartache" b.w. "First Thing Tomorrow," to deejays and distributors in Cincinnati, Dayton and Columbus, Ohio. Making the rounds with her was Julie Godsey, Gal Friday to Jerry Weiner, local RCA Victor record nabob. Both sides of Miss Hervey's release were penned by a French-Canadian lad, Les Pouliot, also of Toronto. Pat, who is accompanied on the promotion trek

by her mother, will make Pittsburgh, Washington, Baltimore and New York before hitting out for Nashville for the Country Music Festival and another recording session.

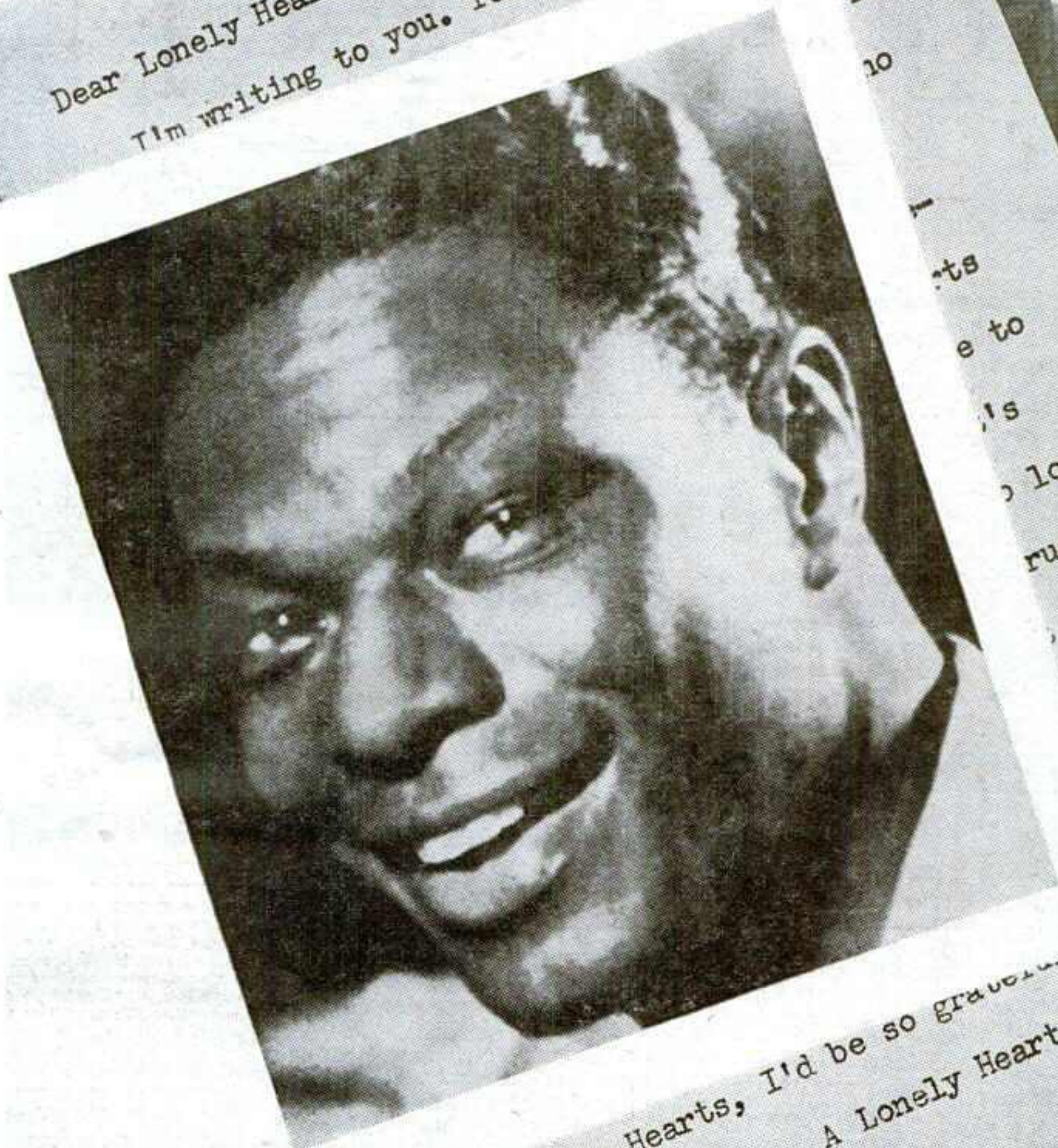
BILL SACHS

THOMAS BOSSA NOVA ON MGM

NEW YORK — The Pat Thomas version of "Desafinado" has been switched from the Verve to the MGM label. The move was made, according to Lennie Scheer, singles sales manager, to allow wider sales and promotional scope for the new Ella Fitzgerald version of the tune which was issued on Verve late last week.



Dear Lonely Hearts,
I'm writing to you. You said you could



is
no
ts
e to
s
love
rue,
you
to close
somehow.
to. Dear
you.

Lonely Hearts, I'd be so grateful
A Lonely Heart

A smash hit to follow a smash hit!

Nat King Cole

Dear Lonely Hearts

b/w Who's Next In Line? #4870

Arranged and conducted by Belford Hendricks

P.S. See Nat at New York's fabulous Copa, thru Nov. 14



The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all records reviewed this week.

ALBUM REVIEWS

Pop

DO YOU LOVE ME?



Contours. Gordy 901 (M)—The Contours' new album features, quite naturally, their big hit "Do You Love Me?" The group swings through the rest of the album in grand style, varying the material and the tempo to suit all the dancing teens. "Shake Sherrrie," "You Better Get in Line," "It Must Be Love" and "Funny" are some of the better tracks.

YOU'LL NEVER WALK ALONE



Doris Day. Columbia CL 1904 (M); CS 8704 (S)—Miss Day turns in a well-chosen program of religious and inspirational efforts and she does them with warmth and richness of tone. Some of the songs are organ-accompanied while others have a somewhat larger, pop-styled instrumentation. The gal sells them all the way. Selections range from "If I Can Help Somebody," to "Nearer My God to Thee," to "You'll Never Walk Alone." Fine wax for quiet hour programming.

DON'T GO IN THE LION'S CAGE TONIGHT



Julie Andrews. Columbia CL 1886 (M); CS 8686 (S)—Miss Andrews is represented on the best-selling album chart now along with Carol Burnett in their TV sound-track album, and this package, with Miss Andrews alone on the Cockney, British music hall kick, could bring her a solo spot on the charts. The gal just gushes talent on these wonderful tracks and she gets standout backings from the Bob Mersey arrangements. Material, all well selected, includes "Waiting at the Church," "I Don't Care," "She Is More to Be Pitied Than Censured" and "Don't Go in the Lion's Cage Tonight." Great wax.

THE MAGIC WORLD OF GORDON JENKINS



Columbia CL 1882 (M); CS 8682 (S)—Anyone who has ever flipped over "Manhattan Tower," the story-and-song Jenkins composition, will probably do the same to this album. There are three numbers from "Tower," in fact, included. Otherwise, it's a kind of "sampler" of the composer-arranger's style, and he turns in some fancy listenable versions of his tunes ("Happy New Year," "The Girl on the Rock," etc.). It's sure to do well with the easy-listening trade. Choral work by the Ralph Brewster Singers is excellent.

BIG BAND BOSSA NOVA



Stan Getz. Verve V 8494 (M)—This album should prove an important adjunct to the sales power of the "Jazz Samba" LP by Getz blowing in front of a big band arranged for and conducted by Gary McFarland. It's a jumping set in the bossa nova groove with the sultry sounding Getz horn beautifully weaving in and out of the clicking-clacking rhythm section and bright brassy arrangements. "Mahna de Carnival," "Entre Amigos," "Chega de Saudade," "One Note Samba" and "Bim Bom," are included.

GOLDEN GASSERS FOR HAND HOLDERS; GOLDEN GASSERS FOR A DANCE PARTY



Murray and Jackie the K's. Roulette R 25191, R 25192—Two great new packagings of oldies here and this time they feature the names of deejay Murray (The K) Kaufman and his wife, Jackie, as well. It may be added that Mrs. Kaufman adds good photogenic values to the color covers. The Hand Holders package features old smashes by Dion and the Belmonts, the Chantels, Harptones, Capris, Drifters and Flamingos among others, while the Dance Party set has great items by the Vibrations, Jive Five, Dovells, Joey Dee, Chubby Checker and even includes Little Eva's "Loco-Motion." Both should be smashes.

ONLY LOVE CAN BREAK A HEART



Gene Pitney. Musicor MS 3003 (S)—Gene Pitney, now riding high with "Only Love Can Break a Heart," has a smash album here with nine new songs, all of them blockbusters. The lad sells "True Love Never Runs Smooth," "Tower Tall," "My Heart, Your Heart," "Half Heaven-Half Heartache" and "Little Betty Falling Star," with the spirit that has brought him five hits in a row. And the arrangements are solid, too. Strong wax for the teens.

REX ALLEN SINGS AND TELLS TALES



Mercury SR 60752 (S); MG 20752 (M)—Rex Allen has a big single hit with "Don't Go Near the Indians," and this album shows off more of Allen's winning way with a story tale. In addition to his hit, it contains such items as "Johnny Travers," "Mother Was a Lady," "Goodnight Miss Jones" and "Barefoot Country Boy." Good pop-country wax.

IN LOVE



Dinah Washington. Roulette R 25180—Dinah sings of love and things on this dreamy, warm album that also spotlights lush arrangements by Don Costa. This is the Queen at her most soulful, and it's a wonderful listening experience. Tunes include "You're a Sweetheart," "Fly Me to the Moon," "If It's the Last Thing I Do" and "Do Nothin' Till You Hear From Me." Fine wax.

NO ONE WILL EVER KNOW



Jimmie Rodgers. Dot DLP 3453 (M); DLP 25453 (S)—A strong package of standards, folk tunes and recent pop hits like "Wolverine Mountain." It's sure to score with the singer's fans. He's given nice backing by the ork and chorus conducted by Billy aVughn, and deejays may want to spin tracks like "The Man Who Shot Liberty Valance" and "Lemon Tree" for their listeners.

Classical

THE WORLD'S GREATEST OPERAS



Renata Tebaldi. United Artists UAS 6238 (S); UAL 3238 (M)—The celebrated soprano, in her first album for UA release, sings a brace of the most popular arias from some of the best known scores. There are two, including the famous "Mimi" aria, from "La Boheme," and others are taken from "La Traviata," "Andrea Chenier," "Othello," "The Marriage of Figaro," "Mefistofele," and the one with which the singer is perhaps most closely identified, "Aida." A rewarding recital of familiar offers, well sung.

Jazz

BRAZIL, BOSSA NOVA AND BLUES



Herbie Mann. United Artists. UAJ 15009 (S)—This album was recorded for UA previous to Mann's signing with Atlantic. It's a wonderfully flowing album that contains a good many tracks in the Latin-American style and there are a number of bossa novas in the album. Besides Mann's torrid flute work, the LP contains some fine guitar playing by Billy Bean and strong vibes by Dave Pike. Among the bossa material is "One Note Samba" and "Me Faz Recordar." There are six tracks in all.

BLUES IN TIME



Jerry Mulligan and Paul Desmond. Verve V 8478 (M)—This album has been re-packaged and re-issued to compete with a set being released on the RCA label shortly starring the two artists. The album was cut three or four years ago and the material is as eloquently sensitive as when first released. Mulligan plays baritone sax and Desmond alto on the date. "Blues in Time," "Line for Lyons" and "Battle Hymn of the Republic" are three of the seven exciting tracks.

★★★★ STRONG SALES POTENTIAL

★★★★ JONI JAMES I'M YOUR GIRL! **MGM E 4054 (M); SE 4054 (S)**—This album's hard to resist; the tunes are all well-known standards like "Manhattan," "Heart and Soul" and "There Will Never Be Another You," and Joni gives them her own stylish treatment, ranging in tempo from easy swing to soft-and-sentimental. Jimmie Haskell's ork provides a rich, string-filled background that showcases the singer in blue-velvet fashion. Her album fans are sure to dig this one.

★★★★ YOJIMBO **Sound Track. MGM E 4096 (M); SE 4096 (S)**—There's none of the standard Hollywood "movie music," swiped from everyone from Victor Herbert to Richard Wagner, in this album. It's a striking, tense, jarring score composed by Masaru Sato which blends Western and Japanese orchestral techniques. The movie itself has gotten sock art-film reviews (it tells the story of a samurai-for-hire who terrorizes a small town) and the album will sell on its strength.

★★★★ NIGHT LOVE **Bobby Hackett with Glenn Osser and the Midnight Strings. Columbia CL 1896 (M); CS 8695 (S)**—Hackett's horn, showcased within a frame of wall-to-wall Glenn Osser strings, turns to a number of melodious, classical themes in this album. Many of the themes are familiar as pop hits ("Moon Love," from Tchaikovsky's Fifth Symphony; "Stranger in Paradise," from Borodin's "Prince Igor," etc.). The whole thing is unashamedly romantic, and tailored for the easy-listening and mood-music market. Hackett's fans will snap it up.

★★★★ TONI CARROLL SINGS HITS OF THE ROARING 20'S **MGM E 4063 (M); SE 4063 (S)**—Vivacious Toni Carroll comes through with lively, catchy renditions here of a collection of tunes culled from the roaring 1920's. The songs include "I'm Just Wild About Harry," "Makin' Whoopee," "Put Your Arms Around Me Honey" and "Five Foot Two, Eyes of Blue." She sells them with savvy over happy band support.

★★★★ GREAT MOVIE THEMES **Johnny Puleo and his Harmonica Gang. Audio Fidelity. AFSD 5969 (S)**—Johnny Puleo leads his harmonica gang through such well-known movie themes as "Never on Sunday," "Limelight," "Moon River" and "West Side Story," on this album. The tunes have been done many times before, but Puleo's artistry, and that of his harmonica gang, add new sparkle to the songs.

★★★★ BING CROSBY ON THE HAPPY SIDE **Warner Bros. W 1482 (M); WS 1482 (S)**—This is one of Bing's best albums in some time. He sings a collection of old favorites in straight style, aided by good ork arrangements. The songs include "Singin' in the Rain," "Me and My Shadow," "Should I," "Blue Moon," "Cecelia" and "Red, Red Robin." Good songs, well sung, and plenty of them, should help this set sell.

★★★★ GET THAT BALL **Kirby Stone Four. Columbia CL 1896 (M); CS 8696 (S)**—Jazzy versions of favorite football songs by the Kirby Stone Four that should keep many college football fans happy during the season. Tunes include

Continued on page 16

Continued on page 16

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SPOTLIGHT SINGLES OF THE WEEK
 Strongest sales potential of all records reviewed this week.

SINGLES REVIEWS

Pop

BERT KAEMPFERT



HAPPY TRUMPETER (Roosevelt, BMI) (2:35)—**TOOTIE FLUTIE** (Roosevelt, BMI) (2:08)—Two mighty potent sides from the German ork leader here. The first is in medium tempo and features the trumpet soloist in some smart playing. Second side features the pennywhistle sound and has horns and infectious drum beat. Both are from the album "That Happy Feeling." Decca 31439

PAT AND SHIRLEY BOONE



EVERYSTEP OF THE WAY (Hill & Range, BMI) (2:32)—**BLUES STAY AWAY FROM ME** (Lois, BMI) (2:25)—Pat and his wife make delightful music together on these two sides. The first is a pretty ballad done in the country-pop style. The second is a blues effort that has the man-and-wife team singing over rhythmic backing by the ork. Dot 16406

JIMMIE RODGERS



RAINBOW AT MIDNIGHT (Shapiro-Bernstein, ASCAP) (2:33)—The lad has a neat follow-up to his current hit here. The tune is a lovely country ballad with the "Tennessee Waltz" quality that is sung with much tenderness by Jimmie. Touching piano work is a feature of the background. The flip is "Rhumba Boogie" (Hill & Range, BMI) (2:18). Dot 16407

IKE AND TINA TURNER



THE ARGUMENT (Placid, BMI) (2:11)—A cute rocker by the pair, with the two arguing back and forth. Ike wants to know what's on Tina's mind. That's a woman's prerogative, and she gets huffy and tart about it all, but it's a solid side that could really step out. Flip is "Mind in a Whirl" (Placid, BMI) (2:15). Sue 772

ERNIE FREEMAN'S ORK AND CHORUS



HALF AS MUCH (Acuff-Rose, BMI) (2:20)—Freeman has a strong entry in the chart sweeps here. The pianist plays the country standard in strong pop cadence with ork, chorus, strings and production that builds with real authority. Flip is "I'm Sorry for You, My Friend" (Acuff-Rose, BMI) (2:21). Liberty 55515

DICK AND DEEDEE



THE RIVER TOOK MY BABY (Odin, ASCAP) (1:46)—A strong side, with a message of death and tragedy, centering on a sweetheart who was drowned. The duo turns in a solid rendition against sharp backing, and it can go. Flip is "My Lonely Self (Thinking of You)" (Odin, ASCAP) (2:00). Warner Bros. 5320

THE EXCIORS



TELL HIM (Mellin, BMI) (2:27)—Group bows with a driving reading of a swinging rhythm tune with the fem lead selling the song in high shouting tones. Side was produced by Leiber & Stoller and has enough excitement to take off. Flip is "Hard Way to Go" (Trio, BMI) (2:54). United Artists 544

Country & Western

CARL SMITH



PAIN A PILL CAN'T LOCATE (Cedarwood, BMI) (2:13)—Cute novelty item is sung in bright fashion by Smith over attractive support from the combo. Side could score in the country marts. Flip is "If I Had You (I'd Live for You Only)" (Cedarwood, BMI) (2:34). Columbia 42612

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

CATERINA VALENTE

★★★★ **SAMBI DU UNA NOTE** (One Note Samba) (Leed, ASCAP) (1:50). London International 10015

★★★★
STRONG SALES POTENTIAL

RED FOLEY

★★★★ **Hang Your Head in Shame**—Decca 31437—Here's a fine old Fred Rose ballad in the weeper vein. Foley sings it with plenty of feeling, aided nicely by strings, voices and a smart piano sound. (Leeds, ASCAP) (2:27)

★★★★ **That's What's Wrong With Me**—Foley chants a bright up-beater, which uses an interesting repeating kind of phrase. He's backed smartly by chorus and good instrumentation. This has a pop chance and should get country play as well. (Cedarwood, BMI)

NICK WOODS

★★★★ **The Ballad of Billy Budd**—JOEY 103—This ballad was inspired by the new flick "Billy Budd" and it's a rather exciting tune with a chance for some action as the result of the singer's strong vocal. Lots of promotion and this could take off. (Miller, ASCAP) (2:11)

★★★★ **Don't Let Me Down**—Nice job by Nick Woods on a winning ballad that shows off some good piping by the chanter. The backing is innocuous, and the disk has to make it on the singer's appeal. (Eden Rock-Cherry Bell, ASCAP) (2:29)

JOHNNY MADDOX

★★★★ **Ballin' the Jack**—DOT 16404—Cute and slyly old-fashioned reading of the oldie, with the Maddox piano in the lead on the swingy instrumental. Good honky tonk piano should help this in jukeboxes across the country. (Vin-Sun, ASCAP) (2:15)

★★★★ **Ragtime Johnny**—Happy ragtime piano work by Maddox and the rhythm combo could help this disk grab a lot of dimes in the juke boxes across the country. (Vin-Sun, ASCAP) (2:15)

LES PAUL AND MARY FORD

★★★★ **I Just Don't Understand**—COLUMBIA 42602—Quite a departure here for the duo. Mary sings a very funky, down home, bluesy ballad. Smart arranging employs Les' guitar work and wild voice and harmonica effects. (Cedarwood, BMI) (2:37)

★★★★ **Playing Make Believe**—Lovely country weeper here is sung with touching tenderness by Mary. The disk is beautiful to hear with fine arrangement and backing. (Cedarwood, BMI) (3:10)

THE BOBBETTES

★★★★ **Mama Papa**—JUBILEE 5442—The gals turn out a sharp ditty in their debut on the label. She's telling mom and dad

about her boy friend troubles. Good beat and the gals sound good. (Vann, BMI) (2:20)

★★★★ **The Broken Heart**—A slow ballad done with much feeling by the lead over smart ork and choral support from the gals. A real agony kind of ballad done effectively. Two good sides. (Teddy Vann, BMI) (2:57)

LeROY HOLMES

★★★★ **One Note Samba**—UNITED ARTISTS 525—The Brazilian tune is played in stylish bossa nova style by the LeRoy Holmes crew and the side deserves exposure. If it gets enough it has a chance for sales. (Leeds, ASCAP) (2:48)

★★★★ **Tabatinga**—Another bossa nova with a very attractive melody is performed in bright fashion by the ork. This side, too, should garner a lot of play. (Helios, BMI) (2:31)

ROBERT GOULET

★★★★ **Young at Love**—COLUMBIA 42612—Soft Latin touch in the rhythm section on this ballad. The matinee idol sings it with warmth and the background is nicely filled with strings. (Regent, BMI) (2:35)

★★★★ **Don't Be Afraid of Romance**—This tune is from the "Mr. President" production now on Broadway. The tune is sung with much style and the backing employs cello and strings. (Berlin, ASCAP) (2:55)

EDDY ARNOLD

★★★★ **Does He Mean That Much to You?**—RCA VICTOR 8102—Eddy Arnold has a tale of heartbreak here and he sings the pop-country tune with his usual feeling over simple backing that spots chorus and combo work. The piano figure adds spice. Good wax. (Ross Jungnickel, ASCAP) (2:20)

★★★★ **Tender Touch**—Another nice warbling job by Arnold on a pretty ballad with a familiar melody. Nice, too, but flip is stronger. (4-Star, BMI) (1:55)

THE ANGELS

★★★★ **You Should Have Told Me**—CAPRICE 118—The original Angels trio had a hit with "Til" and the reconstituted group should have a good chance with this big-sounding rockaballad. Message is teen-slanted and the gals hand it a live sound. (Pokvan, BMI) (2:18)

★★★★ **I'd Be Good for You**—A belting job on this ballad by the lead girl with good support from the group in a harmony

vein. A lot of pulsing emotion here and it could happen. (Weger, BMI) (2:15)

BOB LUMAN

★★★★ **Envy**—WARNER BROS. 5321—Bob Luman comes through with a sock vocal here about a lad who can't stand seeing his baby with any other guy. The backing rocks and the side has a chance with the teen set. Watch it. (Acuff-Rose, BMI) (2:01)

★★★★ **You're Everything**—Listenable ballad also receives a strong vocal by the singer. The tune is in the pop-country vein and the choral backing and piano figures add power. Two good sides.

LITTLE WILLIE JOHN

★★★★ **Half a Love**—KING 5694—Bright tempo with Latin flavor and strong backing by combo and chorus help singer to put this one over nicely. Worth watching. (Pandora, BMI) (2:02)

★★★★ **Without a Friend**—A weeper ballad about the sadness of being lonely, which the singer sells in heart-felt fashion, backed by a chorus and simple-but-firm rhythm combo and electric organ. Could grab spins in the r.&b. as well as pop market. (J & Cee, BMI) (2:4)

JOHNNY AND THE HURRICANES

★★★★ **The Shell of Araby**—BIGTOP—3125—Johnny and the Hurricanes are back with a rollicking, swinging performance of the fine oldie that spots a strong horn lead and exciting rhythm. Combo could make it again with this swinger. (Mills, ASCAP) (2:36)

★★★★ **Minnesota Fats**—Catchy instrumental is performed with verve by the combo here as it rocks through this riff effort. Tune gets its title from the character played by Jackie Gleason in the film, "The Hustler." (Plan Two-Balmac, ASCAP) (2:30)

VINNIE MONTE

★★★★ **Joanie Don't Be Angry**—HARMON 1009—Ballad of teen troubles is sold smartly here by Vinnie Monte while the band adds good support. Lad has a style and he can sell a song. The lyrics are teen-slanted and the disk could happen. Worth watching. (Allied, ASCAP) (2:30)

★★★★ **Take Good Care of Her**—Pretty tune is handled tastefully by the chanter over lush backing. Two good sides by Monte, both of which have a chance for the big time. (George Paxton, ASCAP) (2:32)

BOBBY DUNN

★★★★ **You Are the One**—ORDELL 501—A sneaky, medium-tempo rhythm features this side. Dunn hands it a simple but effective lyric treatment with help from the chorus. Fine backing track here to go with the vocal. (Starlite-Banell-Zordon, BMI) (2:38)

★★★★ **Am I Too Late**—A pleasant, medium-paced ballad with Dunn handling the tune a spirited vocal with a chorus and a solid backing, this time with organ. (Starlite-Banell-Bozan, BMI) (2:02)

DUKES OF DIXIELAND

★★★★ **By and By**—COLUMBIA 42599—An oldie melody is turned out in snappy, upbeat style by the group. It's a happy sound and trad could make it again in the pop field, with this big sound side. (1:47)

(Continued on page 18)

OPERA ON RICHMOND

features these great artists:

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- MARIO DEL MONACO
- D'OYLY CARTE OPERA CO.
- HILDE GUEDEN
- FERNANDO CORENA



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The D'Oyly Carte Opera Company featuring Martyn Green with Chorus and Orchestra conducted by Godfrey. RS 62004 2-12"



The D'Oyly Carte Opera Company featuring Martyn Green with Chorus and Orchestra conducted by Godfrey. RS 62005 2-12"



Gueden, Patsch and Dermota with the Vienna Philharmonic Orchestra and the Vienna State Opera Chorus conducted by Krauss. RS 62006 2-12"



Tebaldi, Campora, Rankin and Corena with Chorus and Orchestra of the Accademia Di Santa Cecilia, Rome, conducted by Erede. RS 62007 3-12"



Tebaldi, Del Monaco and Stignani with Chorus and Orchestra of the Accademia Di Santa Cecilia, Rome, conducted by Erede. RS 62008 3-12"

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 14

ON TIME



Les McCann. Pacific Jazz PJ 56 (M)—Pianist McCann leads his group through another mighty tasteful set of swinging performances. Besides drummer Ron Jefferson and bassist Leroy Vinnegar, this set is notable for superb guitar work by Joe Pass. McCann investigates a wide variety of tempi, and there's much to delight the jazz-oriented pop listener and deejay as well as the dyed-in-the-wool jazz devotee. A few of the top-flight tracks, and all have something to recommend them, are: "On Time," "Yours Is My Heart Alone" and "You're Driving Me Crazy."

STAN GETZ AND J. J. JOHNSON AT THE OPERA HOUSE



Verve V 8490 (M); V 6-8490 (S)—This material was cut five years ago during a JATP concert tour, and was originally released sometime ago to enthused trade reviews. This repackaging takes place at a time when Getz, always a popular performer, has managed to achieve an even greater following in the pop world, through his close identification with the jazz samba bossa nova movement. There's none of that here, of course, but good blowing with J. J. Johnson there is, along with an all-star rhythm section consisting of Oscar Peterson, Ray Brown, Herb Ellis and Connie Kay. There are six titles and all of them swing.

AHMAD JAMAL AT THE BLACKHAWK



Argo LP 703 (M)—These tracks, eight of them in all, were made when the late Israel Crosby was still the bassman with Jamal, and for this reason, the album will likely sell as a sort of memorial to the Crosby talent. There are some fine efforts here, "Like Someone in Love," "I'll Take Romance" and "Second Time Around" among them, and they all qualify as good, polite jazz and neat background material as well, showing off the talents of Jamal, Crosby and Vernell Fournier, drums.

Country & Western

(LITTLE) JIMMY DICKENS SINGS OUT BEHIND THE BARN



Columbia CL 1887 (M); CS 8687 (S)—Little Jimmy is always a good album performer and this newest again finds him turning out a neat program of everything from humor ("Out Behind the Barn"), to rhythm ditties ("Night Train to Memphis"), to smartly crafted weepers ("It's Me That Hurts the Most"). A dozen fine sides, and jocks will find many of them worthy of play. Cover painting shows the singer "out behind the barn" with a couple of milk cans as a backdrop.

Low-Priced Children

THE BIRTH OF CHRIST AND THE GOOD SAMARITAN



Leif Erickson, Cricket CR 207 (M)—One of a series of Bible stories being released by this label, this album has particularly strong values as a Christmas package, since it dramatizes the birth of the Christ Child on one side, and the "Good Samaritan" story on the other. The adaptation and production are handled with taste and sincerity, and the result is like a good radio drama on the subject rather than a "reading." The series has already won support from church groups.

Christmas

SNOWBOUND



Ferrante and Teicher, United Artists UAS 6233 (S); UAL 3233 (M)—A sure-fire yuletide package from the duo pianists. The tunes are not themed to "Christmas" but to wintertime, and the numbers include oldies like "Let It Snow" and "Winter Wonderland," with ork arrangements by Ferrante and Teicher, Don Costa and Nick Perito. It's a dandy for radio programmers looking for seasonal material.

I WISH YOU A MERRY CHRISTMAS



Bing Crosby, Warner Bros. WS 1484 (S); W 1484 (M)—Crosby is a perennial holiday seller, and this LP should prove an important Christmas item for all dealers. The Crosby touch is everywhere evident and the material is drawn from the great Christmas catalog. Chorus and ork assist Der Bingle on such Christmas standards as "Winter Wonderland," "Hark the Angels Sing" and "Have Yourself a Merry Little Christmas."

CHRISTMAS WITH THE EVERLY BROTHERS



Warner Bros. WS 1483 (S); W 1483 (M)—Warner makes a potent bid for teen Christmas sales with this top-notch LP of standard yuletide fare. The boys sing each of the carols and hymns with proper reverence and much taste. Accompaniment is also in the proper mode with organ and chorus taking predominate roles as background behind the boys. "Adeste Fideles," "Silent Night," "Deck the Halls" and "We Wish You a Merry Christmas" are some of the leading tracks.

SPECIAL MERIT ALBUMS

Jazz

ESSENCE



Don Ellis. Pacific Jazz PJ 55 (S)—Don Ellis, the young trumpeter who recently won a Down Beat poll, shows off his intriguing and forceful "new wave" styled playing on this noteworthy album. Ellis is not in the really offbeat school, his roots run back to Rex Stewart and Roy Eldridge, but he is modern in that different tempos—and no tempos—and different sounds are his meat. He is heard here with a group of West Coast musicians in some fast and furious performances of originals and standards, of which the best are "Johnny Come Lately" and "Ostinato."

ORIGINAL DIXIELAND JAZZ BAND (2-12")



Riverside RLP 156-157 (M)—This is the first issuance in the U. S. of 17 sides (two LP's) made by the Original Dixieland Jazz Band in England four decades ago. It is a remarkable collection of recordings, featuring Nick La Rocca, Emil Christian, Larry Shields, Billy Jones and Tony Sparbaro, pioneering the sound of jazz in London in 1919 and 1920. The tunes include "At the Jazz Band Ball," "Tiger Rag," "Sensation Rag," and other early jazz favorites. And there is a complete discography and full-size liner notes by Orrin Keepnews. Fine wax for the serious jazz collector.

Classical

INSTRUMENTS OF THE ORCHESTRA (2-12")



National Symphony Ork. Howard Mitchell, Conductor. RCA Victor LE 6000—Here's a splendid two-LP set with booklet enclosed and the combination does as good a job as any similar package now out, of explaining the concert orchestra. What's particularly attractive is that the two LP's themselves are exclusively used to show the instruments actually playing rather than taking up time with spoken explanations. The teaching is all confined to the booklet and a fine job this is, describing each instrument, telling what it's playing on the record, and even giving the notes of the basic themes employed. An ideal teaching guide for home or classroom.

Specialty

SIT-IN SONGS



Various Artists. Dauntless DS 4601 (S)—This album is more of a moment in folk music history than a professional entertainment. The singers, who are backed by piano and electric organ, are among the Freedom Riders who ran into a storm of anti-Negro feeling because of their social-protest methods. They perform the songs, which are nearly all in the vein of gospel-type numbers with strong lyrics, with sincerity and conviction. It's a specialized album for a specialized taste, but commendable for the label's willingness to record social reality.

POP PLUS JAZZ EQUALS SWING



Various Artists. Audio Fidelity AFSD 5978 (S)—Here's an album which allows the stereo listener to get into the act, if he's so inclined. On the left track there's a "smooth" version of a pop tune, such as "Autumn Leaves," with strings, muted brass, etc. On the right track, at the same moment, is a "jazz" version of the same tune, with a different set of musicians. Benny Golson's over-all arrangement makes it possible, by playing with a stereo "balance" control, to have a smooth tune with a touch of jazz figures, or a jazz version with a hint of smooth background. A cute novelty and good stereo conversation piece.

Children

PLAY-ALONG SOUND EFFECTS



Wonderland RLP 1468—Kids like to make up their own stories, and this album fits in delightfully with this age-old situation. There are four long tracks—a transatlantic flight, a jet fighter flight, a steam train trip, and a motor race. Each contains the "sound background" for a story which the moppet listener can create for himself, or act out with his own toys. Cover is attractive, with artwork of a jet, a locomotive, and a racing car. Teachers and parents will find it a stimulating album.

Reviews of New Albums

Continued from page 14

"Rambling Wreck From Georgia Tech," "On, Wisconsin!", "Fight On" and "Roar Lion Roar."

HERE THEY ARE!

Goldcoast Singers, World-Pacific 1806 (S)—The two young men that make up this pop-folk group have an iconoclastic bent, and their material is funny as well as irreverent. Each of the tunes is something of a story and almost all have a touch of humor. The album was recorded in concert at San Francisco State College. And each tune is introduced by the lads a la the Limelights, "Coplas," "Peace Corps Rejects," "Please Mr. Kennedy" and "Royal Location Cha-Cha" are some of the better tracks. The boys are blue at times, and they are very funny as well.

HERB STEWARD PLAYS SO PRETTY

Choreo A-9 (M); AS-9 (S)—Steward has quite a reputation as a vet jazzman and he displays much of his ballad feeling on this set. Herbie plays clarinet, tenor sax, alto and baritone sax on this LP. He is backed by a lush bank of strings, conducted by Dick Hazard, and the whole album comes off in lovely fashion. The material is made up of ballads like "Remember," "Indian Summer" and "Among My Souvenirs." Perfect for easy listening stations.

MORE MUSIC IN MOTION 21 CHANNEL SOUND

Larry Elgart and his Ork. MGM E 4080 (M); SE 4080 (S)—The Larry Elgart band is back with another adult dance album in the MGM stereo line. It's com-

posed of the band's distinctive arrangements with bright speaker-hopping and highly danceable tempo tunes. The material is of the standard type with high touches of humor in the arranging. Fine easy listening fare and non-rock and roll programming material. "Peg o' My Heart," "Swanee," "My Bonnie" and "After You've Gone" give some indication as to types of material used.

BEST BAND ON CAMPUS

Les Elgart. Columbia CL 1890 (M); CS 8690 (S)—This album is a natural, for Elgart plays a myriad of dates each year on college campuses. The material on the album is a collection of evergreens and a few of today's hit tunes are included, arranged in the distinctive Elgart mode. It's fine adult dance party music with the ever-present Elgart touch of imagination in the arrangements. "Michael," "Hava-Gata," "Misty" and "Washerwoman Twist" are a few of the more inventive tracks.

THE SOLID GOLD TRUMPET OF HARRY JAMES

MGM E 4058 (M); SE 4058 (S)—Harry James has a mighty attractive adult dance and listening set here. The James trumpet is featured prominently and the band is a big-voiced outfit with spark and beat. Good solos around on the album and the variety of tempi provides diversified listening. "Jones Beach," "Serenade in Blue," "Autumn Leaves," "I'm Confessin'" and an old James favorite, "The Mole," are some of the better tracks.

STRINGS WITH SOUL PLAY GREAT COUNTRY AND WESTERN SONGS

Perry Botkin Jr. Ork. Vallant WS 402 (S)—An easy-listening program of pop stylings of well-known country songs. Botkin, an up-and-coming West Coast arranger-conductor, uses a string-filled ork with the lead portions taken by Tommy Morgan on harmonica. "Born to Lose" and "I Can't Stop Loving You," both recent hits for Ray Charles, are here, along with "He'll Have to Go," "Worried Mind" and "Red River Valley." A number of pleasant and spinnable tracks here. Label is a Warner Bros. Records subsidiary.

A LEROY ANDERSON CONCERT

21 Channel Sound. MGM E 405 (M)—An attractive selection of a dozen tunes by LeRoy Anderson, recorded by a big but unidentified ork in Germany, through the Deutsche Grammophon Polydor label. The sound, as might be expected from the billing of 21 mikes employed on the dates, is good, and the Anderson tunes, like "Sleigh Ride," "Syncopated Clock," etc., lend themselves well to this treatment.

THE CHAD MITCHELL TRIO

Colpix SCP 411 (S) CP 411 (M)—Folk groups are well-suited to the in-performance style of recording, and this on-location album is no exception. The trio, backed here by Eric Darling (banjo) and Vic Messer (guitar) have a fine, swinging sound on folk oldies, and folk-type tunes. The group's fans are sure to like it.

SHIRLEY BASSEY SINGS HITS FROM 'OLIVER'

United Artists, UAS 6237 (S); UAL 3237 (M)—Shirley Bassey has already had her version of the title tune of this album released as a single and the side, the big ballad from Lionel Bart's "Oliver," score, figures to get much play in the weeks and months to come. Meanwhile, the thrush has recorded some other attractive ballad standards here, with the aid of good arrangements by Nelson Riddle and ork. Nice, legit vocals that make worthwhile programming.

BIG BAND BOSSA NOVA

Quincy Jones and his Band. Mercury SR 60751 (S); MG 20751 (M)—With the bossa nova trend firmly established this album by the Quincy Jones crew should interest nova-ites. It contains big band readings of "Desafinado," "One Note Samba," "Lalo Bossa Nova" and "Carnival" all handled brightly by the ork. Good listening here for jazz and Latin fans, and a good set for the pop market.

PHAEDRA

Soundtrack. United Artists UAS 5102 (S); UAL 4102 (M)—The score for this strongly adult film might be described as "international contemporary," since much of it is the kind of Americanized jazz or sambas you might hear at a fancy party at a Riviera villa. It was penned by Greek composer Mikis Theodorakis, but only some of it has what has become identified as the "Greek Sound." As a sort of vocal bonus, Melina Mercouri—star of the Jules Dassin film—sings a vocal to the final track. Her voice is a kind of Mediterranean version of Marlene Dietrich, but with an earthy, sensuous charm.

VIVA BOSSA NOVA

Laurindo Almeida and the Bossa Nova All Stars. Capitol T 1759 (M); ST 1759 (S)—Guitarist Almeida, surrounded by some of the best jazz studio musicians in Los Angeles, plays a wide variety of material all done in the bossa nova style. Besides tunes like "Desafinado" and "One Note Samba" the album contains bossa interpretations of "Ramblin' Rose," "Up a Lazy River," "Mr. Lucky" and a flock of other past hits. The album is a mighty attractive set which is bound to draw a good deal of air play and critical comment.

(Continued on page 18)

PARADISE



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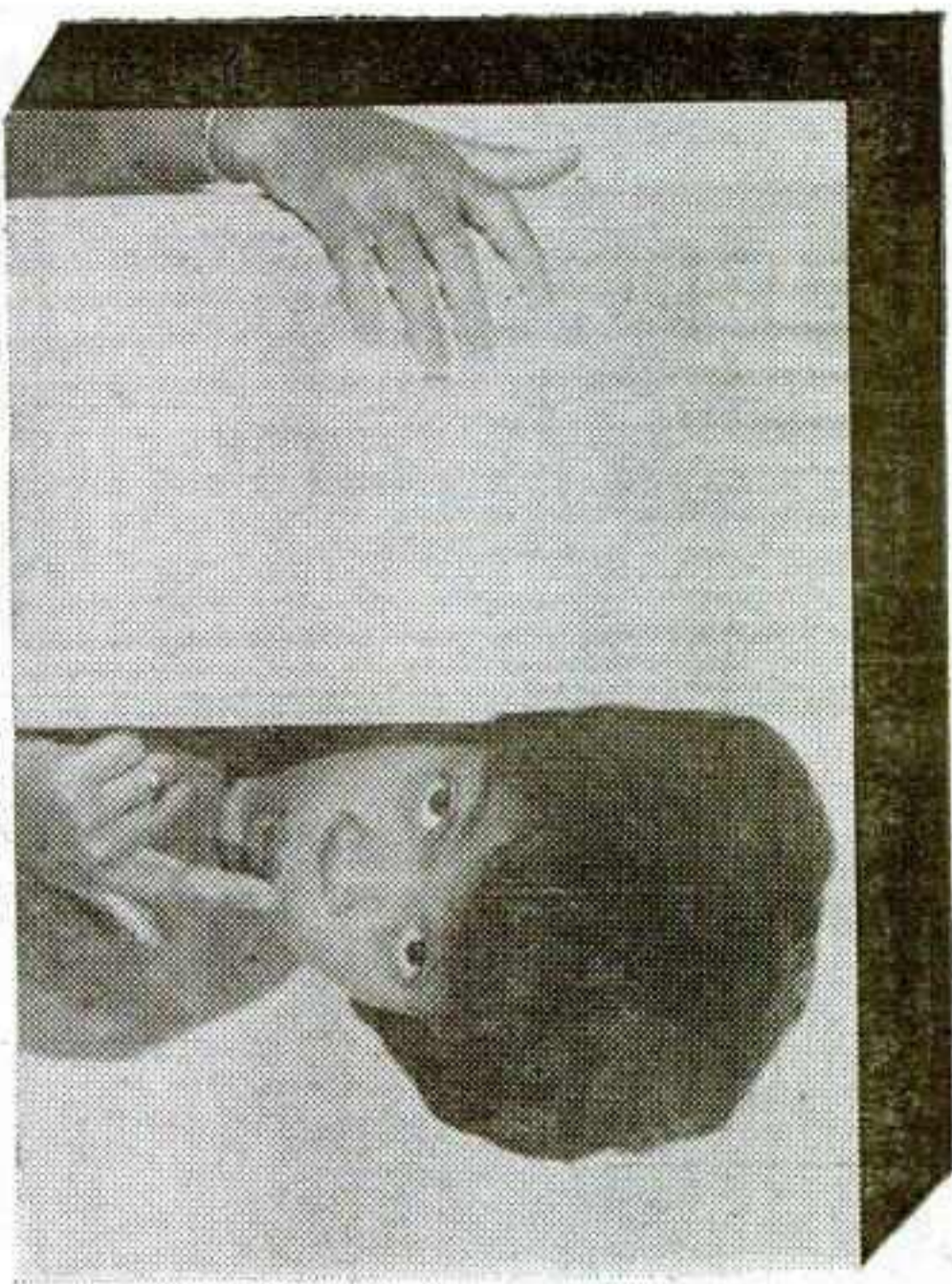
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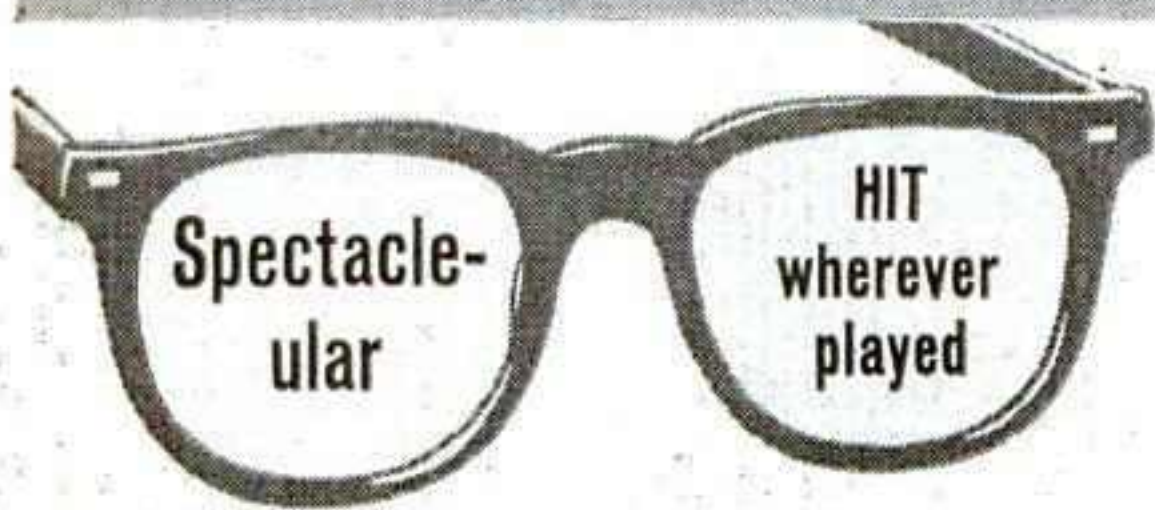
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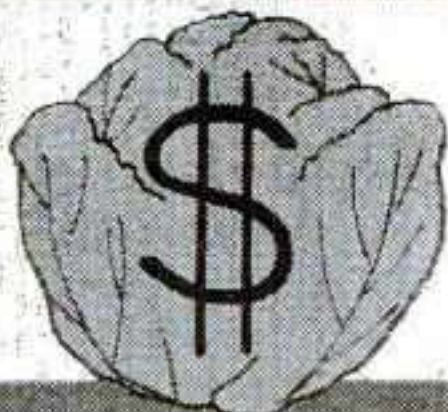
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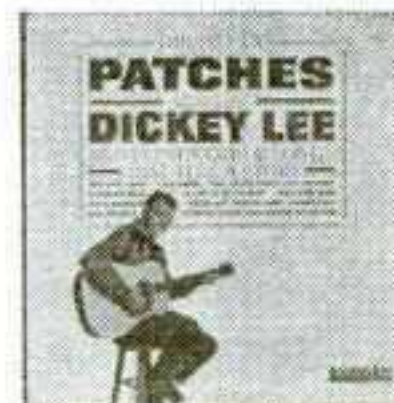
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SMASH DIVISION

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● **Reviews of New Singles**

● *Continued from page 20*

It a bright sound and it could draw c.w. spins. (Carolinton, BMI) (2:01)

★★★★ Coal Loadin' Johnny — A fast-steppin' story song, vaguely like "John Henry," about a coal-loading man who could outwork anybody around, and who plumb fizzled out trying to load 10 railroad coal cars. The boys put it across well, and it could shape up as a good item. (Sure-Fire, BMI) (2:49)

RENO AND SMILEY

★★★★ Don't Let Temptation Turn You Round—KING 5697—The vocal styling is something like the gagged-up versions of "Friendship" as a c.w. number, and the backing is loaded with country fiddles, firm percussion, banjos, etc. The duo, however, bring it off, and it could develop. (Arnel, ASCAP) (2:30)

★★★ I'll See It Happen to You—(Lois, BMI) (2:45)

BILL MACK

★★★★ Sing Another Sad Song—UNITED ARTISTS 513—Bright tempo of this side belies the weeper lyric idea. It's a fine piece of material with strong vocal by Mack, fancy piano work and chorus. (Glad, BMI) (2:15)

★★★★ I Can Still See Him In Your Eyes—This tune is in the great weeper tradition. The artists signs it in soft, low and somber tones against "Last Date" type piano and chorus fills. (Glad, BMI) (2:29)

CONNIE HALL

★★★★ Fool Me Once—DECCA 31438—The lesson here is clear. Only a fool makes the same mistake twice. It's a good country ballad of mixed-up emotions and Connie Hall gives it a real go in the traditional vein. (Moss-Rose, BMI) (2:00)

★★★★ We Don't Have Much in Common (Anymore)—Miss Hall wrote this one herself and it's a good side. A weeper that's done effectively and it merits play. (Cedarwood, BMI) (2:40)

FRANKIE MILLER

★★★★ Losing by a Hair—UNITED ARTISTS 514—Miller has his first side for the label and it could be a good one for the singer. The lyric idea tells the story of

infidelity found out through a hair on the coat. Very strong country side. (Glad, BMI) (2:10)

★★★ I Miss Her Every Way — (Abco, BMI) (2:17)

SPIRITUAL

GOSPEL SOLOTONES

★★★★ Steal Away — NASHBORO 746—Traditional spiritual effort is sung with sincerity by the boys on this attractive gospel effort. (3:04)

★★★★ Ride in the Chariot—Jubilee spiritual receives an enthusiastic performance from the group on this catchy effort. A side that shows off the group's fine harmony. Could grab sales in the field. (2:12)

EDNA GALLMON COOKE

★★★★ Lord When I Get Home—NASHBORO 745—Edna Gallmon Cooke turns in a lovely performance of this tender spiritual effort, aided by a chorus. Miss Cooke should gain many new followers with this fine performance. (Excellorec, BMI) (3:0)

★★★★ Leaking in This Building—Another first-rate reading by Miss Cooke, who is also supported by a chorus here, too. Two worthwhile performances by the outstanding gospel thrush. (Excellorec, BMI) (2:46)

GOSPEL SONG BIRDS

★★★★ The Bible Is Right—NASHBORO 743—Here's a wild sounding group and they do a mighty effective sermon chant here, against a pulsing guitar and hand-clapping backing. Strong work here and the group packs a lot of persuasion. Should sell well. (Excellorec, BMI) (2:30)

★★★★ Jesus I Love You—A slow and deeply soulful chant with the lead man speaking sermon lines behind the femmes' glowing singing. Great inspiration here and the spirit is really on the group. (Excellorec, BMI) (2:31)

GOSPELS CLOUDS OF JOY

★★★★ Get Down on Your Knees—NASHBORO 744—A slow and pulsing side with the group answering the lead in repeating phrases. Drums and guitar are used effectively with the voices. (Excellorec, BMI) (2:23)

★★★★ Just a Few More Days—A chant of anticipation done in a smart, medium rhythm beat. Lead sounds out the message in a telling way. Watch both these sides. (Excellorec, BMI) (2:22)

INTERNATIONAL

CATERINA VALENTE

★★★★ Samba Di Una Nota (One Note Samba)—LONDON INT'L 10015—Bossa nova effort from Brazil is handed a delightful reading by the thrush over lovely bossa nova ork backing. Good jock item here. (Leeds, ASCAP) (1:50)

★★★ Recado—(BIEM) (2:40)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

DUSTY DALTON
Shotgun (D. Dalton, BMI) (2:01)—Now I Know (D. Dalton, BMI) (2:08). UNIQUE 100

JACK YOUNGBLOOD
Lovers Waltz (Pardner, BMI) (2:15)—Youngblood (Pardner, BMI) (1:50). B&B 33

HONEY LANE
To Please You (Mixer, BMI) (2:00)—Nothing's Changed (Mixer, BMI) (2:30). TOPPA 1065

WILLIE PHELPS
A Thousand Glasses, a Thousand Songs (Fernwood, BMI) (2:52)—If You Can Go (Fernwood, BMI) (2:42). WREN 8001

MARGIE WORD
★★★ The Farmers Wife (Glad, BMI) (2:00)—★★★ Honky Tonk Lane (Glad, BMI) (2:58). D 1241

BILL COLLIER
★★★ I've Found a Dream (Mixer, BMI) (2:25)—★★★ Robber (Ed B. Marks, BMI) (2:20). TOPPER 1074

BRYAN ROBERSON
★★★ Heartbreak in Your Eyes (Charlie Fitch, BMI) (2:37)—★★★ Somebody Else's Love (Charlie Fitch, BMI) (2:38). SARG 199

CLIFF SHEPHERD
★★★ Roses (Kurl, BMI) (2:32)—★★★ Cannot Live Without Your Love (Kurl, BMI) (2:10). KURL 6201

RAY SMITH
★★★ A Place Within My Heart (Mixer, BMI) (2:00)—★★★ Almost Alone (Trickle, BMI) (2:15). TOPPA 1071

JIMMY FARMER

★★★ Long Black Train (Charlie Fitch, BMI) (2:30)—★★★ Tonight (Charlie Fitch, BMI) (2:39). SARG 201

GRADY SCOTT

★★★ Bandleader's Waltz (Mixer, BMI) (2:17)—★★★ It's a Habit of Mine (Mixer, BMI) (2:05). FEDORA 1014

VERNON STEWART

★★★ You're Not All Here (Yonah & Lowery, BMI) (2:37)—★★★ The Way It Feels to Die (Yonah Music, BMI) (2:30). CHART 501

HERB SIMS

★★★ Walk the Floor (Central Songs, BMI) (2:25)—★★★ Country Fever (M & M, BMI) (1:43). DOMAR 103

MILT FORESTER

★★★ For Me and Her Memory (Mixer, BMI) (2:15)—★★★ Somebody Else's Dreams (Mixer, BMI) (2:15). TOPPA 1070

THE STRING DUSTERS

★★★ Once In a While (Miller, ASCAP) (2:58)—★★★ Steel Guitar Rag (Bourne, ASCAP) (2:09). SHENVALEE 71662

REECE SHIPLEY

★★★ I Counted the Raindrops (Hosston, BMI) (2:32)—★★★ Too Big to Cry (Holston, BMI) (2:20). SPOT 1108

JERRY MARVIN

★★★ Monthly Payments (Mixer, BMI) (2:21)—★★★ My Image of Love (Mixer, BMI) (2:43). FEDORA 1015

INTERNATIONAL

THE INTERNATIONAL FOLK SINGERS
★★★ Tzena Tzena (Mills, ASCAP) (2:10)—★★★ Hava Nagila (P. D.) (2:15). LONDON INT. 10810

SACRED

JOANN AUBORN

★★★ A Wildwood Whispering (Miracle, BMI) (2:49)—★★★ From Whom All Blessings Flow (Miracle, BMI) (2:55). PLEDGE 105

RELIGIOUS

MASTER JOHN KONTOS

★★★ O Mary Conceived Without Sin—★★★ Hymn to St. Ansgar. MARY-CORD 13103

RHYTHM & BLUES

JAMES (KING) CURRY

Saturday Night Shakin' (Little M, BMI) (2:17)—Nobody Knows (Little M, BMI) (2:47). MOVIN 100-19

DR. HORSE

★★★ Salt Pork, West Virginia (Rytzoc, ASCAP) (2:54)—★★★ Jack, That Cat Was Clean (Fast, BMI) (3:29). FIRE 514

BILLY YATES

★★★ Blues Like Midnight (Lois-Hara, BMI) (2:12)—★★★ Fool Around With Love (Cedarwood, BMI) (2:25). BETH-LEHEM 3039

JAZZ

THE THORNEL SCHWARTZ QUARTET
★★★ Soul Cookin' (Arc, BMI) (2:30)—★★★ Theme From Mutiny on the Bounty (Miller, ASCAP) (3:20). ARGO 5425

KING PLEASURE

★★★ This Is Always (Bregman, Vocco & Conn, ASCAP) (3:05)—★★★ Mean to Me (Fred Ahlert-Cromwell, ASCAP) (2:42). UNITED ARTISTS 527

LIMITED SALES POTENTIAL

PATTY MCCOY

Stranger (Cord-Popcorn-Roxanna, BMI) (2:19)—Good Bye (Cord-Popcorn-Roxanna, BMI) (2:14). COUNSEL 116

FRANKIE GREER QUARTET

Spooky (Elliot, ASCP) (2:28)—Cool Days (Elliot, ASCAP) (2:02). MUTUAL 1003 A-B

JIM THOMPSON

Oxford March (Poinsettia, BMI) (1:50)—Ballad of Ole Miss (Poinsettia, BMI) (2:00). ALLEY 1006

LENNY DAVIS

My Only Girl (One Night) (Spangle, BMI) (2:07)—The Beginning (And Not the End) (Spangle, BMI) (1:57). PRISM 1003-4

KAREN CHANDLER

G. I. Johnny Don't Go Home (Budd, ASCAP) (2:46)—Sentimental Banjo (Budd, ASCAP) (2:31). MOHAWK 131

BOB BROWN

We Have Never Had It So Good (Luster, BMI) (2:07)—Space Flight (Luster, BMI) (2:51). LUSTER 101

CHRISTMAS

CARA STEWART

Santa Claus Will Be Here (Jeffer, BMI) —The Day Jesus Was Born (Jeffer, BMI) SKY-HI 1307



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MARK VALENTINO

THE PUSH and KICK

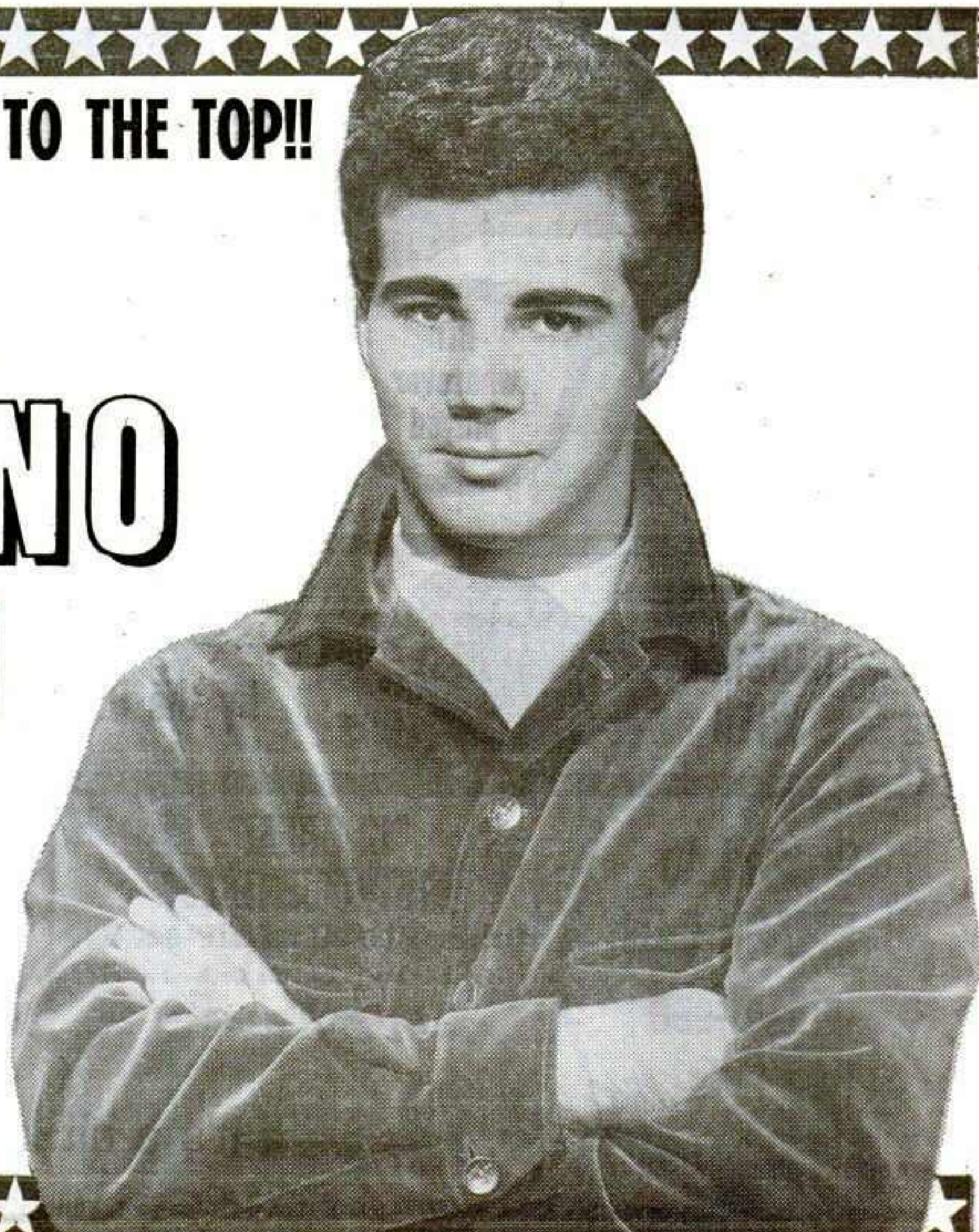
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MUSIC AS WRITTEN

New York

The "Alley Cat" LP on Atco, which is by Bent Fabric, has been recorded in stereo. Fabric originally only recorded the set mono, but demand from U. S. distributors sent him back to the studio to re-record the album in stereo as well. . . . Chad Mitchell's real name is William Chadbourne Mitchell. . . . Riverside Records has signed jazz drummer and Jazz Messenger-leader Art Blakey to an exclusive contract. Johnny Tillotson is preparing his first night club act. The lad will make his boite debut in Boston in December. . . . Maurice Jarre is scoring the flick "Lawrence of Arabia."

Bobby Rydell crowned Miss Teen-Age America in Dallas, Tex., October 26 and flew on to the Coast for film chores following. . . . Comic Lenny Kent ready to cut an album for Colpix. . . . Vicki and Ed Mitchell have been blessed with a girl, Deborah Lynn. . . . Bourne Music's West Coast chief Murray Wolfe was in town for conferences at the firm's headquarters. The Brothers Four singles, "Land of the Midnight Sun," is a smash—where else but in Alaska. . . . Hap music topper Howard Plummer visiting South Africa and Europe. . . . Les Baxter has recorded Dave Amram's theme from the flick "The Manchurian Candidate." . . . Paul Hindemith will conduct the first American performance of his one-act opera "The Long Christmas Dinner" at the Juilliard School in March. . . . Starfire has signed the Charlie Vee Trio. . . . Tibor D. Prince is the new president of Universal Records, Toronto. . . . Big D Records has signed Mitchell (Caribbean) Torok. . . . "The Ballad of Billy Budd," a tune by Joseph Hooven and Jerry Winn and published by Miller Music, was inspired by the Allied Artists film which is an adaptation of the Herman Melville classic. . . . Ritchie Adams has one year of a two-year Army hitch left to serve. He made Pfc. and is stationed in Germany. JACK MAHER

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Chicago

Visiting the Vee Jay group last week, Bob Crewe told the story of how he got the title for "Big Girls Don't Cry." Seems he was watching an old Joan Crawford-John Wayne movie one evening. Wayne's line: "I'm gonna leave you." Crawford: Good-by!" Wayne: "Is that all you have to say?" Crawford: (you guessed it—the title of the song). So says Crewe (and he did write it) . . . E. G. Abner left for New York to check on the firm's international distribution. . . . Ditto a Gotham trip for Calvin Carter, Vee Jay's a.&r. ace, to cut a folk album with Jerry Butler. . . . Butler also played hookey from his vocal coach, Phil Moore, for one night, to come here and cut a single. Moore is the man behind such stars as Lena Horne, Dorothy Dandridge and Diahann Carroll. . . . Ned Ribback is the new promotion man at M-S here. He's from Drake University. . . . M-S' Milt Salstone and Vic Faraci will host a cocktail party for Frank Sinatra, due here for a stint at the Villa Venice in November. . . . Check the vocal on the new novelty "monster" treatment of Franklyn McCormack's "Why Do Love You." The artist (dare we call him that) is none other than Liberty's promotional hot shot, Harvey Goldstein. The disk comes out for a Halloween push on the International label. . . . Lowe's opened its fourth record store here. It's on North Michigan and managed by Betty Andrews, formerly with Polk Brothers. Lowe's owner, Bert Inden, was the city's first discouter some years ago. He'll open another outlet on West 95th Street shortly. NICK BIRO

Hollywood

United Recording here has completed revamping its recently purchased studio facilities in San Francisco, Coast Recorders, and is placing its Northern California studios into fulltime operation. Richard Mays serves as general manager of the San Francisco custom recording service.

Unity's Bob Bogle uses excerpts from 17 hit disks in his novelty single, "Project Venus." Disk was cut by Bob Leonard and the Explorers. . . . Personal manager Nicholas Avenetti has launched his own label, Venetti Records, and concluded a national distribution deal with Cosnat. First release is "Fifi, the Christmas Fawn," as recorded by the Starettes. LEE ZHITO

Cincinnati

Bob Weems, formerly with GAC here and in New York, has settled in his hometown of nearby Hamilton, Ohio, and is probing the territory for a new post. He reports having two irons in the fire—one with a local diskery and another with a Cincy radio-TV works. . . . Alan Mink, regional promotion man with Smash out of Chicago, in town briefly Tuesday (23) to huddle with Sam Klayman, of Supreme Distributing, on Smash's recently inaugurated plan of plugging the label's albums through use of spot announcements on local radio stations and a tie-in with local dealers. The spot tie-in plan, inaugurated nationally several weeks ago, has proved a huge success, Mink says. In one Klayman promotion, using the facilities of WING, Dayton, Ohio, and Rike's department store there, the plan moved some 600 copies of Dickey Lee's "Patches" album, Mink claims. Klayman worked similar deals with WCPO and WSAI here in a tie-in with local Song Shop downtown. In the WSAI tie, Smash used 32 spots in three days, plugging Bill Justice's "Green Onions." Smash picks up the tab on all spot costs. From Cincy, Mink moved to Louisville, Nashville and Memphis to further the spots idea.

Bob Giglio, promotion man for Mercury locally, squired accordionist Dick Contino on the local rounds of deejays and disk emporiums the past week, during the latter's engagement at the new suburban nitery, Club Diplomat. In a guest shot on the Ruth Lyons "50-50 Club" on WLW-T and the four-city Crosley radio-TV network, Contino introduced his new "Battle Hymn of the Republic and Dixie Medley," slated for early waxing on the Mercury label. . . . Austin T. Brown, currently in the States from Anchorage, Alaska, to line up distributors for his Four B Records label and hustle his firm's initial release, "I'll Come Running" b.w. "Why Did You Leave Me," by Gail Anderson, was a Cincy visitor last week. Brown, a newcomer to the music business, wrote both sides of the new release. He returns to Anchorage in mid-November. BILL SACHS

Pittsburgh

Geula Gill and the Oranim, Columbia record artists, have been signed to appear with Jackie Mason in his Syria Mosque appearance on November 6. . . . Savannah Churchill is the current attraction at Tim Tormey's Club Zanzibar on Liberty Avenue. . . . Cee Cee Joy, Pittsburgh songstress, now attending New York University, waxed her first two sides for the Warner Bros. label last week. They will probably be released in January. Stan Applebaum's orchestra backed Miss Joy, a former Columbia recording artist.

Charlene Mortimer, of the Nick Lomakin music stores staff, was married recently to Joe Buechel. Mrs. Buechel, who has been with Lomakin since 1958, will continue her job. . . . Al Alberts, former lead singer with the Four Aces, postcards he is now touring Europe, headlining an auto show. . . . Vaughn Monroe has been set for a November date at the Caravan night club in New Castle, to be followed by the Ink Spots, the Four Coins and Johnny Puleo. LEONARD MENDLOWITZ

Oklahoma City

Services for veteran Oklahoma City businessman Grover C. (Cleve) Chesnut, 76, were held last week. Chesnut, who retired six years ago after 45 years of active participation with Chesnut's Music Company, was born in Verdonia, Kan. In 1911 he started a business in Stillwater, Okla., and in 1922 he went to Oklahoma City. He is survived by his widow, Pearl A., and two daughters, Mrs. M. B. Baker and Mrs. George Steinmeyer. ANNE L. CHANCELLOR

Victor Men Shift Jobs in Widening Of Radio-TV Dept.

NEW YORK—RCA Victor has expanded its radio and TV relations department under Benn Rosner. Stan Pat, who formerly covered the Chicago-Milwaukee territory, has been named manager of West Coast radio and TV relations and artist promotion. Pat will cover the West Coast for the label.

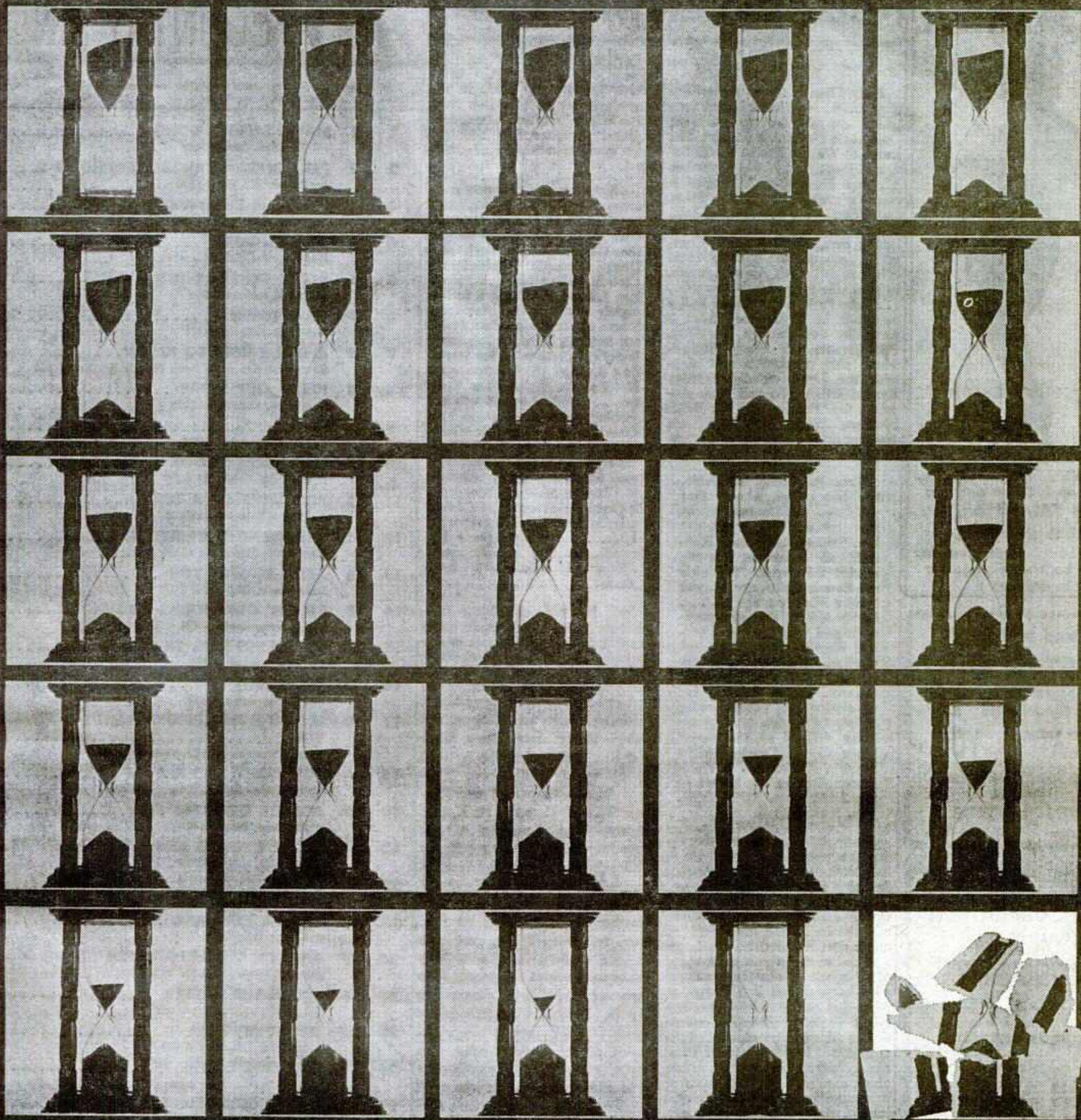
Augie Blume, formerly handling Victor artists in Baltimore-Washington, will take over Pat's slot in the Midwest. Joe Del Medico, formerly with Schwartz Bros. distributors in Washington, is taking over the Washington-Baltimore area for Victor. Victor's three artist relations men, Gordon Bossin in Buffalo, John Rossica in New York, and Perry Stevens in Cleveland, all now have expanded territories.

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many. She will be recorded as soloist with the Oederland ork.

Connie Francis is tops all over Germany. Her German record "Paradiso" was at the top of the German hit parades for weeks. Now MGM has issued her newest German record "Wenn Du Gehst" by **Werner Scharfenberger** and **Fini Busch** b-w. "Gondola d'Amore" by **Charlie Niessen** and **Jo Relin**. Connie's Italian record of "Serenade in the Night" gets good airing too.

Electrola issued the sound track of Austrian movie "Julia" starring **Lili Palmer** and **Charles Boyer**. The music is written by Munich composer **Rolf Wilhelm**, is played by jazz pianist **Horst Jankowski** and the **Erwin Lehn** big band. . . . The Roulette label offers the sound track of U. S. pic "Two Tickets to Paris" featuring **Joey Dee**, **Gary Crosby**, **Jeri Lynne Fraser**, **Kay Medford**, and the **Henry Glover** ork. . . . Music from the sound track "All Night Long" is issued by Fontana. This British jazz movie features among others, **Dave Brubeck**, **Tubby Hayes**, **Johnny Dankworth** and **Charlie Mingus**. . . . Paul Anka's theme from "The Longest Day" is available on records by Philips (Mitch Miller), Barclay (sound track), and Carina (Colonel Nicholson's band).

HOLLAND

Freres Tour Gets Hefty Acclaim

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

The highly successful September-October tour of **Les Freres Jacques** in Holland receives good notices in the newspapers, and the LP, which was released in connection

with this tour, met with similar enthusiasm from press and public.

Trade Talk

The **MGM** label switched from **Bovema** to **Siemens** October 1. . . . One of the finest chamber music ensembles in the world, **The Fine Arts Quartet**, will appear in Holland again at the end of October. Concerts will be given in The Hague, Rotterdam and Tiel. **Bovema's** Imperial label distributes their recordings in Holland.

Commemorating 75th anniversary of Concertgebouw inauguration in spring of 1888, Philips released a special album of **Mahler's** First Symphony. The symphony will be performed at the Festival tour of the Concertgebouw Orchestra through Holland this winter-season, conducted by **Bernard Haitink**. When the symphony was performed at the Festival Concert in Amsterdam, conductor **M. Haitink** presented the first copy of the LP to **Her Majesty Queen Juliana** of The Netherlands.

The well-known **St. Laurents** Tower of Rotterdam, heavily bombed and damaged during the air attack of May 1940, has a new carillon which is the pride of the bell-casters and the population. **Mr. Leen T Hart**, famous carillon player and outstanding instructor, plays a recital of Christmas melodies on the carillon on a new Philips EP: "Carillon Christmas Sounds."

The month November will be quite sensational for Dutch teenagers. **Fats Domino** (3) and the **Everly Brothers** (25) appear in the Hague and Amsterdam.

A well-attended reception at the Gooiland Hotel in Hilversum ended the Europhone Songwriters Contest 1962 Friday (5). Awards were given to the best Dutch songs out of 800 competitors. One of the prizewinning and recorded songs was **Louis Noiret's** "Ben Je Geen Beauty" sang by **Rita Corita** on **Bovema's** Imperial label. The vocalist personally handed Noiret his prize.

Leroy Anderson visited **Siemens** L. C. and **A. J. G. Strengtholt**, president of the **Basart** publishing houses, for talks. . . . **Conelly-Basart** acquired from **Ivy Music, Ltd.**, the Dutch rights of the **Tornado's** recording "Telstar." . . . The Dutch rights of the **Cliff Richard** recording of "Lessons in Love" are with **Leeds Muziek Holland** L. C. . . . The song "Heisser Sand" reached a sale of 100,000 singles in the Dutch version with words by **Johnny Hoes** and sung by **Anneke Gronloh**. **Benelux Music**, having the rights, expects more results on the Dutch market with six local versions.

ISRAEL

Barry Sisters Add Israeli Numbers

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

The **Barry Sisters** added Israeli songs to their original repertoire when they opened a month's concert tour of Israel October 15 in Jerusalem. They released with a local orchestra under the American conductor **Joel Herron** (with drummer **Melvin Dvorkin** as soloist).

Another sensation, in still a bigger way, is the comeback of pianist-singer **Hazel Scott**. Having visited Israel 10 years ago, she came back this time to play the Tel Aviv night club. She is accompanied by her husband, **Ezio Bedin**, who gave up an appearance with **Edith Piaf** in Paris' Olympia to accompany Hazel to the Holy Land. . . . An additional innovation on the Israeli night-clubbing circuit are the five Italian singer-comedians known as **Los Cinco Brutos**, appearing at the Tel Aviv Chaliph and in concerts elsewhere.

NOVEMBER 3, 1962

BILLBOARD MUSIC WEEK 31

JAPAN

Columbia Markets Film Sound Tracks

By **J. FUKUNISHI**
108 Kakinokizaka, Meguroku, Tokyo

S. Hausen and **E. F. Ehlich** of **Deutsche Grammophon** arrived October 14 for market survey and confab with **Nippon Grammophon** executives. They are expected to stay until early November. **Nippon Columbia** is marketing 12-inch stereo LP sound tracks of **MGM's** "How the West Was Won," "**Billie Rose** Jumbo," "The Mutiny on the Bounty," **UA's** "Phaedra" and **UA's** "Jessica," which are to be released during the Christmas and New Year's season.

Nissei Theater (1,350 seats), now under construction at the cost of \$5.5 million, will be completed in October, 1963. For its opening, negotiations are now under way with **Bonn Government** to invite the whole **Berlin State Opera** Company of about 200 members. Some 16 performances are scheduled to be offered between October 20 and November 15.

NORWAY

Proton Changing Back to Siemens

By **ESPEN ERIKSEN**
Verdens Gang, Oslo

A/S Proton, the firm whose record department handles among

others **Deutsche Grammophon**, **Gesellschaft**, **Polydor**, **Heliodor**, **Decca**, **London**, **Brunswick**, **United Artists** and **Coral**, will change its name this month and thereby return to the name held during the war.

The new (and the old) name will be **Siemens Norsk A/S**, so that the firm again will have the same name as its parent firm in Germany.

Dot Will Stay

It has been rumored since Easter that **Egil Monn Iversen A/S** was to lose its contract with **Dot** January 1, with the label moving to **A/S Proton**. These rumors have been denied, mainly, it seems, because **Egil Monn Iversen** has been able to fulfill the minimum sales required by **Dot**. It is believed that the sudden success of the **Pat Boone** record "Speedy Gonzales" helped **Egil Monn Iversen** and the other **Scandinavian Dot** dealers achieve this.

"Speedy Gonzales" reached the No. 1 spot on the **Norwegian VG** chart in August and September. Earlier this year **Boone** topped the **Norwegian** hit parade with his rendition of "Johnny Will." He and **Elvis Presley** are the only artists who have twice reached the top of **Norway's** Top 10 during 1962.

A Swedish publisher **Sven Anderson** of, among others, **Sweden Music A/S** and **Bens Music A/S** and the representative of **Ivan Mogull Music**, recently visited **Oslo** to talk business with the diskeries. He came to see **Egil Monn Iversen A/S** as well as **Iversen & Frogg**, **Norsk Phonogram** (Philips) and the publisher firm **Musikk-Huset A/S**.

On October 21, **American Columbia** was presented on its own label in **Norway**, but this time the label is **CBS**. After the deal between **Philips** and **Columbia Records** 10 years ago, **Columbia Records** have been presented on the **Philips** label in **Norway**, because the **British Columbia** was represented by **Iversen & Frogg**.

POSITION DESIRED: _____

NAME: Helen Shapiro

ADDRESS: Epic Records

AGE: 16

PREVIOUS EXPERIENCE: 3 consecutive best sellers in England

PERSONAL REFERENCES: Ed Sullivan and the millions of T.V. viewers who saw her on his show last night.

QUALIFICATIONS FOR POSITION DESIRED: A great new single



"KEEP AWAY FROM OTHER GIRLS"

c/w "Little Miss Lonely" 5-9549



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Deejays Revolt at Idea Robots Can Replace Them

NEW YORK—The report in last week's *BMW* about a new music programming system, in which the opinions of deejays concerning hot records play second fiddle to computer-derived charts, drew some sharp responses.

What irked several readers particularly was the statement by Irving Schwartz, head of the firm seeking station subscribers for its "Centronic" system, that deejays and programmers would finally learn to like a semi-automated method of selecting records.

"It is generally accepted thinking that an air man holds rein on his own show," wrote Dale Kemery of *WOLF*, Syracuse. As Kemery saw it, a deejay "should be free to compose his music to fit with the composition of his show. This task is expected of a personality though, admittedly, not of an automation. A good program director can do the job just as effectively as any remote-control programming theory and much more cheaply."

In the Hartford area, where the Centronic system has had a pilot test on *WPOP*, Mack Clark of Eastern Record Distributors took

Schwartz and *WPOP* to task on the fact that he was missing the audience target.

"Isn't it strange that a Top 40 station should increase largest 'in the evening hours'?" Clark asked. "What has happened to his computing and programming during the hours when the teen-age group is listening in the early afternoon and late afternoon hours?"

"Fact is that the station has had an increase in the evening hours, but it is due to a deejay who resorts to the same verbal antics that drew attention to Barry Gray when he did the all-night stint on *WOR*, New York, many years ago."

ALL YOURS, BOYS

Boston Station Makes an Offer

BOSTON—It's not often a long-hair music station will offer a pair of rock and roll deejays a free segment of time in which to play whatever records they want—but this is just what *WCRB*, an indie AM-FM outlet here, has done.

The deejays are two college students from the East Bronx, New York, who ran afoul of the FCC recently when they began to operate an unlicensed radio station, using the call letters "WCBR" and a 1620 frequency. The pair had been broadcasting a Sunday night show devoted to what they called "the old sound of rock and roll, and rhythm and blues... a serious show with no fooling around."

Ted Jones, *WCRB* president, noted the similarity of the call letters and read reports of the youths' troubles. Touched by their plight (and knowing a good press stunt when he saw one), he offered to fly the pair to Boston, at his expense, and to give them a half hour of *WCRB*'s time to program as they liked. At last report, the offer was being seriously considered.

Dick Clark Show Picks Up Speed

NEW YORK—The syndicated-radio "Dick Clark Show" is gathering sales momentum, with deals closed with several major-market stations, according to Mars Broadcasting, syndication rep for Clark's taped package.

Among stations which have signed for the two-hours-daily package are *WWDC*, Washington; *WHK*, Cleveland; *WCPO*, Cincinnati; *WABB*, Mobile, Ala., and *WOLF*, Syracuse—the last-named being a station where Clark, then a fledgling deejay, worked in 1951. Deals are also reported in various advanced stages with outlets in Birmingham and Richmond, Va., as well as with a leading station group.

Clark, meanwhile, has been on a busy schedule of visits to major cities to record interviews with recording artists which Clark will use in forthcoming shows. In New York recently, he interviewed Chubby Checker, Linda Scott, Connie Francis and Tony Bennett, among others. Hopping to Los Angeles, Clark chatted with Frankie Avalon, George Chakaris, Sammy Davis Jr., Johnny Crawford, Troy Donahue, Ricky Nelson, and Connie Stevens. Clark has also taped star interviews in Philadelphia and Syracuse.

PROGRAMMING PANEL

THE QUESTION:

What new record programming feature have you and/or your station introduced recently?

THE ANSWERS:

JOHNNIE ELWOOD WIBM, Jackson, Mich.



While our station is primarily a "Great 48" (top tunes) operation, I have for over 745 consecutive weeks built a loyal following of "middle-agers" with my "Crosby Cavalcade." This year, using Decca's 15-album set, "Bing's Hollywood," I have

each week reviewed in detail a Crosby movie of the past and played its songs; often working in "memory" contests with album and theater pass prizes.

WILL LUCAS

KALL, Salt Lake City



To promote our theme "Great Music You Know on KALL Radio," signs (with space open to display a new album) were placed in all the big music stores. Each week a new album is featured on the signs and is played on KALL as "The Great Artist of the Week." This gives new and great LP's a spotlight on KALL. The stores and distributors love us for it!

HARRY MARTIN & SPECS HOWARD KYW, Cleveland



A "record story" feature is integrated into our morning show, consisting of a tongue-in-cheek dramatic vignette directly tying in with a disk title. (See "Vox Jox" for details.) Sounds corny, but it attracts much attention from the listeners (who now get into the act by submitting story outlines.) Each record story receives a full production treatment.

IRV LICHTENSTEIN WWDC, Washington



Last February I wrote Premier Khrushchev suggesting a continuous cultural exchange of the Moscow "Top 10" for *WWDC*'s "Top 10," reflecting Washington popularity. In September we received a tape of 10 Russian tunes, and, as a one day feature, interspersed one-minute of each tune during our normal programming. Our switchboard lit up like a Christmas tree. Not one call of protest. Art Brown then played one of the Soviet "Top 10" in full for 10 days. (See *Vox Jox* for more details.)

VOX JOX

By JUNE BUNDY

THIS 'N' THAT: Bob Statton, CKLW, Windsor, Ontario, Canada, saluted Eddy Arnold for two hours last Tuesday (16) when the RCA Victor star guested on his program. . . . Space didn't permit a detailed explanation of the "Record Story" feature described by Harry Martin and Specs Howard, KYW, Cleveland, in this week's "Programming Panel." However, the boys said the following was typical: "Barry Hill was a man who did more than talk about the weather—he defied it. Barry stood in the path of a tornado, defying it, and was never seen again—for that whipping wind just—(Record in) Blew Barry Hill (Blueberry Hill)."

GAB BAG: Hal Smith, program director of *WMPS*, objects to a recent "Vox Jox" paragraph which said Jack Sanders was runner-up in a deejay race in Louisville, Ky. He writes "That is not so. Hal Smith, of *WAKY* (his former station), was, and I have the trophy as proof. Jack Sanders was third." . . . In line with this, Fran Williamson, *WAVI*, Dayton, O., writes: "Well, anything for publicity when it comes to pacifying the Boss! Each year at the horse show they hold a deejay donkey race. Yep, not horses—DONKEYS—the stubborn, unpredictable kind. I was one of the unfortunate this year. The race was held at the Montgomery County fairgrounds. *WAVI* came in fourth and fifth with *WONE* holding down the first and second place. It was real fun in spite of the heat, dirt and very bony donkeys!"

JACK DU LONG, music director of *KBMY*, Billings, Mont., writes to let us know that *KBMY* held its annual movie marathon last month on its 16th birthday. "As usual," notes Du Long, "We took over a downtown theater for a day. Four feature films were shown around the clock and listeners were invited to enjoy a birthday gift from *KBMY*. We broadcast from the theater during the entire marathon. The theater was packed, of course, and again it was one of our most popular promotions."

Bill Snidow, who hosts a 2-3 p.m. Saturday show on *WHIS-TV*, Bluefield, W. Va., needs promotional material for the show—"album cut-outs and blow-ups of artists directed to teenagers" and similar matter. Snidow adds: "Also if the labels have film clips of the artist, I can use these and welcome all artists making personal appearances in West Virginia as guests."

CHANGE OF THEME: Roger A. Ready has joined *WFAA*, Dallas. . . . Al Leibert is the new morning man at *WINZ*, Miami, in the 6 to 10 a.m. time slot. He formerly was with *WKAT*, Miami. . . . Jack Par has moved from *KEZ*, Portland, Ore., to *KGON*, Portland, Ore., in the 6 to 9 a.m. and 11 a.m. to 1 p.m. time periods. Par notes "Station is featuring the newest sound in the Portland area, with a swinging but not frantic format. Voices are mellow, masculine sounds." . . . Phil Hale is now spinning 'em at *WHAY*, New Britain, Conn., from 6:30 to 9 a.m. across the board.

Alan Grant's "Concept in Jazz" show on *WWRL* will now be heard Monday through Friday from midnight to 3 a.m. . . . Hub Warner is new program director at *KBOI* Radio, Boise, Idaho. . . . Jerry Dee, formerly with *WGN*, Knoxville, Tenn., has taken over the programming post at *WBSR*, Pensacola, Fla. He writes: "I have incorporated a 'Pick Hit of the Day' plus a 'Pick Album of the Week,' and I am also playing four other albums. We are going to start the 'Battle of the Sounds' at night." Dee needs material for the new features.

George Michael is the new music co-ordinator and 6-10 p.m. evening man at *WRIT*, Milwaukee. . . . Ned Fischer and Bobb Moser, both members of the staff of Franklin and Marshall College station *WWFM*, Lancaster, Pa., have joined commercial outlets in the area. Fischer has taken over the 8 p.m.-1 a.m. time period at *WLAN*, Lancaster, Pa., on Saturdays, and Moser has joined *WCOY*, Columbia, Pa., in the 10 a.m.-1 p.m. and 4-7 p.m. air segs. Also new at *WCOY* is early-morning man Gordon Phillip Mohl, ex-*WGCB*, Red Lion, Pa.

Research Needed For Programming, NAB Veep Says

WASHINGTON—Is radio barking up the wrong programming tree in overlooking the housewife's taste in daytime programming—musical or otherwise? Melvin A. Goldberg, NAB vice-president, director of research, told delegates to an NAB fall conference in Chicago that this is just one of the areas in which broadcasters need to do more research on the actual effects of their programming.

In a talk on "Research: Your Insurance Policy for the Future," Goldberg said the find-out-what-they-really-think kind of research project launched by NAB President LeRoy Collins is equivalent to an "annuity" that pays off in future benefits.

The project invites inspection of every aspect of programming, even the most taken for granted, like the urging of voters to the polls. Goldberg says broadcasters should ask themselves if the time put in on these announcements routs out the bright voters or the "unknowledgeable?"

DJ'S GET CALL TO FLY RIGHT

NEW YORK—Want to hop a ride into the wild blue yonder aboard a genuine World War II vintage B-17?

Though the timing may make some younger, draft-liable deejays a mite nervous, the offer is genuine, and is being made to platter spinners by Colpix Records.

The promotion is designed to call attention to Columbia Pictures' "The War Lover," and a Colpix LP "inspired" by the film.

Flight schedule for the B-17 began October 21, and will continue through November 14. Currently, the Flying Fortress is hopping between such cities as Washington, Philadelphia, New York and Boston, and then will head to the Midwest and Pacific Coast.

Teen Publication Picking Up Readers

PITTSBURGH—Pete Tambellini, of the *KDKA-TV* staff, is also the publisher of a thriving teen newspaper called *The Teen Beat*, which he claims has 50,000 readers in Western Pennsylvania, Ohio, Maryland and West Virginia.

The six-page tabloid is also in the library of approximately 200 schools, and its music lists are being used in programming by a number of radio stations in the entire Tri-State area, according to Tambellini. *Teen Beat* has doubled in size since its first edition last March. Some of its outlets include the National Record Marts, Fashion Hosiery Shops, record hops, record shops and radio stations.

Its entire first page is full of pictures of teens at record hops with platter personalities.

Male Radio Audiences Strong on Weekends

NEW YORK—If you want to reach a male audience over radio, or slant your programming to masculine ears, your chances are as good on Saturday and Sunday as they're likely to be during the prime week day "traffic hours" of early morning and late afternoon.

This interesting conclusion has been reached in a new study of nine major metropolitan centers conducted by CBS radio spot sales, the network's station rep subsidiary. Details of the study are being sent to agencies and advertisers.

Since time costs on weekends are generally lower than during week day "drive time," it's possible for a sponsor to obtain "even more men per advertising dollar by expanding your schedules to include the weekend time periods," said Maurie Webster, CBS vice-president.

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

BEST TRACKS FROM THE NEW 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**
- REX ALLEN SINGS AND TELL TALES**—(Mercury SR 60752, MG 20752) "Barefoot Country Boy" (Boxer, BMI) (2:43)
 - ONLY LOVE CAN BREAK A HEART**—Gene Pitney (Musicor MS 3003) "Cry Your Eyes Out (January, BMI) (2:03)
 - IN LOVE**—Dinah Washington (Roulette R 25180) "Fly Me to the Moon" (Almanac, ASCAP) (2:27)
 - NO ONE WILL EVER KNOW**—Jimmie Rodgers (Dot DLP 3453, DLP 2543) "Lemon Tree" (3:00)
 - THE MAGIC WORLD OF GORDON JENKINS**—(Columbia CL 1882, CS 8682) "Homesick—That's All" (2:17)
- JAZZ**
- AHMAD JAMAL AT THE BLACK-HAWK**—(Argo LP 703) "The Best Thing for You" (Berlin, ASCAP) (4:37)
 - ON TIME**—Les McCann (Pacific Jazz PJ 56) "On Time"
- COUNTRY & WESTERN**
- "LITTLE" JIMMY DICKENS SINGS OUT BEHIND THE BARN**—(Columbia CL1887, CS 8687) "It's Me That Hurts the Most (Cedarwood, BMI) (2:34)
- CHRISTMAS**
- SNOWBOUND**—Ferrante & Teicher (United Artists UAL 3233, UAS 6233) "Moonlight in Vermont" (Mills, ASCAP) (3:00)

MIDDLE-ROAD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular middle-road records of the week. Rank order here is based on relative standing in the Hot 100.

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	ONLY LOVE CAN BREAK A HEART, Gene Pitney, Musicor 1022	8
2	2	ALL ALONE AM I, Brenda Lee, Decca 31424	6
3	4	GINA, Johnny Mathis, Columbia 42582	7
4	6	CLOSE TO CATHY, Mike Clifford, United Artists 489	8
5	3	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	14
6	9	WHAT KIND OF FOOL AM I, Sammy Davis Jr., Reprise 20048	10
7	5	I REMEMBER YOU, Frank Ifield, Vee Jay 457	9
8	8	NOTHING CAN CHANGE THIS LOVE, Sam Cooke, RCA Victor 8088	6
9	10	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	13
10	12	DESAFINADO, Stan Getz and Charlie Byrd, Verve 10260	6
11	13	LOVE ME TENDER, Richard Chamberlain, MGM 13097	5
12	7	ALLEY CAT, Bent Fabric, Atco 6226	15
13	16	I WAS SUCH A FOOL, Connie Francis, MGM 13096	5
14	11	LITTLE BLACK BOOK, Jimmy Dean, Columbia 42529	8
15	15	DON'T YOU BELIEVE IT, Andy Williams, Columbia 42523	8
16	20	MAMA SANG A SONG, Stan Kenton, Capitol 4847	4
17	14	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532	11
18	—	I CAN'T HELP IT, Johnny Tillotson, Cadence 1432	2
19	19	TEN LONELY GUYS, Pat Boone, Dot 16391	7
20	—	MAMA SANG A SONG, Walter Brennan, Liberty 55508	3

YESTERYEAR'S HITS

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

- POP—5 Years Ago November 4, 1957**
- Jailhouse Rock, E. Presley, RCA Victor
 - Wake Up Little Susie, Everly Brothers, Cadence
 - You Send Me, S. Cooke, Keen
 - Silhouettes, The Rays, Cameo
 - Be-Bop Baby, R. Nelson, Imperial
 - Chances Are, J. Mathis, Columbia
 - Honeycomb, J. Rodgers, Roulette
 - Tammy, D. Reynolds, Coral
 - Little Bitty Pretty One, Thurston Harris, Aladdin
 - Diana, P. Anka, ABC-Paramount
- POP—10 Years Ago November 1, 1952**
- I Went to Your Wedding, P. Page, Mercury
 - You Belong to Me, J. Stafford, Columbia
 - If's In the Book, Parts I & II, J. Standley, Capitol
 - Glow Worm, Mills Brothers, Decca
 - Jambalaya, J. Stafford, Columbia
 - Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
 - Trying, Hilltoppers, Dot
 - Meet Mr. Callaghan, L. Paul, Capitol
 - Why Don't You Believe Me, J. James, MGM
 - Outside of Heaven, Eddie Fisher, RCA Victor

- RHYTHM & BLUES—5 Years Ago—November 4, 1957**
- Jailhouse Rock, E. Presley, RCA Victor
Wake Up Little Susie, Everly Brothers, Cadence
You Send Me, S. Cooke, Keen
Silhouettes, The Rays, Cameo
Be-Bop Baby, R. Nelson, Imperial
- Honeycomb, J. Rodgers, Roulette
Keep A' Knockin', Little Richard, Specialty
Little Bitty Pretty One, Thurston Harris, Aladdin
Happy, Happy Birthday, Baby, Tuna Weavers, Checker
Honest I Do, J. Reed, Vee Jay

MOVING? . . .

Get Form 3573 from your Postman or at local Postoffice (it's free) fill it in completely and mail to: Billboard Music Week, 2160 Patterson St., Cincinnati 14, Ohio.

Do It Now . . . Avoid Loss of Issues!

THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING NOVEMBER 3

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	4	HE'S A REBEL	By Gene Pitney—Published by January (BMI)	5
②	5	ONLY LOVE CAN BREAK A HEART	By H. David-B. Bacharach—Published by Arch (ASCAP)	6
③	3	DO YOU LOVE ME	By Berry Gordy Jr.—Published by Jobete (BMI)	7
④	1	MONSTER MASH	By B. Pickett-L. Capizzi—Published by Garpax (BMI)	7
⑤	6	ALL ALONE AM I	By Hadjidakis-Altman—Published by Duchess (BMI)	4
⑥	2	SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	10
⑦	20	BIG GIRLS DON'T CRY	By B. Crewe-B. Gaudio—Published by Bobob (ASCAP)	2
⑧	19	LIMBO ROCK	By W. Strange—Published by Four Star-Twist (BMI)	3
⑨	17	NEXT DOOR TO AN ANGEL	By H. Greenfield-N. Sedaka—Published by Aldon (BMI)	3
⑩	9	PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	9
⑪	12	GINA	By P. Vance-L. Carr—Published by Elm Drive (ASCAP)	3
⑫	7	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Sweco (BMI)	11
⑬	15	CLOSE TO CATHY	By B. Goodman-E. Shuman—Published by Arch (ASCAP)	3
⑭	21	RETURN TO SENDER	By O. Blackwell-W. Scott—Published by Elvis Presley (BMI)	2
⑮	11	POPEYE (The Hitchhiker)	By Dave Appell-Kal Mann—Published by Kalmann (ASCAP)	5
⑯	10	GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	9
⑰	—	THE CHA-CHA-CHA	By Mann-Appell—Published by Kalmann (ASCAP)	1
⑱	25	WHAT KIND OF FOOL AM I	By Newley-Bricusse—Published by Ludlow (BMI)	4
⑲	16	SURFIN' SAFARI	By Wilson-Love—Published by Guild (BMI)	7
⑳	26	JAMES (Hold the Ladder Steady)	By John D. Loudermilk—Published by Acuff-Rose (BMI)	2
㉑	23	TORTURE	By John D. Loudermilk—Published by Acuff-Rose (BMI)	4
㉒	22	NOTHING CAN CHANGE THIS LOVE	By Sam Cooke—Published by Kags (BMI)	2
㉓	8	I REMEMBER YOU	By Mercer-Schertinger—Published by Paramount (ASCAP)	7
㉔	27	I LEFT MY HEART IN SAN FRANCISCO	By D. Cross-G. Cory—Published by General (ASCAP)	5
㉕	13	LET'S DANCE	By Lee—Published by Rondell & Sherman-DeVorzon (BMI)	8
㉖	30	DESAFINADO	By Jobim—Published by Hollis (BMI)	2
㉗	28	WARMED OVER KISSES	By P. Udell-G. Geld—Published by Pogo (ASCAP)	2
㉘	—	LOVE ME TENDER	By Presley-Matson—Published by Elvis Presley (BMI)	1
㉙	18	ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	10
㉚	—	I'VE GOT A WOMAN	By Ray Charles—Published by Progressive (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- HE'S A REBEL**—Vikki Carr, Liberty 55493; Crystals, Phillies 106; Dee Dee Clark, Twin Hits 2031.
- ONLY LOVE CAN BREAK A HEART**—Gene Pitney, Musicor 1022; Chet Avery, Twin Hits 2030.
- DO YOU LOVE ME**—The Contours, Gordy 7005; Billy Wade, Twin Hits 2023.
- MONSTER MASH**—Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167.
- ALL ALONE AM I**—Brenda Lee, Decca 31424; Sandy Lynn, Twin Hits 2029.
- SHERRY**—The Four Seasons, Vee Jay 2570; Janie Ross, Twin Hits 2022.
- BIG GIRLS DON'T CRY**—Four Seasons, Vee Jay 465.
- LIMBO ROCK**—Chubby Checker, Parkway 849; Billy Wade, Twin Hits 2033.
- NEXT DOOR TO AN ANGEL**—Neil Sedaka, RCA Victor 8086; Kit Fleming, Twin Hits 2034.
- PATCHES**—Dickey Lee, Smash 1758; Tony De Cio, Twin Hits 2021.
- GINA**—Johnny Mathis, Columbia 42582.
- RAMBLIN' ROSE**—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021; Woody Herman, Philips 40064.
- CLOSE TO CATHY**—Mike Clifford, United Artists 489; Ed Gregory, Twin Hits 2032.
- RETURN TO SENDER**—Elvis Presley, RCA Victor 8100.
- POPEYE (The Hitchhiker)**—Chubby Checker, Parkway 849; Bill Wade, Twin Hits 2030.
- GREEN ONIONS**—Booker T. & the MG's, Stax 127; The Downbeats, Twin Hits 2024.
- THE CHA-CHA-CHA**—Bobby Rydell, Cameo 228.
- WHAT KIND OF FOOL AM I**—Ronnie Aldrich, London 9553; Shirley Bassey, United Artists 503; Cordials, Felsted 8653; Vic Damone, Capitol 4827; Billy Daniels, Jubilee 5437; Sammy Davis Jr., Reprise 20048; Billy Eckstine, Mercury 72022; Burt Farber, Felsted 8652; Robert Goulet, Columbia 42519; Woody Herman, Philips 40064; Mantovani, London 9552; Anthony Newley, London 9546; Keely Smith, Dot 16386.
- SURFIN' SAFARI**—Beach Boys, Capitol 4777.
- JAMES (Hold the Ladder Steady)**—Sue Thompson, Hickory 1183; Sandy Lynn, Twin Hits 2035.
- TORTURE**—Kris Jensen, Hickory 1173.
- NOTHING CAN CHANGE THIS LOVE**—Sam Cooke, RCA Victor 8088.
- I REMEMBER YOU**—Frank Ifield, Vee Jay 457; Ray Garnett, Twin Hits 2029.
- I LEFT MY HEART IN SAN FRANCISCO**—Tony Bennett, Columbia 42332; Frank Sinatra, Reprise 20107.
- LET'S DANCE**—Chris Montez, Monogram 505.
- DESAFINADO**—Stan Getz & Charles Byrd, Verve 10260; Si Zentner, Liberty 55499; Lloyd Mayer, United Artists 509; Pat Thomas, ABC-Paramount 10366; Julie London, Liberty 5512; Mavis Rivers, Reprise 20115; Ella Fitzgerald, Verve 10274; The Contrasts, Twin Hits 2033.
- WARMED OVER KISSES**—Brian Hyland, ABC-Paramount 10359; Kit Fleming, Twin Hits 2031.
- LOVE ME TENDER**—Richard Chamberlain, MGM 13097.
- ALLEY CAT**—Bent Fabric, Atco 6226; Contrasts, Twin Hits 2027.
- I'VE GOT A WOMAN**—Jimmie McGriff, Sue 770; Jimmy Smith, Blue Note 1767.

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'Extras' Mean Disk Sales, Says Chicago's 'Little Al'

By NICK BIRO

CHICAGO—The record dealer's future lies in diversification, according to "Little Al" Te-maner and he's planning a program that he hopes will ultimately account for some 40 per cent of the total sales volume in his 10 stores throughout the area.

Al is planning to add adult games, greeting cards and books as an adjunct to his record stock in each store. He's been experimenting with such a program for the past couple of years.

Seven of his 10 stores already carry books and cards and the two items account for some 15 per cent of his total volume. The adult games will be a new venture, but in Al's opinion, no less successful and a "natural" for his type operation.

Al sees the whole thing as a "calculated form of diversification." He feels the record buyer is essentially a "leisure buyer—not conscious of saving every nickel."

Al also feels he's staying within the same buying reference with all his products. Or in his own words—"records, books and games are all a leisure time device. If my customer's mind is tuned to leisure, why shouldn't we have the stuff to offer him."

Gift Guides

The games will be such items as Chess, Checkers and Monopoly—all suitable for gift-giving.

All four items — records, books, games and cards — will be in separate departments and each is to be merchandised and advertised separately. The main window-display theme however

will still be centered around record product.

A typical example of what's coming can already be seen in Al's main store on West Lawrence Avenue. The store is literally divided in half—records and accessories on one side, books and greeting cards on the other.

The books are housed in wall- (Continued on page 35)

Stereo Sound On TV Looms

SYRACUSE — Stereo sound on TV may be the next electronic marvel to hit the home entertainment field. Field tests recently conducted here by General Electric have proved the feasibility of dual-channel sound in television. Psychological tests conducted among viewers also indicated that separation and directional sound can give added depth to the visual impression.

(Continued on page 35)

Rack Jobbers' Operations Force Wholesaler to Wall

Continued from page 4

line of credit with these fellows. That's the way it would be done in any other business but records.

"In this way, the strong firms last and the under-capitalized ones disappear. Then we have a healthier business all around. Another very logical way of looking at it, is to realize the facts of life about the business today. With discounting procedures as we have them now, there is simply not enough profit level to support the various middlemen.

"Distributors are going to have to get wise and move into the rack and one-stop fields themselves. I know some of them are already. But more will have to.

One Big Center

"I think all of the various distributing functions are going to have to somehow combine in the same shop. Maybe the answer is to have a big central headquarters for record distribution, like the Merchandise Mart in Chicago, from which all distribution and servicing would originate."

Wilkins, who was with Columbia during the introduction of the LP, recalls that eventful period.

"Selling was no problem then, it was a matter of production and control. In 1945 we had completely revamped the company's interior accounting procedures. When the LP came along we had to do it all over again. In fact, it was then we first introduced an IBM 650 computer to the operations. Now Columbia is using a model 7070 computer, a really fantastic instrument. I feel that the firm has the most modern accounting system in the business, with this data processing set-up."

Returning to matters of more immediate concern, Wilkins said: "We have plenty of wheelers and dealers in this business, fellows who can sell hard and run with a record.

"What we could really use is a few more good, sound businessmen who realize that volume movement doesn't necessarily mean profits."

BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$61 and \$80

POSITION

Table with 5 columns: This Issue, 8/4/62 Issue, 5/5/62 Issue, BRAND, % OF TOTAL POINTS. Lists brands like Decca, Magnavox, Masterwork, etc.

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate that the above ranking applies for any period other than the previous month.

8/4/62 Issue: General Electric (6); Admiral (7).

5/5/62 Issue: Capitol (5); Arvin (8); Philharmonic (8); Zenith (8).

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.

- MONITOR—Expires October 31, 1962. PHILIPS—Extended through October 31, 1962. ROULETTE—Expires October 31, 1962. SMASH-FONTANA—Expires October 31, 1962. SONODOR—Expires October 31, 1962. LIBERTY-DOLTON—Extended through November 1, 1962. PRESTIGE—Expires November 15, 1962. CAPITOL-ANGEL—Expires November 30, 1962. KING—Expires November 30, 1962. REQUEST—Expires December 1, 1962. COLPIX—Expires December 6, 1962. CADENCE—Expires December 10, 1962. CAPITOL-ANGEL—Expires December 15, 1962. LIBERTY—Expires December 24, 1962. HORIZON—No expiration date.

SOLD FOR CHRISTMAS The Consumer-Proven Line



THE PERRY VI DP-642 FOUR-SPEED HI-FI AUTOMATIC PORTABLE. SEPARATE VOL. AND TONE CONTROLS. \$44.95

DECCA PHONOGRAPHS FOR 1963



THE PALM BEACH V DPS-15 DELUXE FOUR-SPEED MANUAL, TURNOVER CARTRIDGE, FRONT-MOUNTED SPEAKER. \$19.95



THE SEAFORD VI DP-592 DELUXE FOUR-SPEED MANUAL, CONTOURED FRONT-MOUNTED SPEAKER CABINET, OUTSIDE CONTROLS. \$24.95

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

GIVE TO DAMON RUNYON CANCER FUND

'Little' Al Says 'Extras' Mean Sales

Continued from page 34

racks and floor stands—just as they might be in any book specialty store or department. A complete selection is offered. Al believes the answer in books is very similar to that in records—stock complete catalog.

The average book buyer—just as the average record buyer—likes to browse around and see a variety of merchandise before he buys. "The more we have to offer, the more ideas he'll have to buy," Al notes.

"After-Thought" Item

Greeting cards are located at the front of the store near the check-out counter. "We consider this a big-volume-low-selling-price type item," says Al. "We don't really expect to draw too many people into the store with the cards, but they are a very good 'after-thought' item."

Another Little Al sales gimmick—"Take me home, try me, if you like me, buy me"—will also be used.

When customers check out, Al always tries to suggest some extra item that he feels the customer may have missed. His stock offer is to let the customer take the item home, try it and if he likes it, pay for it.

In effect, he opens a charge account for the customer. This not only results in plus sales but also furnishes an excellent mailing list of new names. And regarding percentage of loss—Al says it's minimal. "People with hobbies are generally an excellent credit risk," he feels.

All in all, Al doesn't feel the "extras" will ever be his main revenue, but he feels it'll be a strong plus to his current disk sales.

ALBUM COVER OF THE WEEK



BIG BAND BOSSA NOVA—Stan Getz with Gary McFarland Orchestra, Verve V-8494. Here's a timely display item wrapped in a tasteful cover that's sure to capture the customer's eye. The double-cover album is in pale yellow, with red and black printing. A modern painting by Oglia Albizu decks the front flap. The painting is primarily in bright shades of yellow with dabs of red and black.



ELLA FITZGERALD SINGS THE HAROLD ARLEN SONG BOOK, VOL. 1—Verve V-4057. A most attractive cover design depicting the songstress in action. The multi-colored painting by David Stone Martin is set on a white background. Dealers should pick this one up quickly as a prime display item for various display areas.

6 CHESS HITS

All moving up.. Watch them go!

'THE BOSSA NOVA BIRD'

by
The Dells
Argo #5428

"CAMP MEETIN'"

by
Sam Lazar
Argo #5427

'NEXT DOOR TO THE BLUES'

by
Etta James
Argo #5424

"LONELY BABY"

by
Ty Hunter
Checkmate #1015

'BLUEBERRY HILL'

by
Ramsey Lewis
Argo #5423

"PRETTY LITTLE WORDS"

by
Tawny Williams
Tuff #1836

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

4 FOR THE MONEY!

MR. ACKER BILK

LIMELIGHT / LONELY

6238

BEN E. KING

I'M STANDING BY

6237

BETTY CARTER

ONE NOTE SAMBA

BOSSA NOVA
6239

DIANE RENAY

LITTLE WHITE LIES

6240

ATCO RECORDS

1841 Broadway, New York 23

AND STILL CHAMP
STAR DUST BOSSA NOVA
ELLA FITZGERALD
on Verve
MILLS MUSIC INC., N. Y. C.

RELIABILITY—QUALITY
RECORD PRESSING
Originators of the Patented rim drive, thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

The
Finest Music
Outside The
Concert Hall
Pilot
CREATORS OF PROFITABLE
STEREOPHONIC MASTERPIECES
GIVE TO DAMON RUNYON CANCER FUND

PORTABLE GETS SLEEVE PUSH

CHICAGO—Mercury Records has adopted an obvious but seldom employed method of promotion for its low cost, portable phono line. In current pop album releases, one side of the inner protective paper sleeve for the disk is imprinted with illustrations of both phono models with detailed descriptive copy of each.

The sets, which are manufactured in Holland by the parent Philips firm, include one fully transistorized monaural model, which operates on flashlight batteries, and a portable stereo unit. Former model weighs but eight pounds, the latter 25 pounds. The promotion is seen by traders as an ideal "blades and razor" type of approach.

Album-by-Wire People Woo DJ's

HOLLYWOOD—Tele Record, the album-by-wire gift service, is staging a disk jockey promotion whereby its member dealers in 100 markets personally will deliver an album to the platter spinners.

The package will be George Chakiris' "George Gershwin Song Book" LP on the recently launched Horizon label. Idea of the promotion is to establish the identity of the participating dealers in each of the 100 markets with the local stations.

Tele Record hopes this will pay off in plugs of the disk-by-wire service and thereby aid in getting the gift operation rolling by Christmas. According to President Don Orsati, Tele Record will kick off December 1. Approximately 700 dealers have agreed to participate in the records-by-wire plan.

Stereo Sound

Continued from page 34

GE has petitioned the FCC to take steps to adopt standards for compatible stereo sound transmission for TV. The company also proposed its own system for stereo telecasts, developed by Robert B. Dome, of the TV receiver department. One feature of the system would be compatibility which would make possible two-channel telecasts without impairment of monaural sound service.

A GE spokesman said that the ability to see from which side of the orchestra sound is coming adds to the knack of hearing from which side it's coming. This makes for peak realism in sound, he noted.

9 Units in New Motorola Line

CHICAGO—Motorola, Inc., has introduced a highly styled new luxury line of stereo phonos incorporating decorator cabinetry by Drexel Furniture Company and Heritage Furniture Company. The new models, nine in all, were introduced last week at the Southern Furniture Market in Drexel, N. C.

Each unit is, in effect, a dual purpose piece of furniture that conceals its electronic innards when not in use. One example is a coffee table which doubles as a stereo phono, diffusing sound throughout the room. The series runs from a low price of \$749 to a high of \$1,200.

Motorola president, Edward R. Taylor, said: "This new line of luxury products is designed for a special segment of the market. More and more homemakers are insisting that TV and stereo be housed so beautifully that they can be used in the finest of decorator settings. These instruments are the answer to that demand both electronically and in their styling."

Captain Kangaroo's Treasure House
\$1.98

The above is just one of our DeLuxe Kiddie line.

GUARANTEED SALE

The 12" DeLuxe LP line includes:
1. Mighty Mouse; 2. Lariat Sam; 3. Deputy Dawg; 4. The Magic Land of Allakazam; 5. A Musical Visit to Captain Kangaroo's Treasure House; 6. Inside Kids with Sonny Fox; 7. Arnold Stang's Favorite Funny Stories; 8. Super Car; 9. The Best of the Brothers Grimm; 10. Dress Up and Dance; 11. Joke Along With Jimmy Nelson; 12. Sing a Song of Presidents.

PETER PAN RECORDS, 461-Y 8th Ave., N.Y.C. 1 (Division of Ambassador Records, Inc.)

Gentlemen: Please send me the following LP's at 25 for \$30 (Please indicate quantity of each):

1 ___ 2 ___ 3 ___ 4 ___ 5 ___ 6 ___
7 ___ 8 ___ 9 ___ 10 ___ 11 ___ 12 ___

I understand that these records are on guaranteed sale.

Enclosed is our check Bill us

Name _____

Firm Name _____

Address _____

City _____ State _____

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MUSIC WEEK**

BUYERS & SELLERS

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

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RECORD DISTRIBUTORS

**A Coming Hit!
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BILLBOARD
MUSIC WEEK
As a
SPOTLIGHT
"PARADISE"
THE
TEMPTATIONS
Gordy #7010**

Order Now From Your Regular
Gordy Distributor:

- A-1 Distributors, Oklahoma City, Okla.
- Allstate Distributors, Chicago, Ill.
- Apex-Martin, Newark, N. J.
- Arc Records, Detroit 27, Mich.
- Berto's Sales Co., Charlotte, N. C.
- Beta Dist., New York, N. Y.
- Big State Dist., Dallas, Tex.
- Casnat Dist., Cincinnati, Ohio
- Daily, H. W., Houston, Tex.
- Disc Dist., Boston, Mass.
- Delta Dist., Menands, Albany, N. Y.
- Big Town Distributors, Cleveland, Ohio
- Fenway Dist., Pittsburgh, Pa.
- Great West'n Dist., Salt Lake City, Utah
- Huffine Dist., Seattle, Wash.
- Independent Record Sales,
San Francisco, Calif.
- Jather Dist., Minneapolis, Minn.
- Johnny O'Brien, Milwaukee, Wis.
- Mainline Dist., Philadelphia, Pa.
- Best Dist., Buffalo, N. Y.
- Music Sales Co., Memphis, Tenn.
- M. B. Krupp, El Paso, Tex.
- Pan American Dist., Denver, Colo.
- Pelican Dist., New Orleans, La.
- Phoenix Dist., Phoenix, Ariz.
- Rec. Merchandisers, St. Louis, Mo.
- Schwartz Bros., Washington 18, D. C.
- Southland Dist., Atlanta, Ga.
- Southern Dist., Nashville, Tenn.
- Topps Dist., Miami, Fla.
- Trinity Dist., East Hartford, Conn.
- Polynesian Dist., Honolulu, Hawaii
- Fortaleza Dist., San Juan, P. R.
- Calif. Music Sales, Los Angeles, Calif.

GIVE TO DAMON RUNYON CANCER FUND

Available on
KAPP RECORDS

ROGER WILLIAMS

Theme From
**"MUTINY ON
THE BOUNTY"**

K-492

**LOOKING FOR
those hard to get
OLDIES AND GOODIES
We Have Them!**

RELIC RACK
116 Main St.
Hackensack, N. J.

Popping Up the Charts
I CAN'T HELP IT
Johnny Tillotson—Cadence

**MERIT MUSIC
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If Distribution Is Your Problem, Call
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REX RECORDS: "HUNTSVILLE ROCK & Twist" and "Our Golden Love," by Bobby and the Bright Lites. No. KB 3217A. Published by the Tar Heel Music Co., Rex Hallston, 373 E. Black St., Rock Hill, S. C.

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**ARE NOW AVAILABLE
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FROM COAST-TO-COAST**

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National Distributors for
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**IN NEW JERSEY
APEX-MARTIN
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WHERE DO I GO?
Little Eva—Dimension

ZIP-A-DEE-DOO-DAH
Bob B. Soxx & the Blue Jeans—Philles

CHAINS
The Cookies—Dimension


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MUSIC WEEK, OCT. 27 ISSUE**
GET 'EM WHILE THEY'RE HOT
from
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The Newest and Swingingest
Distributor in the
Washington-Baltimore Area
**FREESTATE
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We are financially sound. Adequately
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To give your line the representation
you would like to have — call
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Area 301 - 235-0252

FREESTATE DISTRIBUTING CORP.
1 West 23rd St. Baltimore, Md.

when answering ads . . .
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Billboard Music Week**

**IN FLORIDA TOPPS HAS
THE HOT HITS!**

DO YOU LOVE ME
Contours—Gordy
WHAT KIND OF FOOL AM I
Sammy Davis Jr.—Reprise
MR. LONELY
Buddy Greco—Epic
**KEEP YOUR HANDS OFF
MY BABY**
Little Eva—Dimension
TOPPS DISTRIBUTING CO., INC.
2218 N.W. 6th Ave. Miami, Fla.
Code 305, FRanklin 4-8166

**RECORD MFG. SERVICES,
SUPPLIES AND EQUIPMENT**

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NO JOB TOO SMALL—QUALITY PRESS-
ing. Low cost. House of Wax, 1697 Broad-
way, N. Y. C., CI 7-2159. np-mh2

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ABSOLUTELY TOPS IN NAT'L RECORD
promo. Ask 2,000 DJs about George Jay,
1606 Argyle, Hollywood. HO 9-5838. ch

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Increase
Selling Efficiency**

The original and most convenient record
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popular records by titles and artists
refreshed three times a month by first-
class mail. Big Books of over 200
pages of current and older numbers
by titles and artists sent monthly—each
month complete in itself with no need
to refer to previous issues.
Three months' trial, \$10.00, or economi-
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MENT, PARTS AND SUPPLIES**

FOR SALE

POKERINO WITH DROP CHUTE—SOME
older games with push chutes. If it's parts
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WANTED TO BUY

PRE-1930 COIN-OPERATED MUSICAL IN-
struments wanted. Condition not important.
Also Band Organs and Orchestrons. Also
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etc. David Bowers, Empire Bldg., Johnson
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cisco, Calif. MA 1-5438, MA 1-5439. ch-tn

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BUSINESS CARDS—DE LUXE THERMO-
graved; wide selection type styles; 7 lines;
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THE COMPANY THAT REALLY GOES
after more business can get more business.
Consistent advertising in this Classified
Mart is a proven economical way to arouse
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crease sales and profits. Handy order form
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MISCELLANEOUS

COMEDY—"DAYS, DATES & DATA" IS A
monthly collection of patter, bits, one-line
yoks, promos and program ideas. Current
sample copy \$3. Show-Biz Comedy Service
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Certified Public Accountant
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MEMBER OF THE
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NEW YORK STATE SOCIETY OF
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announces the establishment
of an office at
130 East 39th Street
New York 16, N. Y.
Suite 915
Murray Hill 5-1100

Mr. Wilkins, formerly Financial
Officer of the Columbia Record
Division of Columbia Broadcasting
System, Inc., and Manager on staff
with Messrs. Lybrand, Ross Bros.
& Montgomery, is now available
for special assignments in Account-
ing Management, Systems and Fi-
nancial Services.

30,000 PROFESSIONAL COMEDY LINES!
Monthly topical gag service too! Free
catalog. Robert Orben, 3536 Daniel Crescent,
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EMPLOYMENT SECTION

HELP WANTED

WANTED — RECORD SALESMAN NOW
calling on better record stores and depart-
ments to carry a short, authentic library
of Calypso, Steel Band, Limbo LP's from
the Bahamas. Write R. B. Goldner, 4239
W. Flagler St., Miami 44, Fla. no3

SITUATIONS WANTED

ANNOUNCER-NEWSCASTER-NEWS DIREC-
tor. 11 years' experience. Currently
enrolled in journalism course through ex-
tension department of Indiana University.
Available last week in November or first
week in December. Write Box C-BMW 26,
c/o Billboard Music Week, 2160 Patterson
St., Cincinnati 14, Ohio.

**ENERGETIC YOUNG MAN, 27, SEEKS
SALES AND/OR PROMOTIONAL PO-
SITION WITH PUBLISHER, MANU-
FACTURER OR INDEPENDENT
PRODUCER OF RECORDS.**

College graduate, single, 5 years' ex-
perience on local and national levels
in sales and radio promotion with
major and independent labels. Seek
position with challenge and future.
Will travel or relocate. Salary negoti-
able. Contact for resume or interview.

BOX 454
Billboard Music Week
1564 Broadway N. Y. C. 36

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



RESULTS??? Recent CLASSIFIED MART advertisement for
distribution outlets brought 28 replies in 4 days!!!

USE THIS HANDY AD ORDER BLANK

Please insert the following ad for _____ consecutive issues.
Classification: _____ Size: _____
 Set regular classified style. Set boxed classified style.

Copy: _____

Company Name _____ Authorized by _____
Address _____
City _____ Zone _____ State _____

BILLBOARD MUSIC WEEK BUYERS AND SELLERS CLASSIFIED MART
1564 Broadway New York 36, N. Y. 1520 N. Gower St. Hollywood 28, Calif. 188 W. Randolph St. Chicago 1, Ill.

CLASSIFIED RATES

Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturers Advertisers	\$9	\$15	\$25	\$9
Distributors & Employment Advertisers	\$5	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in boxed style.
- If Box number is used, allow 10 words for number and address. Box number service charge, 50c per insertion.
- Deadlines: Copy received in any office by Tuesday appears in issue distributed following Monday.
- Billing only to rated firms and on orders of 4 insertions or more. All others, cash with order.

HOT R & B SINGLES

This Week	Last Week	Title, Artist, Label & No.	By special survey for week ending 11/3	Weeks on Chart
1	2	DO YOU LOVE ME	Contours, Gordy 7005	11
2	1	GREEN ONIONS	Booker T and the MG's, Stax 127	11
3	3	LIE TO ME	Brook Benton, Mercury 72024	9
4	4	SHERRY	Four Seasons, Vee Jay 456	9
5	20	I'VE GOT A WOMAN	Jimmie McGriff, Sue 770	2
6	8	NOTHING CAN CHANGE THIS LOVE	Sam Cooke, RCA Victor 8088	3
7	11	SOMEBODY HAVE MERCY	Sam Cooke, RCA Victor 8088	4
8	13	STUBBORN KIND OF FELLOW	Marvin Gaye, Tamla 54068	5
9	6	STORMY MONDAY	Bobby Bland, Duke 355	6
10	10	MONSTER MASH	Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167	5
11	7	HE'S A REBEL	Crystals, Phillies 106	4
12	18	PATCHES	Dickey Lee, Smash 1758	7
13	5	YOU BEAT ME TO THE PUNCH	Mary Wells, Motown 1032	10
14	-	I'LL BRING IT HOME TO YOU	Carla Thomas, Atlantic 2163	1
15	19	LET'S DANCE	Chris Montez, Monogram 505	8
16	26	NEXT DOOR TO THE BLUES	Etta James, Argo 5424	2
17	12	RAMBLIN' ROSE	Nat King Cole, Capitol 4804	9
18	21	BROKEN HEART	Fiestas, Old Town 1122	8
19	-	BIG GIRLS DON'T CRY	Four Seasons, Vee Jay 465	1
20	23	ANNA	Arthur Alexander, Dot 16387	2
21	9	SWEET SIXTEEN BARS	Earl Grant, Decca 25574	5
22	14	SOMEDAY, SOMEWAY	Marvelettes, Tamla 54065	8
23	-	NEXT DOOR TO AN ANGEL	Neil Sedaka, RCA Victor 8086	1
24	27	RINKY DINK	Dave (Baby) Cortez, Chess 1829	14
25	24	PARTY LIGHTS	Claudine Clark, Chancellor 1113	17
26	15	POPEYE (THE HITCHHIKER)	Chubby Checker, Parkway 849	4
27	17	UNTIE ME	Tams, Arlen 711	3
28	30	YOU CAN RUN	Jerry Butler, Vee Jay 463	2
29	28	YIELD NOT TO TEMPTATION	Bobby Bland, Duke 352	11
30	16	DON'T YOU WORRY	Don Gardner and Dee Dee Ford, Fire 513	6

LIVE REVIEWS

Continued from page 12

has used to good effect before—the routine (actually, a variation on a vintage vaudeville sketch known as "Breaking the News") in which he telephones a friend to find out how he behaved at a party the night before, and a warmly sentimental routine in which he portrays his father, a Chicago delicatessen owner, receiving a phone call from the 18-year-old Shelley Berman, who wants to go to acting school. Practice, apparently, makes perfect. The audience loved him. **CHARLES SINCLAIR**

NIGHT CLUB REVIEW

Monk's Kids Back—All Needles Out

The wittiest, sauciest and most delightfully sophisticated intimate revue in New York (and probably any other town for that matter) is the new Julius Monk show "Dime a Dozen" which opened at the Plaza Hotel's Plaza 9 Room last week (18). This is the eighth in the series of intimate revues put on by Monk in Manhattan over the past decade and it is one of the best in a remarkable series.

Though Monk has moved from the Upstairs at the Downstairs to the Plaza, the skits and songs in the show take the same solid pokes at worldly foibles. And whether they concern politics, like the needle-pointed "Barry's Boys," about supporters Sen. Barry Goldwater, or the plaid stamps given out at the A. & P., they are unerring in their marksmanship.

The cast features the fine players who have been with Monk on many of his other revues, including Gaerry Matthews, Jack Fletcher, Rex Robbins, Ceil Cabot, Mary Louise Wilson, and one fine Monkian recruit, Susan Browning.

The current revue, "Dime a Dozen," pays a shade more attention to the international scene than past shows, but still manages to tell about troubles in the city. The song "Barry's Boys," about Goldwater followers, ranks close to last year's "John Birch Society" jewel, whence came the hit song of the same name. There is a remarkably funny skit about the "Peace Marchers" who want to stop bomb testing, a delightful one about the troubles in Monaco, and a wonderful song about Newton Minow's fading war against the TV networks.

As usual, Mr. Monk picked top writers, lyricists and composers for his skits and songs. June Reizner wrote "Barry's Boys"; William F. Brown was responsible for the skit "Theater of the Absurd," and Michael Brown wrote the wild ditty "Slow Down, Moses." Lesley Davison wrote music and lyrics for "Collecting of the Plaid," "Ten Per Cent Banlon" and "Marching for Peace." And Jay Foote and Allison Roulston did the words and music for "Le Spot Hot," "Alumnae Report" and "The Minnows and the Sharks."

"Dime a Dozen" deserves to be on records. As a show it should run and run and run and a lot of its devotees will probably seek such a recorded memento. **BOB ROLONTZ**

Religious Music On Commercial Rise, NARAS Told

CHICAGO — Religious music achieved commercial significance some five years ago and has been growing steadily since, according to Dick Anthony, free lance producer and artist with WORD Records, one of the nation's largest producers of such music.

Newton addressed some 25 members of the National Academy of Recording Arts and Sciences (NARAS) during the organization's regularly monthly meeting at Universal Studios here last week.

Members also heard a report of a recent national trustees meeting held in New York (BMW, Oct. 27) from Dick Schory, president, and Bernie Clapper, Chicago representative.

Anthony played elements of some 30 different religious albums — some dating back more than 10 years. Religious recordings have progressed from primarily organ solo works in the early days to where today they feature 35 to 40 piece orchestras, large choral groups and intricate arrangements, Newton said.

He pointed out that distribution of such records is not only through regular record channel (independent distributor to dealer or rack jobber) but also through specialized religious music publishers, who distribute through direct mail. Some religious music record companies—such as WORD Records—also sell product through their own clubs, he noted.

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Distributors Set Open Houses For Showing Rock-Ola Line

CHICAGO—Three new Rock-Ola juke boxes—a 160-selection and two 100-selection models—are to be unveiled in a series of operator open houses which will be hosted by distributors around the country next week (4-11).

All three machines have self-contained stereo systems and all three feature 33-45 intermix play. Rock-Ola is also introducing new 160 and 100-selection wall boxes. Receivers for the wall boxes are optional on the phonographs.

Rhapsody Model

King of the line is Rock-Ola's 160-selection Rhapsody. The unit (Model 408) has two 12-inch woofers in the bottom and six 2 1/4-inch tweeters in the phonograph's top panel, three on each side.

Improvements in the mechanism include faster cycling of the record magazine and 100 per cent in-

creased popularity meter counting capacity.

The cabinet has been completely redesigned. The top panel, housing the speakers and a display case for a featured artist and location name, is mounted in "suspended fashion" above the title-strip panel.

Selection is by push-buttons. Strips are mounted in a single wide-sweep enclosure angling off the front. The cabinet is attractively trimmed with chrome and stainless steel. The record magazine is visible through the front display cabinet.

The tweeter speakers are "pre-angled" for better separation of sound without any need to resort to supplementary speakers.

Coil-less Selector

The unit also has a simplified coil-less selector with self-cleaning selector levers, speeded-up selection system, and a selection cycle of 10 seconds or less.

Cabinet on both 100-selection models is basically identical to the 160. The Capri 100, de luxe model, has two 12-inch woofers in the bottom of the machine with four 2 1/4-inch tweeters in the top panel.

The Capri 100, standard, is without the top panel and utilizes a pair of 12-inch full range speakers in the body of the phonograph.

Other Features

All three models however, have stereo pickups, dual amplification, and two-channel speaker systems.

Each of the wall boxes has removable mechanisms for fast service, extra large cash boxes, sealed front door, new selection system and an accumulator for multiple coin insertion.

Rock-Ola is introducing its line under an extensive advertising and promotion program with the slogan "Big Three For '63."

MOA'S Blundered Hits Road to Gain Support for National Association

CHICAGO—Music Operators of America Managing Director Robert H. Blundered will leave on a Midwest tour of State and local groups to drum up support for the national association.

High on the agenda will be MOA's recently announced public relations program, its recurrent but increasingly critical copyright fight, and a general membership drive.

Blundered is slated to address operator groups in Harrisburg, Pa., October 31; South Bend, Ind., November 14, and Detroit, November 15. He is also attempting to set up a meeting with members of the Phonograph Merchants Association (Ohio) in Cleveland.

Cites State Support

Blundered said he was gratified by the number of State groups to pledge support for MOA's public relations effort. Initial response has



ROBERT H. BLUNDERED

already come in from juke box and amusement game associations in Nebraska and Missouri.

The Music Guild of Nebraska members agreed to send \$50 and \$25 contributions during their recent meeting in Lincoln, Neb. (see separate story). Operators with over 50 machines were to send the larger amount.

Associations in West Virginia and Pennsylvania agreed to take up

the matter at their next meeting.

Blundered said all board members who attended the recent MOA meeting here had sent in personal contributions.

MOA is hinging its first public relations effort on a four-point program: (1) Development of a code of ethics and circulation of this code to location owners, law enforcement officials, legislators and the daily press.

(2) Drawing up model location contract provisions. These would bear MOA's stamp of approval and would be in accordance with business practices approved by Bar associations and similar business groups.

(3) Setting forth a code of fair trade practices.

(4) Developing a program to gain recognition for contributions made by operators to both their community and their industry. This would include publicizing such things as charity donations and other works.

Circulate Code

The latter point would be done primarily by the existing State and local associations.

Blundered noted that such things
(Continued on page 51)

ZOA Asked To Intercede On Disk Prices

HAMBURG—West Germany's Central Organization of Coin Machine Operators (ZOA) is under pressure from its constituent operator associations to intercede with diskeries hiking record prices.

The North German Operators Association, representing Hamburg area operators, has protested that the diskeries increased prices without notifying the operators in advance. Speakers at the Hamburg area group's last meeting assailed Polydor principally, which was accused of showing arrogance toward the operators. The Hamburg association contends that the disk price hike violates the Bonn government's anti-inflation program.

ZOA is requested by the Hamburg and other operator groups to organize counter-pressure on the diskeries to force them to reduce prices. The measure recommended is the shifting of disk patronage from the firms raising prices to those holding the price line. This is possible in theory since a number of diskeries are standing pat on their prices.

TV Tourney Spurs Pool Table Play

By NICK BIRO

OMAHA—A locally televised pool table tournament promoted by the Omaha Music Operators Association is proving an unqualified success.

Not only is the coin machine industry chalking up some excellent public relations points, but operators report an increase in pool table receipts of from 30 to 40 per cent.

The sale of used pool tables has also picked up, as Omaha and its environs seem taken with the pool habit as never before.

Long Run

Started as a sole 13-week experiment last April, the venture now begins its third 13-week segment, and both the Omaha operators' association and the local

television station are thinking in terms of a long run.

Called "Behind the Eight Ball," the program is aired for a half hour each Saturday afternoon. RCA Victor is the current sponsor.

Here's how it works. Contestants are drawn from some 90 locations in the Omaha area. The location names are submitted by members of the Omaha Operators' Association.

30 Locations

Each week the television station calls 30 locations and asks them to submit a single player for the Saturday tournament. The player is usually chosen by the location in mid-week eliminations.

The 30 players report at the television arena for a Saturday elimination tournament. The winner of the tournament plays the pre-

vious week's winner on television for a half hour.

Winner of the televised bout receives a \$25 bond, loser a \$10 bond. The winner in turn becomes the defending champion and is challenged the following week by the winner of next Saturday's elimination tournament.

The champion at the end of the 13-week tournament receives \$500.

Four Appearances

With a third of the 90 locations being called weekly, every operator is assured of at least four appearances by a customer in each of his pool table stops.

Entry blanks are furnished by the operators, so location-owned stops are automatically eliminated.

The television station plugs the pool tournament in its advertising and promotion and the operator in turn promotes the television pro-

gram with on-the-spot location displays.

Many of the local taverns, restaurants and soda bars have kicked off neighborhood tournaments from which the contestant for each Saturday's tournament is drawn.

Location Prizes

In some cases prizes put up by the locations augment the television prize. Actual leagues, similar to bowling leagues, have been formed around the city.

Contestants each have specific days during which their team competes. In some cases a player can belong to several teams, even competing on teams from more than one location.

Local civic and law enforcement officials approve of the tournament wholeheartedly. So do, of course, the location owners, who are feeling a big plus in business.

EUROPEAN NEWS BRIEFS

Trust Charges Fly in Bonn

BONN—The Federal Cartel Office, West Germany's trust-busting agency, is speeding up hearings on monopoly charges and counter-charges lodged against the music and coin machine trades, and expects to complete its inquiry early in December. Officials predicted that the inquiry will result in new legislation clarifying the rights and obligations of composers-authors and phonograph operators. The phonograph operators, through their trade group, the Central Organization of Coin Machine Operators (ZOA), initiated the inquiry. ZOA charged that GEMA, the West German ASCAP, had achieved a "monopoly" position in the German music field and was "misusing" this position in hiking phonograph royalty fees. GEMA filed a counter-complaint accusing ZOA of having created a monopoly in the phonograph operation field and of ignoring the interest of individual operators.

Firm Boasts 'Instant' Installation

FRANKFURT—Globus Automaten GmbH, general sales agent in West Germany for United bowling equipment, is offering "instant installation" of United bowling lanes despite the drastic West German labor shortage. "Instant" does not mean quite that literally, but Globus guarantees installation of a United automatic bowling facility, ready to play, within three days. The three lanes permit players a choice of seven different game combinations. Globus is promoting the sport character of United bowling especially hard because of the tax advantage involved for German operators. Whereas the random player is judged to be amusing himself when he bowls, the "bowling team" which engages in competition is judged by tax authorities to be engaged in sport—not entertainment. According to Germany's amusement tax law, bowling lanes used for amusement must pay the amusement tax, but those used for sport are exempt.

Phono Tax Goes Down in Vienna

VIENNA—The Vienna Landtag (state department) has adopted a revised amusement tax law dropping the tax on phonographs from 300 shillings monthly (\$12) to 230 shillings (\$9.05) for each phonograph. Operators are dissatisfied, however, as they contend that even a flat \$9 per machine is exorbitant. The trade had lobbied for a tax based on collections instead of the flat fee passed. Games are taxed 100 shillings per machine (\$4). The phonograph tax also applies to magnetic film machines or so-called "coin cinemas." Each of the Austrian states has its own amusement tax laws, varying from a token tax to 300 shillings a machine in Salzburg and the Tyrol.

Castro Seeks 3-Way Deal to Get Units

EAST BERLIN—Fidel Castro's Cuba is reported trying to negotiate a three-way deal for West German coin machines. According to East German trade ministry sources, Castro has proposed a barter deal under which the Cubans would ship East Germany sugar and molasses and receive in return, among other goods, West German coin machines. Under Castro's proposal, East Germany would import the coin machines under its trade agreement with the Bonn government. East and West Germany do annual two-way trade totaling \$500 million. This trade is on what amounts to a barter basis, and by taking West German
(Continued on page 48)

Taxation, Location Loans Highlight Talks at Chi Music Operators' Meet

CHICAGO — Recorded Music Service Association, the local juke box operator group, met here last week with taxation and a still-critical location loan problem highlighting the agenda.

Leo Kaner, Music Operators of America tax counsel, told operators that new Internal Revenue depreciation guide lines would have a materially adverse affect on juke box operators.

Earl Kies, RMSA president, noted that despite a recently passed city ordinance prohibiting loans by operators to those locations with a liquor license, the practice was still critical.

Competition Stiff

Competition for new locations has produced loans between \$500 and \$1,000, sometimes higher, he said.

"The operators are often their worst enemies," said Kies. He urged members to do their own policing.

Operators agreed that the city's ordinance had been moderately successful in helping them refuse loans



EARL KIES

to existing locations. Competition for new stops, however, kept the practice alive.

Tough to Enforce

Operators also cited the difficulty in enforcing the ordinance. Location owners have only to answer a yes-no question during the time of license renewal about having received a loan from a coin machine operator.

Theoretically, if a location owner admits to having received such a loan, his license will be refused.



LEO KANER

Operators noted that no such refusals have been made to date.

Kies pointed out that loans were harmful to the coin machine industry even if paid back, a not-too-common occurrence. "When operators have their money tied up in loans, they're in the finance business, not juke box operating business. They have no capital for new equipment or proper programming. The whole industry suffers by this."

New Code

Kaner's discussion centered on the new IRS "Revenue Procedure 62-21, which takes the place of the old Bulletin F."

Kaner pointed out that under new depreciation guide lines, a taxpayer will not be challenged if he can demonstrate a consistency be-

(Continued on page 50)

evening with the business sessions and concluding banquet Sunday.

Investment Group

The Cornhusker Investment Club also met Sunday afternoon. Exhibitors included: Bill Philips, Atlas of Des Moines, showing the Rowe-AC Services' AMI juke box; Dale Hooten, Phil Moss Company, Des Moines, showing the new Seeburg, and Ed Zorinski and Joe Blend of H-Z Vending, Omaha, showing the three new Rock-Ola models.

Dick Taylor and Mike Stangel, Lincoln operators, were hosts for the two-day gathering.

Debbie Holys

Debbie Holys, 6-year-old daughter of the association's president Frank Holys was the star of the Sunday evening floorshow, doing a variety of dance routines.

A number of acts were also put on by the Lincoln High School players.

Mrs. Mike Stangel won the door prize—a stereo console record player, donated by Lieberman One Stop, Omaha.

Next meeting of the Nebraska association will be in Omaha in March.

Connecticut Op Sues Over Location Right

NEW HAVEN, Conn.—A Connecticut juke box and vending machine operator is suing another operator and a Middletown, Conn., restaurant owner over location rights of coin machines.

Nicholas Alberino, operator of the Arnold Amusement Company, New Haven, has filed suit in Middletown Superior Court against Frances Casper, operator of the Wieneville Restaurant, that city, and the Automatic Music Company and others over location rights in said restaurant.

Alberino seeks an injunction and \$7,500 damages.

He charges that he had a contract with the restaurant and Automatic Music "willfully and tortiously" induced Casper to give his machines top billing.

Nebraska Music Guild Votes \$ Support of MOA

LINCOLN, Neb.—The Nebraska Music Guild voted to lend immediate support to Music Operators of America's recently announced public relations program. Operators here agreed to send \$50 and \$25 contributions, depending on number of machines owned.

The association also announced it would shoot for closer affiliation with the national group. Howard

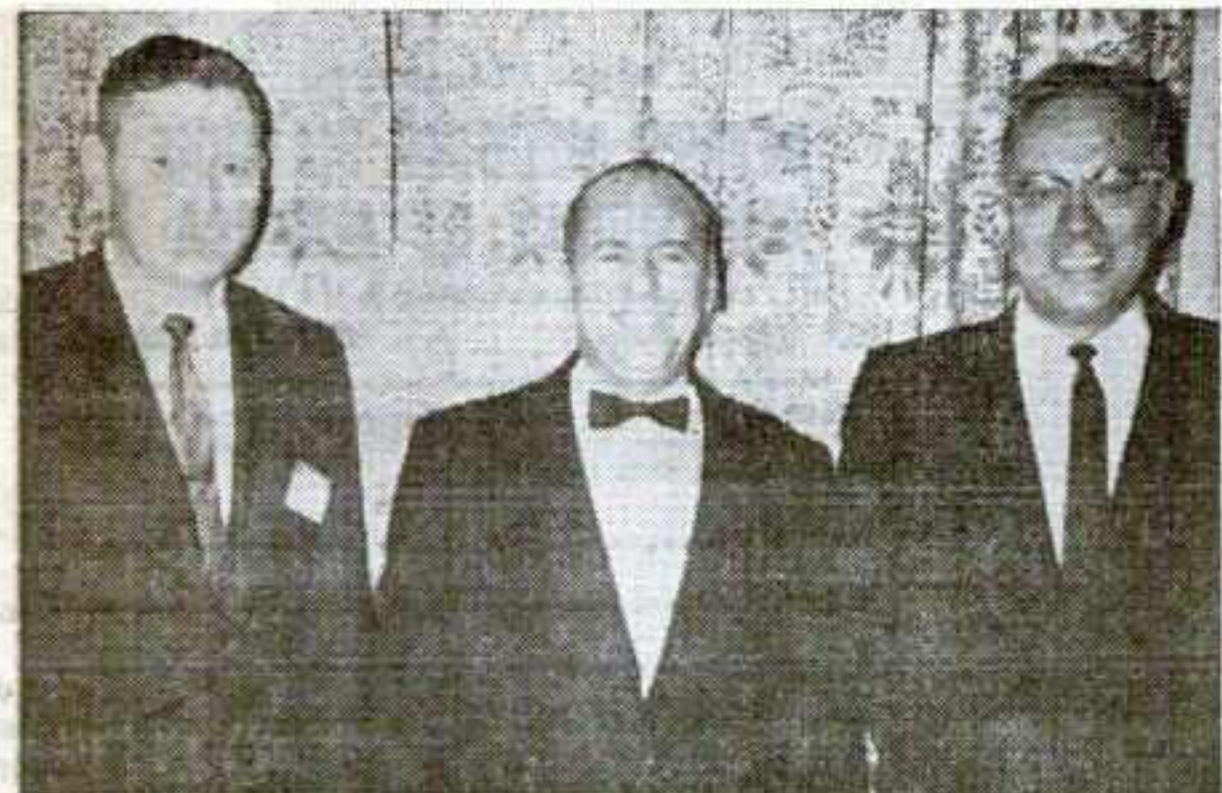
Ellis, secretary-treasurer of the Nebraska group, said he expected 100 per cent enrollment in MOA by members of his association.

The Nebraska association held its regularly scheduled quarterly meeting at the Lincoln Hotel here last week with some 60 operators and guests in attendance.

Registration and cocktails kicked off the festivities Saturday (20)



IT WAS A GREAT PARTY and nobody was happier than the hosts, Mr. and Mrs. Dick Taylor and Mr. and Mrs. Mike Stangl. They made arrangements for some 50 operators and guests attending the Nebraska Music Guild's quarterly meeting in Lincoln, Neb., recently.



A TRIO OF NEBRASKA MUSIC GUILD OFFICIALS get together during the association's recent quarterly meeting in Lincoln, Neb., to discuss participation in Music Operators of America's recently announced public relations program. Left to right: Ed Kort, vice-president; Frank Holys, president, and Ted Nichols, MOA board member and past president of the Nebraska association.

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Neither Rain Nor Wind, NAMA Nor Ralph Terry Stayed the NVA

SAN FRANCISCO — National Vendors Association directors braved a flood, hurricane winds, the World Series, a competing National Automatic Merchandising Association convention, not to mention all the celebrated glitter of the Bay City, and still came off with one of the most successful mid-year meetings in the association's history. Some 50 directors and members met at the Jack Tar Hotel here Sunday (14) evening. Discussion

centered on the association's next annual conclave, an increasingly successful membership drive and a report on pending State legislation by Donald Mitchell and Milton T. Raynor, legal counsels. NVA was also successful in attracting the largest West Coast at-

tendance it has had at any meeting. Representatives of the Western Vending Machine Operators Association (California bulk vending association) were on hand and promised renewed efforts to enroll members for the national group.

1963 Confab

Mitchell noted that NVA expected its largest exhibitor total to date for its 1963 convention to be held March 27-30 at Chicago's Sheraton Hotel.

A change in policy calls for all meetings, luncheons and social events to be sponsored by the association — instead of by individual manufacturers as in past years.

Luncheons will be held each day of the conventions with business programs following. Exhibits will be open all other times.

Package Plan

NVA also plans to offer a package plan to members that will include room, meals and all social events under a single price. Rolfe Lobell, convention chairman, noted this would permit members to accurately plan their convention expenses in advance, and should attract many who in past years were concerned about high costs.

Manufacturer exhibitor fees are to be increased to subsidize the new convention program.

Members voted to hold their 1964 convention at the Hollywood Beach Hotel, Hollywood, Fla., and the 1965 convention in New York

to coincide with the forthcoming World's Fair.

Legislative Report

In his legislative report, Mitchell cited actions pending in such areas as Rochester-Buffalo (New York), Elgin, Ill., and Florida.

NVA has been attempting to lay the groundwork for changing Florida's vending machine licensing provisions under which each municipality is free to levy its own fees. In many cases, the licensing re-

quirements are confiscatory, in effect, prohibiting operation of bulk machines in the area.

Licensing Law

Mitchell said NVA will seek a State licensing law similar to that which is obtained in Ohio where operators are assessed an annual commissary fee with no per-

(Continued on page 49)

Indie Vend Ops Have 84% Share, Says NAMA Head

SAN FRANCISCO—Independent vending operations currently account for 84 per cent of the \$2.7 billion annual automatic merchandising industry, according to Louis J. Risman, recently elected president of the National Automatic Merchandising Association.

Speaking at the NAMA convention here, Risman told operators that the independent companies will probably increase their share of market.

He pointed out that local operations can make spot decisions which national organizations often can not do.

Risman cited the organization of new independent operating firms during the last year and pointed out that the mergers of 1960-1962 have not halted the growth of the independent firms.

He predicted that the vending industry will continued to be controlled by independent locally owned operations.



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Boston Baked Beans	30	.28
Licorice Lozenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.49
Medium Pistachios, Red	30	.60
Small Pistachios, Red	30	.55
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	33	.27
Candy Corn	30	.28
Hersheyettes	25	.47
Chiclic Base Cub	30	.42
Chiclic Base Cub Chiclics	30	.42
Rainblo Tabby-Lets 220	30	.32
Sugar Peps (Bulk Candy)	24	.40
Malfettes (Ball Style, 100 Ct.)	15	.35

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

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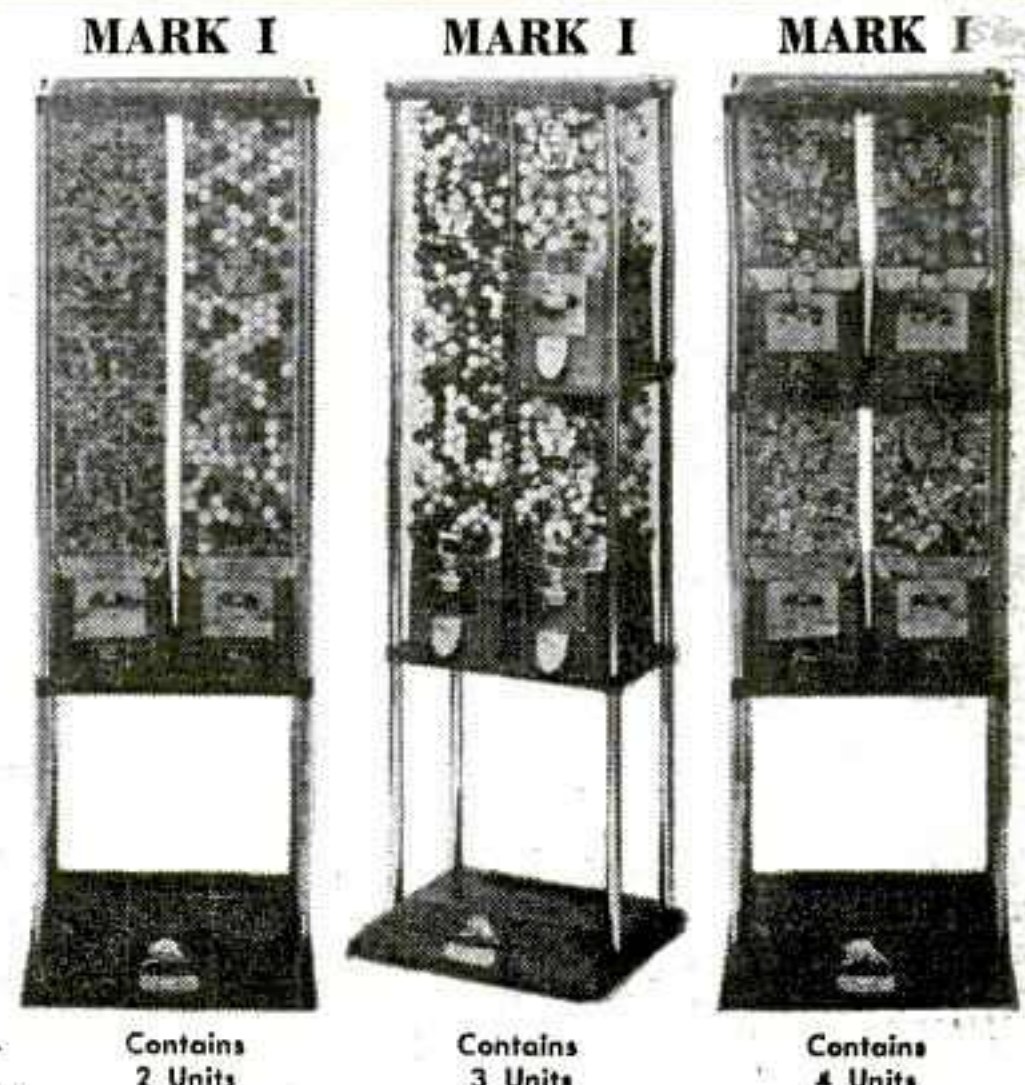
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Operator (under 500 Machines).....

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I'm Interested in Vend-Craft Bubble Gum Products.....

MANDELL GUARANTEED USED MACHINES

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N.W. Model #33, 1c Perc. 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

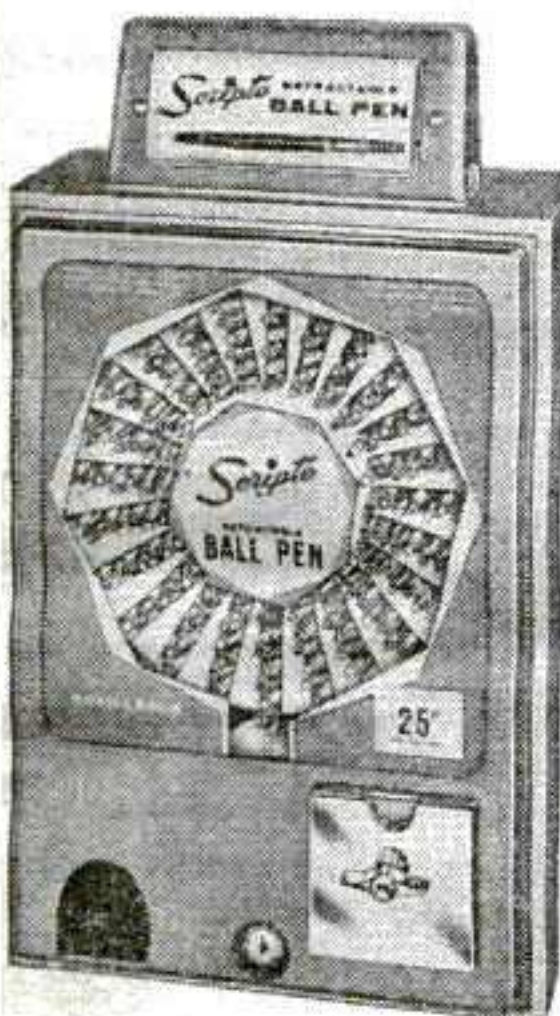
MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.49
Pistachio Nuts, Jumbo Queen, White	.47
Pistachio Nuts, Large Tulip	.40
Pistachio Nuts, Vendor's Mix	.40
Pistachio Nuts, Sheik, Red	.52
Cashew, Whole	.48
Cashew, Butts	.43
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.30
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Blo Gum, 72 ct.	\$.32
Malt-wite, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct. assorted.	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 SCRIPTO PEN VENDORAMA



Write for Beautiful Illustrated Circular and Prices.

STAMP FOLDERS, Lowest Prices, Write

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LOngacn 4-6467

STATUS SYMBOL

African Natives Just Wild Over Gum From Machines

HAMBURG — West German bulk vending equipment manufacturers are ardent anti-colonialists—for business, if not ideological, reasons.

Newly independent nations in Africa and Asia are this country's best customers for vending machines. German exports of bulk vending equipment to Africa increased 17 per cent in 1961 and the gain this year will be about 21 per cent over the 1961 figures.

Ball gum vending is an especially good business in the newly independent African nations. A German manufacturer's representative who has just returned from a business trip to Africa's west coast reported:

Natives Receptive

"The natives are way gone on bulk machines. It's astonishing to watch them clean out the ball gum machines in particular. Some of the countries I visited couldn't meet the demand for equipment, and they couldn't keep the ball gum machines filled."

In all of the African countries, charms play a major role in bulk vending. The manufacturer's representative continued:

"A lot of the natives patronize the machines just to get the charms,

BILLBOARD MUSIC WEEK 41

NOVEMBER 3, 1962

though in most of the countries ball gum chewing is a sort of local status symbol.

claimed had the power to put a curse on him.

Voodoo Symbols
"We find that some care has to be exercised in the choice of charms, because in several instances we ran into situations where the natives were using certain charms as voodoo symbols. In one country (I can't tell you which, obviously) the local ruler threatened to expel our firm because we were supplying a charm that his enemies

"This sounds hilarious, but it caused us a lot of trouble, and we were suspended, in fact, from doing business for several months until we could convince this local strongman that the charms we supplied along with our equipment were standard to bulk vending everywhere."

German firms are doing the heaviest trade with Ghana, Nigeria and Liberia.

BIG SAVINGS ON BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

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

F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS
38 years of manufacturing experience
4th & Mt. Pleasant • Newark 4, N. J.

No Neutrals On Mice Scene, Mfr. Agrees

NEW YORK — According to Karl Guggenheim, Inc., "No one is neutral about mice . . . the little critters are either scary or lovable—depends a lot on how the individual feels about mice."

It seems a fair statement, and Guggenheim is bringing out "Pet Mouse Finger Puppets," packed in capsules, \$38 per 1,000, to back up his theory.

The little devils come in white, black or gray, and are operated on the finger puppet principle. Guggenheim says the kids can put their finger into the mouse, conceal their hand by the other hand or the crook of the arm, and make the little rodent behave like the real article.

Guggenheim also guarantees squeals—from the kids, not the mouse. Free advertising labels are included with each order.

Get Plenty of Action with **MONSTERS (PREHISTORIC)**

Make all your machines come alive with this beautifully detailed assortment of ten prehistoric monsters, including dinosaurs, brontosauruses, pterodactyls, etc.

Have loads of play value. Kids will collect all ten, play with them, stand them up, etc.

Molded of same soft material as our famous "Scare 'Ems."

Available in assorted colors.

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Provides a needed service and fits in well on location with other vendors.

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1 to 2 machines \$26.40
2 machines & up 21.40

COMBS AVAILABLE
Write for Prices

Prices quoted are net F.O.B. Brooklyn. Deposit required with order, balance C.O.D.

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THE MOST COMPLETE and FINEST LINE of BULK VENDORS

New Victor 2000 Vendor, Large Capacity . . . Holds 2,000 Balls 100-Count Gum . . . or 600 10c Capsules . . . Also Available 3 Balls 100-Count Gum for 5c. \$24.50 ea.

Large Stock of Vendors—Parts and Merchandise. Write for Prices.

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Genuine Reproductions of Stone Rings
Only \$13.50 per M for 5 M

Write for low prices on other feature items. Send \$2.25 for a sample gross of PRINCESS RINGS.

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"GOLD MINE" Tab Gum Selector
Vends all popular tab gum. The "Gold Mine" is guaranteed mechanically perfect and is shipped complete, ready to operate. Conversion Head fits your present standard Acorn Vendor!

"ACORN" All Purpose Vendor
The all-time favorite of the vending business. Vends all 1c and 5c bulk merchandise. Guaranteed mechanically perfect—the one machine with virtually no depreciation. Today's Acorn looks the same as the original.

OAK "400"
Holds 400 capsules for larger profits on each filling, without crushing capsules or jamming because of half capsules. Guaranteed mechanically perfect. Fits your present standard Acorn Vendor. Vends any denomination from 5c to 25c.

BIG LEAGUE Ball Gum Vendor
The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.

25c CAPSULE VENDOR
Capsule Vendor
The 25c Vendor that has the whole trade talking. This machine can pay for itself on one loading. This Capsule Vendor vends lighters and a select assortment of jewelry items being shown by Oak factory authorized dealers. Innumerable items in standard capsules will make the 25c Vendor a great profit producer for you.

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JACK SCHOENBACH 715 Lincoln Place Brooklyn, New York	JACKSON VENDING MACHINE SUPPLY 205 West 98th Street Queens, New York	OAK SALES & SERVICE OF ILL. 274 N. Westchester Chicago 12, Ill.	CONFECTION PRODUCTS CO. 398 South Champlain Ave. Columbus, Ohio	STANDARD SPECIALTY CO. 1078 Arts Avenue Oakland, California
			OAK SALES OF FLORIDA 1121-21st Street Miami Beach, Florida	SCHROEDER VENDING SUPPLY 122 N. Carrollton Ave. New Orleans, La.

oak MANUFACTURING CO., INC.
11411 Knightsbridge Ave., Culver City, Calif.

Cool Fall Sparks Milwaukee Juke Play

By **BENN OLLMAN**

MILWAUKEE—Cooler weather and the advent of a number of fast-climbing single disks have sparked a late fall boost in juke box receipts here. Emergence recently of radio Station WRIT here as a creator of hit singles is also listed as a factor in the local improvement. WRIT now competes with WOKY for the swinging audience's ear. With both indies blasting away, new interest is being built in "Top 40's" among juke box patrons.

Paul Nadolny, Wisconsin Novelty Company routeman, reports that his location takes felt the beneficial impact last week of the new Burl Ives' "Marianne Regrets." Two other singles ranking strong with Nadolny, are "Lonely," with Acker Bilk, and Dean Martin's "In a Little Spanish Town."

According to Morrie Fuhrman Jr., Morrie's Amusement Company, Western-type tunes are stimulating excellent patronage on his routes. Top new tunes on the routes include "Wild Honey" Gordon Terry, and "I'm Gonna Change Everything," with Jim Reeves.

Milwaukee Amusement Company routeman Ken Zastrow also covered his route last week with Burl Ives' "Marianne Regrets."

Other newcomers pulling strong route action are the Kay Starr double-header, "Old Lonesome Me," and "Four Walls," and the Stan Getz instrumental version of "Desafinado."

Jim Skiba, Third Street Radio Doctors' disk buyer, reports a lengthy list of action-laden singles have burst on the juke scene. Topping his list this week are the Burl Ives smasher, "Marianne Regrets";

"Rainbow at Midnight," with Jimmie Rodgers; Paul Anka's "Eso Beso," and "Burning of Atlanta," with Claude King. Coming up very strong, adds Skiba, is Sam Cooke's latest, "Somebody Have Mercy."

One-stop activity in the juke box field is at a new peak at Record City, according to Jimm Mayer. In demand are the new Joni James' "You Are My Sunshine," and David Thorne's "Alley Cat Song."

LAKE CITY AMUSEMENT CO.
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Joe Abraham

says:

**"Magnificent!
Stupendous! A
must see and hear
for everyone!"**

A. M. A. DISTRIBUTORS, INC.
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Robert Nims

says:

**"The ROCK-OLA
Big 3 for '63
is truly Big
news!"**

BROWN BROTHERS, INC.
2127 N. Washington Avenue
Minneapolis 11, Minnesota

Ray Brown

SAYS:

**"4 STARS FOR
THE ROCK-OLA
BIG 3 FOR '63!"**

Gross Ankles Seeburg; Won't Give Reason

CHICAGO—Leonard Gross, executive vice-president in charge of operations for the Seeburg Corporation, this week announced his resignation, effective immediately.

Gross had held down the executive post with Seeburg for two years. He said because of the suddenness of the decision, he has no immediate plans. Gross would not comment on the reason for his resignation.

Prior to joining Seeburg, Gross had been with the Philco Corporation for 16 years. His last post with Philco was as merchandising manager.

Gross plans a short vacation, after which he will announce his plans.

Byrne Gets Boston Wurlitzer Post



TOM BYRNE

BOSTON—Tom Byrne has been named sales and service representative for the Wurlitzer Company's Boston factory branch. Byrne is a veteran New England coinman and has been associated with several distributors.

He will work with Jim Hunter, branch manager, and Phil Sweeney in covering New England.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

ALL ALONE AM I AND SAVE ALL YOUR LOVIN' FOR ME	BRENDA LEE Decca 31424
LIMBO ROCK AND POPEYE (THE HITCHHIKER)	CHUBBY CHECKER Parkway 849
RETURN TO SENDER AND WHERE DO YOU COME FROM	ELVIS PRESLEY RCA Victor 8100
NOTHING CAN CHANGE THIS LOVE AND SOMEBODY HAVE MERCY	SAM COOKE RCA Victor 8088
I WAS SUCH A FOOL AND HE THINKS I STILL CARE	CONNIE FRANCIS MGM 13096
WORKIN' FOR THE MAN AND LEAH	ROY ORBISON Monument 467
IF A MAN ANSWERS AND A TRUE, TRUE LOVE	BOBBY DARIN Capitol 4837
SUSIE DARLIN' AND PIDDLER DE PAT	TOMMY ROE ABC-Paramount 10362
I CAN'T HELP IT AND I'M SO LONESOME I COULD CRY	JOHNNY TILLOTSON Cadence 1432
DON'T ASK ME TO BE FRIENDS AND NO ONE CAN MAKE MY SUNSHINE SMILE	EVERLY BROTHERS Warner Bros. 5297
HEARTACHES AND WHY CAN'T HE BE YOU	PATSY CLINE Decca 31429
BLUE FLAME AND SOMEONE	BILLY VAUGHN Dot 16397

ABP MEN WHO READ
BUSINESS PAPERS
MEAN BUSINESS

Hymie & Ed Zorinsky
of
H. Z. VENDING & SALES CO., INC.

says:

**"We like everything about
the Rock-Ola
Big 3 for '63!"**

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Phone: 341-1121

Sounding Out Customers a Sound Way To Be Sure They Get Right Sound

By BOB LATIMER

DENVER—What's the best method of assessing customer taste in individual locations, before programming music?

Tony Lucero, veteran Denver, Colorado operator, has one solution which he has perfected through many years of careful music-menu planning.

Lucero feels that it is a serious mistake to consider any music menu as universal enough to fit all locations. Instead, 95 per cent of his stops are made up to incorporate the requests of customers in the location and the bartenders, owners and waiters.

Whenever he has taken the trouble to assess local tastes in music on a one-location basis, play will be anywhere from \$5 to \$15 better a week, Lucero maintains.

Busy as he is, with more than 75 locations involved, Lucero makes it a practice to visit every stop at least twice a month, preferably during the evening when customers are in an expansive mood, and willing to open up on the subject of music. Lucero carries a handful of business cards, each of which bears his name, business address, and the slogan "The Music You Want When You Want it!"

During the evening, Lucero passes out anywhere from 10 to 20 cards, depending upon the amount of traffic, of course, shaking hands with the customers, introducing himself as the owner of the juke box, and explaining that he will only be too happy to add customer favorites.

It isn't difficult to strike up a conversation with a tavern customer along these lines, the Denver operator said, inasmuch as most people have a lot of curiosity about the business, and want to ask questions.

Explains Business

Quite frequently, they have a thoroughly exaggerated idea of the profits earned, a pointer which Lucero quickly puts to rest. Scotching the idea that every juke box operator is a millionaire often leads to much good-humored guffawing, and lets the tavern patron know that the operator is just another businessman as is the interviewee.

Lucero uses a pocket notebook to jot down the

requests, giving them a priority number where several people have mentioned the same number. Typically, on one such tavern call, five people mentioned that they would like to hear Frankie Laine's "Mule Train" again, and in resurrecting this record for the machine on location, Lucero was pleased to find that it outsold any number placed on this box for at least five years.

One axiom which Lucero is careful to observe is "Never put words in the customer's mouth." He never volunteers a suggestion if the customer is unable to think of a specific number, since experience has taught him that a customer will feel a bit rebellious about the number, and probably refuse to play it.

Therefore, every suggestion must come specifically from a customer, and in most instances the request must be voiced by several, approved by the location owner, and otherwise show itself to be valid before the record is added.

One fly in the ointment, of course, is the fact that many requests cannot be filled. All too often, elderly patrons will ask for some obscure number which simply cannot be had, even in 78-r.p.m. records, but Lucero has managed to turn this point into a real good will builder. He always takes the name and address of the customer where it will be vouchsafed, and if he can't find the record through any source, he telephones the person to explain that he has tried.

Naturally, this is something of a novelty to people who only barely remember the incident, and certainly keeps them conscious of the phonograph, whenever they visit their favorite neighborhood tavern.

In fact, a regular hunting buddy with whom Lucero ranges the Colorado mountains in search of elk and deer, met Lucero in just this way.

Lucero, whose standard operating procedure in music-menu planning includes the top-40, around 10 Western tunes, 20 old favorites, 10 novelties, and the rest in personal request tunes as obtained above. The fact that in many instances, the play from this latter section is equivalent to that of the top-40 shows Lucero that extra time spent in making himself known to his ultimate customers, enlisting location-owner cooperation, is very profitable indeed.

Dallas Juke Boxes Back to Normal After Fair, World Series Make Dent

By O. R. ALLEN

DALLAS—Record business in Dallas during October faced double competition, the State Fair of

Texas held here for two weeks and the World Series.

Mrs. E. L. Certain, of the Certain Music Company, a firm

Recent Stereo Releases For Music Operators

All titles listed below are custom 33½ stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

Rowe-AMI Top Talent

Portrait of Jimmy Dean, Jimmy Dean, Columbia (Country)

I Was Just Walkin' Out the Door/The Dark Town Poker Club
Please Pass the Biscuits/Basin Street Blues
Kentucky Means Paradise/You're Nobody 'Til Somebody Loves You
Old Pappy's New Banjo/Little Black Book
Nobody/Have You Ever Been Lonely

Al (He's the King) Hirt and His Band, Al Hirt, RCA Victor (Pop Instrumental)

I Love Paris/One o'Clock Jump
Jazz Me Blues/The King's Blues
Three Little Words/The Old Folks at Home
Christopher Columbus/Laura
Down by the Riverside/Coronet Chop Suey

Seeburg Artist of the Week

Songs of the Roaring Twenties, Roger Williams, Kapp (Pop Instrumental)

Green Fields/Sailor (Your Home Is the Sea)
Main Theme From "Exodus"/Are You Lonesome Tonight?
Portrait of My Love/My Little Corner of the World
The Green Leaves of Summer/Theme From "A Summer Place"
Theme From "Carnival"/Yellow Polka Dot Bikini

Songs Everybody Knows, McGuire Sisters, Coral (Pop Vocal)

Mama's Gone Goodbye/Make Everybody Happy
Little Things Mean a Lot/You're Driving Me Crazy
If Love Is Good to Me/Old Devil Moon
White Rose/I Really Don't Want to Know
The Breeze/Goodbye

which operates approximately 200 juke boxes as well as 75 retail record racks, agreed that during this period the juke box business had slowed slightly.

She also said that something big, like a fair or a World Series always hurt juke box play slightly, not a "big hurt," just a slight decrease. Afterward, she explained, business returns to normal in about a week.

Juke box disks selling here include "Hello Trouble," with Orville Couch, and "Green Onions." Other leaders are "Alley Cat," "How's My Ex Treating You?" with Jerry Lee Lewis, and Elvis Presley's new one, "Return to Sender."

Mrs. Certain cited the following big earners in colored locations: "Stormy Monday Blues," with Bobby Bland; "Three o'Clock Blues," featuring B. B. King; "Release Me," with Esther Phillips; Brook Benton's "Lie to Me;" "Somebody Have Mercy," with Sam Cooke; "Meet Me in Church," with Joe Tex; "Next Door to the Blues," with Etta James; "I'll Bring It Home to You," with Carla Thomas; "You Beat Me to the Punch," with Mary Wells; "Who's Gonna Pick Up the Pieces?" with Chuck Jackson, and "Mashed Potatoes U. S. A.," with James Brown.

Seeburg Elevates Carlman, Gregory

CHICAGO — Carl Carlman has been named vice-president of operation and planning and Marion Gregory has been named vice-president of quality assurance by the Seeburg Sales Corporation.

Carlman, a veteran of 20 years with Seeburg, is in charge of all domestic and overseas facility planning, as well as tooling and factory maintenance.

Gregory has been in charge of quality control since joining the company in 1948. He will be responsible for inspection and quality at all Seeburg plants.

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Lou Ptacek & Floyd Evers

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and styling
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Harry B. Brinck

says:

"This **ROCK-OLA**
achievement sets
them far apart
from all others!"

MOUNTAIN DISTRIBUTORS

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Denver 5, Colorado

Pete Geritz

says:

"We like
everything about
the **ROCK-OLA**
Big 3 for '63!'"

**ABE SUSMAN, of
STATE MUSIC DISTRIBUTORS, INC.
3100 MAIN STREET
DALLAS 26, TEXAS**

says:

**"More features!
More styling!
What more could
you ask for!"**

Gil Kitt and Joe Robbins

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**"Never before have
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812 South Presa St., San Antonio 10, Tex.
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Fritz Stanislav

says:

**"The ROCK-OLA
Big 3 for '63
is truly Big
news!"**

Continent Agog at Lavish Premieres for New Console

By OMER ANDERSON

ANTWERP — Led by President Del Coleman, Seeburg's top corporate brass, is in Europe for premieres on the Continent of Seeburg's new "Breakthrough" LP console.

Seeburg is bent on making advent of the new console the biggest European phonograph event of the decade, and the first recent Continental showing here in Antwerp was an impressive step in this direction.

It was probably one of the most elaborately staged and intricately rehearsed promotional productions ever presented for the European trade. Seeburg lavished all the painstaking technical detail to "Breakthrough!"—as the production was titled—that is associated with a dramatic production, which, indeed, Seeburg feels it has in the new LP console.

The audiences and the setting matched the impressive product Seeburg unveiled. Prime distributors and operators—several hundred strong—from Benelux (Belgium, the Netherlands and Luxembourg) were invited to Antwerp for the meticulously staged "Breakthrough" promotion followed by a cocktail party and dinner.

Plush Setting

The setting was the Centre National Du Batiment, Antwerp's large social and recreation center with an atmosphere of elegance matching the location market Seeburg seeks to capture with the LP Console. The walnut finish and console lines replacing the traditional pezzazz harmonized perfectly with

the subdued decor of the exhibition area, one of Antwerp's top dining spots.

It was a neatly packaged demonstration of the Seeburg thesis that the LP Console represents an upgrading of product, location and music programming which will "break the barriers to profitable growth." The new machine impressed the Benelux trade, according to the reaction of those attending the premiere here, as promising to do just what Seeburg claims it will do—open new locations to phonograph play and cultivate more lucrative LP patronage.

Seeburg's "Breakthrough" sales promotional was exported to Europe substantially as presented in the U. S. and adapted to the Continental audiences. Since Benelux involves French and Flemish in Belgium and Dutch in the Netherlands, "Breakthrough" was presented in the morning in French and in the afternoon for distributors and operators from the Flemish and Dutch areas.

Aside from the technical demonstration, the presentation made dramatic use of color slides of the

cavalcade of Seeburg models over the years, and of an aircraft's sonic boom establishing the show's "breakthrough" theme. The presentation was angled to emphasize Seeburg's claim to world leadership of the phonograph industry from the standpoint of technical innovations and advances.

Album Releases

The premiere audience was told that the "Artist of the Week" project introduced by Seeburg three years ago made some 270 releases of stereo album recordings, "Artist of the Week" records being made of adult appeal and excluding rock and roll and the twist.

The audience here was told that the service will use a new and exclusive process in recording. Manufacturers are now at work on pressing the new disks. Recorded by the newest 35-mm. film technique, each is the equivalent of a complete side of a 12-inch LP disk.

Jack Gordon, director of sales for Seeburg's phonograph division, was among the executives accompanying Coleman. Gordon was told by Henri Herbosch, Seeburg sales (Continued on page 48)

NAME RUTZEN TO COMMERCE DEPT. POST

NEW YORK—Art Rutzen, for many years export manager for the Wurlitzer Company, has been appointed to the U. S. Department of Commerce's International Division. He will headquarter in New York. Rutzen, who had been an executive with a Canadian vending operation for the last two years, is a member of the bar and a former FBI man.

"Profit-Makers" From
chicago coin
ROYAL CROWN BOWLER • BIG HIT
WORLD'S FAIR RIFLE GALLERY • CITATION PUCK BOWLER
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SALE! Completely Reconditioned

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Midwest

MILWAUKEE MENTIONS

Attendance at recent meetings of the Milwaukee Coin Machine Operators' Association has hit a discouraging low level, according to Sam Hastings, Hastings Distributing Company. "We are going to discuss the possibility of hiring a paid secretary," he said. "Maybe that's what we need to keep in touch with our members and boost attendance at meetings."

Dick Saulig is on the service staff at Pioneer Sales, the AMI distributor. He formerly was a mechanic for the Hastings Distributing Company. . . . Plans are under consideration for a Rock-Ola service school in the "not too distant future," according to a spokesman at the Badger Novelty Company. No date for the school has been set as yet.

Ed Gronowski, Red's Novelty Company, is working up North this week, covering the Photomatic machine route. . . . Reaction to the new Seeburg music machines has been "very good," according to Nate Victor, S. L. London Music Company. Several new "champagne" locations that have never before used juke boxes have succumbed to the appeal of the new Seeburg, he says.

AMI factory visitors last week were Hank Haavenar, AMI field service man, and Cliff Bitting, also of the factory service department. They spent some time out in the field calling on operators and huddling at the Pioneer Sales headquarters with Joel Kleiman. Remodeling work at the Pioneer Sales showroom and offices, says Joel Kleiman, should be completed by mid-October.

Leslie Reder, L. R. Distributing Company, is recovering from a badly bashed finger that got caught in a car door. . . . Coinmen visiting suppliers here last week included George La Rosa, Fond du Lac, and John Jesinski, Sheboygan.

Erv Siewick, P. & P. Distributing Company service manager, is on vacation, visiting relatives in Toledo. . . . Doug Opitz, Wisconsin Novelty Company, just back from the NAMA show in San Francisco, claims it was a very worthwhile trip. . . . Other local coinmen who made the jaunt to the West Coast NAMA trade event included Herb Wagner, G. & W. Venders, and Perry London and Al Gitlitz, S. L. London Music Company.

Juke box takes are up somewhat over the similar period of last year, according to Jerome (Red) Jacomet, Red's Novelty. But games takes have dipped seriously, he adds. . . . Remodeling work at Pioneer Sales, new AMI distributor headquarters, is nearing completion, according to Joel Kleiman. A Seeburg service school is planned for Tuesday (6) at the S. L. London Music Company's Lisbon Avenue headquarters. Seeburg district engineer Charles Gates will be on hand to answer servicemen's queries. The date was chosen, says Nate Victor, because November 6 is Election Day, taverns are closed until 8 p.m., and coinmen will have plenty of time to attend.

According to Sam Hastings, Hastings Distributing Company, president of the Milwaukee Coin Machine Operators' Association, plans are being made for a Christmas party for the trade group members. . . . Also being planned is a series of service schools to follow the monthly association meetings at the Ambassador Hotel. A different juke box will be featured at each of the school sessions, with a distributor and factory engineer on hand to answer questions. According to Hastings, the Wurlitzer juke box distributor will most likely kick off the projected series within the next month or so.

Visitors at Third Street Radio Doctors one-stop this week included these out-of-town coinmen: Art Mayer, Wabeno; William Jahnke, Green Bay; Al Felix, Oconto, and Neil Nate, Wisconsin Dells. . . . Rock-Ola juke box distributor, Badger Novelty Company has also scheduled a week-long service school. Operators have been invited to stop in any time during the November 4-10 school period. "We'll have plenty of floor samples," says sales boss Orville Carnitz. Another note from Carnitz: Workmen are busy preparing a new display room at the Badger Novelty Company plant to be used solely for Rock-Ola music equipment. A new office girl has been added to the United, Inc., staff. She is Lee Ann Mae.

A Wurlitzer service school was held October 24-25 for Upper Michigan and Northern Wisconsin operators. The session took place at Soo Coin Machine Company, Sault Ste. Marie, Mich. On hand were C. B. Ross, Wurlitzer field service engineer, and the bossman Harry Jacobs Jr. . . . Veteran coinman Mark Case has also joined the United, Inc., staff. He has been named service manager, in charge of both the service and parts departments. **BENN OLLMAN**

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- 2 Bally Official Jumbo
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- 2 Carnival Queen
- 4 Lotta Fun
- 3 Williams Coquette
- 3 Williams Trade Winds
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Rock-Ola Coffee Unit Unveiled for Trade

SAN FRANCISCO—The Model 1800 single cup fresh brew coffee machine was shown to the trade for the first time at the NAMA show here by the Rock-Ola Corporation.

Commodity capacity is six pounds of coffee, six quarts of fresh cream, six pounds of sugar and seven pounds of chocolate. Cup capacity is 436.

Dimensions are 68 inches high by 29 inches wide by 29 inches deep.

Rock-Ola also showed its Model 1401-S fresh brew machine and its Model 3402 hot drink machine. Both models have been in production for some time.

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ALL'S KOSHER AT GRATZ, INCLUDING VENDED FOOD

PHILADELPHIA—David Rosen, local Rowe AMI distributor, operates what is probably the only kosher food vending installation in the nation.

When Gratz College, a Jewish-sponsored institution, opened the doors of its new \$750,000 building here Sunday (28), the installation was open to the public for the first time.

Housed in the student lounge, the set-up includes Rowe AMI machines dispensing pastry, sandwiches, hot drinks, cold drinks, candy and ice cream.

All products placed in the machines must pass rigorous standards to be adjudged kosher.

Gisser Suggests Single Show Under One Roof

CLEVELAND—A leading Midwest coin machine distributor last week called for a single juke box-game-vending machine convention.

Morris S. Gisser, head of Cleveland Coin Machine Exchange, suggested that the three industries consolidate and hold one showing, under one roof.

Gisser noted that more and more music and game operators are going into vending, and vending operators are increasingly aware of the juke box and game business.

Interests Maintained

He noted that each industry's interests could still be maintained despite the single conclave.

Gisser expressed his views in a letter to BMW following his attendance of the giant National Automatic Merchandising Association convention in San Francisco, which he termed a fair success.

He suggested that future conventions be in a central location, Chicago the most desirable.

"It seems the vending industry has maintained through the years that their end of the business is on a higher level. However, now that bingos and other types of games will be a thing of the past, there is no reason why such conditions should exist," Gisser said.

Continent Agog

• Continued from page 46

executive for Benelux, that the LP Console concept is being enthusiastically received by the Benelux trade. Herbosch arranged the "Breakthrough" premiere here, together with George Gilbert, Seeburg's international sales executive.

"Breakthrough" will be presented in Hamburg, Mannheim, Germany; Milan, Italy; Zurich, and London.

Memphis Rock-Ola Showing to Feature Door Prize Drawing

MEMPHIS—The S & M Distributing Company will be using a new promotion feature — door prizes—at the showing of the three new Rock-Ola phonograph models the week beginning November 5.

Alan Dixon, general manager, said when operators come into the showroom, 1074 Union, they will be given a ticket.

The stub with the same number will be put in a box. At the end of the week, after all operators in Memphis and the Mid-South have had a chance to come, there will be a drawing for prizes.

The showing was in planning stages at this writing, and Dixon said it had not yet been decided what prizes would be, but there would be several.

Dixon said invitations to all operators in Memphis and the Mid-South were going out in the mail.

EUROPEAN NEWS BRIEFS

• Continued from page 38

coin machines and selling them to Castro for sugar and molasses, East Germany would relieve the Cuban dictator of the necessity for paying hard currency. East German reports from Cuba indicate that many of Cuba's American coin machines, primarily phonographs and pinballs, are out of use because of lack of parts and proper maintenance. West Germany is the only easily available alternate source of supply.

Rule Site Owner Not Liable for Tax

MUENSTER, West Germany—The civil court at Muenster has ruled that the proprietor of a juke box location cannot be held liable for payment of the amusement tax on the phonograph when he has leased the premises. The city of Muenster, which collects the amusement tax, placed a lien for unpaid tax on the owner of the premises after the lessee had gone out of business. The court held, however, that the lessor leased the premises in toto to the lessee, who then became liable for all taxes. The city disregarded the operator in the case (though German communities generally pounced first on the operator), saying that he merely provided a service to the location proprietor.

Arcades Shoot for More Payouts

HAMBURG—West Germany's Arcade Owners' Association is petitioning the Bonn government to liberalize restrictions against payouts. The present law permits only two payouts in each arcade. The arcade owners contend that this is too few to permit profitable operation, and that the minimum should be increased to five. Prior to 1954, when the present restrictions were enacted, there was no limitation on the number of machines, and some locations placed as many as 50. In 1957 the government raised the minimum legal age for arcade admission from 16 to 18. Arcade owners contend that regulation has become one-sided and places them in a worse economic situation than the operators of phonographs and non-payout coin games.

BARGAINS FOR THE WEEK GAMES GAMES 250 OF THEM

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

WHAT DO YOU NEED?

SPECIALS FOR THE WEEK

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- 1 Falstaff, 4 P. 175.00
- 1 Gondolier, 2 P. 195.00
- 1 Texan, 4 P. 350.00
- 2 Continental Cafe, 2 P. Each. 175.00
- 2 Atlas, 2 P. Each. 115.00
- 1 Captain Kid, 2 P. 325.00
- 1 Whirlwind, 2 P. 195.00
- 1 Flagship, 2 P. 145.00
- 1 Gypsy Queen, 1 P. 75.00

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- 3 Friendship 7, 1 P. Write
- 2 Skill Ball, 1 P. Each. \$235.00
- 3 Jolly Joker, 1 P. Each. 295.00
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Neither Rain, Wind, NAMA or Terry

• Continued from page 40

machine tax or levy. Mitchell noted, however, that NVA had received little if any co-operation from the Florida association in its effort.

In Joliet, NVA successfully defended the seizure of bulk machines, obtaining a ruling that they were not gaming devices as charged.

The Rochester-Buffalo situation was complicated by confiscation of machines both and without look-see viewers. Rochester officials offered to return the look-see viewer machines but to date the situation is still unresolved.

Raynor warned NVA about invasion of the industry by "blue sky" operators. The bulk vending industry is growing and is enjoying the best year in its history, he said.

He urged members to be alert to such operations and report all violations to NVA and the Better Business Bureau. Charity tie-in programs would also be checked carefully, Raynor said.

Richard Rollins, membership committee chairman, reported the association had had a "healthy increase of about 5 per cent in members."

New Exhibitors

He also announced that three new manufacturer exhibitors for next year's convention were enrolled as members: Gold Medal Products, Goliath Specialty Company (charms), and Allen D. Stein's Funtime Charm Company. Stein recently purchased the Ringmaster charm interests of Lyle Becker, Brillion, Wis., and is headquartered in St. Louis.

Officials attending from the California vending association included Lew Weiner, director of both the California group and NVA; Eugene Zola, legislative adviser, and Joe Arguelles.

The official welcome for the mid-year meet was given by Harold Folz, chairman of the Ways and Means Committee, pinch-hitting for his brother Roger Folz, president, who was unable to attend.

Folz also delivered the treasurer's report for Harry Bell, Chicago operator, recovering from a recent illness.

**Programmaster
Gets Showing
At Coast Meet**

SAN FRANCISCO — Rowe AC Services displayed its new background music unit at the NAMA show here. The Custom Programmaster plays from endless tape in six completely enclosed, dust-tight cartridges. More than 60 hours of music may be played without repetition.

Music may be provided in five-minute increments (5 on, 10 off; 15 on 5 off, etc.), and the system may be timed to operate mornings, afternoons or evenings during a 24-hour period over any duration of days.

Weight is 38 pounds. Dimensions are 13 3/4 inches by 11 1/16 inches by 13 3/4 inches.

Three tape libraries are available.

The commercial library plays a balanced program recorded by medium-sized orchestral groups in medium tempo. It is designed for offices, banks, stores, terminals and restaurants.

The atmosphere library plays melodic music with a little more lilt and larger orchestras. Tempo is medium slow. Programming is geared for intimate cocktail lounges and the more chi chi locations.

The production library plays lively rhythms in medium-fast tempos. Programming is for industrial plants, amusement parks, shopping centers and sports arenas.

Each of the libraries is changed periodically, and a Customatic Christmas library is available for the holiday season.

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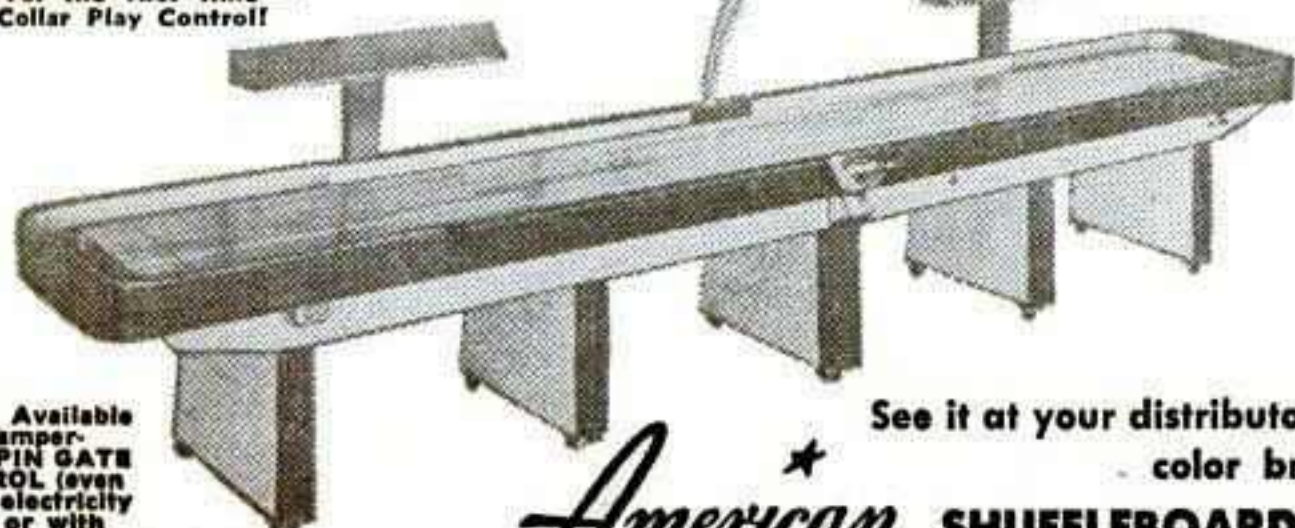
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Taxation, Location Loans Highlights

Continued from page 39

tween his schedule of depreciation and his actual practice in replacing equipment.

Juke box operators, he noted, are allowed a depreciable life of 10 years, but depreciation claimed must be in line with actual practice.

Limitations

Kaner said that depreciation will not be allowed in the year of sale when the disposal of depreciable assets brings a gain.

Regarding investment tax credit, Kaner said that an operator can subtract from his income taxes up to 7 per cent of what he spends in 1962 for equipment and machinery, provided the sum doesn't exceed \$25,000 plus 25 per cent of the operator's total tax payment in a given year.

Kaner noted that the "Revenue Act of 1962" changes the tax treatment of gains in connection with certain depreciable property by making any gains on the sale or other disposition of such property taxable as ordinary income to the extent of depreciation deductions previously taken.

Loophole Closed

"Operators who in the past took excessive depreciation deductions and then disposed of the assets at a gain, in effect, converted ordinary income into capital gain," said Kaner.

He pointed out that to "close this loophole, and to prevent further exploitation, which might result from the newly enacted rules for investment credits for newly

acquired property and from the liberalized depreciation guide lines, gains from the sale of depreciable assets are treated as ordinary income to the extent of post 1961 depreciation allowed upon disposition during a taxable year beginning after December 21, 1962.

"The gain on a sale of a phonograph resulting from depreciation for 1961 and prior years may still receive capital gain treatment.

Two Part Gain

"Thus, a gain on sale of a phonograph may conceivably be composed of two parts, ordinary income on depreciation taken in 1962 and thereafter and capital gain on earlier depreciation."

Kaner noted that passage of a "Self-Employed Individuals Tax Retirement Act" (Keogh Bill) gives such individuals benefits similar to corporation employees who can accumulate retirement benefits under a tax sheltered trust.

Up to \$1,250 a year can be put into a retirement fund with no tax due on the amount. The money must be placed in a bank trust, invested in insurance, or mutual fund shares, or placed in special treasury bonds, Kaner noted.

Employees Included

However, owners of such businesses are eligible only if they include all other eligible employees with three or more years service at the same rate of contribution.

Kaner cautioned that once a person decides to put money into a retirement fund he's locked in. The

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Meteor Hot Rod 225
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Red Nose Reindeer ... 225
Sandy Horse 350
Pony Express 175
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MUSIC—Seeburg B, C, R, G, L, YL200, KD200, 222, 201, 161, AY160.
Wurlitzer 1700, 1800, 1900, 2100, 2150, 2310, 2300, 2410, 2510.
A. M. I. G-200, Continentals.

BINGOS—Triple Play, Show Time, Cypress Garden, Brite Spots, Sun Valley, Miss America, Beach Time, Sea Island, Shoot-a-Line, Fun Ways, Barrels of Fun and other late models.
FLIPPER PIN GAMES—Gottlieb's 2 and 4 Players, especially Tropic Isle and Liberty Belle.
SHUFFLES—Clippers, Lightnings and Capitals.
ARCADE & AMUSEMENT—Champion Horses, C. C. Commando Guns, Auto Photos—12 and 14, Merry-Go-Round, Williams and United Baseball Games, Pro Basketball, Blue Cabinet, Drop Ball.
VENDING MACHINES—Vendo Milk and Ice Cream; National Cigarette Vendors, 11-15-20 and 22 column; Continental 20 and 30, and Stoner Candy Vendors.
Please Call or Write quantity and price.

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M. S. GISSER
Sales Manager

Metalfab Introduces High-Speed Counter

CHICAGO—A new high-speed portable coin counter was introduced last week by Major Metalfab, Inc., here. The unit counts pennies, nickels, dimes, quarters and half dollars, packages coins in preset amounts, and bags coins in continuous count.

Coin packaging tubes are color-keyed, each in its own standard bank color. Hand-operated and motor-driven models are available.

money can't be taken out until the person is 59½ years old without incurring a 110 per cent tax penalty.

CANDY—CIGARETTES COFFEE—HOT FOOD

Ready for Installation

- National 510 Candy Gum Mint \$225
National 560C Candy \$195
Stoner 5/10/25, 10-Col. Candy Gum Mint \$225
Stoner 5/10, 12-Col. Candy \$225
Stoner 1 or 2 nickels 8-Col. Candy \$145
Stoner, W/changemakers, 8-Col. Candy. \$165
U-Select-It Candy, 5 or 10c \$ 55
Stands for above, single, \$5; double, \$10
- National 222 Cigarette \$295
National 113 Cigarette (ACMR equipped) \$225
National 111 Cigarette \$175
National 11ML Cigarette \$145
National 9M Cigarette \$ 75
National 7-Col. Cigarette \$ 50
Du Grenier K12 Cigarette \$150
Du Grenier 11-Col. Cigarette \$ 65
Stoner 15-Col. Cigarette \$175
Stoner 11-Col. Cigarette \$150
U-Select-It Cigarette, 25c \$ 55
Stands for above, single, \$5; double, \$10
- Hebel Coffee & Chocolate Model 4100 \$135
Stoner Coffee & Chocolate Model 5000 (National coin mechanism) \$300
Stoner Coffee & Chocolate Model 500 \$150
Stoner Coffee, Choc., Tea Model D10 (National coin mechanism) \$350
- Vendo Hot Food, 6 selections \$175
Hebel Field Kitchens (as is) \$ 50

All machines recently removed from routes in Central Indiana. Cabinets good to excellent. Not trade-ins or trouble-makers. All units checked and in A-1 working condition when leaving our warehouse.

TERMS: 1/3 deposit with order, balance sight draft.

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CO-OPERATIVE VENDORS, INC.

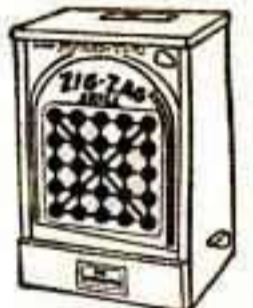
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Counter Game

5-ball play. 16-56-104 play. Size 12"x17"x9". In line scoring, high scoring. All natural wood cabinet.

\$49.50



SHUFFLEBOARD SCOREBOARDS

Coin operated. 15, 21 and/or 50 points (Horsecollar). Overhead double-faced model on chrome stands, complete with coin box.

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Wall Model \$105.00

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- 5-Oz. Bumper Pool Balls (10) ... \$ 9.00
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2 1/2" Pool Balls 1-15 w/Cue Ball, Set 12.50
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48" Cues \$1.50 ea.; 25, \$1.15 ea.
52" Cues \$1.95 ea.; 25, \$1.50 ea.
57" Plastic Cues \$3.95 ea.; \$39.00 dz.

We carry complete line of Pool Supplies—Write for list.

PHONOGRAPH PLASTICS

We carry replacement plastics for Wurlitzer, Seeburg and A.M.I. Write for literature.

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OPERATE UNITED Shuffle Alleys and Bowling Alleys

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FOR SALE 15 Mills Panorams

Completely overhauled with all worn parts replaced. Cabinets in natural wood refinished.

Price \$350.00

F.O.B. Newark, N. J. Market 4-3297
All types of film available for Panorams.

PHIL GOULD

224 Market Street, Newark, New Jersey

Blundered on Road

Continued from page 38

as a code of ethics and code of fair trade practices has little public relations value if not circulated among those dealing with the operators.

He suggested such things as giving MOA members a machine sticker which would show the operator to be a subscriber to the codes.

Also under discussion is the circulation of a list of MOA members to local authorities, Better Business Bureaus and related groups, indicating that the members belong to the juke box and amusement industry's national trade association and that they subscribe to the industry's approved codes of business.

Effective Voice

The list would, in effect, be a stamp of approval to all MOA members. The national association would also become a more effective voice for the industry.

A letter containing an initial draft of MOA's public relations plans is to be circulated by Lou Casola, recently named to head the group's public relations committee.

Members of Casola's full committee are to be announced shortly.

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Rock-Ola 1496	\$665.00
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AMI 1120	335.00
AMI G200	225.00
AMI K120	395.00

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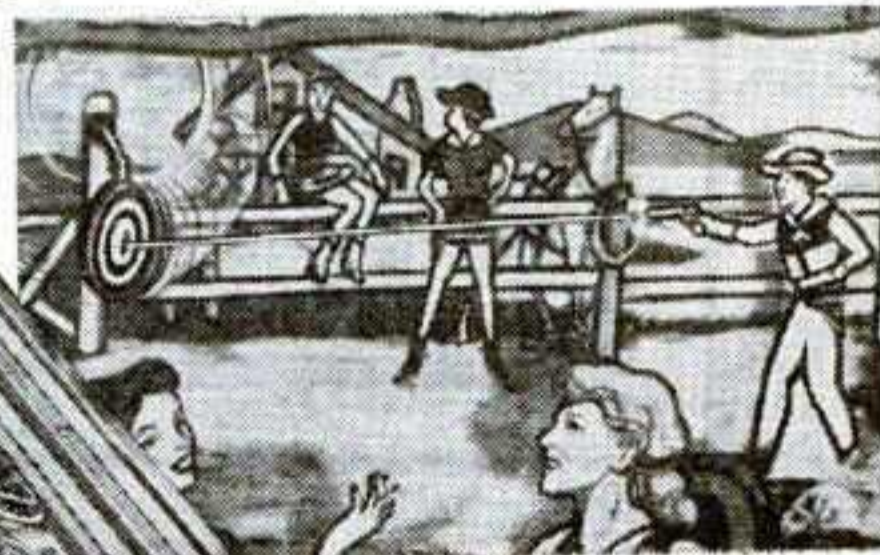
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Score an additional ball—the Cowboy shoots ... the target spins! 3-dimensional animation attracts players and coins like a magnet!

See these features demonstrated at your distributor:

- ☆ Hitting roto-targets lights numbers 1 through 7
- ☆ Lighting any 4 consecutive numbers adds-a-ball to play
- ☆ One ball added for each additional consecutive number lit
- ☆ Each time player makes two blue and two yellow rollovers an additional ball is added
- ☆ Hitting roto-target bulls-eye adds-a-ball to play
- ☆ High score adds additional balls to play

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



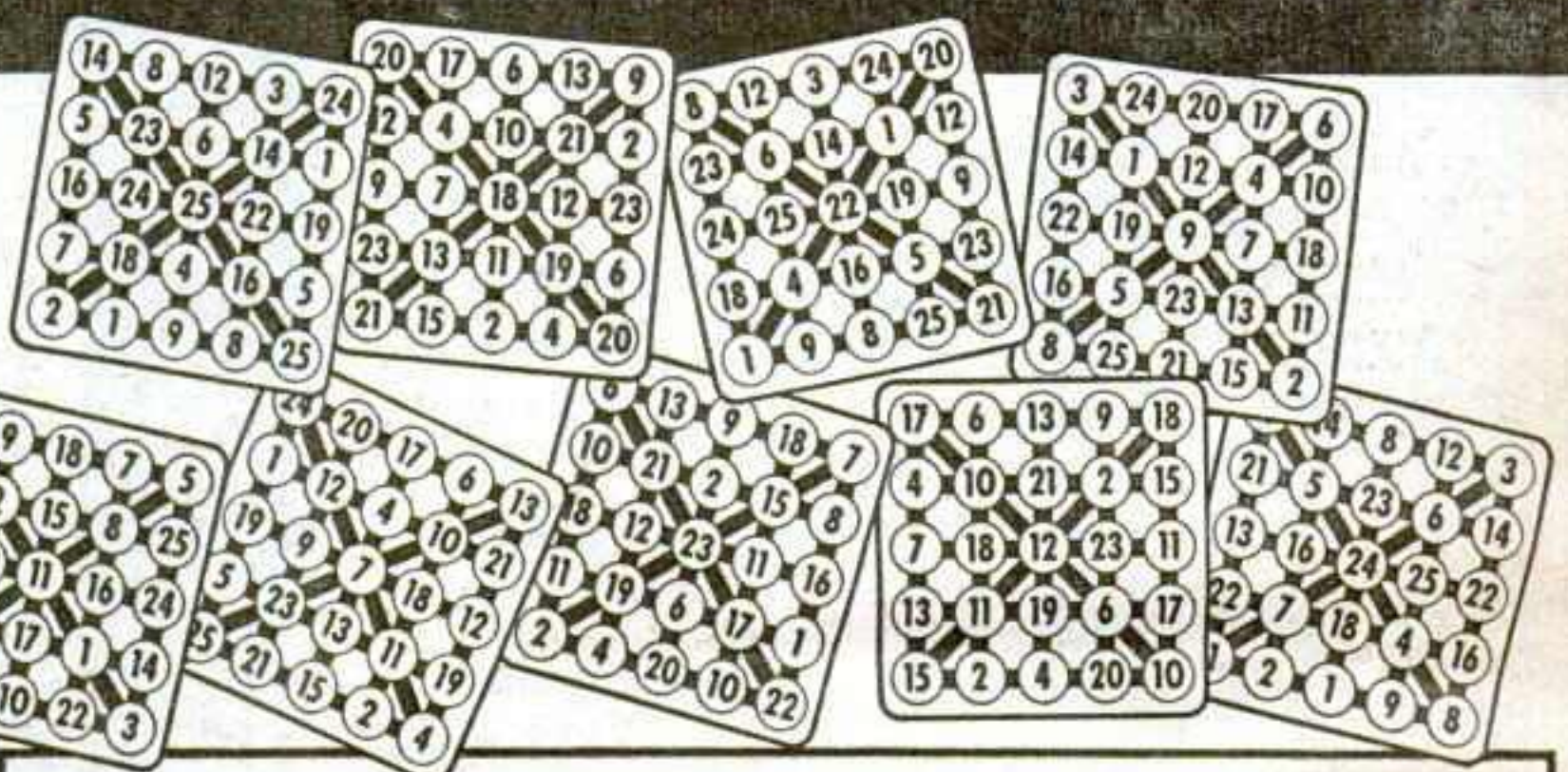
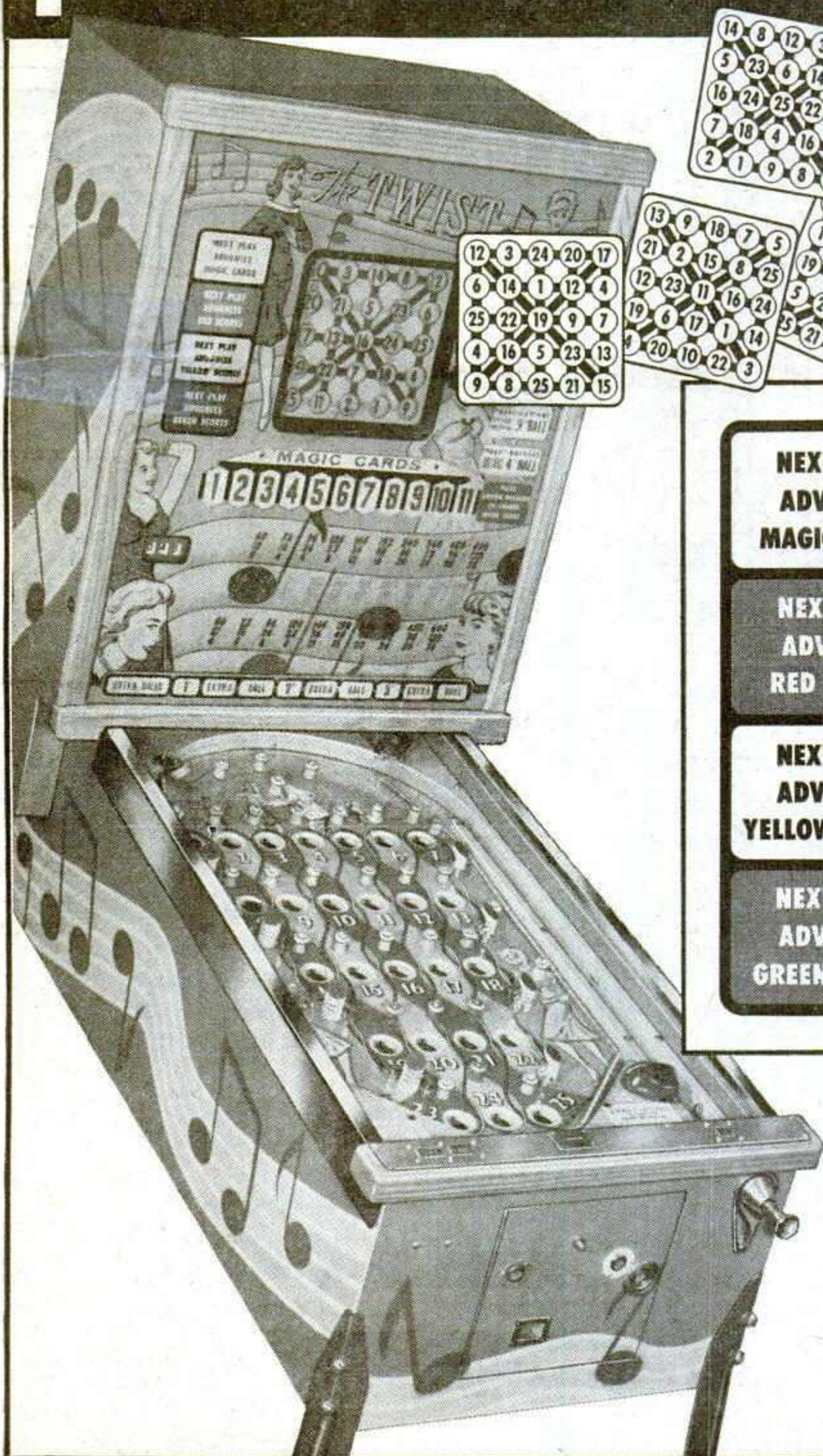
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New "Next Play" Guarantee

Mystery flashing panels on backglass tell player exactly what each coin will buy. Every advertised advance is guaranteed.

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Player's choice of up to 11 different Cards. Complete double diagonals in every Card. Red, yellow and green scoring in every Card. Player can change Cards back and forth for top scoring.

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