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# BILLBOARD MUSIC WEEK

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

## PAGE ONE RECORDS



### SINGLES

#### ★ NATIONAL BREAKOUTS

NO BREAKOUTS THIS WEEK

#### ★ REGIONAL BREAKOUTS

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

- CLOSE TO CATHY . . .**  
Mike Clifford, United Artists 489 (Arch, ASCAP) (New York)
- WHAT TIME IS IT? . . .**  
Jive Five, Belton 2024 (Lescay, BMI) (New York)
- GOIN' TO THE RIVER . . .**  
Frankie Anthony, Joey 101 (Shep-Mike, BMI) (San Francisco)
- ONLY LOVE CAN BREAK A HEART . . .**  
Gene Pitney, Musicor 1022 (Arch, ASCAP) (Hartford)

#### NEW ON THE HOT 100

- 72. **MONSTER MASH . . .**  
Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167
- 76. **I REMEMBER YOU . . .**  
Frank Ifield, Vee Jay 457
- 78. **STOP THE MUSIC . . .**  
Shirelles, Scepter 1237
- 79. **WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE . . .**  
Freddy Cannon, Swan 4117
- 85. **LIMBO ROCK . . .**  
Chubby Checker, Parkway 849
- 90. **SWEET SIXTEEN BARS . . .**  
Earl Grant, Decca 25574
- 93. **STORMY MONDAY BLUES . . .**  
Bobby Bland, Duke 355
- 94. **COPY CAT . . .**  
Gary (U. S.) Bonds, LeGrand 1020
- 95. **I REALLY DON'T WANT TO KNOW . . .**  
Solomon Burke, Atlantic 2157
- 96. **SEND FOR ME . . .**  
Barbara George, Sue 766
- 98. **HE'S A REBEL . . .**  
Crystals, Phillies 106
- 99. **MAMA, HE TREATS YOUR DAUGHTER MEAN . . .**  
Ruth Brown, Phillips 40056
- 100. **BIG LOVE . . .**  
Joe Henderson, Todd 1077

### ALBUMS

#### ★ NATIONAL BREAKOUTS

- MONO**
- PORTRAIT IN MUSIC**, George Maharis, Epic LN 24021
- THE BUTTON-DOWN MIND ON TV**, Bob Newhart, Warner Bros. W 1467
- STEREO**
- THE GARLAND TOUCH**, Judy Garland, Capitol SW 1710
- SINATRA & SWINGIN' BRASS**, Frank Sinatra, Reprise R9-1005
- POPS ROUNDUP**, Boston Pops (Fiedler), RCA Victor LSC 2595

#### ★ NEW ACTION LP'S

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

- MONO**
- JOHNNY GET ANGRY . . .**  
Joanie Sommers, Warner Bros. W 1470
- ENCORE . . .**  
Highwaymen, United Artists UAL 3225
- LOLITA . . .**  
Sound Track, MGM E 4050
- LET'S SIT THIS ONE OUT . . .**  
Paul Anka, RCA Victor LPM 2575
- JAZZ—SAMBA . . .**  
Stan Getz & Charlie Byrd, Verve V 8432
- 1,837 SECONDS OF HUMOR . . .**  
Ray Stevens, Mercury MG 20732
- THE LIVELY ONES . . .**  
Vic Damone, Capitol T 1748
- TWIST & SHOUT . . .**  
Isley Brothers, Wand 653
- MOVIN' . . .**  
Bill Black's Combo, Hi HL 12005
- PAT BOONE'S GOLDEN HITS . . .**  
Dot DLP 3455
- A TASTE OF HONEY . . .**  
Martin Denny, Liberty LRP 3237
- TONY BENNETT AT CARNEGIE HALL . . .**  
Columbia C2L 23
- JOCKO'S CHOICE R&B OLDIES . . .**  
Various Artists, Bonded B 777
- IN A VELVET MOOD . . .**  
Anita Bryant, Columbia CL 1885
- A SWINGIN' SAFARI . . .**  
Billy Vaughn & His Ork, Dot DLP 3458
- STEREO**
- BIG BAND BASH . . .**  
Ted Heath Ork, London SP 44017
- I LEFT MY HEART IN SAN FRANCISCO . . .**  
Tony Bennett, Columbia CS 8669
- PORTRAIT IN MUSIC . . .**  
George Maharis, Epic BN 26021
- MR. PIANO . . .**  
Roger Williams, Kapp KS 3290
- ITALY . . .**  
Roger Laredo & Ork, London SP 44014

#### NEW ON THE TOP LP'S

- MONO**
- 78. **PORTRAIT IN MUSIC . . .**  
George Maharis, Epic LN 24021
- 96. **THE BUTTON-DOWN MIND ON TV . . .**  
Bob Newhart, Warner Bros. W 1467
- 118. **SINATRA'S SWINGIN' SESSION . . .**  
Frank Sinatra, Capitol W 1491
- 138. **SWING EASY . . .**  
Frank Sinatra, Capitol W 1429

(Continued on page 8)

## Singles Slip in Some Areas, Hold Firm in Others

For the first time in almost three months the singles business faltered a bit last week in some major markets. However, in many other key cities it continued strong, and in a few areas it even increased as against the week before. According to dealers around the country new releases were not getting the type of action they had received during the summer, but many of the older hits continued to rack up steady sales, thus cushioning any decline.

LP business, which had started to pick up a few weeks ago, fell off last week in many areas. There were, of course, a number of albums grabbing good sales, including some of the newer releases, but generally dealers were less than happy about LP movement.

The hot singles summer has resulted in much more attention to singles by dealers than in recent years. A check of dealers in major markets indicated that they were stocking more singles now than they used to, both in depth and in the number of labels carried. Dealers said they carried more singles because business was so much stronger than in previous years, and that they carried more variety because their singles customers asked for them. Others said they had increased both their stock and their lines because the competition made them do so.

### Local Sons Still Shine in Houston

HOUSTON—"A hit nationally is a hit down here, but this is one market in which a local artist still has a chance." That's one Houston distributor source's comment on the fact that within this city's current singles business is a fair degree of action for vocal artists who are largely a local phenomenon.

Some current examples: Jack Moore's "I Know How the Lonely Feel," on Capri; "Fais Do Do," a Cajun French tune waxed in nearby Beaumont on Hallway; Sheifa Ellis' "Take a Chance," on San. These waxings are reportedly getting good reaction (and plays) from local jockeys and in coin machines. Interestingly, a Victor oldie—Peter Davis' "Something Precious"—is getting delayed-action recognition in Houston, and has ridden to the top of some local popularity charts.

Houston has long been a car-conscious city with an unusual saturation of suburban-type discount centers. Said a veteran Houston record sales exec: "There are more than 30 discount stores in Houston, and 50 in our territory—and they all sell records. On some lines we're able to sell to only 10 per cent of these stores." Thus, a continuing problem with Houston distributors is the missionary headache of trying to convince old-line, full-price establishments that they should hustle promotionally to compete with special sales, loss leaders and other ballyhoo.

General business picture for albums is also strong, with favorable dealer reaction reported for Warner's current sales plans and for Atlantic's and ABC-Paramount's percentage deals.

### Nashville Says Singles Holding Up

NASHVILLE—Singles records business continued to hold up exceptionally well in this town, sparked by a flock of strong diskings both old and new. And a number of distributors said that album business was picking up due to the new product and the fall plans of the manufacturers. One distributor noted that albums by Bo Diddley and by Moms Mabley were among his hottest sellers because of a 20 per cent off discount plan that Chess was offering dealers here on these items. Another distributor said that fall was the normal restocking time for dealers, anyway, and that that factor was helping the rise in LP sales.

News was made this week by the resignation of Dennis Dodson, salesman from Southern Distributors here for the Alabama area, to open his own distributorship. Dodson's new firm, described as a sort of rolling distrib and one-stop operation, is called Co-Op Sales. He will cover the Birmingham area. Tentatively, Southern Distributors has hired Jimmy Green, formerly with Music City distrib in Nashville, to cover Alabama.

Distributors were of the cautious opinion that the heavy sale of many of the new singles records was due to their over-all appeal to both kids and adults. One pointed out that

(Continued on page 8)

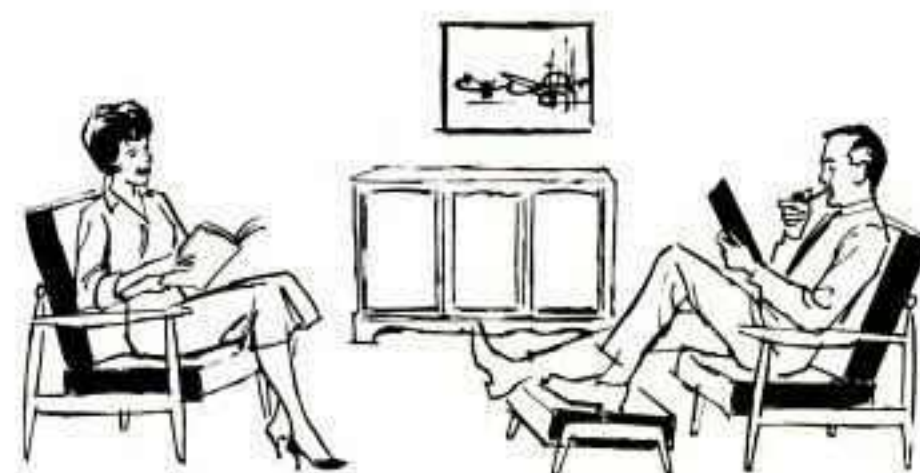


# BEST IN THE HOUSE!

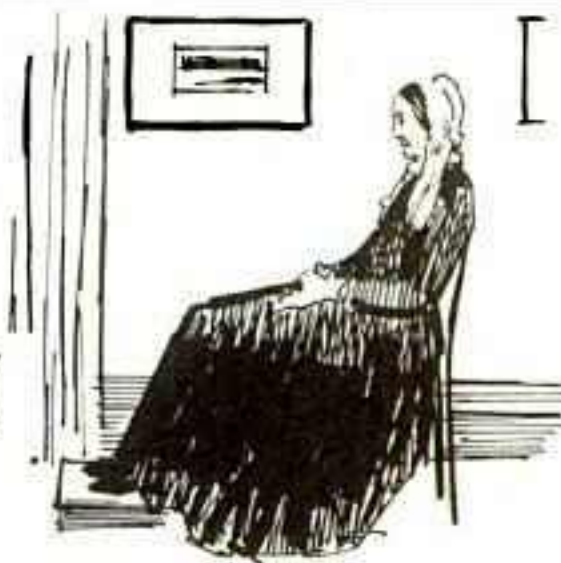
**new release of 25 albums  
from the Mercury Family of Stars  
for every member of every family**

- TINY HILL SINGS AND PLAYS THE HITS OF WORLD WAR I
- CHARLES AZNAVOUR The Time Is Now
- HENRYK SZERYNG Brahms Violin Concerto D Major, Opus 77
- WALTER HAYNES Steel Guitar Sounds
- CELEDONIO ROMERO & HIS SONS The Royal Family of the Spanish Guitar
- GRIFF WILLIAMS ORCHESTRA Won't You Dance With Me
- THE TWO SIDES OF THE SMOTHERS BROTHERS
- JOSE MELIS AT THE OPERA
- DEL WOOD Ragtime Goes International
- FRANK D'RONE D'Rone In Person
- NORTHWESTERN MEN'S GLEE CLUB
- BILLY ECKSTINE Don't Worry 'Bout Me
- DINAH WASHINGTON I Wanna Be Loved
- BILLY TAYLOR Impromptu
- RAFAEL PUYANA The Golden Age of Harpsichord Music
- THE BEST OF JAMES O'GWYNN
- GINA BACHAUER Brahms Piano Concerto No. 2
- JANOS STARKER Dvorak Violoncello Concerto; Bruch Kol Nidrei

**Backed by point-of-purchase pieces that tell and sell the big Mercury idea: Family Entertainment in the home!**



her, too!



**AND THERE'S MORE COMING!**

**most unique traffic-building promotion ever in the industry!**

Ad after ad after ad (Mercury goes 1st class) breaks in national consumer books October 1 with a remarkably unusual new idea designed to bring traffic to the store, turn more stock, up your Mercury LP sales. Different, exciting—and backed with in-store tie ins for (pardon the expression) record-breaking sales.

**GET READY TO JOIN THE MERCURY FAMILY OF STARS AS THEY PUT ON THE SHOW THAT MAKES MERCURY**

**AMERICA'S FIRST FAMILY OF FINE RECORDINGS**

MERCURY RECORD CORPORATION • 35 EAST WACKER DRIVE • CHICAGO 1, ILLINOIS



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.

Chart 1: Top 50 songs. Includes titles like 'SHEILA', 'YOU DON'T KNOW ME', 'LOCO-MOTION', 'RAMBLIN' ROSE', 'SHE'S NOT YOU', 'BREAKING UP IS HARD TO DO', 'PARTY LIGHTS', 'THINGS', 'TEEN AGE IDOL', 'VACATION', 'SHERRY', 'RINKY DINK', 'A SWINGIN' SAFARI', 'WHAT'S A MATTER BABY', 'YOUR NOSE IS GONNA GROW', 'DEVIL WOMAN', 'ROSES ARE RED', 'YOU BELONG TO ME', 'ALLEY CAT', 'PATCHES', 'SEND ME THE PILLOW YOU DREAM ON', 'GREEN ONIONS', 'POINT OF NO RETURN', 'SILVER THREADS & GOLDEN NEEDLES', 'SHAME ON ME', 'VENUS IN BLUE JEANS', 'TILL DEATH DO US PART', 'YOU BEAT ME TO THE PUNCH', 'MAKE IT EASY ON YOURSELF', 'AHAB THE ARAB', 'BEECHWOOD 4-5789', 'LET'S DANCE', 'COME ON LITTLE ANGEL', 'LITTLE DIANE'.

Chart 2: Songs 35-66. Includes titles like 'WONDERFUL DREAM', 'IF I HAD A HAMMER', 'STOP THE WEDDING', 'SEALED WITH A KISS', 'TWIST AND SHOUT', 'I'M THE GIRL FROM WOLVERTON MOUNTAIN', 'LIE TO ME', 'BRING IT ON HOME TO ME', 'YOU'LL LOSE A GOOD THING', 'CALL ME MR. IN-BETWEEN', 'MR. SONGWRITER', 'SURFIN' SAFARI', 'WHAT KIND OF LOVE IS THIS', 'HULLY GULLY BABY', 'BABY ELEPHANT WALK', 'RAIN, RAIN GO AWAY', 'I LOVE YOU THE WAY YOU ARE', 'IT MIGHT AS WELL RAIN UNTIL SEPTEMBER', 'PAPA-OOM-MOW-MOW', 'BOYS' NIGHT OUT', 'DO YOU LOVE ME', 'A TASTE OF HONEY', 'SPEEDY GONZALES', 'JUST TELL HER JIM SAID HELLO', 'PUNISH HER', 'YOU CAN'T JUDGE A BOOK BY THE COVER', 'HEART IN HAND', 'I LEFT MY HEART IN SAN FRANCISCO', 'EVERY NIGHT (WITHOUT YOU)', 'THEME FROM A SUMMER PLACE', 'THE WAH-WATUSI', 'LOVE ME AS I LOVE YOU'.

Chart 3: Songs 67-100. Includes titles like 'LOLLIPOPS AND ROSES', 'WOLVERTON MOUNTAIN', 'LOLITA YA-YA', 'YIELD NOT TO TEMPTATION', 'I KEEP FORGETTIN'', 'MONSTER MASH', 'LONG AS THE ROSE IS RED', 'JIVIN' AROUND', 'IF I DIDN'T HAVE A DIME', 'I REMEMBER YOU', 'DON'T YOU WORRY', 'STOP THE MUSIC', 'WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE', 'REAP WHAT YOU SOW', 'HIDE AND GO SEEK', 'SO WHAT', 'TORTURE', 'I WANNA BE LOVED', 'LIMBO ROCK', 'BEACH PARTY', 'LOOKIN' FOR A LOVE', 'NO ONE WILL EVER KNOW', 'BROKEN HEART', 'SWEET SIXTEEN BARS', 'SILLY BOY', 'THERE IS NO GREATER LOVE', 'STORMY MONDAY BLUES', 'COPY CAT', 'I REALLY DON'T WANT TO KNOW', 'SEND FOR ME', 'WHAT KIND OF FOOL AM I', 'HE'S A REBEL', 'MAMA, HE TREATS YOUR DAUGHTER MEAN', 'BIG LOVE'.

HOT 100—A TO Z—(Publisher-Licensee)

Index table listing artists and their corresponding song titles across the charts, such as 'Ahab the Arab (Lowery, BMI)', 'Alley Cat (Meteor, BMI)', 'Baby Elephant Walk (Famous, ASCAP)', etc.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'YOUR HEART BELONGS TO ME', 'DON'T BREAK THE HEART THAT LOVES YOU', 'GLORY OF LOVE', etc.

**Dot**® RECORDS PROUDLY PRESENTS ANOTHER

**PAT BOONE HIT**

**A GREAT NEW SONG**



**TEN**

**LONELY GUYS**

**B/W LOVER'S LANE**

#16391



**"THE NATION'S BEST SELLING RECORDS"**

RACKERS' WOES SAME AS  
INDUSTRY'S, SAYS BECKER

CHICAGO—"We don't expect the same price as distributors; we wouldn't unless we performed the same functions and at present this is something we're not capable of doing.

"What we do want is to be recognized as wholesalers, not retailers, and receive a lower price than other retailers."

The man talking is Glenn C. Becker, president of the National Association of Record Merchandisers, interviewed together with Jules Malamud, executive director of the association, at its midyear meeting at the Edgewater Beach Hotel here last week.

Talk at the sessions centered around such controversial topics as "direct sales," "credit" and "returns." Becker was more than willing to discuss all very frankly.

He feels the problems of the rack jobber are general industry problems—problems shared by all members of the record industry—not anything peculiar to the rack jobber.

"We're all after making profit," Becker noted.

"As far as selling direct, we've been buying many of the small budget lines direct for years; this is nothing new," he said. "The discussion is mostly about the higher priced lines, the \$3.98 and up items, and these we have no desire to buy direct."

Becker emphasized, however, that the rack jobber does seek recognition for the wholesaling functions he performs. He listed, among others, servicing, packaging, pricing, setting up fixtures, inventory control, advertising and in-store promotion.

The cost of operating racks, he noted, is very high, and the rack jobber feels these wholesaling functions should be worth something.

Discussing the functional discount that is given rack jobbers, Becker said the same price is usually available to large retail buyers, putting the rack jobber at a competitive disadvantage.

He noted the rack jobber is after a lower price than is available to retailers—all retailers, even large discount houses—so he can compete effectively.

He emphasized that the rack jobber had given the record industry valuable exposure, and perhaps more important, large sales. Rack jobbers have created an awareness for records among countless persons who would never have entered a record store in the past, he said.

Commenting on the new Cameo-Parkway deal specifically aimed at the rack-jobbing industry, Becker said it was a "sign of recognition," and was "pretty sure that other companies will

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ABC-Para's 1st  
Gold Album to  
Ray (Who Else?)

NEW YORK—Ray Charles was presented with two gold records last week by ABC-Paramount, one for his top-selling album, "Modern Sounds in the Country and Western Music," and the other for his single "I Can't Stop Loving You," which was taken from the album. It was the first gold record album in ABC history.

Presentation of the disks was made by New York deejays Scott Muni of WABC and George Tucker of WINS during a concert by Charles at Convention Hall at Asbury Park, nearby New Jersey shore resort.

The album award, certified by the Record Industry Association of America (RIAA), constituted the first album so recognized in ABC's catalog, the single marked the label's seventh million-selling single. Charles, meanwhile, will start recording his second country music album later this month in New York and California.

Capitol After  
College Crowd

HOLLYWOOD — Capitol Records is issuing an all-album special release aimed at the college market. In line with Capitol's annual September marketing policies, the firm is leveling its promotion guns on the college market, with a special advertising program for college newspapers. One part of the sales material aimed at the campus crowd is a special DJ "Campus Crowd Pleaser" campaign.

Capitol was the first major label to advertise in the nation's college press. The firm has continued this policy annually, though later competitors have moved for a share of the campus market.

Capitol last week issued a total of 23 new LP's—15 popular albums, and 8 new classics. Pop product includes releases by the Four Freshmen, George Shearing, the Lettermen, Fred Waring, and the Journeymen. The classical portion of the release includes a new recording by Otto Klemperer of the Bach "Saint Mathew Passion" and an album of Brahms First Symphony.

CBS Records Invades So. America

NEW YORK — Columbia Records has begun to introduce the CBS Records label in Argentina, Brazil and Mexico, according to Peter de Rougement, vice-president of Latin American operations for Columbia.

Earlier this year, plans were announced for the introduction of the CBS label throughout the world in 1962. Last May the label was brought out in Great Britain and Eire, using repertoire from American Columbia and marketed through Philips Phonographic Industries.

Product in the three Latin nations will include locally produced Latin repertoire as well as material from the Columbia and Epic catalogs in the United States. Wholly owned Columbia subsidiaries in the three countries will handle the marketing in their territories.

De Rougement also announced that the first three-track stereo recordings have been completed in the newly constructed Buenos Aires studios, third major stereo dishing center in Latin America operated by Columbia. Other are in Mexico City and Rio.

Vee Jay to Follow Cameo  
In Special Deals to Racks

By REN GREVATT

CHICAGO — Serious and occasionally heated discussion on a new rack jobber sales policy announced by Cameo-Parkway highlighted the mid-year meetings of the National Association of Record Merchandisers here last week.

The discussions widened when Vee Jay Records said it would institute a similar rack program and two other firms said they were also considering plans.

The Cameo-Parkway deal—features of which are an additional 7 per cent discount over the normal

NARM Accepts  
New Members

CHICAGO — Three new members were welcomed to the ranks of the National Association of Record Merchandisers at the association's opening private session of its mid-year meetings here last week.

New members were Stanley E. and R. Glenn White, Oklahoma News Company, Oklahoma City and Tulsa; Barry Taran, Record Service Company, Miami, and S. A. Siebert, Siebert News Agency, Little Rock, Ark.

Meetings of rack members of NARM, held both Sunday (26) and Wednesday (29), were private and featured reports by executive director Jules Malamud, as well as legal counsel from Washington.

Malamud remarked later, in reply to a specific query, that NARM as an organization, would be glad at any time to take part in an all-industry trade practice conference. This was a widely discussed topic, since it originally was proposed by the Society of Record Dealers of America.

"We'll be glad to do anything that will improve the record business for everybody," said Malamud. "This was one matter, in fact, which our counsel discussion in our closed meeting."

EDDIE FISHER  
IN FOR MONTH  
AT N. Y. THEATER

NEW YORK—Eddie Fisher is the latest personality to schedule an intimate-revue-style Broadway show, opening October 1 for a month-long stand at the Winter Garden Theater. Reviving a tradition from the 1920's, Fisher's show will be presented seven nights a week, with a Saturday matinee.

Staged by John Fearnley with Fisher supported "by a number of other entertainers who will be announced later," the engagement is a presentation of Monte Proser in association with Ramrod Productions.

Fisher most recently has been playing to strong audiences at the Coconut Grove in Los Angeles, the Desert Inn in Las Vegas and at Frank Sinatra's Cal-Neva Lodge in Lake Tahoe. A live-performance album, taped at the Coconut Grove, is due for release soon.

functional to racks, plus direct drop shipments from the manufacturer—was hailed by rackers attending the sessions. It represented a partial step in the direction of a plan NARM urged several manufacturers to accept early this summer. Details of the plan were outlined in BMW (June 16).

Under the original plan advanced by NARM, rack jobbers were to be serviced at distributor prices, with an override to distributors on each rack sale of from 6 to 8 per cent. In this case, drop shipments were to be effected through distributors, with manufacturers assuming the burdens of freight, billing and credit.

Variations

The C-P plan is simply a variation of the earlier proposal, with the distributor continuing his control over payments, collections and exchanges. The manufacturers, on the other hand, would drop-ship direct to the racker, under C-P's program, thus eliminating the distributor's cost of warehousing disks earmarked for racks. Distributors, however, would retain the burden of financing, under the C-P idea. Override for distribs was not revealed.

Though racks were virtually 100 per cent in favor of C-P's plan, which took effect Saturday (1), the reaction among manufacturers was far less clear-cut. As the diskers strolled through the huge Edgewater Room, keeping their 20-minute appointments at 35 differ-

ent rack jobber tables, there were numerous opportunities to express their views.

Though many manufacturers said that virtually no pressure was exerted to obtain distributor pricing terms and direct shipments, at least one other firm was "cracked." During a private four-hour meeting Monday evening (26) between high officials of NARM and representatives of Vee Jay Records, including the label's chief, Ewart G. Abner Jr., and his right-hand West Coast man, Randy Wood, tentative agreement was reached on a plan similar to that announced by Cameo-Parkway.

Full details of the plan were not revealed, but it was understood the label would drop-ship direct to racks with an override of about 6 per cent to distributors on all disks purchased for rack sales.

Racks Are Here

Questioned later, Wood said that close to 40 per cent of the firm's Southern California business last year was done through racks.

"We've got to recognize them," Wood remarked. "They're a mighty important factor. We have been assured by the rack people that we'll get a great deal more attention in the way of stocking and display, under these new terms. That can only help us."

Several other companies were also giving serious consideration to the adoption of some variations of these plans for rack jobber deal-

(Continued on page 62)

Plans for Air Changes  
Getting Pressured—Mac

CHICAGO — The McLendon Corporation, which has purchased WGES Radio here in a \$2 million deal, is finding that its plan to drop the 20 per cent of the station's programming now slanted to Polish, Italian and German listeners, and to aim all of the station's music programming at Chicago's Negro community under the call letters WYNR is running into strong opposition.

At a news conference, Gordon McLendon charged that the station was currently being pressured, with a "sort of Big Brother approach we won't have," by a member of Congress to retain the foreign-language segments.

"This is the first big effort to influence a radio owner where he is trying to program to fit the need of the community. If this is possible, I want out of radio," McLendon said angrily.

According to surveys made by McLendon, Chicago has the largest Negro population (1,250,000) of any city without a full-time Negro-appeal station. On the other hand, he added, there are already 50 hours weekly of Polish programming in Chicago radio, 24 hours of Italian fare, and German segments on four stations — a total which McLendon feels amounts to adequate community service.

R.&B. Powerhouse

At the moment, WGES has about 80 per cent of its format devoted to so-called Negro music, and the station is known as a big r.&b. and rock powerhouse in the Midwest. McLendon's plans do not involve a basic format change, how-

ever, to either a "Top 40" or "sweet music" approach.

Apart from his desire to fill a specific program need for Negro audiences, McLendon doesn't like the WGES foreign-language shows for another reason. Such shows are "brokered," i.e. independently produced and sold for what the traffic will bear. The practice is generally frowned on by FCC, and is taboo under NAB rules for English-language shows.

Among other station changes, McLendon said he will bring in a five-man news staff that will actively gather news of specific interest to the Negro. The station has up to now been without a news staff as such, relying solely on wire copy.

Several key personnel changes have been made including the resignation of such local r.&b. deejay kingpins as Ric Ricardo, Al Benson and Norm Spalding.

New names at the station include: J. G. Schatz, general manager; Jim Randolph, formerly with KSAN, San Francisco, program director and 4-7 p.m. deejay, and the following deejays: Rodney Jones (from St. Louis); Lucky Cordell (WGES); Big John Evans (from Memphis); Dick Kemp (from Dallas), and Evonne Daniels (from Jacksonville, Fla., and St. Louis).

In addition to its Dallas station, KLIF, McLendon owns and operates KILT, Houston; WYSL, Buffalo; KTSA, San Antonio; KABL, San Francisco, and serves as exclusive U. S. sales representative for X-TRA News, an all-news operation with transmitters in Baja, California, Mexico.

# New 1-Stop Association Elects Philly Man

## Irv Pearlman Heads Group Representing 19 Key Firms

CHICAGO—Irv Pearlman, Philadelphia one-stop operator, was elected president of a new one-stop trade association formed here last week by representatives of 19 key firms around the country.

The group planned to hold meetings with record company representatives all day Friday (31) to discuss mutual industry problems.

Lou Boorstein, large New York one-stop operator, said the members would seek to find ways "to work together better in fields of merchandising, promotion, service, catalog and advertising." Boorstein said the one-stop owners would not be after a lower price.

### To Thrash Out Problems

He said the aim of the association is to "bring together one-stop operators, some of whom have been in business some 20 years, to thrash out common problems of promotion, credit, advertising, public relations and relations with manufacturers, distributors and dealers."

Other officers elected were: Sam Ricklin, Los Angeles, vice-president; Jim O'Dwyer, Chicago, treasurer; Raoul Shapiro, Miami, secretary. A board of directors will be elected at a later date. The association will also settle on a name after corporate problems of organization have been settled.

### Reps Present

Representatives at the meeting included Boorstein, the officers; Harry Brockman, St. Louis; George Freeman, Cleveland; Herb Slotkin, Philadelphia; Pat Cohen, Richmond; Fred Sipiora, Chicago; Stanley Stone, New York; Manny Wells, New York; Ed Ockel, St. Louis; Gordon Darish, Grand Rapids, Mich.; Dave Lieberman, Minneapolis;

LeRoy Davidson, Kansas City, and Steve Brody, Buffalo.

The meeting brought to three the number of trade group gatherings in the Windy City last week, perhaps all eyeing, if not sharing, the same problems.

Members of the National Association of Record Merchandisers (NARM) met earlier in the week, as did directors of the newly revamped distributor group, ARMADA.

Hottest topics of discussion on all fronts were: Credit, price, and, in the case of the rack jobbers, returns.

### Seek More Favorable Terms

Though perhaps not openly stating it, the one-stops will certainly be after more favorable terms with manufacturers to enable them to continue to compete.

Virtually all segments of the record marketing chain are finding themselves squeezed from all sides. The one-stops are no exception.

Though qualifying for a so-called functional discount from distributors, the one-stop many times finds itself getting no better price than

*(Continued on page 12)*

## 'Bounty' Disks Get Big Push

NEW YORK—With its expensive production of "Mutiny on the Bounty" due to drop anchor in theatrical premieres in November, MGM Records is putting the finishing touches on a heavy exploitation salvo for a quartet of albums related to the blockbuster feature.

Lead-off album is a digest of Bronislau Kaper's sound-track music for the film, conducted by Robert Armbruster. Others are: "Tahiti—Island of Paradise," a waxing of Polynesian music recorded during the filming; a choral album of native groups singing the film's theme melody plus Tahitian songs; and "Tempos of Tahiti," an album in the label's "21 Channel" series. Additionally, there will be singles by various artists of the film's title theme, love themes and other music.

MGM plans a group release prior to the premiere, backstopped by newspaper and magazine ads tied to special window and store displays. KERRadio programming service has scheduled the sound-track album as its "Album of the Month" on 150 stations, and it's due to be spotlighted on Jim Ameche's syndicated radio series.

## Wholesalers Must Join Hands—Merc's Steinberg

By NICK BIRO

CHICAGO—The future in record merchandising lies in mergers between distributors, rack jobbers and one-stop operators, according to a highly placed official with the giant international Mercury-Philips-Smash record organization.

Irwin Steinberg, executive vice-president of Mercury Record Corporation, told his distributors here last week that they should join hands with one-stops and rack jobbers to meet the merchandising challenge of the future.

Steinberg spoke at the firm's fall distributor meeting attended by some 70 distributors from all three labels. The meeting brought together one of the largest groups of distributors ever assembled under one roof by a manufacturing company.

Mercury Record Corporation president, Irving B. Green, told distributors that the record industry is headed toward a "one-world" concept.

He cited the importance of such communication media as the Tele-

star satellite in removing international barriers. Foreign artists are becoming increasingly important to the entire industry, he said.

All three labels—Mercury, Philips and Smash—previewed their fall lines and held corporate discussions with distributors.

Steinberg's comments had electrifying results, touching as they did on the most critical merchandising problems faced by the record industry today. Distributors, one-stops and rack jobbers, not to mention retailers, have been feeling a strong economic squeeze from all sides.

Steinberg noted that retailing is going through "giantism," and that the retail store owners of the future will be "real estate operators, not merchandisers."

Merchandising will be done by "leased department operators," he said. He emphasized that the future of the one-stops, rack jobbers and distributors lay in being capable of operating such leased departments.

He predicted that the retail store of the future would, in effect, be a

*(Continued on page 12)*

## ARMADA Seeks Disk Industry Allies For Goal of Equitable Trade Practice

CHICAGO—A seven-point platform was adopted here last week by the officers and executive board of the American Record Merchandisers and Distributors Association. At the same time, ARMADA President Amos Heilicher announced the board appointment of Paul Ackerman, former music editor of Billboard Music Week, to the post of executive secretary of ARMADA (see separate story).

In discussing the ARMADA platform of goals, Heilicher stressed that distributors, more than ever before, must present a united front in dealing with the problems of ever-changing disk marketing patterns.

ARMADA intends to work closely with other elements of the record industry, Heilicher said, including other trade organizations, as well as with the Federal Trade Commission in the holding of a Fair Practices Conference with the aim of achieving more equitable trade practices.

### Planning Ahead

The platform itself, adopted by the full board, at its meeting at the offices of James H. Martin of

Music Distributors, includes the following planks:

1. Establish and maintain a workable standard of practice with the manufacturer. In connection with this, it was noted, ARMADA strongly opposes direct shipping from manufacturer to rack jobbers, one-stops and dealers.
2. Seek to establish a workable plan of discount between distributor and rack jobber and distributor and one-stop, whereby all can exist.
3. Encourage the creation of an educational and mutual assistance program to maintain in business the existing retail catalog dealer. In line with this, the importance of teaching dealers how to merchandise was stressed. Manufacturer participation in this program will also be sought.
4. Work out realistic allocation quantities from manufacturer to distributor in order to minimize the possibility of over-supply and unrealistic sales practices. This, it is stressed, would discourage transshipping, just as unreasonable allocations with extra discounts upon reaching a quota, encourages the practice. A slogan of this aspect of the campaign might be "Bring

competition back to where it belongs," it was noted.

5. Work closely with the FTC to bring about fair practices and legislation which will improve the distributors status.

6. Assist in ironing out complaints and problems in local market area. This would be accomplished by a special committee of ARMADA leaders and members who would render a consultative and mediation function.

7. Establish a clearing house for general business ideas through a bulletin to be distributed bi-monthly to ARMADA members.

### Progress Sought

In a concluding statement, the ARMADA board said the organization "will not become a crutch for bad distributors. All of its activities, while geared to the immediate task of improving the distributors' position, must, in the last analysis, spell total industry progress."

Present at the meeting, in addition to Heilicher, were John S. Kaplan, executive vice-president; Harry Schwartz, treasurer; Irwin Fink, secretary; Harry Apostoleris, vice-president, Eastern division;

*(Continued on page 12)*

## 5 New LP's For Command

NEW YORK — Command Records will release five new LP productions this week under the joint descriptive tag "visual sound," according to Enoch Light, president of the firm. The product will be introduced at a cocktail party and press reception at the Fine Recording Studios in the Great Northern Hotel here, Thursday (6).

One of the highlights of the series, all of which were recorded on 35-mm. film, is a performance of Rodgers and Hammerstein's "Carousel," featuring Alfred Drake, Roberta Peters, Claramae Turner, Lee Venora, Norman Triple and John Crain. Jay Blackton, well-known pit maestro, batoned this session.

Another set is devoted to the music of Irving Berlin, in what Light called a "super-duper tribute" to the famous Broadway clef. The disk was cut in Carnegie Hall by a complement of 60 men, with Light conducting. Urbie Green is also represented with "Percussive Trombone No. 3." In the classical field, William Steinberg directs the Pittsburgh Symphony in the "Fourth Symphony" and the "Leonore Overture No. 3," by Beethoven. The final package features duo-pianists Leonid Hambros and Jascha Zayde in classical piano works.

The reception this week, introducing the new product, will be enlivened by the presence of Roberta Peters, Tony Mottola, Ray Charles, head of the singing group which bears his name, and other Command artists.

## Paul Ackerman Gets Post as ARMADA Exec

CHICAGO — Paul Ackerman, former music editor of Billboard Music Week, and a member of the paper's staff for many years, was named executive secretary of the American Record Merchandisers and Distributors Association here last week.

The appointment was announced by ARMADA President Amos Heilicher at a meeting of the officers and executive board of the association. Ackerman, who came here to accept the new appointment, will head up public and trade relations and will maintain liaison with the officers and members of ARMADA.

He will also work to establish links with various trade organizations in the record field, and will edit and publish a newsletter for ARMADA members. Ackerman plans to set up a New York office at an early date.

## LeBow Named V.-P. For Gerald Sales

NEW YORK—Carl LeBow has been named vice-president in charge of sales of Gerald Records. Firm is part of Gerald Hille's Gerald Productions, which has been active in the promotional field as well as the disk business. Other labels belonging to Gerald are Toto, Alfa and Cut-Up.

LeBow comes to Gerald after a stint with Apollo Records, and as a manager of recording talent. In addition to his sales work he will coordinate all of the firm's other activities.

Hille's Gerald Productions handled the Thom McAn "Soft Walking" contest, which featured Freddie Houston's record of "Soft Walking" on Toto. In the Gerald Records stable are such artists as Houston, Tony Middleton, Jo Elynn and Pat Lundy. Distribution for the firm is now being set up by LeBow.

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# Joe Csida Quits Capitol; 'Policy Differences' Cited

HOLLYWOOD — Joe Csida resigned last week as Capitol Eastern operations vice-president, a position that included executive responsibility for the firm's singles operation, public relations, music publishing, Broadway shows and Eastern administrative duties.

Csida was elected a vice-president by Capitol's board January 27, 1960. At the time he resigned a three-year contract. On February 1, 1961, he was elected to the Capitol board of directors.

Reason given last week for Csida's resignation was "policy differences." According to insiders, these were differences existing between Vice-President Alan Livingston and Csida. News of Csida's departure hit many at the Capitol Tower at week's end as a complete surprise.

The singles operation — under Csida it showed a 43 per cent sales gross increase for fiscal 1962 over the previous year — now will be handled by Voyle Gilmore, Capitol's executive producer, who headed singles production under Csida.

### Meggs PR Chief

Public relations will revert to Brown Meggs, with Fred Martin continuing under him as head of the press department. Jack Levy, general manager of Capitol's music firms (Ardmore and Beechwood), who previously reported to Csida, will continue to head the publishing firms. He will report for an interim period to Livingston, the vice-president in charge of Cap-

# Dick Pierce Quits Victor on Coast

HOLLYWOOD — Dick Pierce, RCA Victor Coast producer for the past five and a half years, resigned last week to go into independent record production and personal management. Pierce will team talents with the production and publishing duo of (Billy) Sherman (Barry) DeVorzon.

During his time at RCA Victor, Pierce was responsible for bringing to the label such talent as the late Jesse Belvin, Ray Peterson, Ann-Margret, H. D. Barnum, Rosemary Clooney, Shorty Rogers and Herman Luboff. In his responsibility for acquiring sound-track properties, Pierce gave RCA Victor "Breakfast at Tiffany's," "Experiment in Terror," "Hatari!" "Adventures of a Young Man," "Summer and Smoke" and "My Geisha."

Pierce was hired originally by the then head of RCA Victor's a.&r. department, Joe Carlton, and reported as head of the Coast Victor operations in June, 1957.

In September of that year Bob Yorke, now vice-president in charge of Victor's creative operations, moved in as head of the Western office. Yorke was transferred to New York to his present position in January 1960. From that time until March, 1961, Pierce remained as Coast head.

In March, 1961, Steve Sholes, head of pop a.&r. for Victor, was moved to the West Coast to head up expanded operations.

### Avakian, Hammond Named

NEW YORK — George Avakian, pop a.&r. chief of Victor, and John Hammond, frequent writer on jazz topics, have been elected to second terms as trustees of the National Academy of Recording Arts & Sciences. Also elected to serve a two-year term was Dom Cerulli. Remaining NARAS trustees are Joe Csida, Nesuhi Ertegun and Allan Kayes.

tol's records and phonograph operation.

Livingston is expected personally to take over the Broadway facet of the Capitol operations, negotiating directly for Rialto properties. Csida's duties as administrative head of Capitol's Eastern operations will be absorbed by Meggs, who had served as Csida's executive assistant in New York.

Csida took on direct supervision of the company's single record operation in August 1960. In addition to the increase in singles sales this year, Csida leaves the company with the best chart showing for singles in almost four years. Only a month ago Capitol signed Bobby Darin to beef up its entire singles operation.

In the show album department, another of Csida's responsibilities, original cast album deals were completed for Meredith Willson's "The Unsinkable Molly Brown," Richard Rodgers' "No Strings," and with Harold Prince for "A Funny Thing Happened on the Way to the Forum," among others.

Capitol President Glenn Wallichs said: "Joe Csida has contributed a dynamic and knowledgeable force to our company. He leaves with our best wishes for continued success and happiness."

### Joy Hires Larry Coleman

NEW YORK — Larry Coleman has been signed as general professional manager of Joy Music and Drury Lane Music. Cleffer Coleman ("Changing Partners," etc.) will be in charge of new writing talent for the firm, and will feature in Joy's theatrical and TV ventures. Coleman was formerly with E. B. Marks.

# Cameo-Parkway Net Sales Hit All-Time High

NEW YORK — Net sales of Cameo-Parkway Records hit an all-time high in the six months ended June, 1962, according to Bernie Lowe, head of the label. Net sales for the first six months of the year were \$3,896,341, up from \$1,055,622 for the same period in 1961. Net income was up \$530,431, compared with \$118,418 for the comparable period of last year. Company earned 88 cents a share by the end of the first six months compared to 20 cents per share a year ago, on 605,500 shares outstanding.

Meanwhile, according to Lowe, Cameo-Parkway racked up \$500,000 in orders at its distributor meeting in Chicago last week, when the firm showed its merchandise. Firm offered its distributors a 15 per cent discount on all new releases, plus other incentive programs for additional discount. At the meeting with Lowe were executives Al Kahn and Harry Chipetz. Strongest ordered album at the distrib meet was a new LP featuring Dee Dee Sharp and Chubby Checker called "Down to Earth."

### Coast Music Industry Outing Set for Sept. 28 Weekend

HOLLYWOOD — The West Coast's third annual music industry golf tournament and outing will be held at Desi Arnaz's Indian Wells Hotel, Palm Springs, September 28-30. The date was moved up from the following weekend because of a conflict with an ASCAP meeting.

Reservations are being taken by Sid Goldstein (E. H. Morris), Dave Jacobs (Chappell) and Bob McCluskey (BMW).

As a result of the heavy turnout last year, the tournament has reserved the entire 110-room Indian Wells hotel for the weekend.

# Maitland Steers WB To New Sales Record

HOLLYWOOD — Mike Maitland, after 10 months as president of Warner Bros. Records, has added many feathers to his already well-plumed cap. Outstanding among these is the fact that the label has hit an all-time high in sales volume during the fiscal year ending August 31. During the coming year, Maitland predicts "at least a 25 per cent increase" over the company's present climb.

This is particularly impressive in view of the fact that the previous fiscal period had been the label's banner year. Thus, the label's growth under Maitland represented a rise from an already high point in the firm's development, as opposed to showing improvement over a slump year. The increase is estimated at around 15 per cent.

When Maitland became WB Records president, October 1, 1961, the record company was reaping top returns on LP sales by comic Bob Newhart and Dorothy Provine's "Roaring 20's" album. The label's growth since then is due to product and personnel.

This week, BMW's "Top LP's" list shows Warner Bros. with three of the top 10 albums, more than any other label. They are the "Peter, Paul & Mary" album, "The Music Man" sound-track package and the "Rome Adventure" sound-track album. The album list also includes two other WB LP's, "The Golden Hits of the Everly Brothers" and Bob Newhart's "Button-Down Mind on TV." Both of the latter's sales climb has warranted BMW to list them as "star performers." In addition, Joanie Sommers' "Johnny Get Angry" album indicated its chart potential this week by being reported in BMW's Page One Records list as an "Action LP."

### Strength in Singles

To its prowess in packages, WB added renewed strength to its position on the singles side of the business. During Maitland's term thus far with the label, Warner singles on BMW's Hot 100 included "Crying in the Rain," by the Everly Brothers; "Lemon Tree," with Peter,

Paul and Mary (new addition to artist roster under Maitland); "Love Is the Sweetest Thing," by Saverio Saridis (first artist to be signed by Maitland).

Others included "Al Di La'" by Emilio Pericoli. The master to this has been acquired several years before by Bobby Weiss, the label's international director, but when it was released earlier, it failed to show its sales potential. When motion picture producer Delmar Davies was making "Rome Adventure," the recording was played for him, and he decided to include the tune and Pericoli in the picture. As a result of the screen exposure, the dinking's reissue proved to be a hit. Now, the strength of the single is helping move the "Rome Adventure" original sound-track LP into the Top 10 of BMW's "Top LP's" chart.

Other Hot 100 singles during Maitland's administration include Connie Stevens' "Why'd Ya Wanna Make Me Cry," Joanie Sommers' "Johnny Get Angry" (now heading a strong-selling LP), the Everly Brothers' "That's Old Fashioned," Cathy Carroll's "Poor Little Puppet" and Connie Stevens' "Mr. Song-Writer," now climbing the hit list. Peter, Paul and Mary's "If I Had a Hammer" is a current "Star Performer" in the No. 36 position on the chart.

### Shares the Credit

Maitland is quick to share the credit of his firm's growth with the men within his organization. On the production side, Maitland had brought in Jimmie Hilliard in charge of artist & repertoire with headquarters on the Coast. Hilliard, for the most part, has handled the firm's LP product. Maitland brought in Stan Applebaum in charge of a.&r. in New York, handling mostly the firm's singles.

In addition, Maitland made a concerted effort to get the label into the singles field. As a result, according to Maitland, WB label sold more singles during the first eight months of this year than in

(Continued on page 57)



HOLLYWOOD — RCA Victor's new West Coast headquarters, a nine-story, \$2,000,000 building to be completed late in 1963. Present headquarters, formerly NBC studios, will be taken over for a multi-million-dollar hotel-office building complex.

# Colpix Holds Distrib Huddles To Push 'Big 15' Autumn Plan

NEW YORK — Marking the first time Colpix has rounded up all of its distributors for a fall sales meeting, a series of distributor huddles were scheduled by Colpix to be held September 5-7 in New York, Chicago and Los Angeles. Highlight of the sessions: the label's "Big 15—1962 Fall Plan," under which distributors are offered 15 free albums for every 100 pur-

chased during a September-November promotion.

The full roster of Colpix brass have been slated to address the sessions — Jerry Raker, general manager; Joe Snyder, sales manager; Bruno Sardi, promotion manager, and Jonas Rosenfeld, advertising-publicity vice-president, of Columbia Pictures.

Now entering its fourth year, Colpix reportedly has reached a sales level "highest since the company was formed." In the singles market, Colpix has had 12 waxings in the past year which have reached high chart levels, with Jimmy Darren ("Goodbye Cruel World," etc.) accounting for four of them.

This month Colpix expects to launch 15 new LP packages and will concentrate on sound-track albums of "Damn the Defiant" and "Barabbas."

### KFWB Gets Bernard

HOLLYWOOD — Joseph J. Bernard, former vice-president and general manager of St. Louis' KTVI, last week became general manager of Station KFWB, Crowell-Collier's top 40 station here. Bernard is a broadcasting veteran of 25 years' experience, including service as executive vice-president and general manager of Buffalo's WGR and WGR-TV.

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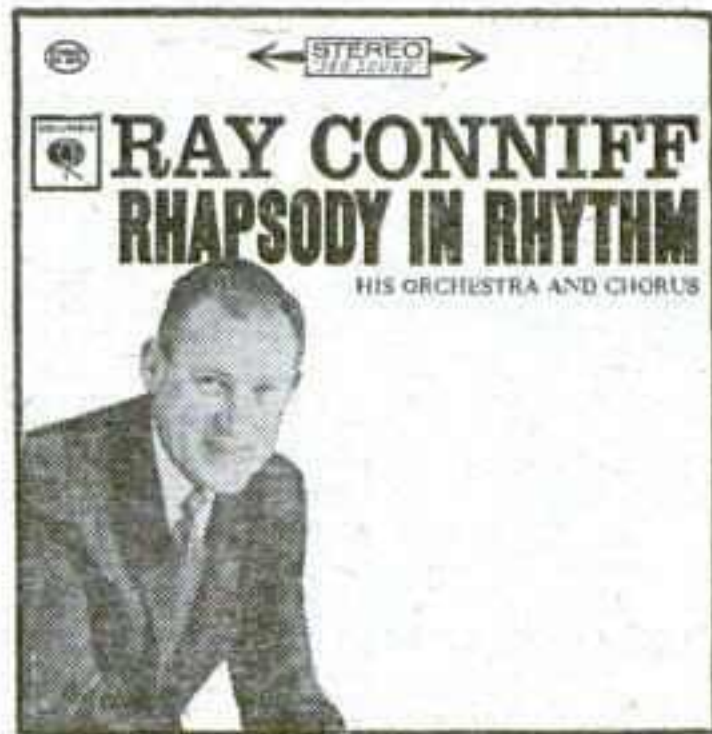
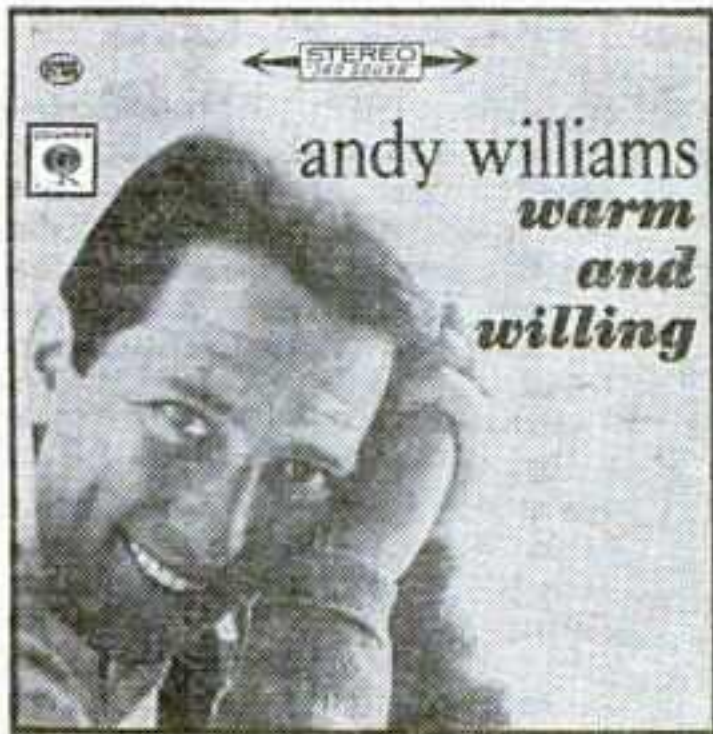
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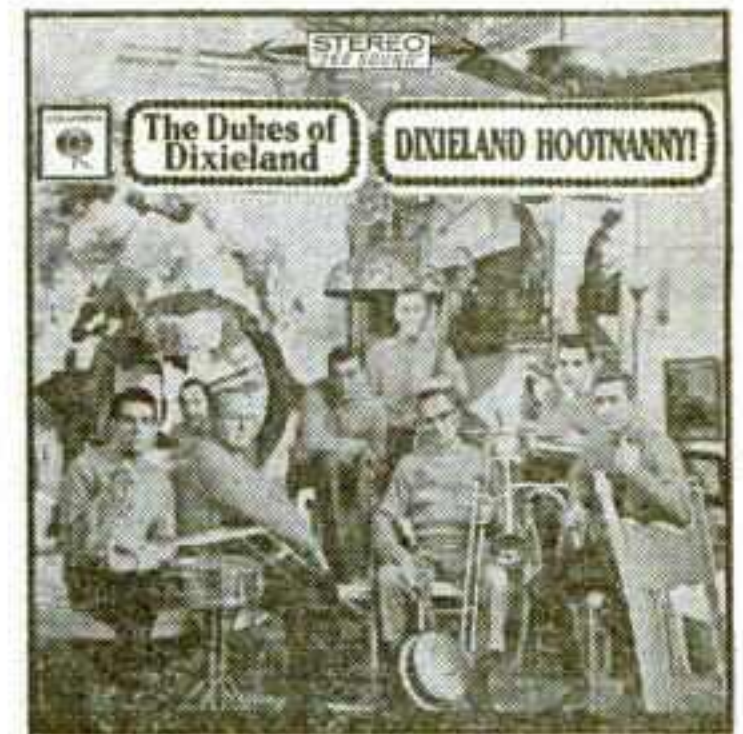
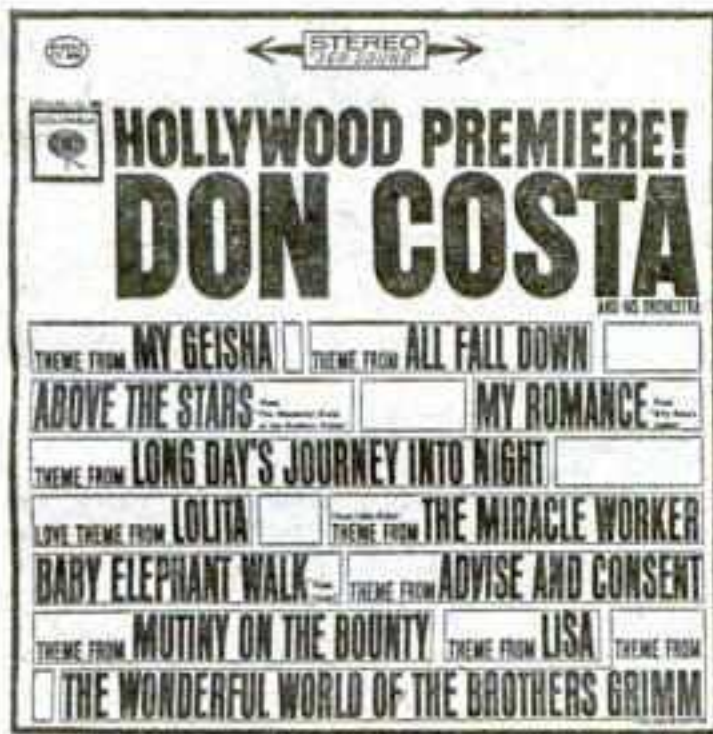
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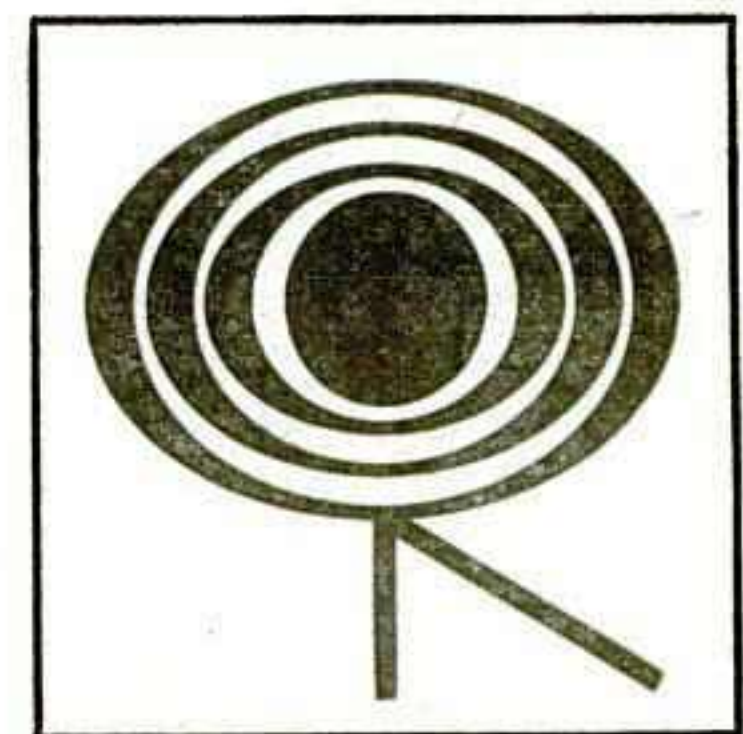
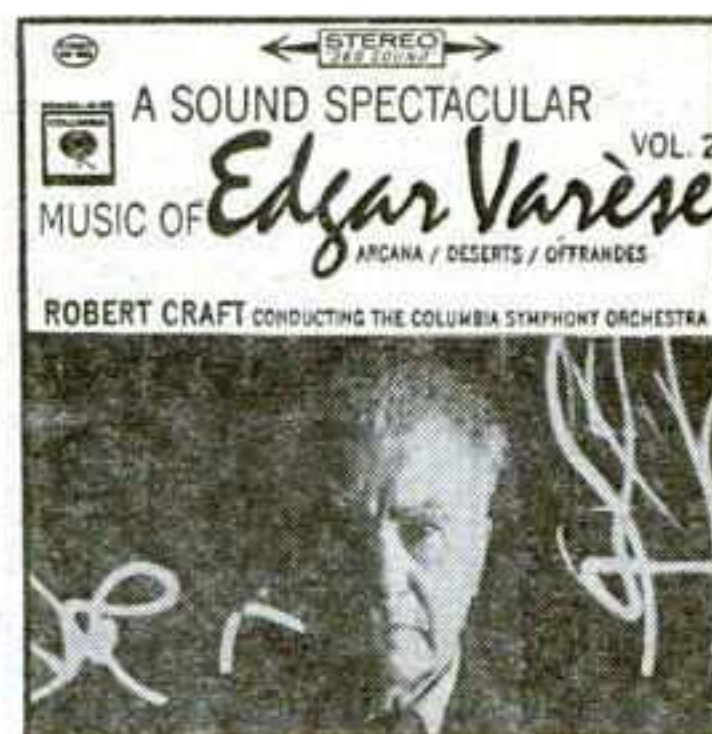
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# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER 8

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	2	SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	5
2	1	LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	8
3	4	YOU DON'T KNOW ME	By C. Walker-E. Arnold—Published by Hill & Range (BMI)	6
4	3	BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon (BMI)	10
5	13	RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Comet (ASCAP)	3
6	7	SHE'S NOT YOU	By Pomus-Stoller-Leiber—Published by Presley (BMI)	5
7	5	PARTY LIGHTS	By C. Clark—Published by Rambda (BMI)	7
8	8	THINGS	By Darin—Published by Adaris (BMI)	7
9	6	ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	12
10	9	VACATION	By Hunter-Francis-Weston—Published by Merna (BMI)	4
11	20	TEEN AGE IDOL	By Jack Lewis—Published by Nelson (ASCAP)	2
12	17	RINKY DINK	By Clowney-Winley—Published by Arc-Cortez (BMI)	4
13	12	WHAT'S A MATTER BABY	By Otis-Byers—Published by Eden (BMI)	4
14	14	A SWINGIN' SAFARI	By Bert Kaempfert—Published by Roosevelt (BMI)	5
15	25	SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	2
16	15	YOUR NOSE IS GONNA GROW	By J. Hooven-H. Winn—Published by Maravilla (BMI)	3
17	19	DEVIL WOMAN	By M. Robbins—Published by Marty's (BMI)	3
18	30	ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	2
19	11	AHAB THE ARAB	By R. Stevens—Published by Lowery (BMI)	9
20	21	YOU BELONG TO ME	By P. King-R. Stewart-C. Price—Published by Ridgeway (BMI)	2
21	28	SEND ME THE PILLOW YOU DREAM ON	By Hank Locklin—Published by Four Star (BMI)	2
22	—	PATCHES	By Barry Mann-Larry Kolber—Published by Aldon (BMI)	1
23	—	POINT OF NO RETURN	By King-Goffin—Published by Aldon (BMI)	1
24	—	GREEN ONIONS	By Jones-Cropper-Steinberg-Jackson—Published by East (BMI)	1
25	—	SILVER THREADS AND GOLDEN NEEDLES	By Dick Reynolds-Jack Rhodes—Published by Central Song (BMI)	1
26	10	LITTLE DIANE	By Di Mucci—Published by Disal (ASCAP)	6
27	—	SHAME ON ME	By Lawton Williams-Bill Enis—Published by Western Hills-Lois-Saran (BMI)	1
28	22	MAKE IT EASY ON YOURSELF	By H. David-B. F. Bacharach—Published by Famous (ASCAP)	3
29	29	TILL DEATH DO US PART	By Leiser—Published by Karolya (ASCAP)	2
30	—	VENUS IN BLUE JEANS	By Greenfield-Sedaka—Published by Aldon (BMI)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- SHEILA**—Tommy Roe, ABC-Paramount 10329.
- LOCO-MOTION**—Little Eva, Dimension 1000.
- YOU DON'T KNOW ME** — Ray Charles, ABC-Paramount 10345.
- BREAKING UP IS HARD TO DO** — Nell Sedaka, RCA Victor 8046; Shelley Fabares, Colpix 645.
- RAMBLIN' ROSE**—Nat King Cole, Capitol 4804; Ray Garnett, Twin Hits 2021.
- SHE'S NOT YOU** — Elvis Presley, RCA Victor 8041.
- PARTY LIGHTS** — Claudine Clark, Chancellor 1113.
- THINGS**—Bobby Darin, Atco 6229.
- ROSES ARE RED**—Bobby Vinton, Epic 9509; Ella and Fella, Zenith 62235.
- VACATION**—Connie Francis, MGM 13087.
- TEEN AGE IDOL**—Rick Nelson, Imperial 5864.
- RINKY DINK**—Dave (Baby) Cortez, Chess 1829.
- WHAT'S A MATTER BABY**—Timi Yuro, Liberty 55469.
- A SWINGIN' SAFARI** — Billy Vaughn, Dot 16374.
- SHERRY**—The Four Seasons, Vee Jay 2570; Janie Ross, Twin Hits 2022.
- YOUR NOSE IS GONNA GROW**—Johnny Crawford, Del F1 4181; Debbie Peters, Twin Hits 2022.
- DEVIL WOMAN**—Marty Robbins, Columbia 42486; Shep Howard, Twin Hits 2024.
- ALLEY CAT**—Bent Fabric, Atco 6226.
- AHAB THE ARAB**—Ray Stevens, Mercury 71966.
- YOU BELONG TO ME**—The Duprees, Coed 569.
- SEND ME THE PILLOW YOU DREAM ON**—Johnny Tillotson, Cadence 1424.
- PATCHES** — Dickey Lee, Smash 1758; Tony De Clo, Twin Hits 2021.
- POINT OF NO RETURN** — Gene McDaniels, Liberty 55480.
- GREEN ONIONS** — Booker T. & The MG's, Stax 127; The Downbeats, Twin Hits 2024.
- SILVER THREADS AND GOLDEN NEEDLES** — Springfields, Philips 40038.
- LITTLE DIANE** — Dion, Laurie 3134; Timmy Reynolds, Twin Hits 2020.
- SHAME ON ME**—Bobby Bare, RCA Victor 8032.
- MAKE IT EASY ON YOURSELF**—Jerry Butler, Vee Jay 451.
- TILL DEATH DO US PART**—Bob Braun, Decca 31355; Billy Fox, Comet 2148.
- VENUS IN BLUE JEANS**—Jimmy Clanton, Ace 8001; Kit Fleming, Twin Hits 2023.

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## Mercury Fall Line-Up Fattest in 5 Years

CHICAGO—A new label: Fontana; a new classical line on the low-price Wing label to sell at \$2.98; a new classical series on Mercury called "Curtain Up," and the largest array of product issued by the parent company in the past five years, were all elements of the annual Mercury distributor meeting held here last week.

Attending the fall program meeting were distributors for the Mercury, Philips and Smash lines, top executives from the company, and top artists such as Brook Benton, Ray Stevens, Clyde McPhatter, Joe Dowell, Dickey Lee and others. Speakers included Mercury President Irving Green, Vice-President Irwin Steinberg and sales executive Kenny Myers.

Mercury is going on an intensive campaign to publicize its new product on all its labels. This drive will include a big-scale national advertising program, in both magazines and newspapers. It also includes merchandising material, including a special tumbler program for an October giveaway of glassware. Also set for the big Mercury fall push are a flock of dealer aids—album cover displays, in-store streamers and counter cards, and a gold-colored rack for the Wing classical recordings. There is also a special pre-pack for the Mercury "Curtain Up" classical line.

### 30 Albums

The Mercury label itself is bringing out 30 new albums, including

LP's with Dinah Washington, Brook Benton, Richard Hayman, James O'Gwynn and other pop names. Classical releases feature the London Symphony, Gina Bachauer, Antal Dorati, Paul Paray and Frederick Fennell.

The Wing \$2.98 classical series of eight releases features such orchestras as the Detroit Symphony, under Paul Paray, and the Minneapolis Symphony under Antal Dorati.

The Fontana label, which was started in 1958 by Philips, will bow with five albums. Artists featured include Nana Mouskouri and Tova-Ben-Tavi.

### Radio Spots

Charlie Fach, vice-president of the firm's special products division, said that the firm would back its seven new LP's on the Smash label with an intensive radio spot announcement campaign. He claimed that the campaign will be the biggest saturation radio campaign ever held in the disk business. Smash distributors will buy air time and provide scripts for local jockeys to use leading in and out of the various selections.

New Smash and Fontana product is being offered to distributors at a 10 per cent discount from September 1 through October 31. Deferred payment is offered, and all merchandise bought during September and October will be 100 per cent exchangeable. New Smash LP's spotlight Dickey Lee, Bill Justis and Si Zentner.

## Wholesalers Must Join Hands

Continued from page 5

one-stop outlet for all types of merchandise.

He cited as an example the big A. & P. grocery chain which has been merging with non-food organizations to enable it to offer a variety of merchandise and meet the competitive threat of the future.

He predicted that drugstores will soon lose their identity and be replaced by the one-stop retail concept.

### Irv Pearlman

Continued from page 5

is made available to large discount users. This, in effect, has cut a segment of its customers. The above problem has been voiced openly by rack jobbers, who frankly say they need a lower price than is available to large retail users.

An interesting sidelight to the meetings here last week was the appearance of a representative from a New York firm calling itself a "one-stop for one-stops."

The firm was reportedly contacting local one-stops, and in some cases rack jobbers, seeking to sell singles at a price ranging from 42 to 46 cents each.

The firm is already said to be moving some 30,000 single records per week. In the words of one of its customers, "Their price is lower than I can get from my distributor; of course, I've tried buying from them."

Distributors, on the other hand, claim they've cut price to the bone, are forced to give outrageous credit terms to prevent transshipping into their territory, and are still being hit with gigantic returns.

### ARMADA Seeks

Continued from page 5

Bob Chatton, vice-president, Western division; James H. Martin, vice-president, Midwest division, and board members Jake Friedman, Atlanta; Carl Glaser, Buffalo, and Al Sherman, Los Angeles.

Distributors, he urged, should join hands with one-stops and rack jobbers now to be prepared to keep pace with these changes.

Steinberg's comments were reinforced by several independent marketing experts attending the meeting. Charles Allison, vice-president of Booze, Allen & Hamilton, said that the trend toward "leased department retailing" is supported by research conducted by his firm.

Leighton Smith, automation expert in the retailing field with Arthur Anderson & Company, urged distributors to examine punched card accounting as a means of keeping track of the large inventories that would have to be maintained by operating leased departments. Donald Miller, vice-president of Continental Illinois Bank of Chicago, spoke on the expanding economy of 1962-1963.

Steinberg's comments were especially timely, coming as they did on the heels of three trade association meetings here last week.

The competitive squeeze was the big topic at meetings held by the National Association of Record Merchandisers (NARM), the rack jobber group; ARMADA, the distributor group, and a newly formed one-stop organization (see separate stories).

Big subjects were: Price, credit and returns. Steinberg noted there no longer is enough margin for secondary distributors such as one-stops and rack jobbers. Mergers, he felt, were the solution.

## WRONG MANN

NEW YORK—In a story in *BMW* last week (September 1) it was incorrectly stated that Barry Mann and N. Appell wrote "Wah-Watusi," "Dancing Party," and "Gravy." Writers of the current Ray Charles' hit, "You Don't Know Me" are Eddy Arnold and Cindy Walker.

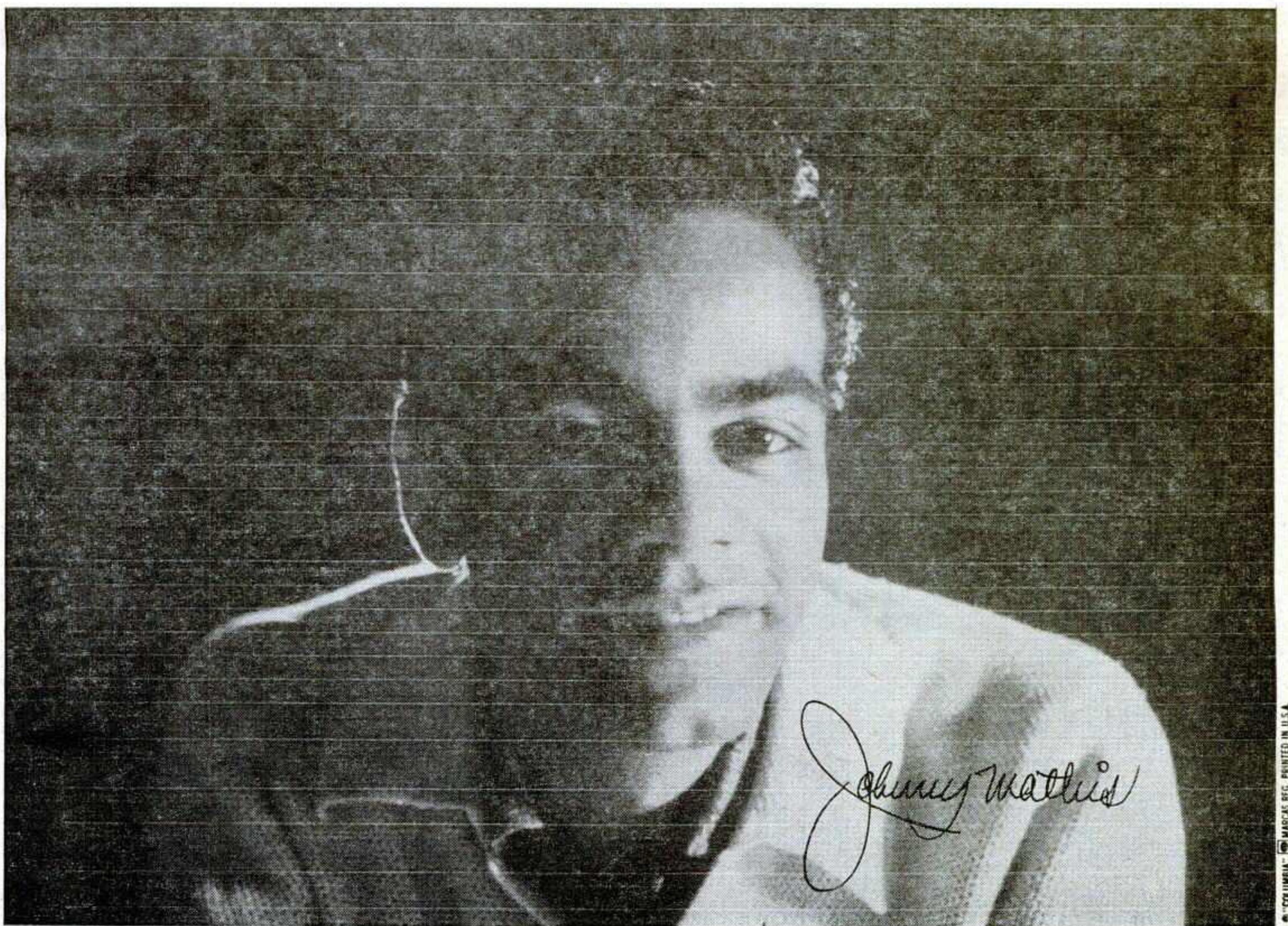
"Chances Are"

"It's Not for Me to Say"

"Wonderful, Wonderful"

...AND NOW "Gina"

Columbia Singles Sell 



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# MUSIC AS WRITTEN

## HONOR AL BENNETT . . .

Al Bennett, president of Liberty Records, was honored Friday (24) at a benefit dinner sponsored by the Blytheville Rotary Club. Proceeds went to the Blytheville Rotary Foundation for student loans. Bennett, from Joiner, Ark., was joined by Liberty recording artists Bobby Vee, Vicki Carr and Henry Gibson, at the dinner.

## KELLER HITS FIRST TIME UP . . .

Jack Keller, the Aldon Music clefper, has come through with a hit disk on his first production, the Jimmy Clanton record of "Venus in Blue Jeans," now in the No. 38 slot on BMW's "Hot 100." Keller also wrote the tune with Howard Greenfield. Keller has produced another disk, "Everybody Loves a Guy Named Johnny," by the Cardigan Brothers on the Nevins-Kirshner label, Motion Records. He is the writer of "Everybody's Somebody's Fool," "My Heart Has a Mind of Its Own" and "Run to Him."

## SELVIN FINISHES CANADIAN PROJECT . . .

Ben Selvin, a.&r. manager of RCA Custom Records, returned to New York after a four-week stint in Montreal recording 120 tunes for the Canadian Talent Library. CTL is a joint undertaking of stations CFRB in Toronto and CJAD in Montreal, to provide broadcasting material that is basically Canadian in character. The 10 recording sessions directed by Selvin featured Canadian arrangers, musicians, conductors, and some Canadian songs. The CTL sessions featured Conductor Johnny Burt, Howard Cable, Vic Centro, Paul Grisney, Morris Davis, Roger Pilon, Bill Butler and Alexander Read. CTL library will be available on 12-inch transcription disks, both mono and stereo, for Canadian stations. Sessions were held at the Victor studios in Montreal.

## BOSTIC'S BIGGEST YET . . .

Joe Bostic will hold a three-day Gospel Music Festival at Randall's Island Stadium, New York, on September 7, 8 and 9. It is to be the biggest festival ever staged by Bostic, who has been putting on gospel shows at Carnegie Hall for many years. Close to 50 acts will appear at the stadium the three nights, with most of them top record performers from cities all over the country. On opening night, September 7, topper will be Mahalia Jackson. On Saturday, September 8, top acts will be the Soul Stirrers, the Clouds of Joy, and Sister Rosetta Tharpe. And on Sunday, September 9, the big names will be the Voices of Tabernacle and James Cleveland.

Billy Vaughn left for a European trip last week that will take him to Paris, Amsterdam, Copenhagen, Rome, Hamburg and West Berlin. James Bailey, head of the international department of Dot Records, will meet the orkster in Paris and accompany him the rest of the way. . . . Oscar Peterson opened at Basin Street East September 2. . . . Professor Irving Fine, of Bandeis University, died last week. The composer was 47. His most recent work, "Symphony 1962," was presented by the Boston Symphony Orchestra in March. . . . David Strome's son, Marshall, will marry Deena Lazarov September 23. Strome is an executive of the Handleman Drug Company of Detroit. . . . Chubby Checker left for England last week for a three-week tour of major cities there. On September 27 he leaves for a tour of South America.

Bob Crabb, of Disc Magazine of England, is in the U. S. to present silver disks to Johnny Tillotson, Roy Orbison and the Everly Brothers. Silver disks are presented to artists whose records have sold over 250,000 copies in Great Britain. Crabb is assistant to W. W. Townsley, commercial manager and a director of the Decca Record Company of England. Crabb will also visit Nashville, Memphis, Los Angeles and San Francisco on his trip here. . . . Sun Plastics chief Moe Silvers told BMW that his son, Dr. Kenneth Silvers, will wed Jessica Perrin on October 14. Bride-to-be is the daughter of TV producer Nat Perrin. . . . RCA Victor has commissioned Darius Milhaud to compose an original work for full orchestra depicting the sights and sounds of Manhattan as a Frenchman might experience them on his first visit. The work will be given a world premiere in the U. S. prior to recording.

Paris Music, French firm run by Duke Niles here, has acquired the American rights to the Brazilian tune, "Recado." Tune is on the Bossa Nova kick, and has been waxed by Zoot Sims for Colpix. . . . Rusty Warren, who will soon have a new album out on Jubilee, is breaking house records at the Anaheim Bowl in Anaheim, Calif., where she is now performing. . . . The Tommy Dorsey ork, featuring Sam Donahue, has been signed by RCA Victor. Tino Barzie is managing the ork. . . . ABC-Paramount bought the master "Never Love Again," featuring Little Tommy and the Elgins on the Elmar label. . . . Lee Magid recorded singer-pianist Maurice Allen overseas. Magid has also signed a management pact with Janice Harper. . . . Elmore White has left Columbia Pictures music publishing firms to join BMI in the publisher-writer relations department. . . . Johnny Angel's Felsted record of "One More Tomorrow" is getting some new action and air play in the Midwest, according to co-producer Angelo Spezza. Other producer of the disk was Gary Paxton. . . . Caedmon Records has appointed Associated of East Hartford its new distributor in Connecticut. . . . Don Gant, now with Colpix, was discovered by pubber Wesley Rose. . . . Conquest Records has signed Joan Merrill, Vince Calvo, Don Vitale, Buddy Scott, and the Gene Cipriano Trio. Recording man for the label is Gil Perloth.

JACK MAHER  
(Continued on page 54)

# Alan Freed Back on Air In Miami

MIAMI—Alan Freed, long-time personality jock on the New York scene, and one who has been closely identified with rock and roll for more than 10 years, has joined WQAM, well-known Storz outlet here. The station, devoted almost exclusively to hard-hitting top-40 style programming, has been locked in a running battle for local rating honors with WFUN.

Freed had his heyday in the New York scene in the mid-1950's and later. He was on WINS and later with WABC and on television with the then WABD (now WNEW-TV). He is widely credited with having been a prime mover, at the time, of popularizing rhythm and blues into the broader pop context of rock and roll.

Freed often has claimed credit, in fact, for originating the term, "rock and roll." Before his arrival in New York, he had been an active jock both on the air and in the staging of shows in Akron and Cleveland.

Freed was discharged from WABC at the time of the FTC payola explosion for refusing to sign an affidavit to the effect that he had never taken payola. His refusal to sign, said Freed, was on the basis of principals.

Later, a New York County grand jury rendered an information against Freed, charging him with accepting commercial bribery. Freed's trial, which has been postponed a number of times, is now set for late September in New York City.

Meanwhile, Freed began his new Miami assignment Saturday (1). He'll be on the air six nights a week from 7 to 10 p.m.; Saturday morning from 9 a.m. to noon and Sundays from 7 p.m. to midnight.



# DON'T CRY, MR. BEETHOVEN . . .

We know how upset you and the other great masters become when your names, and those of your great compositions, are mispronounced. We have the answer to the pronunciation problem.

Radio Stations, Record Dealers, Libraries and Educators are enthusiastic about the new long-playing record, "Pronouncing The Classics." It takes the guesswork out of mispronouncing the names of classical composers, compositions and recording artists.

It's New! It's Available Now!

Produced by Record Source International, a division of Billboard Music Week, as a service to the record industry to promote additional interest in the classics.



12" LP with recorded pronunciations of the names of 1000 composers and their most well-known compositions, and the names of 200 prominent classical performing artists. Narration by T. A. McEwen, Classical Division of London Records. Preparation of material by John Coveney, Angel Records.

← List \$4.95

With each LP, this 28-page booklet cross indexing all printed names with the band and number of the spoken pronunciation on the LP.



For trade prices contact:  
Miss Caroline Collett, General Manager



RECORD SOURCE INTERNATIONAL  
1564 Broadway, New York 36, N. Y.



# YOU'LL FIND A GOOD THING!



in...

# BARBARA LYNN'S

Smash Follow-up to "You'll Lose a Good Thing"

## SECOND FIDDLE LOVE

b/w **LETTER TO MOMMY AND DADDY** Jamie #1233



*Destined To Be One of the Top 25 Best Selling Albums*

## YOU'LL LOSE A GOOD THING

*Barbara's Versatility is Beautifully Demonstrated by Her Unique & Soulful Performance In This Album.*

*Produced by Huey Meaux*

*Picked by All Trades!*

**LONELY THIS SUMMER**

b/w

Your Faithful Anna

**AL JONES**

Jamie #1223

**POP POP POP-PIE**

**THE SHERRYS**

Guyden #2068

**THE DANCE IS OVER**

**LITTLE BILLY AND THE ESSENTIALS**

Landa #691

**OH MY**

**MAUREEN GRAY**

Landa #692

**COME BACK TO WICHITA**

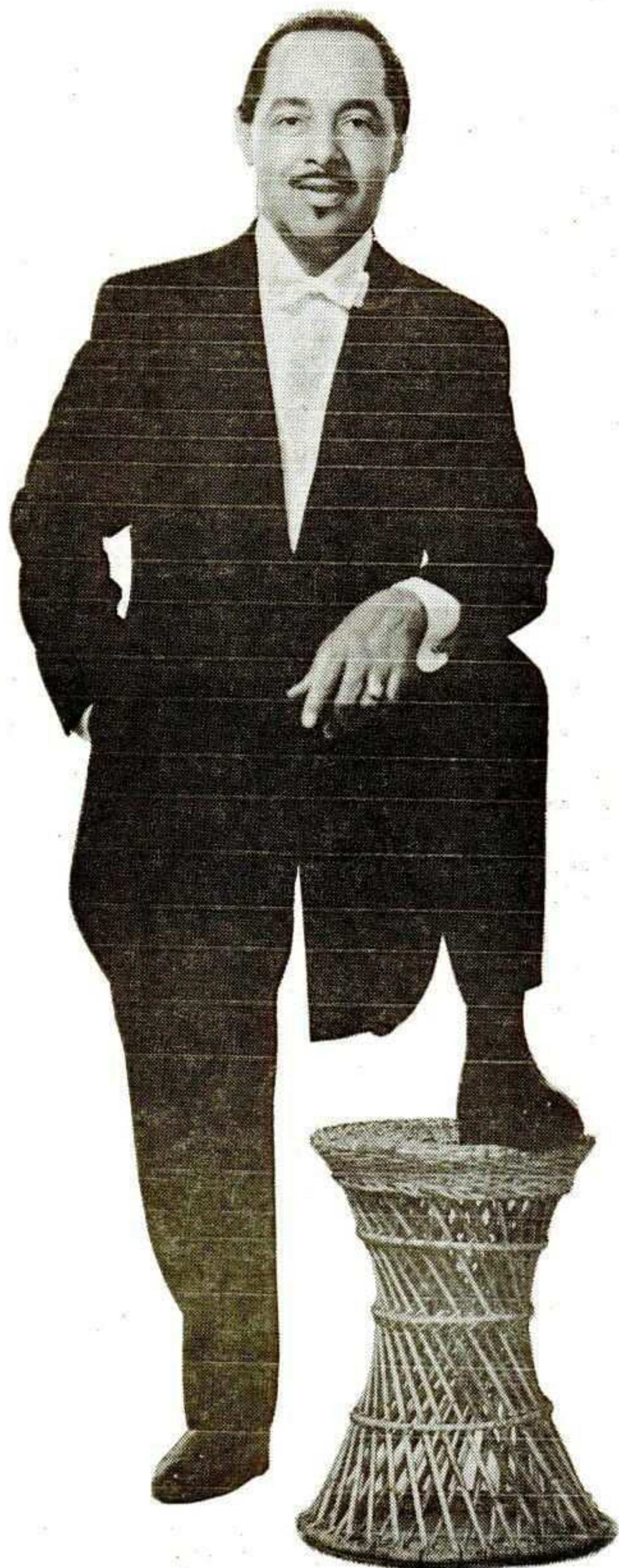
**BILLY JEAN HORTON**

Jamie #1231

# JAMIE/GUYDEN RECORDS PHILADELPHIA, PA.

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His latest single  
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His latest album  
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a salute to

# THE WORLD'S FAIR OF MUSIC AND SOUND

featuring 1962-'63 PHONOGRAPH DIRECTORY

**World's Fair of Music and Sound**

**EXHIBITOR DIRECTORY**

Products and services of the companies listed below will be on view in the exhibit hall space of McCormick Place, Chicago, until September 9.

- |   |   |
|---|---|
| ABC-Paramount Records, Inc.<br>New York, N. Y.                    | Lone Pine Electronic Products<br>Leblanc Corp.<br>Kenosha, Wis.         |
| Acoustic Research, Inc.<br>Cambridge, Mass.                       | Corp.<br>Camden, N. J.  |
| Alfonso Leparskas<br>Oak Park, Ill.                               | Ludwig Drum Co.<br>Chicago, Ill.  |
| Allied Radio<br>Chicago, Ill.                                     | McIntosh<br>Binghamton, N. Y.   |
| Amberg File & Index Co.<br>Kankakee, Ill.                         | MGM Verve Records<br>New York, N. Y.                                    |
| American Concertone, Inc.<br>Culver City, Calif.                  | Majestic International Corp.<br>Chicago, Ill.                           |
| Ampex Audio<br>Sunnyvale, Calif.                                  | Mosley Electronics, Inc.<br>Bridgeton, Mo.                              |
| Audiotex<br>Rockford, Ill.  | Motorola Consumer Products<br>Franklin Park, Ill.                       |
| Barzilay Furniture Mfg. Co.<br>Gardena, Calif.                    | Musi-Craft<br>Chicago, Ill.   |
| Bell Sound Division<br>Columbus, Ohio                             | Marantz Co.<br>Long Island City, N. Y.                                  |
| Billboard Music Week<br>Chicago, Ill.                             | Music Journal<br>Evanston, Ill.   |
| Bogen-Presto<br>Paramus, N. J.                                    | Musser Marimbas, Inc.<br>Brookfield, Ill.                               |
| Canadian Marconi Co.<br>Montreal, Canada                          | Packard Bell Electronics Sales<br>Corp.<br>Los Angeles, Calif.          |
| P. F. Collier<br>New York, N. Y.                                  | Petely Sales Corp.<br>New York, N. Y.                                   |
| Columbia Records, Inc.<br>New York, N. Y.                         | RCA Sales Corp. and RCA Victor<br>Record Division<br>Indianapolis, Ind. |
| DYNA Empire, Inc.<br>Garden City, Long Island, N. Y.              | Record Industry Assoc. of America<br>New York, N. Y.                    |
| Danish Modern Imports<br>Chicago, Ill.                            | Rek-O-Kut Co.<br>Corona, N. Y.  |
| Dorsett Electronics, Inc.<br>Norman, Okla.                        | Reeves Soundcraft<br>New York, N. Y.                                    |
| Echolette Corporation<br>Lansing, Mich.                           | Revere Camera Co.<br>Chicago, Ill.                                      |
| EICO<br>Long Island City, N. Y.                                   | Roberts Electronics, Inc.<br>Los Angeles, Calif.                        |
| Electric Supply Corp.<br>Chicago, Ill.                            | Robins Industries<br>Flushing, N. Y.                                    |
| Electro-Voice, Inc.<br>Buchanan, Mich.                            | Rockford Furniture Co.<br>Rockford, Ill.                                |
| Elpa Marketing Industries, Inc.<br>New Hyde Park, N. Y.           | RH Scott, Inc.<br>Maynard, Mass.  |
| Encyclopaedia Britannica<br>Chicago, Ill.                         | The Sampson Co.<br>Chicago, Ill.  |
| Fairchild Recording Equipment<br>Corp.<br>Long Island City, N. Y. | Scope Electronics Corp.<br>New York, N. Y.                              |
| Fender Sales, Inc.<br>Santa Ana, Calif.                           | Shawnee Press, Inc.<br>Delaware Water Gap, Pa.                          |
| Fisher Radio<br>Long Island City, N. Y.                           | Sherwood Electronics Labs, Inc.<br>Chicago, Ill.                        |
| FM Guide<br>Chicago, Ill.   | Society of Record Dealers of<br>America                                 |
| Gamber Johnson<br>Stevens Point, Mich.                            | Reseland Music Shop<br>Chicago, Ill.                                    |
| Garrard<br>Port Washington, N. Y.                                 | Sony Corp. of America<br>New York, N. Y.                                |
| Goodmans (Rockbar Corp.)<br>Mamaroneck, N. Y.                     | Sony Superscope<br>Sun Valley, Calif.                                   |
| Grommes & Phillips<br>Chicago, Ill.                               | Sorkin Music Co., Inc.<br>New York, N. Y.                               |
| Hallcrafters<br>Chicago, Ill.                                     | Tandberg of America, Inc.<br>Pelham, N. Y.                              |
| Hammarlund Manufacturing Co.,<br>Inc.<br>New York, N. Y.          | Thomas Organ Co.<br>Sepulveda, Calif.                                   |
| Harman Kardon<br>Plainview, Long Island, N. Y.                    | University Loudspeakers<br>White Plains, N. Y.                          |
| Heath Co.<br>Benton Harbor, Mich.                                 | Viking of Minneapolis<br>Minneapolis, Minn.                             |
| Institute of High-Fidelity<br>Port Washington, N. Y.              | WEBB<br>Chicago, Ill.   |
| Jay-Jay Records<br>Chicago, Ill.                                  | WEFM<br>Chicago, Ill.   |
| G. C. Jenkins Co.<br>Decatur, Ill.                                | WGN-TV<br>Chicago, Ill.   |
| Jensen Manufacturing Co.<br>Chicago, Ill.                         | WKFM<br>Chicago, Ill.   |
| KLH Research & Development Corp.<br>Cambridge, Mass.              | Wharfedale<br>Port Washington, N. Y.                                    |
| W. W. Kimball Co.<br>Evansville, Ind.                             | World Wide Electronics<br>Cleveland, Ohio                               |
| Kinematix, Inc.<br>Chicago, Ill.                                  | Zenith Radio Corp.<br>Chicago, Ill.                                     |
| Koss, Inc.<br>Milwaukee, Wis.                                     |   |

## Mayor, Bill Veeck Lead March Heralding World Music Fair

CHICAGO—Mayor Richard Daley and sportsman Bill Veeck were set to act as co-grand marshals of a 15-block-long parade here last Friday (31) heralding the opening of the first World's Fair of Music and Sound. The 10-day affair is being held at McCormick Place here.

Virtually no expense has been spared in the drive to make this all-encompassing trade and consumer musical exposition and extravaganza a success. Aaron D. Cushman, whose firm is sponsoring the event, estimated that close to \$400,000 has been expended to date in publicizing the Fair.

More than 300 local retail outlets are being used as ticket sales headquarters, including 200 National Food markets, Sears, Allied Radio, Goodman Mages and CMA Department stores as well as 11 of the Little Al's record stores. Industrial sales include block ticket purchases by such firms as Zenith Radio and Illinois Bell Telephone Company.

Some local travel bureaus and hotels have promoted show attendance through package tour deals advertised in some out-of-State locations. Price of the packages has included hotel bills, meals, travel expenses and attendance at the Fair and its many shows. Early reaction at this level was described as good.

An impressive talent roster, a number of unusual exhibits, calculated to appeal to many interest levels and a series of both consumer and trade musical symposiums were all on the Fair agenda. All-star musical shows are being presented three times daily in the Aerie Crown Theater, a part of the McCormick Place complex. During the course of the 10 days, viewers at one time or another will be able to see Eddie Fisher, Rosemary Clooney, Jimmy Dean, Rick Nelson, the Brothers Four, Peter Nero, Eleanor Steber, Jonah Jones and Dick Schory. In addition, guest conductors for the 30-piece show band include Henry Mancini, Stan Kenton, Jule Styne, David Rose and Percy Faith. Schory, who is music director for the Fair, has written a series of "honorary" medleys for each of the batoneers.

Shows will go on at three other locations in addition to the Aerie Crown Theater. In one case, a location known as Tin Pan Alley will have a Gay '90's look. In a 100-foot-long area there will be antique cars, an old-fashioned saloon, a honky-tonk pianist, a barbershop with an opera-singing barber plus a quartet. A girl hawking sheet music through the area will complete this picture.

In what is normally the skating rink section of the hall, Fair managers have created a complete bandstand-in-the-park setting, with park benches ringing the stand, which is large enough to accommodate a 100-piece band for a concert. A number of the large out-of-town marching bands to be seen in the opening day parade will also perform here. In yet another spot, known as the special events stage, there will be small combo concerts, twist demonstrations, etc.

In addition to the numerous displays of TV, tape recorders, phonos and radios (see exhibitor list elsewhere in this section), two other exhibits



Five-year-old Melody Ferrille of Chicago has been chosen as Miss Music Fair. The youngster will reign over the 10-day World's Fair of Music and Sound, currently being held at McCormick Place, Chicago. Miss Ferrille won her title in a city-wide search by Fair directors for the prettiest young girl with a musical name.

are expected to create great interest. One of these, with considerable nostalgia value, features a series of antique autos, each of which will be filled with antique musical instruments. The exhibit will include ancient juke boxes and music machines, and at least a half dozen priceless Stradivarius violins.

In another section of the hall, a priceless collection of musical instruments, some of them going back to biblical times, will be on display. The collection is owned by Mrs. Elizabeth Kidd of Chicago. Forums and panel meetings for all elements of the music trade, as well as the public, were also expected to generate much interest. (See separate lists elsewhere in this section.)

At press time, phone calls were coming into McCormick Place Fair headquarters at a rate of better than 100 an hour, seeking all types of information about the Fair and shows. Spokesmen saw this as a good omen for the success of the affair.

## Symposiums Tackle Variety of Subjects

CHICAGO—Symposiums for the general public on many questions of interest in the music field are being held daily here as a part of the World's Fair of Music and Sound at McCormick Place. The meeting, featuring experts in many areas of music, began Saturday (1) and will run through Sunday (9).

Of special interest to the disk industry were panels on jazz, folk music, opera and on such topics as "Music in the Electronic Age" and "Contributions of the Recording Industry to Sound."

The jazz meeting, which was scheduled to take place Sunday (2), was to feature such panelists as George Avakian, Stan Kenton and others. Folk singers Theodore Bikel and Winn Straacke will take part in a panel on the "Renaissance of Folk Music" Monday (3).

"Music in the Electronic Age," a topic set for discussion Thursday (6), will feature Buzz Durant, research chief of RCA Victor, Indianapolis; Ted Leitzell, Zenith public relations head, and Karl Kramer, technical services manager of Jensen Manufacturing Company. No panelists were announced for the discussion on the contribution of the disk industry to sound.



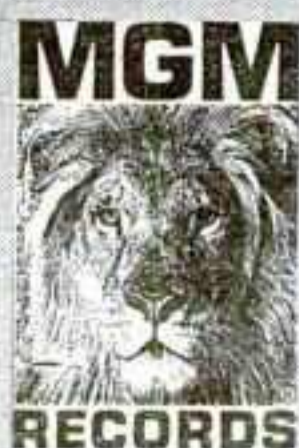
**NOW! THE COUNTRY'S  
GREATEST HIT-MAKER  
SINGS THE GREATEST  
COUNTRY HITS!**



**CONNIE  
COUNTRY MUSIC  
CONNIE STYLE  
FRANCIS**

**ARRANGEMENTS BY BILL McELHINEY  
VOCAL ACCOMPANIMENT BY THE JORDANAIREs**

I Really Don't Want To Know  
I Fall To Pieces • Oh, Lonesome Me  
I'm Movin' On • I Can't Stop Loving You  
I Don't Hurt Anymore • She'll Have To Go  
Heartaches By The Number  
I Walk The Line  
Someday (You'll Want Me To Want You)  
He Thinks I Still Care • I'm A Fool To Care



# Billboard Music Week's 1963 Phono Directory

A complete listing of new phonograph product lines by price category, including detailed descriptions of each unit, for all major manufacturers.

Details of New Phono Products Are Included in These Pages for the Following Firms:

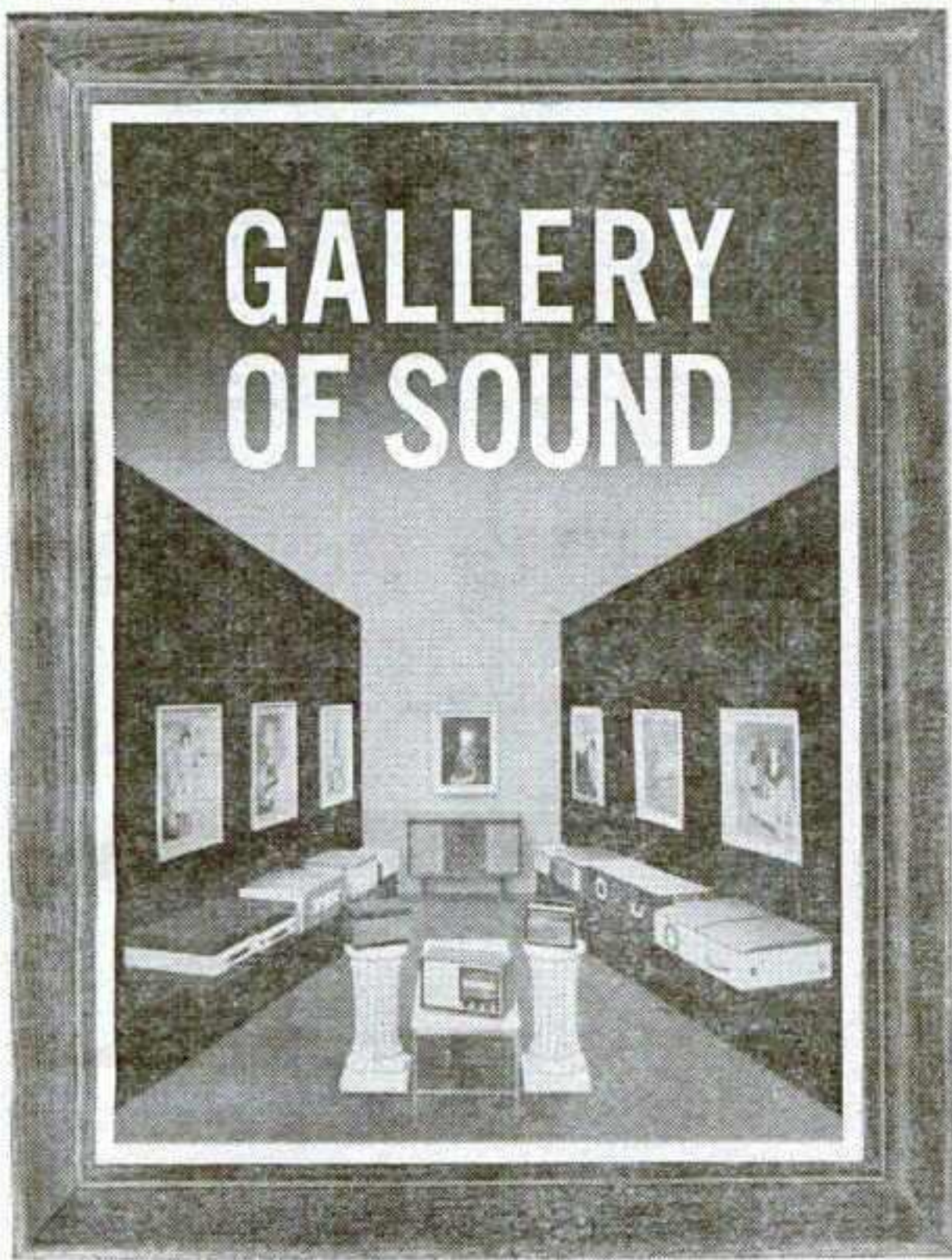
- |   |  |  |  |   |   |   |
|---|--|--|--|---|---|---|
| Admiral Corp.<br>3800 Cortland St.<br>Chicago 47, Ill.                            | Clairtone Sound Corp., Ltd.<br>Suite 1007<br>200 W. 57th St.<br>New York 19, N. Y. | De Wald Radio<br>Div. of United Scientific<br>Laboratories, Inc.<br>35-17 37th Ave.<br>Long Island City, N. Y. | Gotham Electronics<br>Vanity Fair Electronics Corp.<br>50 S. 4th St.<br>Brooklyn 11, N. Y. | Major Electronics Corp.<br>762 Wythe Ave.<br>Brooklyn 11, N. Y.                     | RCA Sales Corporation<br>600 N. Sherman Dr.<br>Indianapolis 1, Ind.                                     | Teppaz-Benman<br>337 Payne Ave.<br>North Tonawanda, N. Y.                               |
| Arvin Industries, Inc.<br>13th St. & Big Four R.R.<br>Columbus, Ind.              | Columbia Records<br>Phonograph Division<br>799 Seventh Ave.<br>New York, N. Y.     | Du Mont<br>Div. Emerson Radio, Inc.<br>14th and Coles Sts.<br>Jersey City, N. J.                               | Grundig-Majestic<br>201 E. Erie St.<br>Chicago 11, Ill.                                    | Motorola, Inc.<br>4545 Augusta Blvd.<br>Chicago 51, Ill.                            | Rheem Califone Corp.<br>5922 Bowcroft St.<br>Los Angeles 16, Calif.                                     | Videola Erie Co.<br>75 Front St.<br>Brooklyn, N. Y.                                     |
| Boetsch Bros. (Birch)<br>115 Cedar St.<br>New Rochelle, N. Y.                     | Curtis Mathes Mfg. Co.<br>2220 Young St.<br>Dallas, Tex.                           | Electrohme<br>Kitchener<br>Ontario, Canada   | KLH Research & Development<br>Corp.<br>30 Cross St.<br>Cambridge 39, Mass.                 | Olympic Radio & Television,<br>Inc.<br>3409-19 38th Ave.<br>Long Island City, N. Y. | Setchell-Carlson, Inc.<br>c/o Fischbein Advertising, Inc.<br>510 South 7th St.<br>Minneapolis 15, Minn. | V-M Corp.<br>280 Park St.<br>Benton Harbor, Mich.                                       |
| Bulova Watch Co.<br>Radio-Phono Division<br>New York, N. Y.                       | Decca Records, Inc.<br>445 Park Ave.<br>New York 22, N. Y.                         | Fisher Radio Corp.<br>21-21 44th Dr.<br>Long Island City, N. Y.  | Lang & Taylor, Inc.<br>Kelton Division<br>62 Clematis Ave.<br>Waltham, Mass.               | Packard Bell Electronics Corp.<br>12333 W. Olympic Blvd.<br>Los Angeles 64, Calif.  | Sonic Industries<br>19 Wilbur St.<br>Lynbrook, N. Y.  | Waters Conley Co., Inc.<br>Phonola Division<br>501 First Ave., N.W.<br>Rochester, Minn. |
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| Capitol Records Distributing<br>Corp.<br>1750 N. Vine St.<br>Hollywood 28, Calif. |  |  |  | Pilot Radio Corp.<br>37-06 36th St.<br>Long Island City, N. Y.                      | Sylvania Home Electronics<br>Corp.<br>700 Ellicott St.<br>Batavia, N. Y.                                | Westinghouse Electric<br>Metuchen, N. J.  |
|   |  |  |  |   | Symphonic Electronic Corp.<br>10 Columbus Circle<br>New York, N. Y.                                     | Zenith Radio Corp.<br>6001 Dickens Ave.<br>Chicago 39, Ill.                             |

## Under \$30

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give colors	Dimensions & Weight (if Portable)	Suggested List Price
Arvin	82P15	Portable Mono Manual	---	1	Dual Sapphire	---	---	Pyroxylin on wood: Turquoise & White	12"x19 1/2"x5 3/4" (8 lbs.)	\$19.95
Arvin	82P31	Portable Mono Manual	---	2	Dual Sapphire	---	---	Pyroxylin on wood: White & Gold	13 1/2"x14"x5 3/4" (9 lbs.)	\$24.95
Arvin	72P33	Portable Mono Manual	---	1	Dual Sapphire	AM	---	Pyroxylin on wood: Red & Silver	13 1/2"x14"x5 3/4" (9 lbs.)	\$29.95
Birch	42	Portable Mono Manual	---	1	Single	---	---	Covered wood: Assorted Colors	12 3/4"x10 1/2"x4 1/2"	\$19.95
Birch	75 D	Portable Mono Manual	---	1	Single	---	---	Covered wood: Cornflower Blue & Tangerine & Charcoal	5 3/4"x12 1/4"x10 1/2"	\$21.95
Birch	205	Portable Mono Manual	---	1	Dual	---	---	Covered wood: Two-Tone Blue/White	14 1/2"x13 1/4"x5 3/4"	\$24.95
Capehart	P1MM34	Portable Mono Manual	---	1	---	---	---	Washable Blue & White	---	\$19.95
Capehart	P1MM35	Portable Mono Manual	---	2	---	---	---	Washable Gold & White	---	\$29.95
Capitol	MM301	Portable Mono Manual	---	1	Dual Sapphire	---	---	Pyroxylin on wood: Red/White & Blue/White	6 3/4"x12 1/4"x10 1/4" (9 lbs.)	\$9.95 to \$24.95
Capitol	MM302	Portable Mono Manual	---	2	Dual Sapphire	---	---	Pyroxylin on wood: Blue or Gold & White	6 1/2"x12 3/4"x10 1/2" (10 lbs.)	\$24.95 to \$29.95
Columbia	M-1601	Portable Mono Manual	---	1	Dual Sapphire	---	---	Pyroxylin-coated Gold & White	12 1/2"x10 3/4"x6 3/4" (11 lbs.)	\$19.95
Columbia	M-1602	Portable Mono Manual	---	1	Dual Sapphire	AM	---	Pyroxylin-coated Brown/White	13 1/2"x14 1/4"x6" (15 lbs.)	\$29.95
Decca	DPS-15	Portable Mono Manual	---	1	Dual Sapphire	---	---	Leatherette Gold/Black, Blue/Silver, & Black/White	6 3/4"x13"x10 1/4"	\$19.95
Decca	DP-592	Portable Mono Manual	---	1	Dual Sapphire	---	---	Leatherette Blue/Gold, Green/White & Bronze/Gray	13 1/2"x7 1/4"x12 1/4"	\$24.95
Emerson	P1911	Portable Mono Manual	---	1	Single Sapphire	---	---	Luggage-type Decorator Colors	13 1/4"x5"x10 1/2"	\$19.95
Emerson	P1912	Portable Mono Manual	---	1	Single Sapphire	---	---	Luggage-type Decorator Colors	13 1/4"x5"x10 1/2"	\$22.95
Emerson	P1908	Portable Mono Manual	---	1	Single Sapphire	---	---	Luggage-type Decorator Colors	12 15/16"x5 1/4"x11 3/8"	\$29.95
General Electric	RP 2000	Portable Mono Manual	---	1	Dual Sapphire	---	---	Ivory, Turquoise, Tan--Vinyl-clad steel	14"x12"x5" (11 lbs.)	\$29.95
Gotham	1100	Portable Mono Manual	1 1/2	1	Single Sapphire	---	---	---	---	\$19.95
Gotham	1904	Portable Mono Manual	1 1/2	1	Dual Sapphire	---	---	---	---	\$19.95
Gotham	152	Portable Mono Manual	1 1/2	1	Dual Sapphire	---	---	---	---	\$24.95
Majorette	450	Portable Mono Manual	---	1	Single Sapphire	---	---	Assorted	(7 lbs.)	\$18.95
Majorette	450T	Portable Mono Manual	---	1	Single Sapphire	---	---	Assorted	(7 lbs.)	\$19.95
Majorette	320	Portable Mono Manual	---	1	Dual Sapphire	---	---	Blue/White, Red/White	(9 lbs.)	\$26.95
Olympic	MM200	Portable Mono Manual	---	1	Dual Sapphire	---	---	Assorted Vinyl covered, 2-tone	5 1/2"x10 1/2"x12" (8 lbs.)	Under \$30
Phonola	162 The Skymate	Portable Mono Manual	---	1	---	---	---	Luggage-type Pyroxylin-coated Paris Blue & White	---	\$19.95
Phonola	5M 57 The Surrey	Portable Mono Manual	---	1	---	---	---	Brown Leatherette	---	\$24.95
Phonola	562 Town & Country	Portable Mono	---	2	Dual Sapphire	---	---	Mandarin Orange & Jade White with Silver	---	\$29.95
RCA Victor	3V81	Portable Mono Manual	---	1	Dual Sapphire	---	---	Plastic--Storm Gray with Aqua; Storm Gray with Persimmon	5 3/4"x13 1/2"x11 1/16" (8 lbs.)	\$19.95
RCA Victor	3V82	Portable Mono Manual	---	1	Dual Sapphire	---	---	Wood--Charcoal with White; Red with White; Tan with White	7"x12 3/4"x10 1/4" (10 lbs.)	\$24.95
Sonic	412	Portable Mono Manual	---	1	---	---	---	Red & Black or Blue	---	\$19.95
Sonic	414	Portable Mono	---	1	---	---	---	Black, Blue or Beige with White	---	\$22.95
Symphonic	1PNO1	Portable Mono Manual	---	1	Dual Sapphire	---	---	Red, Gray, Blue with White	7"x12 1/2"x10" (9 1/2 lbs.)	\$19.95
Symphonic	1PNO3	Portable	---	2	Dual Sapphire	---	---	Blue, Green or Tan with White	6 3/4"x15 1/2"x11" (12 lbs.)	\$29.95
V-M	211	Portable Mono	2	1	Sapphire	---	---	Blue or Red Plastic	---	\$29.95
Webcor	1312	Portable Mono Manual	---	1	Dual Sapphire	---	---	Wood-Leatherette	6"x12 3/4"x10 1/2" (11 lbs.)	\$29.95
Westinghouse	73 MP 1, 2	Portable Mono Manual	---	1	Single Sapphire	---	---	Blue & White or Bronze & White	6 1/2"x12 3/4"x10 1/4" (10 lbs.)	Under \$30
Westinghouse	85 MP 1, 2, 3	Portable Mono Manual	---	1	Dual Sapphire	---	---	Charcoal, Honey Beige, Mist Blue	5 3/4"x13 1/2"x16 3/4" (12 lbs.)	Under \$30
Zenith	KP6	Portable Mono Manual	---	1	Dual Sapphire	---	---	Wood: Blue and White	12 5/8"x10 5/8"x7 3/8" (8 1/2 lbs.)	\$29.95
Zenith	The Teenager KP6	Portable Mono Manual	---	1	Sapphire	---	---	Scarlet/White, Blue/White	7 3/8"x12 5/8"x10 5/8" (8 1/2 lbs.)	\$29.95

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1963 PHONOGRAPHS • RADIOS • TAPE RECORDER



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RADIO-PHONOGRAPH COMBINATION

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Recommended List Price **\$29<sup>95</sup>**



Model Number 1604  
FOUR SPEED FULLY AUTOMATIC  
MONAURAL PORTABLE

Custom VM Changer • Interior Console Control Panel • Turnover Cartridge — 2 Jeweled Stylis • Scuff-Resistant Washable Pyroxylin Coated Fabric • Sturdy, Lock-Cornered Cabinet

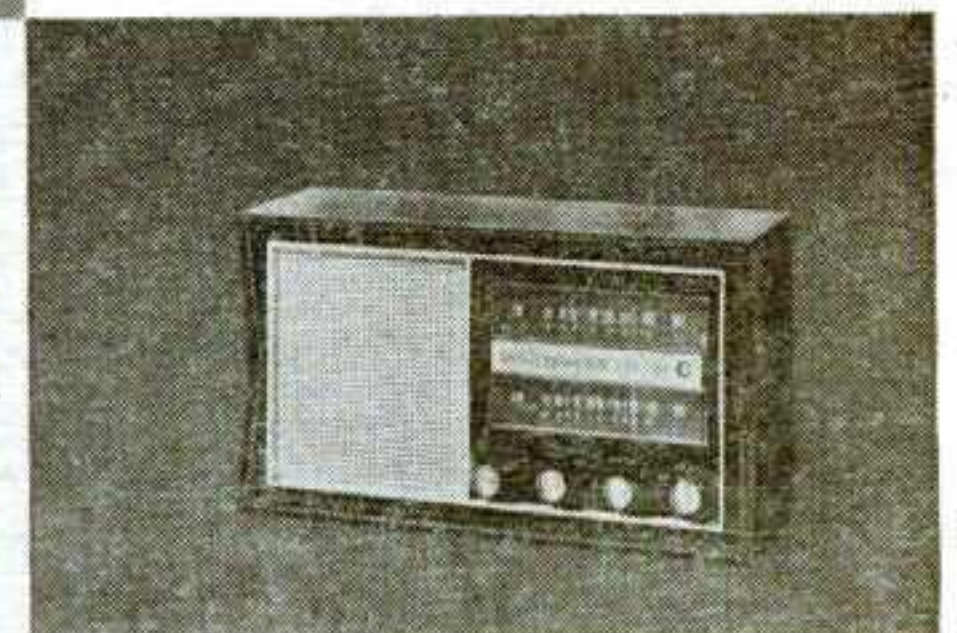
Recommended List Price **\$49<sup>95</sup>**



Model Number 2002  
AM-FM WOOD TABLE MODEL RADIO

Hand rubbed oiled walnut cabinet • 6" high fidelity console speaker • 2 Slide Rule Vernier Tuning Dials • Automatic Frequency Control • 2 Self Contained Antennae • Adaptor Jack and Switch for FM Stereo Auxiliary Unit

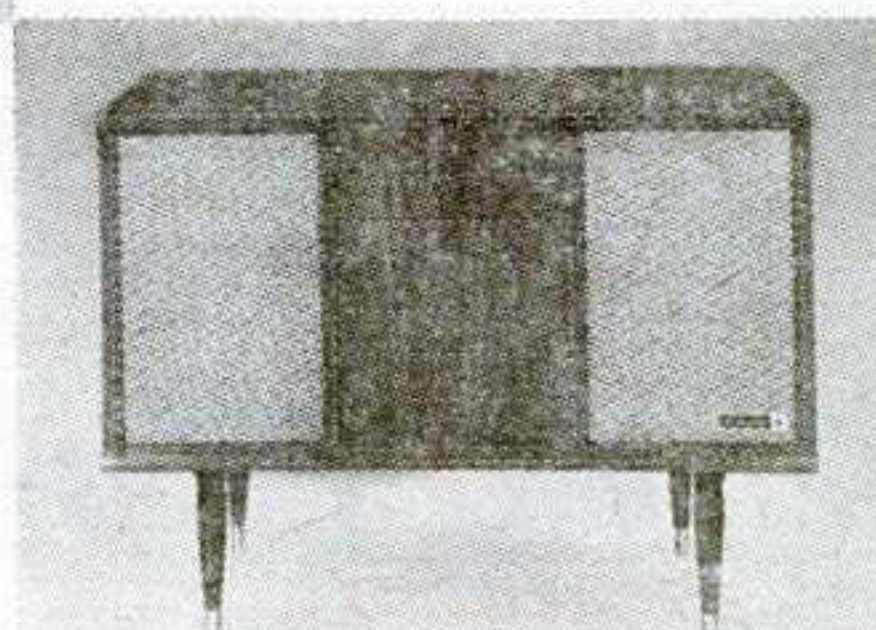
Recommended List Price **\$79<sup>95</sup>**



Model Number 1610  
STEREO TWIN UNIT PORTABLE

Four Speakers — 2-8" — 2-4" • Custom VM Changer • High Compliance Cartridge with Diamond and Sapphire Needles • 4 Controls

Recommended List Price **\$99<sup>95</sup>**



Model Number 1850W  
STEREO CONSOLE FM/FM-STEREO-AM

42" Oiled Walnut Hardwood Cabinet • 6 Speakers — 6 Controls • Deluxe VM Changer with 11" Turntable • Automatic Frequency Control • Ceramic Cartridge with Diamond and Sapphire Needles

Recommended List Price **\$249<sup>95</sup>**

Created by COLUMBIA RECORD DISTRIBUTORS, 111 Fifth Avenue, New York 3, New York

**\$31 to \$60**

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (if Portable)	List Price Suggested
Admiral	Y4600	Portable Mono Auto.	1.5	1	Dual Sapphire	---	---	Pyroxylin coated	8 1/2"x14 1/2"x17"	\$49.95
Admiral	Y4618	Portable Mono	1.5	2	Dual Sapphire	---	---	Pyroxylin coated	8 1/2"x14 1/2"x17"	\$59.95
Arvin	72P03	Portable Mono Manual	---	1	Dual Sapphire	AM	---	Pyroxylin on wood: Red & Silver	14 1/2"x13 1/2"x6 1/2" (9 lbs.)	\$32.95
Arvin	81P23	Portable Mono Auto.	---	2	Dual Sapphire	---	---	Pyroxylin on wood: Red & Gray	16"x15 1/4"x9 1/2" (20 lbs.)	\$49.95
Arvin	81P25	Portable Mono Auto.	---	2	Dual Sapphire	---	---	Pyroxylin on wood: Blue & Gray	16"x15 1/4"x9 1/2"	\$49.95
Arvin	71P19	Portable Mono Auto.	---	1	Dual Sapphire	AM	---	Pyroxylin on wood: Charcoal/Lt. Gray	16"x15 1/4"x9 1/2" (19 lbs.)	\$59.95
Arvin	81P68	Portable	---	2	Dual Sapphire	---	---	Pyroxylin on wood: Sandalwood/Beige	16"x15 1/4"x9 1/2" (19 lbs.)	\$59.95
Boetsch	109	Portable Mono Auto.	---	1	Dual	---	---	Wood covered: 2-tone Mint/White	14 1/2"x8 1/2"x13"	\$45.95
Boetsch	620	Portable Mono Auto.	---	2	Dual	---	---	Wood covered: 2-tone Teal Blue & White	16"x14 1/2"x8 1/2"	\$54.95
Boetsch	803	Portable Stereo	---	2	Dual	---	---	Wood covered: 2-tone Blue & White	17 1/2"x12 1/2"x8 1/2"	\$59.95
Bulova	910	Portable	2	1	Dual Sapphire	---	---	Two-tone Gray, pyroxylin-coated fabric	8"x15"x19"	\$59.95
Capehart	PIAM36	Portable Mono	---	2	---	---	---	Washable Brown & White	---	\$59.95
Capitol	SM303	Portable	---	2	Dual Sapphire	---	---	Pyroxlin on wood: Blue or Gold & White	6 1/2"x13"x10 1/4" (11 lbs.)	\$29.95 to \$34.95
Capitol	MA304	Portable Mono Auto	---	1	Dual Sapphire	---	---	Pyroxlin on wood: Pink/Charcoal & Charcoal/Silver	8 3/8"x14 1/2"x14 1/2" (20 lbs.)	\$44.95 to \$54.95
Columbia	M-1604	Portable Mono	---	1	Dual Sapphire	---	---	Pyroxylin-coated Copper Bronze	18 1/2"x14 1/2"x9 1/4" (20 lbs.)	\$49.95
Columbia	M-1606	Portable Mono	---	1	Dual Sapphire	AM	---	Pyroxylin-coated Blue/White	15 3/4"x14 3/4"x9 1/2" (22 lbs.)	\$59.95
Decca	DP-593	Portable Mono Manual	---	2	Dual Sapphire	---	---	Leatherette: Brown/White, Charcoal/Silver	17 1/2"x7 1/4"x12 1/2"	\$34.95
Decca	DP-642	Portable Mono Manual	---	1	Dual Sapphire	---	---	Leatherette: Black/Silver, Gold/Brown	17 1/2"x7 1/4"x12 1/2"	\$44.95
Decca	DP-653	Portable	---	2	Dual Sapphire	---	---	Leatherette: Blue or Rust & White	9"x15"x15 1/2"	\$54.95
Dynavox	620	Portable	---	2	---	---	---	Gray & Silver, Brown & Beige	---	\$59.95
Emerson	P1907	Portable Mono Auto.	---	1	Dual Sapphire	---	---	Luggage-type 2-tone	14 1/4"x8 1/4"x15 3/4"	\$39.95
Emerson	P1910	Portable	---	2	Dual Sapphire	---	---	Luggage-type 2-tone	20 1/4"x8 1/2"x15 15/16"	\$59.95
General Electric	RP 2020	Portable Mono Auto.	---	1	Dual Sapphire	---	---	Ivory/Charcoal, Vinyl-clad steel	15"x16"x8 1/2" (23 lbs.)	\$59.95
Gotham	1200	Portable Mono Auto.	2 1/2	1	Dual Sapphire	---	---	---	---	\$39.95
Gotham	1201	Portable Auto. Stereo	4	2	Dual Sapphire	---	---	---	---	\$49.95
Gotham	1300	Portable Auto. Mono	2 1/2	2	Dual Sapphire	---	---	---	---	\$49.95
Gotham	1301	Portable Auto. Stereo	4	4	Dual Sapphire	---	---	---	---	\$59.95
Majorette	185	Portable Mono Manual	4	1	Dual Sapphire	---	---	Black/White, Blue/White	14 lbs.	\$42.95
Majorette	180	Portable Mono Manual	4	1	Dual Sapphire	---	---	Blue/White, Red/White	15 lbs.	\$44.95
Majorette	88	Portable Mono Manual	5	1	Dual Sapphire	---	---	Charcoal/Ivory, Brown/Ivory	16 lbs.	\$46.95
Majorette	732	Portable	8	2	Dual Sapphire	---	---	Gold/Ivory, Blue/Ivory & Charcoal/Ivory	17 lbs.	\$49.95
Majorette	735	10	2	---	Dual Sapphire	---	---	Black Gold & Ivory, Blue & Ivory, Charcoal & Ivory	18 lbs.	\$59.95
Motorola	SP41	Portable Mono	---	1	Sapphire	---	---	Gray, Blue	---	\$59.95
Olympic	MA210	Portable Mono Auto.	---	1	Dual Sapphire	---	---	Vinyl covered: Gray/Blue & Frame or Brown	14"x13 1/2"x8" (21 lbs.)	\$49.95
Olympic	SA 220	Portable	---	2	Dual Sapphire	---	---	Vinyl covered: Charcoal/White or Maroon/Gray	8 1/2"x14 1/2"x15 3/4"	\$59.95
Philco	1414 BK	Portable Mono Auto.	---	1	Dual S/S	---	---	Luggage type: Dark Brown & Ivory	9"x15"x18" (18 lbs.)	\$49.95
Philco	1415 BR	Portable Mono Auto.	---	1	Dual S/S	---	---	Luggage type: Light Brown & Ivory	9"x15"x18" (18 lbs.)	\$49.95
Phonola	762 The Nimbus	Portable Mono Auto.	---	2	Dual Sapphire	---	---	Arctic Gray & Polaris White, pyroxylin coated	---	\$49.95
Phonola	1362 The Astronaut	Portable Stereo Auto.	---	2	Dual Sapphire	---	---	Bahama Brown and Turf, Tan nubbed with Mandarin Orange	---	\$59.95
RCA Victor	3VA 1	Portable Mono	---	1	Dual Sapphire	---	---	Wood: Charcoal with White	8 3/4"x15 1/2"x17 3/4" (22 lbs.)	\$49.95
Rheem Califone	3J	Portable Mono Manual	4	1	Dual Sapphire	---	---	Wood: Gray Leatherette Cover	11 lbs.	\$49.95
Rheem Califone	4J-8	Portable Mono Manual	5	1	Dual Sapphire	---	---	Wood: Gray Leatherette Cover	12 lbs.	\$54.95
Sonic	449	Portable Mono	---	1	---	---	---	Blue or Brown	---	\$39.95
Sonic	450	Portable Mono	---	1	---	---	---	Pyroxylin: Blue & White, Tan & White	---	\$44.95
Sonic	455	Portable	---	2	---	---	---	Brown & White	---	\$49.95
Sonic	460	Portable	---	4	---	---	---	Blue & White or Black & White	---	\$59.95
Sylvania	45P20	Portable Manual Mono	---	1	Dual Sapphire	---	---	Luggage type: Brown/White	---	\$49.95
Symphonic	3PN12	Portable	---	1	Dual Sapphire	---	---	Green, Tan or Gray with White	8 3/4"x14 1/2"x14 1/2" (17 1/2 lbs.)	\$31.00 to \$60.00
Symphonic	3PN14	Portable	---	2	Dual Sapphire	---	---	Gray, Gold or Blue	9 1/4"x18 3/4"x15 1/2" (23 1/2 lbs.)	\$49.95
Symphonic	3PA30	Portable	---	1	Dual Sapphire	AM	---	Gold, Blue or Gray	9 1/4"x18 3/4"x15 1/2" (26 lbs.)	\$59.95
Symphonic	4PN20	Portable	---	2	Dual Sapphire	---	---	Tan or Blue	9 1/4"x20 1/2"x14 1/4" (24 1/2 lbs.)	\$59.95
Teppaz-Benman	Oscar	Portable Mono Manual	3	1	Sapphire	---	---	Gray, Beige Leatherette	13 1/2"x11"x6 1/4" (10 lbs.)	\$49.95
V-M	317	Portable Mono	---	1	Sapphire	---	---	Gold or Blue on Off-White Pyroxylin	---	\$49.95
Webcor	1313	Portable Manual Stereo	---	2	Dual Sapphire	---	---	Wood-Leatherette	6"x15 1/2"x10 1/2" (13 lbs.)	\$39.95
Webcor	1351	Portable Mono Auto.	1	---	Dual Sapphire	---	---	Wood-Leatherette	9"x15"x16 1/4" (21 lbs.)	\$54.95
Westinghouse	62 MPS, 1, 2, 3	Portable Manual	---	2	Dual Sapphire	---	---	Charcoal, Red & Turquoise, each with Starwhite	6"x19 3/16"x12 1/8" (18 lbs.)	\$30-\$60
Westinghouse	75 AC 1, 2	Portable Mono	---	1	Dual Sapphire	---	---	Slate Gray, Metallic Mocha	8 1/4"x14 1/2"x16 1/2" (22 lbs.)	\$30-\$60

**\$61 to \$80**

Admiral	Y4621	Portable Mono Auto.	1.5	1	Dual Sapphire	AM	---	Pyroxylin coated	8 3/4"x15 1/2"x17 3/4"	\$69.95
Admiral	Y4631	Portable	4	2	Dual Sapphire	---	---	Pyroxylin coated	8 3/8"x20 1/2"x14 1/4"	\$69.95
Boetsch	28W	Portable Stereo	---	2	Dual	---	---	Wood covered: 2-tone Black with Silver Overlay	22"x16"x8 1/2"	\$69.95
Bulova	905	Portable	5	2	Dual Sapphire	---	---	Red & White pyroxylin-coated fabric	8"x16"x20" (30 lbs.)	\$79.95
Bulova	9056	Portable	5	2	Dual Sapphire	---	---	Blue & Silver pyroxylin-coated fabric	8"x16"x20" (30 lbs.)	\$79.95
Capehart	P25A39	Portable	---	2	---	---	---	Washable Gold & White	---	\$69.95
Capehart	P25A37	Portable	---	2	---	---	---	Washable Brown & Beige	---	\$79.95
Capitol	SA 306	Portable	---	2	Dual Sapphire	---	---	Pyroxlin on wood: Gold/Tweed	9 1/4"x18"x13" (22 lbs.)	\$64.95 to \$79.95
Columbia	M-1608	Portable	---	2	Dual Sapphire	---	---	Pyroxylin coated: Gray/White	24 1/2"x16 1/2"x9 3/4" (32 lbs.)	\$79.95



Company	Model No.	Console, Table or Portable (If Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Decca	DP-654	Portable	—	2	Dual Sapphire	—	—	Leatherette Black & Turquoise with White contrast	9"x21½"x15½"	\$64.95
Decca	DP-490	Portable Mono Auto.	—	1	Dual Sapphire	—	—	Leatherette Olive/Beige	15¾"x9"x17¾"	\$69.95
Decca	DP-661	Portable	5	2	Dual Sapphire	—	—	Pigskin: Silver Gray/Black, Tan/Black	9¾"x23"x16½"	\$79.95
Delmonico	6464	Console	—	4	Dual Sapphire	AM	—	Wood	23"x28½"x14½"	\$79.95
Emerson	Wondergram	Transistor Port., Mono; Man.	—	1	Single Sapphire	—	—	Black Plastic, Gold Metal Trim	4¾"x8 11/16"x2 11/16"	\$68.00
General Electric	RP 1550	Portable	—	2	Dual Sapphire	—	—	Dark Green-Black, pyroxylin covered wood	17"x19"x9" (23 lbs.)	\$69.95
Magnavox	Saratoga 2-SC238	Portable	—	2	Dual Diamond	—	—	Luggage type: choice colors	9"x15½"x18½"	\$79.90
Mercury	AG 4026	Portable mono manual (battery operated)	4 to 5	1	Dual D/S	—	—	Plastic: brown and beige	12¼"x4½"x9½" (8 lbs.)	\$59.95
Motorola	SP42	Portable	—	2	Dual Sapphire	—	No	Red & Silver, Green & Silver	—	\$79.95
Olympic	SA221	Portable	—	2	Dual Sapphire	—	—	Vinyl covered: Flame/Gray or Blue/White	8½"x14½"x15¾" (23 lbs.)	\$64.95
Olympic	SA223	Portable	—	2	Dual Sapphire	—	—	Vinyl covered: 3 two-tones	9"x15"x21" (26 lbs.)	\$69.95
Philco	1424 CG	Portable Stereo	—	2	Dual S/S	—	—	Luggage type Green & Gray	9"x20"x20¾" (26 lbs.)	\$79.95
Philco	1427 BU	Portable Stereo	—	2	Dual S/S	—	—	Luggage type Metallic Blue	9"x20"x20¾" (26 lbs.)	\$79.95
Phonola	1462 The Triumph	Portable Automatic	—	3	Dual Sapphire	—	—	4-tone cover of Iridescent Blue and French Gray, banded in Mandarin Orange and white	—	\$79.95
Phonola	4560 Audio-Visual	Portable	—	2	Dual Sapphire	—	—	Leatherette: Smoked Gray & Charcoal	—	\$79.95
RCA Victor	3VC1	Portable Stereo	—	2	Dual Sapphire	—	—	Wood: Cocoa Brown with Ivory	9"x15½"x20½" (27 lbs.)	\$79.95
Rheem Califone	5J-7C	Portable Mono Manual	12	1	Dual Sapphire	—	—	Wood: Gray leatherette cover	9"x13½"x17¾" (20 lbs.)	\$69.95
Rheem Califone	6V-7C	Portable Mono Manual	10	1	Dual Sapphire	—	—	Wood: Gray leatherette cover	11½"x11¾"x15¾" (12 lbs.)	\$78.50
Sonic	461	Portable	—	4	—	—	—	Brown & White or Gray & White	—	\$69.95
Symphonic	4PN21	Portable	—	2	Dual Sapphire	—	—	Gray or Brown	9¾"x23¾"x18" (32 lbs.)	\$79.95
Teppaz-Benman	Oscar Sr.	Portable Stereo Manual	3	2	Sapphire	—	—	Blue/Gray or Leather	13"x10"x6¼" (14 lbs.)	\$69.95
Teppaz-Benman	Transit	Portable Mono Manual	—	1	Sapphire	—	—	Pigskin, Parchment, Checked or Tartan Plaid	8½ lbs.	\$69.95
V-M	305	Portable	—	2	Sapphire	—	—	—	—	\$69.95
V-M	334	Portable	—	3	Sapphire	—	—	—	—	\$79.97
Webcor	1352	Portable	—	2	Dual Sapphire	—	—	Wood-Leatherette	9"x15"x19¾" (32 lbs.)	\$79.95
Westinghouse	84 ACR 1	Portable Mono	—	1	Dual Sapphire	AM	—	Grecian Gray	8¾"x15½"x17 1/16" (24 lbs.)	\$60-\$80
Westinghouse	86 ACS 1, 2	Portable	—	2	Dual Sapphire	—	—	Metallic Gray or Tan	8¾"x24½"x13½" (60 lbs.)	\$60-\$80
Zenith	KPS45	Portable Stereo	—	2	Dual Sapphire	—	—	Wood: Gold & White	20¾"x18 9/16"x9¼" (25½ lbs.)	app. \$79.95
Zenith	The Bolero KPS451	Portable	—	2	Sapphire	—	—	Antique Gold & White	9¼"x20¾"x18 9/16" (25 lbs.)	\$79.95

**\$81 to \$100**

Admiral	Y4614	Portable	4	2	Dual Sapphire	—	—	Pyroxylin coated	8¾"x23½"x16½"	\$99.95
Arvin	72P25	Portable	—	2	Dual Sapphire	AM	—	Pyroxylin on wood: Blue/White	16½"x19½"x9¾" (23 lbs.)	\$89.95
Arvin	91P38	Portable	2	3	Dual Sapphire	—	—	Pyroxylin on wood: Cordovan/Beige	20"x22"x10 (30 lbs.)	\$99.95
Boetsch	SD55	Portable Stereo	—	3	Dual	—	—	Wood covered: 2-tone Brown	22"x16"x18½"	\$89.95
Bulova	906	Portable Stereo	8	3	Dual Sapphire	—	—	Blue & Antique White pyroxylin-coated fabric	8¾"x15½"x22¾" (30 lbs.)	\$99.95
Bulova	9067	Portable	8	2	Dual Sapphire	—	—	Beige, Brown & White pyroxylin-coated fabric	8¾"x15½"x22¾" (30 lbs.)	\$99.95
Capitol	SA308	Portable	10	2	Dual Sapphire	—	—	Pyroxylin on wood: Silver Gray/Off White	9½"x27"x13½" (25 lbs.)	\$84.95 to \$99.95
Columbia	M-1610	Portable	—	4	Diamond/Sapphire	—	—	Pyroxylin coated: Black/Silver-Gray	18½"x13¾"x9¾" (37 lbs.)	\$99.95
Decca	DP-492	Portable Mono Auto.	—	1	Dual Sapphire	AM/FM	—	Leatherette: Black/White	16"x9"x19½"	\$89.95
Decca	DP-670	Portable	—	4	Dual Sapphire	—	—	Leatherette: Wine/Silver Gray	9¾"x15"x16½"	\$99.95
Delmonico	10334	Console	—	4	Dual Sapphire	AM/FM	—	Wood	23"x25½"x14½"	\$99.95
Dynavox	622	Portable	—	2	—	—	—	Gray & Silver, Brown & Beige	—	\$84.50
Dynavox	623	Portable	—	2	—	—	—	Charcoal Gray & Silver, Autumn Brown & Beige	—	\$99.50
General Electric	RP 2040	Portable	—	2	Dual Sapphire	—	—	Ivory-Tan vinyl-clad steel	23"x9"x14" (23 lbs.)	\$99.95
Gotham	1303	Portable	4	4	Dual Sapphire	—	—	—	—	\$99.95
Gotham	1306	Portable	25	6	Dual Sapphire	—	—	—	—	\$99.95
Magnavox	Stereorama 1-SC229	Portable Stereo	10	2	Dual Sapphire	—	—	Luggage type: Choice of colors	9"x16"x18"	\$99.90
Magnavox	Stereograph 2-SC235	Portable Stereo	—	2	Dual Diamond	—	—	Luggage type: Various	9"x26"x14"	\$99.90
Magnavox	Holiday 4-SC242	Portable Stereo	—	2	Dual Diamond	—	—	Luggage type: Various	9½"x16¾"x23¼"	\$99.90
Majorette	754	Portable	12	4	Dual Diamond	—	—	Black, Blue or Brown & Ivory	25 lbs.	\$89.95
Motorola	SP44	Portable	—	3	Dual Sapphire	—	—	Bison Brown, Parchment White	—	\$99.95
Olympic	728	Console	5	3	Dual Sapphire	AM	—	Hardboard, Mahogany, Oak	28"x22"x16½"	\$81.00 to \$100.00
Olympic	1700	Console	10	2	Dual Sapphire	—	—	Hardboard, Mahogany, Oak or Walnut	27¼"x30"x16½"	\$81.00 to \$100.00
Olympic	SA225	Portable	—	2	Dual Sapphire	—	—	Vinyl covered: White/Charcoal or Brown/Blue	9"x17"x22" (30 lbs.)	\$99.95
Philco	1426 BW	Portable Stereo	—	3	Dual S/S	—	—	Wood/Luggage finish	9"x22½"x18" (30 lbs.)	\$99.95
Philco	1429 GR	Portable Stereo	—	3	Dual S/S	—	—	Wood: Vinyl clad	9"x22½"x18" (30 lbs.)	\$99.95
Phonola	1762 The Zephyr	Portable	7	3	Dual Diamond/Sapphire	—	—	Simulated Alligator Grain via Apple Brown with Roman White trim	—	\$99.95
RCA Victor	3VC3	Portable Stereo	—	2	Dual Sapphire	—	—	Wood: Green with Gray	10¼"x26½"x13½" (31 lbs.)	\$99.95
Rheem Califone	7V-7C	Portable Mono Manual	12	1	Dual Sapphire	—	—	Wood: Gray Leatherette cover	9"x13½"x17¾" (20 lbs.)	\$86.50
Sonic	470	Portable	10	8	Diamond	—	—	Black & Tan	—	\$99.95
Sonic	480	Console	10	4	—	—	—	Mahogany, Walnut or American Walnut	36"	\$99.95
Sylvania	45P25	Portable	4	2	Dual Sapphire	—	—	Luggage style—Brown/White, Gray/White	8¾"x16¼"x12½"	\$79.95 to \$89.95
Sylvania	45P26	Portable	4	2	Dual Sapphire	—	—	2-tone Gray, 2-tone Brown	9¾"x20"x16½"	\$99.95
Symphonic	4PN22	Portable	10	4	Dual Sapphire	—	—	Black or Tan	14¾"x27¼"x10" (32½ lbs.)	\$89.95
Symphonic	4CN19	Console	10	2	Dual Sapphire	—	—	Mahogany, Light & Dark Walnut Resist-A-Mar finish	29¼"x32¾"x15½"	\$99.95

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (if Portable)	Suggested List Price
Symphonic	4PN49	Portable	10	4	Dual D/S	---	---	Blue or Brown	9"x15"x16 1/2" (38 lbs.)	\$99.95
Teppaz-Benman	Oscar Stereo	Portable	6	2	Sapphire	---	---	Vinyl	16"x12"x6" (17 lbs.)	\$99.95
Teppaz-Benman	Stereolux	Portable Stereo Manual	6	2	Sapphire	---	---	Blue/Gray or Leather	16"x12"x8" (20 lbs.)	\$99.95
V-M	341	Portable	---	2	Dual Sapphire	---	---	---	---	\$99.95
Webcor	1353	Portable	---	2	Sapphire	---	---	Wood-Leatherette	9"x15"x19 3/4" (32 lbs.)	\$89.95
Webcor	1356	Portable	---	3	Dual D/S	---	---	Wood-Leatherette	16"x25"x9" (34 lbs.)	\$99.95
Westinghouse	BB ACS 1	Portable	---	1	Dual Sapphire	---	---	Charcoal	8 1/2"x20 3/4"x16 5/8" (34 lbs.)	\$80-\$100
Zenith	KPS50	Portable Stereo	---	2	Dual Sapphire	---	---	Wood: Black & Gold color Durastron	9"x17 3/4"x23 1/4" (27 lbs.)	\$99.95
Zenith	Stereo-Teen KPS50L	Portable	---	2	Sapphire	---	---	Black & Gold	9"x17 3/4"x4 5/8" (27 1/2 lbs.)	\$99.95

**\$101 to \$150**

Admiral	Y4691	Console	3	4	Dual Sapphire	---	---	Wood Grain on Hardboard	27 1/4"x31 5/8"x16 1/4"	\$139.95
Admiral	Y4659	Portable	12	4	Dual Sapphire	---	---	Pyroxylin coated	8 3/4"x14 1/4"x17	\$139.95
Admiral	Y4701	Console	4	4	Dual Sapphire	Optional	Optional	Wood Grain on Hardboard	28 1/4"x40"x15 1/2"	\$149.95-\$169.95
Arvin	72P59	Portable	---	2	Dual Sapphire	AM/FM	---	Pyroxylin on wood: Charcoal/Gray	18 1/4"x20"x9 1/4" (28 lbs.)	\$119.95
Arvin	92P48	Console	2	3	Dual Sapphire	---	---	Walnut	40"x15 1/2"x27 1/2"	\$129.95
Arvin	92P48	Portable	5	5	Dual Sapphire	---	---	Pyroxylin on wood: 2-tone Tan	19 1/2"x14 1/2"x35 1/2" (50 lbs.)	\$139.95
Bulova	907	Portable Stereo	8	3	Dual Sapphire	AM	---	Blue & Silver, pyroxylin coated	8 1/2"x17"x21 3/4" (35 lbs.)	\$139.95
Capehart	P4AS38	Portable	---	4	---	---	---	Black & Silver Trim, washable	---	\$129.95
Capitol	CS 321	Console	---	2	Dual Sapphire	---	---	American Walnut-Resist-A-Mar on wood	29 1/4"x32 3/4"x15 1/2"	\$109.95 to \$124.95
Capitol	7241	Portable	10	4	Dual Diamond	---	---	Pyroxylin on wood: Mandan Black	9"x23 1/2"x18" (36 lbs.)	\$119.95 to \$129.95
Capitol	7281	Portable	20	6	Dual Diamond	---	---	Pyroxylin on wood: Black	9"x15 1/2"x19 1/4" (50 lbs.)	\$139.95 to \$149.95
Columbia	M-1612	Portable	---	6	Diamond/Sapphire	---	---	Pyroxylin coated: Ivory/Copper/Bronze	15 1/2"x20 1/2"x9" (50 lbs.)	\$149.95
Decca	DP-286	Portable	10	2	Dual Sapphire	---	---	Leatherette Black/Silver	9"x16 1/2"x18 1/2"	\$109.95
Decca	DP-116, 117	Console	---	2	Dual Sapphire	---	---	Mahogany, Walnut	28 1/4"x28 1/4"x15 1/2"	\$109.95-\$114.95
Decca	DP-298	Portable	15	4	Dual Sapphire	---	---	Leatherette: Dark Brown	9 1/4"x16 3/4"x20 1/2"	\$129.95
Decca	DP-636	Portable	10	4	Dual Sapphire	---	---	Fabric: Silver/Gray	15"x17"x10 3/4"	\$139.95
Decca	DP-614	Portable	20	4	Dual Sapphire	---	---	Leatherette: Black/Gray	6"x16"x18 1/2"	\$149.95
Decca	DP-316, 317, 318	Console	15	4	Dual Sapphire	---	---	Mahogany, Walnut, Fruitwood	28 1/4"x36"x16 1/4"	\$149.95-\$159.95
Delmonico	12254	Consolette	---	4	Dual Sapphire	FM/AM	Optional	Wood	23"x25 1/4"x14 1/2"	from \$119.95
Delmonico	12284	Console	---	4	Dual Sapphire	FM/AM	Optional	Wood	30"x28"x14"	\$139.95
Dynavox	624	Portable	---	4	---	---	---	Brown & Beige, Gray & Silver	---	\$129.50
Emerson	P1914	Console	---	2	Dual Sapphire	---	---	Mahogany, Blond Mahogany or Walnut	35"x29 1/4"x17 15/16"	\$149.95-\$159.95
General Electric	RP 2050	Portable	---	4	Diamond/Sapphire	---	---	Charcoal-Metallic, Beige-Vinyl Clad Steel	24"x9"x14" (33 lbs.)	\$129.95
General Electric	RC 3100	Console	---	2	Dual D/S	---	---	Veneered Mahogany, Walnut and Maple	38"x16"x27"	\$149.95 and up
Magnavox	Duette 1-SC239	Portable	10	2	Dual Diamond	---	---	Luggage-type, various colors	9"x26"x14"	\$125.00
Magnavox	Duette 1-SC236	Portable Stereo	10	2	Dual Diamond	---	---	Luggage type, choice of colors	11"x28"x15"	\$139.90
Magnavox	Quartette 1-SC246	Portable Stereo	10	4	Dual Diamond	---	---	Luggage type, choice of colors	9"x18"x24"	\$139.90
Magnavox	1-SC265	Console	15	4	Dual Diamond	---	---	Mahogany, Dark Walnut	26"x36"x16"	\$149.50
Magnavox	Quintette 1-ST270	Portable	10	4	Dual Diamond	FM	---	Luggage type, choice of colors	9"x18"x15"	\$149.90
Majorette	862	Portable	14	8	Dual Sapphire	---	---	Black or Brown & Ivory	30 lbs.	\$109.95
Majorette	162	Console	16	4	Dual Sapphire	---	---	Walnut	60 lbs.	\$129.95
Mercury	AG 9115	Portable	10	2	Dual D/S	---	---	Solid wood covered in two-tone gray simulated leather	16 1/4"x9"x16 1/2" 24 lbs.)	\$139.50
Motorola	SK100	Console Stereo	---	3	Dual Sapphire	---	---	Contemporary Mahogany, Walnut, Oak	---	\$129.95
Motorola	SK101	Console Stereo	---	3	Dual Sapphire	FM/AM Optional	---	Contemporary, Mahogany, Walnut, Blond	---	\$149.95
Motorola	SP43	Portable	---	2	Dual Sapphire	---	---	Gold & Brown	---	\$149.95
Motorola	SP45	Portable	4	3	Dual Sapphire	---	---	Egyptian Gold	---	\$149.95
Olympic	SA227	Portable	---	4	Dual Sapphire	---	---	Vinyl covered White & Charcoal, Brown	11"x17"x22" (31 lbs.)	\$129.95
Olympic	1705	Console	10	6	Dual Sapphire	---	---	Hardboard, Mahogany, Oak, Walnut, Ebony	26 3/4"x38 3/8"x16 1/2"	\$129.95-\$139.95
Philco	1526 BL	Portable Stereo	12	5	Dual D/S	---	---	Wood: Luggage finish Dark Brown	9 1/2"x24 1/2"x21 (35 lbs.)	\$139.95
Philco	1528 GY	Portable Stereo	12	5	Dual D/S	---	---	Wood: Luggage finish Gray	9 1/2"x24 1/2"x21 (35 lbs.)	\$139.95
Philco	1650 MB	Console	---	5	Dual Sapphire	---	---	Contemporary Brown, Mahogany	27 3/4"x38"x15 5/8"	\$149.95
Phonola	1862 The Cosmic	Console	12	4	Dual Sapphire	---	---	Walnut	---	\$139.95
Phonola	1962 The Cosmic	Console	12	4	Dual Sapphire	---	---	Mahogany	---	\$139.95
Phonola	2262 The Urbanite	Portable	20	4	Dual D/S	---	---	Gray Leatherette trimmed with Silver Tic.	---	\$149.95
Phonola	2462 The Equinox	Consolette	7.5	4	Dual D/S	FM/AM	---	Covering of Black Diamond with accent of Jet White & French Gray	---	\$149.95
RCA Victor	3VC6	Portable Stereo	---	2	Dual Sapphire	---	---	Metal: Beige	16 5/32"x25 3/8"x8 29/32" (48 lbs.)	\$129.95
RCA Victor	3VC8	Portable Stereo	---	4	Dual D/S	---	---	Metal: Charcoal	16 5/32"x25 3/8"x8 29/32" (48 lbs.)	\$149.95
RCA Victor	3VE07	Cont. Console	20	44	Dual Sapphire	---	---	Autumn Mahogany	29 1/4"x32"x16 3/4"	\$149.95
Rheem Califone	12 MV	Portable Mono Manual	12	1	Dual Sapphire	---	---	Wood: Gray leatherette cover	21"x18"x15" (20 lbs.)	\$109.95
Rheem Califone	15 V	Portable Mono Manual	18	1	Dual Sapphire	---	---	Wood: Gray leatherette cover	16"x13 1/2"x11 3/4" (22 lbs.)	\$146.50
Sonic	466	Console	10	4	---	---	---	Mahogany or Walnut	36"	\$109.95
Sonic	481	Console	10	4	---	AM	---	Mahogany, Walnut or American Walnut	36"	\$119.95
Sonic	467	Console	10	4	---	AM	---	Mahogany or Walnut	36"	\$129.95
Sonic	482	Console	10	4	---	---	---	Mahogany or Walnut	48"	\$129.95
Sonic	468	Console	10	4	---	FM/AM	---	Mahogany or Walnut	36"	\$149.95
Sonic	483	Console	10	4	---	AM	---	Mahogany or Walnut	48"	\$149.95
Sylvania	45P27	Portable	12	4	Dual Sapphire	---	---	Gray composition	8 3/4"x15 1/4"x14 1/4"	\$129.95
Sylvania	45P28	Portable	12	3	Dual Sapphire	---	---	Gold/Brown or Gold/White comb.	20"x17"x14 1/4"	\$129.95

# Zenith announces the tone arm that creates A REVOLUTIONARY ADVANCE IN STEREO!

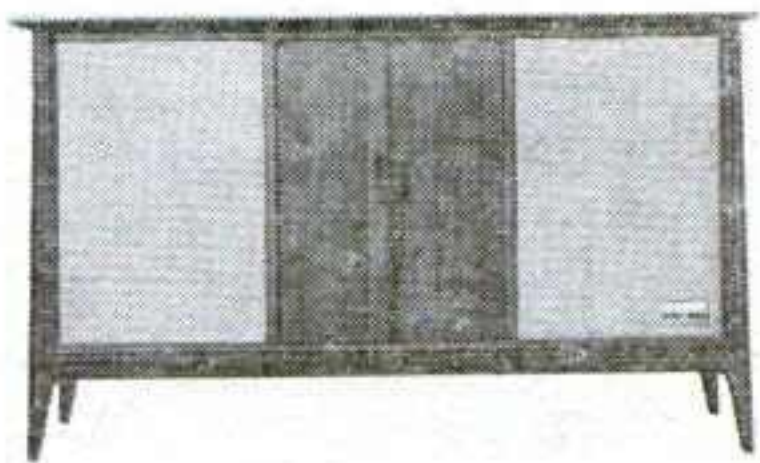


*Only 2 grams (1/14 oz.) the lightest needle pressure of any home console changer!*

**The Zenith Micro-Touch 2G Tone Arm gives you the greatest stereo separation—the finest sound reproduction ever achieved in a home console! Plays your records a lifetime with virtually no record wear! It is exclusive in Zenith stereo instruments!**

Now Zenith brings you the most demonstrable sales and performance features ever built into high fidelity stereo instruments!

For now all-new 1963 Zenith stereo features the amazing Micro-Touch 2G Tone Arm with a revolutionary new "free-floating" cartridge. It gives the lightest needle pressure ever achieved in a home



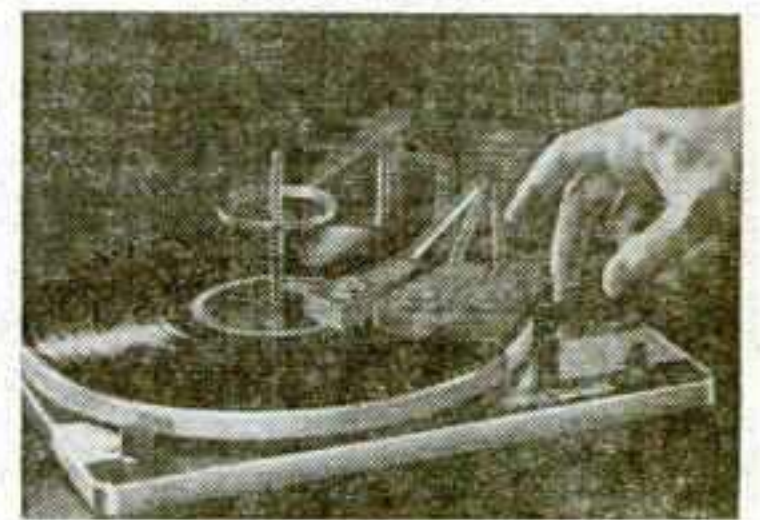
SEE THE WIDE SELECTION OF FINE FURNITURE STYLING AT YOUR ZENITH DISTRIBUTOR'S NOW!

console changer. The needle literally "floats" in the groove—allowing your customers to play their favorite records a lifetime *with virtually no wear!*

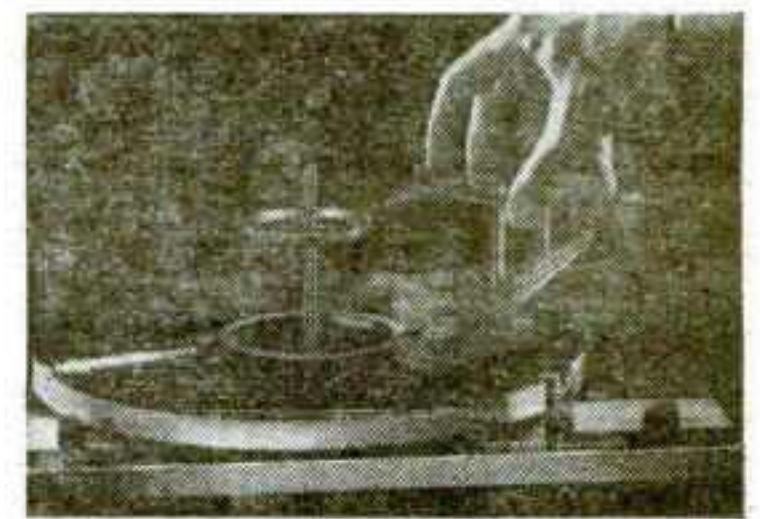
It's impossible to accidentally ruin valuable stereo records—even if the tone arm is dropped, bounced or slid across the record. There's even an automatic brush that cleans the needle twice—before and after each play!

The new Micro-Touch 2G Tone Arm comes in a complete selection of 23 Zenith Quality fine furniture stereo consoles and portable table models starting at \$149.95\*.

SLIDE IT!



DROP IT!



TILT IT!



**IT'S IMPOSSIBLE  
TO ACCIDENTALLY  
RUIN STEREO RECORDS!**

The Micro-Touch 2G Tone Arm is a joint development of Zenith and CBS Laboratories.



ZENITH RADIO CORPORATION, CHICAGO 39, ILLINOIS. IN CANADA: ZENITH RADIO CORPORATION OF CANADA, LTD., TORONTO, ONTARIO. The Royalty of television; stereophonic high fidelity instruments, phonographs, radios and hearing aids. 44 years of leadership in radionics exclusively. \*Manufacturer's suggested retail price. Slightly higher in various Southern and Western areas. Specifications subject to change without notice.

# ZENITH

*The quality goes in  
before the name goes on*

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (if Portable)	Suggested List Price
Sylvania	SC25	Console	5	4	Dual Sapphire	---	---	Mahogany, Walnut & Maple veneers	28"x32 1/4"x16 1/8"	\$139.95
Symphonic	4PF59	Portable	8	4	Dual Sapphire	FM/AM	---	Black or Gray	9 1/4"x24 1/2"x20 1/2" (35 lbs.)	\$119.95
Symphonic	4PS33	Portable	12	4	Dual Sapphire	AM	Included	---	54 1/2 lbs.	\$119.95
Symphonic	4CA70	Console	10	2	Dual Sapphire	AM	---	Mahogany, Light & Dark Walnut, Resist-A-Mar finish	29 1/4"x32 3/4"x15 1/2"	\$129.95
Symphonic	4CN52	Console	10	6	Dual Sapphire	---	---	Mahogany, Walnut or Oak	29"x44 1/2"x14"	\$139.95
Symphonic	4CN53	Console	10	6	Dual Sapphire	---	---	Mahogany, Walnut or Oak, Resist-A-Mar finish	29 1/4"x43"x18 1/4"	\$139.95
Symphonic	4PN27	Portable	20	4	Dual D/S	---	---	Gray	10"x26 1/4"x21 1/4" (49 lbs.)	\$139.95
V-M	249	Portable	---	2	Sapphire	---	---	---	---	\$119.95
V-M	357	Console	---	4	Dual D/S	---	---	---	---	\$129.95
V-M	825	Console	20	2	Dual Sapphire	---	---	---	---	\$129.95
V-M	316	Portable	---	4	Diamond/Sapphire	---	---	Brown Pyroxylin	---	\$149.95
V-M	837	Console	20	2	Dual Sapphire	---	---	Cherry	---	\$149.95
V-M	838	Console	20	2	Dual Sapphire	---	---	Walnut	---	\$149.95
Webcor	1357	Portable	---	4	Single Diamond	---	---	Wood: Leatherette	10"x20"x13" (29 lbs.)	\$129.95
Webcor	1354	Portable	---	5	Single Diamond	---	---	Wood: Leatherette	9 1/4"x15"x20 1/2" (30 lbs.)	\$144.50
Westinghouse	79ASC 1, 2	Portable	---	2	Dual Sapphire	---	---	Antique Charcoal or Brown	9"x24 3/4"x18 1/8" (44 lbs.)	\$100.00-\$150.00
Westinghouse	90 ACS	Portable	---	2	Dual Sapphire	---	---	Maple, Mahogany or Walnut Grain finish on wood	28"x29"x16 1/2" (75 lbs.)	\$100.00-\$150.00
Zenith	KPS80	Portable Stereo	---	5	Dual Sapphire	---	---	Wood: Tan & Black color Durastron	8 1/8"x23 1/2"x20 3/8"	\$149.95
Zenith	The Metropolitan KPS80L	Portable	---	5	Sapphire	---	---	Metallic Golden Beige	8 1/8"x23 1/2"x20 3/8"	\$149.95
<b>\$151 to \$200</b>										
Admiral	Y4677	Portable	12	4	Dual D/S	---	---	Pyroxylin coated	10"x15 3/4"x20 3/8"	\$159.95
Admiral	Y4721	Console	5	4	Dual D/S	Optional	Optional	Wood grain on hardboard	28 1/4"x46"x16"	\$170 to \$200
Arvin	72P68	Console	2	3	Dual D/S	AM/FM	---	Walnut	40"x15 1/4"x27 1/2"	\$159.95
Arvin	72P88	Console	5	5	Dual D/S	AM/FM FM-MPX	Included	Walnut	44"x16"x28 1/4"	\$199.95
Bulova	908	Portable Stereo	15	3	Dual Sapphire	AM	---	Black & Gray pyroxylin-coated fabric	9 1/2"x18 1/2"x22 1/2" (35 lbs.)	\$169.95
Bulova	909	Console	15	3	Dual Sapphire	FM/AM	---	Walnut wood/veneer	9 3/4"x24 1/2"x21 1/2"	\$199.95
Canadian Marconi Contemporary	3502	Console	---	---	---	---	---	Veneers of Walnut & Oiled Walnut	36"x28 1/2"x16 3/8"	\$160.00
Capitol	CT322	Console	10	2	Dual Sapphire	FM-AM	Optional	American Walnut-Resist-A-Mar on wood	29 1/4"x32 3/4"x15 1/2"	From \$189.95
Columbia	M-1614	Portable	---	6	Diamond/Sapphire	FM/AM	Included	Pyroxylin coated Black/White	15 3/4"x19 3/4"x9" (45 lbs.)	\$199.95
Delmonico	21204	Console	---	6	Dual Sapphire	FM/AM	Optional	Wood	38 1/2"x27 1/2"x15"	\$199.95
Delmonico	21504	Console	---	6	Dual Sapphire	FM/AM	Optional	Wood	25"x32"x15"	\$179.95
Delmonico	JM 321	Console	---	6	Dual Sapphire	FM/AM	Optional	Wood	50"x29 1/2"x17 1/4"	\$199.95
Delmonico	Korting 931	Console	---	4	Sapphire	FM/AM	Optional	Wood	24 3/4"x34"x16"	\$199.95
Dynavox	615	Portable	20	6	Dual Diamond	---	---	Ebony or Brown & Beige	---	\$189.50
Emerson	P1915	Console	---	2	Dual Sapphire	FM/AM	Optional	Mahogany, Walnut	35"x29 1/8"x17 15/16"	\$199.95 to \$209.95
General Electric	RP 2060	Portable	---	4	Dual D/S	---	---	Black-Executive Walnut, Vinyl-Clad Steel	24 1/2"x9"x14" (37 lbs.)	\$159.95
General Electric	RP 1590	Portable	---	4	Dual D/S	---	---	Charcoal, pyroxylin-covered wood	28"x17"x9 1/2" (45 lbs.)	\$169.95
General Electric	RC 1641	Console	5	2	Dual D/S	---	---	Veneered Walnut & Maple	42"x9"x16"	\$179.95
General Electric	RC 3110	Console	---	2	Dual D/S	FM/AM	Optional	Veneered Mahogany, Walnut & Maple	38"x16"x27"	\$199.95 and up
General Electric	RP 2080	Portable	---	4	Dual D/S	---	---	Black-Antique, Leather-White, Vinyl-Clad Steel	50"x9"x16" (47 lbs.)	\$199.95
KLH	No. 11	Portable Stereo	15	---	Dual Diamond	---	---	Luggage-type Vinyl-Clad "Contourlite"	26 lbs.	\$199.00
Magnavox	1-SC271	Console	15	4	Dual Diamond	---	---	Mahogany, Cherry or Dark Walnut	26"x39"x17"	\$169.50
Magnavox	1-SC277	Console	15	4	Dual Diamond	---	---	Mahogany or Dark Walnut	27"x41"x18"	\$159.50
Magnavox	1-ST266	Console	15	4	Dual Diamond	FM/AM	Optional	Dark Walnut, Mahogany	26"x38"x16"	\$198.50
Motorola	SK102	Console Stereo	---	3	Dual Sapphire	FM/AM Optional	Optional	Contemporary Mahogany, Walnut, Blond & Maple	---	\$179.95
Motorola	SP29-1	Portable	14	5	Dual Sapphire	---	---	Black/Gold	---	\$199.95
Motorola	SK103	Console Stereo	8	5	Dual Sapphire	FM/AM Optional	Optional	Contemporary Mahogany, Walnut, Blond (veneers & hardwood solids)	---	\$179.00
Olympic	1900	Console	10	6	Dual Sapphire	AM	---	Hardboard: Mahogany, Oak, Walnut	28"x41"x16 3/8"	\$169.95 to \$179.95
Olympic	1910	Console	16	6	Dual Sapphire	AM/FM	---	Hardboard: Mahogany, Oak, Walnut	28"x41"x16 3/8"	\$199.95 to \$219.95
Packard-Bell	RPC-18	Traditional Console	15	2	Dual Diamond	AM/FM	---	Wood veneers: Mahogany, Walnut, Maple	44"x29 3/4"x16"	\$199.88
Philco	1650 WA	Console	---	5	Dual Sapphire	---	---	Danish Modern Walnut	27 3/4"x38"x15 1/8"	\$159.95
Philco	1532 BE	Portable Stereo	12	6	Dual D/S	---	---	Wood Luggage	19"x24 3/4"x9 3/8" (42 lbs.)	\$169.95
Philco	1650 ML	Console	---	5	Dual Sapphire	---	---	Contemporary Heirloom-finished Light Mahogany	27 3/4"x38"x15 1/8"	\$169.95
Philco	1651 MB	Console	---	5	Dual Sapphire	FM/AM	---	Contemporary Brown Mahogany	27 3/4"x38"x15 1/8"	\$199.95
Phonola	2562 The Starlight	Console	20	3	Dual D/S	---	---	Leatherette: Isle of Man Black Gold Tweed with Brushed Antique Gold & Snow White	---	\$179.95
Phonola	2762 The Continental	Console	7	5	Dual D/S	FM/AM	---	Walnut	---	\$199.95
Phonola	2962 Continental	Console	7	5	Dual D/S	FM/AM	---	Mahogany	---	\$199.95
RCA Victor	3VE08	Danish Console	20	4	Dual Sapphire	---	---	Danish Walnut	29 1/4"x32"x16 3/4"	\$159.95
RCA Victor	3VE09	Colonial Console	20	4	Dual Sapphire	---	---	Colonial Maple	29 1/4"x32"x17 1/2"	\$159.95
RCA Victor	3VE10	Cont. Console	20	4	Dual Sapphire	---	---	Oak, Mahogany, Walnut	29"x39 3/4"x17 1/2"	\$199.95
RCA Victor	3VF04	Cont. Console	20	4	Dual Sapphire	FM/AM	Optional	Hardboard: Mahogany, Walnut	27 3/4"x37 3/4"x17 3/8"	\$199.95
Rheem Califone	15 VJ 8	Portable Mono Manual	18	1	Dual Sapphire	---	---	Wood: Leatherette Gray Leatherette Cover	16"x13 1/2"x11 3/4" (22 lbs.)	\$152.00
Rheem Califone	26V	Portable Mono Manual	26	1	Dual Sapphire	---	---	Wood: Gray Leatherette Cover	16 1/4"x13 3/4"x11 1/2" (25 lbs.)	\$157.00
Rheem Califone	26 VP 2	Portable Mono Manual	20	1	Dual Sapphire	---	---	Wood: Gray Leatherette Cover	16 1/4"x13 3/4"x16 1/2" (25 lbs.)	\$167.50
Sylvania	SC32	Console	15	4	Dual Sapphire	---	---	Mahogany, Maple, Walnut, Fruitwood Veneers	29"x34 3/4"x16 1/8"	\$189.98
Sylvania	SC26	Console	8	4	Dual Sapphire	AM/FM	Included	Mahogany, Walnut, Maple, Veneers	28"x32 1/4"x16 1/8"	\$199.98

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (if Portable)	Suggested List Price
Symphonic	4CA71	Console	10	6	Dual Sapphire	AM	---	Mahogany, Walnut or Oak Resist-A-Mar Finish	29 1/4"x43"x18 1/4"	\$159.95
Symphonic	4CF72	Console	10	4	Dual Sapphire	FM/AM	---	Mahogany, Dark & Light Walnut Resist-A-Mar Finish	29 1/4"x32 3/4"x15 1/2"	\$159.95
Symphonic	4CF69	Console	10	6	Dual Sapphire	FM/AM	---	Mahogany, Walnut, Oak	29"x44 1/2"x14"	\$179.95
Symphonic	4CF38	Console	10	8	Dual D/S	FM/AM	---	Mahogany, Walnut or Oak Resist-A-Mar Finish	29 1/4"x43"x18 1/4"	\$199.95
Symphonic	4CNS4	Console	12	6	Dual D/S	---	---	Genuine Mahogany Veneers/Hardwoods	30"x44 1/2"x17 1/2"	\$199.95
Symphonic	4CNS5	Console	12	6	Dual D/S	---	---	Gen. Walnut Veneers & Hardwoods	30"x44 1/2"x17 1/2"	\$199.95
Symphonic	4CNS6	Console	12	6	Dual D/S	---	---	Gen. Maple Veneers & Hardwoods	30"x44 1/2"x17 1/2"	\$199.95
Symphonic	4PS33	Portable	12	4	Dual D/S	FM/AM	Included	Gray	10"x26 1/4"x21 1/4" (54 1/2 lbs.)	\$199.95
Teppaz-Benman	448	Portable Stereo Manual	12	6	Sapphire	---	---	Leather or Blue Parm	18 5/16"x13"x10" (22 lbs.)	\$189.95
V-M	808	Console	---	4	Dual D/S	---	---	---	---	\$199.95
Webcor	1376	Console	8	3	Dual Sapphire	---	---	Wood: Walnut, Mahogany, Cherry	32"x16"x27"	\$159.95
Webcor	1350	Portable	---	4	Dual D/S	---	---	Wood: Leatherette	9 1/2"x24 1/2"x19 1/2" (47 lbs.)	\$179.95
Westinghouse	69 ACS 1	Portable	10	5	Dual D/S	---	---	Moroccan Charcoal	9 5/16"x23 3/4"x15" (65 lbs.)	\$150.00-\$200.00
Westinghouse	81 ACS 1, 2	Portable	---	4	Dual D/S	---	---	Macadam Charcoal or Bengal Brown	9 1/2"x26 1/2"x18 1/2" (60 lbs.)	\$150.00-\$200.00
Westinghouse	F-1020, 21, 22, 23	Console	6	4	Dual Sapphire	---	---	Veneers & Solids: Walnut, Mahogany, Blond, Maple	26 3/4"x36 1/4"x18 3/8"	\$150.00 to \$200.00
Westinghouse	M-1711	Console	---	4	Dual Sapphire	AM/FM	Optional	Mahogany Veneers and Selected Woods	26 3/4"x38 1/8"x18 3/8"	\$150.00 to \$200.00
Westinghouse	M-1750, 51, 53	Console	---	2	Dual Sapphire	AM/FM	Optional	Hardwood: Walnut, Mahogany, Maple	28"x30 1/8"x17 3/4"	\$150.00 to \$200.00
Zenith	SK2501-T	Console	---	4	Dual D/S	Optional	Optional	Oil-Finished Walnut Veneers & Hardwood Solids in Blond Walnut	29"x36 3/8"x16 1/8"	\$199.95 to \$209.05

**\$201 to \$300**

Admiral	Y4749	Console	5	4	Dual D/S	FM/AM	Included	Wood Grains on Hardboard	30"x46"x16	\$250.00-\$300.00
Canadian Marconi	Danish 4503	Console	---	---	---	AM/FM	Optional	Mahogany, Walnut, Veneers	36"x28"x17 3/4"	\$229.00
Canadian Marconi	3504 Contemporary	Console	---	---	Diamond	FM/AM	Optional	Veneers of Walnut and Oiled Walnut	39 15/16"x29"x16"	\$269.00
Canadian Marconi	Traditional 4506	Console	---	---	Diamond	FM/AM	Optional	Mahogany, Walnut Veneers	38"x29"x17 1/8"	\$299.00
Columbia	M-1850	Console	---	6	Diam/Sapphire	FM/AM	Included	Hardwood Veneers, Oiled Walnut	42"x15 3/4"x28 1/2" (75 lbs.)	\$249.95
Decca	DP-416 417 418	Console	15	4	Dual Sapphire	AM/FM	Included	Mahogany, Walnut, Fruitwood	28 1/4"x36"x16 1/4"	\$229.95 to \$239.95
Delmonico	EMUD 932	Console	---	4	Dual Sapphire	FM/AM	Optional	Wood	37 3/4"x39"x16"	\$249.95
Delmonico	Korting 941	Console	---	4	Dual Sapphire	FM/AM	Optional	Wood	37 1/2"x31"x13 3/8"	\$269.95
Delmonico	4TR214	Console with Stereo Tape Recorder	---	6	Dual Sapphire	FM/AM	Optional	Wood	40 1/2"x30 1/2"x15	\$299.95
Delmonico	ETV 237	Console with TV	---	6	Dual Sapphire	FM/AM	Optional	Wood	52"x31"x17"	Approximately \$299.95
Delmonico	JM 322	Console	---	6	Dual Sapphire	FM/AM	Optional	Wood	50"x29 3/8"x17 1/4"	\$299.95
Delmonico	Korting 951	Console	---	4	Dual Sapphire	FM/AM	Optional	Wood	40 1/8"x32"x15 3/4"	\$299.95
DuMont-Emerson	Berkshire	Console	20	4	Dual Sapphire	FM/AM	Included	Mahogany	39"x31"x17 9/16"	\$279.95
DuMont-Emerson	Berkshire	Console	20	4	Dual Sapphire	FM/AM	Included	Walnut	39"x31"x17 9/16"	\$289.95
DuMont-Emerson	Berkshire	Console	20	4	Dual Sapphire	FM/AM	Included	Blond Mahogany	39"x31"x17 9/16"	\$299.95
Dynavox	626	Portable	20	6	Dual Diamond	---	---	2-Piece Case Fabrilite, Ebony or Beige	---	\$229.50
Emerson	P1906	Console	---	4	Dual Sapphire	FM/AM	Included	Mahogany, Lined Oak or Walnut	34 9/16"x31 3/4"x15 1/4"	\$249.95 to \$259.98
General Electric	RC 3200	Console	10	6	Dual D/S	---	---	Veneered Mahogany, Walnut and Maple	42"x16"x28 1/2"	\$219.95
General Electric	RC 1651	Console	5	2	Dual D/S	FM/AM	Included	Veneered Walnut and Mahogany	42"x9"x16"	\$249.95
General Electric	RC 1661	Console	10	6	Dual D/S	---	---	Veneered Walnut, Maple, Cherry and White	63"x13"x20"	\$259.95 and up
General Electric	RP 2090	Portable	---	4	Dual D/S	FM/AM	Included	Black Antique Leather, White Vinyl Clad Steel	50"x9"x16" 52 lbs	\$279.95
General Electric	RC 3230	Console	10	6	Dual D/S	FM/AM	Included	Veneered Mahogany, Walnut, & Maple	42"x16"x28 1/2"	\$299.99 and up
Magnavox	1-ST285	Console	15	4	Dual Diamond	FM/AM	Optional	Dark Walnut & Mahogany	27"x39"x17"	\$214.50
Magnavox	1-ST278	Console	15	4	Dual Diamond	FM/AM	---	Mahogany or Dark Walnut	27"x41"x18"	\$249.50
Magnavox	1-ST292	Console	15	4	Dual Diamond	FM/AM	Optional	Mahogany or Dark or Sable Walnut	27"x39"x17"	\$265.00
Magnavox	1-ST296	Console	15	4	Dual Diamond	FM/AM	Included	Dark or Sable Walnut	27"x39"x17"	\$279.50
Magnavox	1-ST624	Console	15	6	Dual Diamond	FM/AM	Optional	Mahogany	29"x40"x17"	\$279.50
Magnavox	1-ST625	Console	15	6	Dual Diamond	FM/AM	Optional	Dark Walnut	29"x40"x17"	\$279.50
Magnavox	1-ST626	Console	15	6	Dual Diamond	FM/AM	Optional	Cherry	29"x40"x17"	\$289.50
Magnavox	1-ST611	Console	15	6	Dual Diamond	FM/AM	Optional	Mahogany, Cherry	29"x42"x17"	\$298.50
Magnavox	Danish Modern 1-ST620	Console	15	5	Dual Diamond	FM/AM	Optional	Dark Walnut, Mahogany	28"x50"x19"	\$298.50
Motorola	SK104	Console Stereo	8	5	Dual Sapphire	FM/AM Optional	Optional	Bleached Mahogany	---	\$229.95
Motorola	SK105	Console Stereo	8	5	Dual Sapphire	FM/AM Optional	Optional	Maple	---	\$229.95
Motorola	SP 30-1	Portable Stereo	14	5	Dual Diamond	---	---	Gold & Cordovan	---	\$249.95
Motorola	SK106	Console Stereo	20	5	Dual Diamond	FM/AM Optional	Optional	Contemporary Mahogany, Walnut (Veneers & Hardwood Solids)	---	\$279.95
Motorola	SK107	Console Stereo	20	5	Dual Diamond	FM/AM Optional	Optional	Early American-Dark Cherrywood	---	\$299.95
Motorola	SK108	Console	5	8	Dual Diamond	FM/AM Optional	Optional	Contemporary Walnut, Mahogany	---	\$299.95
Olympic	1790	Console	6	20	Dual Sapphire	AM/FM	Included	Hardboard: Mahogany, Oak, Walnut	27 1/2"x45"x17 1/2"	\$229.95-\$239.95
Olympic	1920	Console	20	6	Dual Sapphire	AM/FM	Included	Hardboard: Mahogany, Oak, Walnut, Ebony	29"x45"x17 1/4"	\$249.95-\$259.95
Olympic	1932	Console	30	6	Dual D/S	AM/FM	Included	Hardboard: Mahogany, Oak, Walnut	28"x46"x17 1/2"	\$299.95 to \$239.95
Packard-Bell	RC-15 ARC-1	Console	20	2	Dual Diamond	FM/AM	Included	Wood Veneers: Maple, Walnut	35"x15"x11" each cabinet	\$159.95 \$119.95

# NOW, TWO-WAY PROTECTION with the new RCA VICTOR



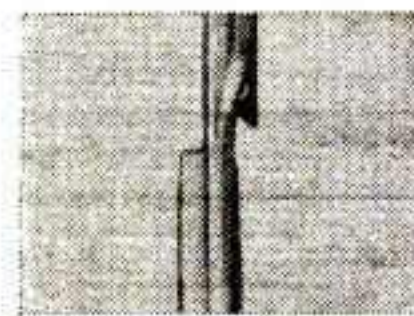
Parts of records  
like this were  
test-played  
3,000 times—  
They still  
sound fresh and  
vibrant!

**1** PROTECTS  
AGAINST  
SPINDLE  
WEAR

Get natural sound plus two-way record protection! The new Studiomatic changer tracks true in the groove for minimum distortion—guards against record wear... and it's RCA Victor quality all the way!



This new record changer features the newly designed "True-Track" tone arm. It's scientifically angled to insure optimum tracking from outer edge to innermost grooves. In tests made by RCA engineers, records sounded fresh and vibrant—even after more than 3,000 test plays!



**Protects against spindle wear!** Gentle dropping action minimizes wear on the record's center hole. This means true centering and minimum "wow" and distortion.

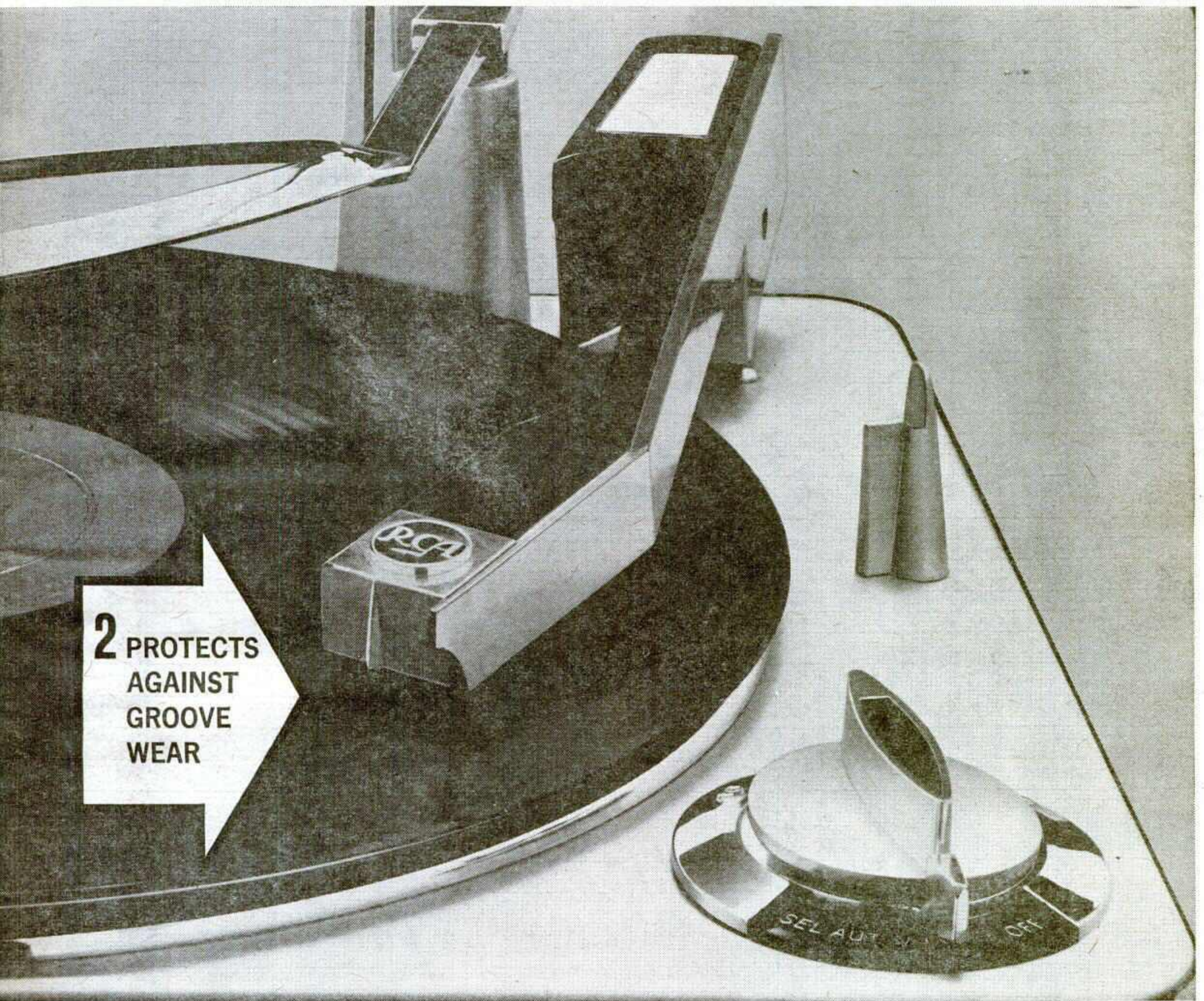


**Protects against groove wear!** The tracking is feather-light... true in the groove! This means long record life and clean, vibrant sound even after more than 3,000 test plays.

See the new Studiomatic changer, plus the complete 1963 RCA Victor line, at the World's Fair of Music and Sound

# AGAINST RECORD WEAR

## Studiomatic Changer!



**2 PROTECTS  
AGAINST  
GROOVE  
WEAR**



**Ultra-sensitive "Living Stereo" ceramic cartridge!** Gives superb stereo separation plus all the brilliance of modern stereo. Equipped with synthetic sapphire and diamond styli!



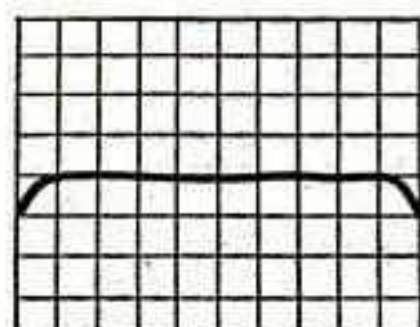
**Studiomatic changer's fine sound enhanced by advanced systems!** Powerful "woofers" for dramatic bass, multiple "tweeters" for thrilling highs, fine amplifiers . . . in consoles equipped with a Studiomatic changer!



**Magnificent cabinetry!** The ultimate in taste and elegance . . . hand-rubbed and décor-design cabinets. A perfect match for RCA Victor performance!



**Cushioned turntable to minimize rumble!** Almost 12" in diameter to give records complete support. And it plays all sizes of same-speed records intermixed in any sequence!



**Proved in the laboratory!** Every Studiomatic changer is built to produce optimum sound. And extensive testing insures outstanding frequency response, brilliant performance!

SEE WALT DISNEY'S "WONDERFUL WORLD OF COLOR," SUNDAYS, NBC-TV NETWORK

August 31-September 9, McCormick Place, Chicago, Booth Numbers 453, 455 and 554!



**The Most Trusted Name  
in Sound**

TMK(s)•

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (if Portable)	Suggested List Price
Packard-Bell	RPC-18	Continental Console	15	2	Dual Diamond	FM/AM	—	Wood Veneers: Mahogany, Walnut, Maple	44"x29½"x16"	\$219.88
Packard-Bell	RPC-18	Colonial Console	15	2	Dual Diamond	FM/AM	—	Wood Veneers: Mahogany, Walnut, Maple	44"x29½"x16"	\$249.95
Packard-Bell	RPC-18S	Traditional Console	15	2	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple	44"x29½"x16"	\$229.95
Packard-Bell	RPC-18S	Continental Console	15	2	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple	44"x29½"x16"	\$249.95
Packard-Bell	RPC-18S	Colonial Console	15	2	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple	44"x29½"x16"	\$259.95
Philco	1651 WA	Console	—	5	Dual Sapphire	FM/AM	—	Danish Mod. Walnut	27¾"x38"x15½"	\$209.95
Philco	1651 ML	Console	—	5	Dual Sapphire	FM/AM	—	Contemporary Heirloom Finished Light Mahogany	27¾"x38"x15½"	\$219.95
Philco	1652 MB	Console	—	5	Dual Sapphire	FM/AM	Included	Contemporary Brown Mahogany	27¾"x38"x15½"	\$219.95
Philco	1652 WA	Console	—	5	Dual Sapphire	FM/AM	Included	Danish Modern Walnut	27¾"x38"x15½"	\$229.95
Philco	1652 ML	Console	—	5	Dual Sapphire	FM/AM	Included	Contemporary Heirloom Finished Light Mahogany	27¾"x38"x15½"	\$239.95
Philco	1653 MB	Console	—	6	Dual D/S	FM/AM	Included	Mahogany Veneers & Solids	29¼"x38"x15½"	\$249.95
Philco	1653 WA	Console	—	6	Dual D/S	FM/AM	Included	Danish Walnut	29¼"x38"x15½"	\$259.95
Philco	1653 MA	Console	—	6	Dual D/S	FM/AM	Included	Early American Maple	29¼"x38"x15½"	\$269.95
Philco	1656 MB	Console	20	7	Dual D/S	FM/AM	Included	Traditional Mahogany	29"x40"x16¼"	\$299.95
Phonola	2662 The Electra	Consolette	20	4	Dual D/S Dual Sapphire	FM/AM	Included	Midnight Gray Textured Tweed Trimmed In Capri Gray, Metallic Accents	—	\$229.95
RCA Victor	3VE20	Cont. Console	20	4	Dual Sapphire	—	—	Mahogany & Oak	30½"x41¾"x18½"	\$219.95
RCA Victor	3VE22	Danish Console	20	4	Dual D/S	—	—	Walnut	31½"x42¾"x18½"	\$229.95
RCA Victor	3VE24	Colonial Console	20	4	Dual D/S	—	—	Colonial Maple	31½"x42½"x18½"	\$239.95
RCA Victor	3VF06	Cont. Console	20	4	Dual Sapphire	FM/AM	Included	Hardboard, Mahogany, Walnut	27"x37¾"x17¾"	\$239.95
RCA Victor	3VF10	Cont. Console	20	4	Dual Sapphire	FM/AM	Optional	Oak, Mahogany, Walnut	20"x39¾"x17½"	\$269.95
RCA Victor	3VF10X	Contemp. Console	20	4	Dual Sapphire	AM/FM	Included	Mahogany, Oak & Walnut	20"x39¾"x17½"	\$299.95
RCA Victor	3VF20	Cont. Console	20	4	Dual Sapphire	AM/FM	Optional	Mahogany & Oak	31½"x41¾"x18½"	\$299.95
Rheem Califona	42VA	Portable Mono Manual	42	2	Dual Sapphire	—	—	Wood: Gray Leatherette Cover	18"x16½"x16¼" (38 lbs.)	\$209.50
Rheem Califona	62VA	Portable Mono Manual	62	2	Dual Sapphire	—	—	Wood: Gray Leatherette Cover	18"x16½"x16¼"	\$251.50
Sterling	Caruso	Console	16	4	Dual Sapphire	AM/FM Shortwave	Optional	Light & Dark Walnut	31½"x24½"x15"	\$299.95
Sylvania	SC33	Console	15	4	Dual Sapphire	AM/FM	Included	Mahogany, Maple, Walnut or Fruitwood Veneers	29"x34"x16 1/6"	\$269.95
Symphonic	4CS73	Console	12	8	Dual D/S	AM/FM	Included	Mahogany, Walnut or Oak Resist-A-Mar Finish	29¼"x43"x18¼"	\$239.95
Symphonic	4LS74	Console	12	6	Dual D/S	AM/FM	Included	Gen. Mahogany Veneers & Hardwoods	30"x44½"x17½"	\$289.95
Symphonic	4CS75	Console	12	6	Dual D/S	AM/FM	Included	Gen. Walnut Veneers & Hardwoods	30"x44½"x17½"	\$289.95
Symphonic	4CS76	Console	12	6	Dual D/S	AM/FM	Included	Gen. Maple Veneers & Hardwoods	30"x44½"x17½"	\$289.95
Telefunken	Contessa 5364	Console	—	4	Dual D/S	AM/FM Short-Wave Push Buttons	Optional	Walnut in Gloss or Satin Finish	—	\$299.50
V-M	852	Console	20	4	Dual D/S	—	—	Walnut or Mahogany	—	\$229.95
V-M	905	Console	20	2	Dual D/S	—	—	Mahogany	—	\$239.95
V-M	853	Console	20	4	Dual D/S	—	—	—	—	\$259.95
V-M	818	Console	—	4	Dual D/S	—	—	—	—	\$279.95
Webcor	1377-97	Console	8	5	Dual Sapphire	Optional	Included	Wood: Walnut, Mahogany, Cherry	32"x16"x27"	\$279.95
Westinghouse	M-1710, 12, 13	Console	—	4	Dual Sapphire	AM/FM	Optional	Veneers & Solids: Walnut, Blond Oak, Maple	26¾"x38¼"x18½"	\$200.00 to \$300.00
Westinghouse	M-1810, 11, 13	Console	6	5	Dual Sapphire	AM/FM	Optional	Veneers & Solids: Walnut, Mahogany, Maple	32"x39"x19¾"	\$200.00 to \$300.00
Zenith	The Caruso SK2502T	Console	24	6	Dual D/S	Optional	Optional	Mahogany, Maple Veneers & Solids	28"x42½"x18¼"	\$249.95 to \$259.95
Zenith	The Haydn SK2503T	Console	24	6	Dual D/S	Optional	Optional	Walnut, Mahogany Veneers & Solids	28"x42½"x17¼"	\$269.95
Zenith	The Tosca SK2506T	Console	24	8	Dual D/S	Optional	Optional	Walnut, Mahogany, Blond Veneers	30"x44½"x17¾"	\$285.00 to \$295.00

**\$301 to \$400**

Blaupunkt	Chicago	Console	—	6	Dual	FM/AM Short Wave	Optional	—	—	\$369.95
Canadian Marconi	Danish Modern 3505	Console	—	—	Diamond	FM/AM	Optional	Veneers of Walnut and Oiled Walnut	40"x29"x16¼"	\$329.00
Canadian Marconi	3507 Provincial	Console	—	—	Diamond	FM/AM	Optional	Fruitwood Veneers	40 1/16"x30"x16 5/16"	\$339.00
Canadian Marconi	3508 Early Amer.	Console	—	—	Diamond	FM/AM	Optional	Fruitwood Veneers	40"x30"x16¾"	\$349.00
Clairtone	Viscount S 253	Console	25	4	Dual Diamond Sapphire	FM/AM	Included	Walnut, Mahogany	56"x18½"x27½"	\$359.50
Delmonico	Korting	Console	—	4	Dual Sapphire	FM/AM	Optional	Wood	40½"x32"x15¾"	\$319.95
Delmonico	4TR314	Console with Stereo Tape Recorder	—	6	Dual Sapphire	FM/AM	Optional	Wood	40½"x20½"x15"	\$319.95
Delmonico	EMUD 1010	Console	—	6	Dual Sapphire	FM/AM	Optional	Wood	47½"x32½"x16"	\$329.95
Delmonico	VI 324	Console	—	6	Dual Sapphire	FM/AM	Optional	Wood	50"x29"x17¼"	\$339.95
Delmonico	Korting 981	Console	—	6	Dual Sapphire	FM/AM	Optional	Wood	47½"x37¼"x17"	\$349.95
Delmonico	VF 323	Console	—	6	Dual Sapphire	FM/AM	Optional	Wood	50"x30"x17¼"	\$349.95
Delmonico	Korting 1091	Console	—	6	Dual Sapphire	FM/AM	Optional	Wood	44½"x26½"x17½"	\$399.95
Delmonico	GM 325	Console	—	6	Dual Sapphire	FM/AM Short Wave Push Buttons	Optional	Wood	50"x29"x17¼"	\$339.95
Electrohome	Conway	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Ebony	—	\$329.50
Electrohome	Cortina	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Fruitwood, White	—	\$339.50
Electrohome	Connecticut	Console	20	4	Diamond	FM/AM	Optional	Maple, Fruitwood	—	\$349.50
Electrohome	Camrae	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Teak, Ebony	—	\$379.50
Electrohome	Camilla Mark II	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Fruitwood, White	—	\$399.50



Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (if Portable)	Suggested List Price
Emerson	P1913	Console	20	6	Dual Diamond	FM-AM	Included	Walnut, Mahogany Wood	49"x30"x17 3/4"	\$301.00 to \$400.00
General Electric	RC 1671	Console	10	6	Dual D/S	FM/AM	Included	Veneered Walnut, Maple, Cherry & White	63"x13"x20"	\$359.95 & up
General Electric	RC 3331	Console	10	6	Dual D/S	FM/AM	Included	Veneered Walnut & Maple	44"x17"x43 1/2"	\$399.95 & up
Lang & Taylor (Kelton Division)	400	Console	40	5	Single Diamond	Optional	Optional	Oiled Walnut	41"x28"x16"	\$399.95
Lang & Taylor (Kelton Division)	401	Console	40	5	Single Diamond	Optional	Optional	Early American Maple	41"x28"x16"	\$399.95
Magnavox	Danish Cassic 1-ST621	Console	30	8	Dual Diamond	FM/AM	Optional	Sable or Natural Walnut	28"x50"x19"	\$349.50
Magnavox	Italian Contemporary 1-ST622	Console	30	4	Dual Diamond	FM/AM	Included	Mahogany or French Walnut	29"x45"x17"	\$398.50
Magnavox	American Provincial 2-ST656	Console	30	8	Dual Diamond	FM/AM	Optional	Cherry & Mahogany	30"x48"x18"	\$398.50
Magnavox	Danish Modern 1-ST657	Console	30	8	Dual Diamond	FM/AM	Optional	Sable or Natural Walnut	29"x49"x19"	\$398.50
Motorola	SK109	Console	20	5	Dual Diamond	FM/AM Optional	Optional	Contemporary Mahogany, Walnut (veneers & hardwood solids)	---	\$329.95
Motorola	SK110	Console	20	5	Dual Diamond	FM/AM Optional	Optional	Italian Provincial Bleached Mahogany (veneers & hardwood solids)	---	\$369.95
Olympic	1933	Console	30	6	Dual D/S	FM/AM	Included	Genuine Mahogany, Oak, Walnut	28 1/2"x49 3/4"x17 3/4"	\$399.95 to \$419.95
Packard-Bell	RPC-235	Console	20	6	Dual Diamond	FM/AM	Included	Wood veneers: Mahogany, Walnut, Maple	46 1/2"x31 1/2"x20 1/4"	\$339.95
Philco	1656 WA	Console	20	7	Dual D/S	FM/AM	Included	Danish Modern Walnut	29 3/8"x40"x17 1/8"	\$309.95
Philco	1656 CH	Console	20	7	Dual D/S	FM/AM	Included	French Provincial, Cherrywood	29 3/8"x40"x17 1/8"	\$319.95
Philco	1667 MB	Console	20	7	Dual D/S	FM/AM	Included	Traditional Mahogany	30"x50 1/2"x15"	\$349.95
Philco	1679 MB	Console	20	7	Dual D/S	FM/AM	Included	Mahogany veneers & solids	28 1/2"x49 1/2"x17 1/4"	\$349.95
Philco	1667 WA	Console	20	7	Dual D/S	FM/AM	Included	Danish Modern Walnut	30"x50 1/2"x15"	\$359.95
Philco	1667 M	Console	20	7	Dual D/S	FM/AM	Included	Italian Provincial Heirloom finished light Mahogany	30"x50 1/2"x15"	\$369.95
Philco	1679 CH	Console	20	7	Dual D/S	FM/AM	Included	Cherry wood veneers & solids	28 1/2"x49 1/2"x17 1/4"	\$369.95
Philco	1731 DWA	Console	30	7	Dual D/S	FM/AM	Included	Walnut veneers & solids	31"x58"x15 1/2"	\$399.95
Phonola	3062 The Caravelle	Console	20	4	Dual D/S	FM/AM	Included	Walnut	---	\$349.95
Phonola	3162 The Caravelle	Console	20	4	Dual D/S	FM/AM	Included	Mahogany	---	\$349.95
Pilot	4500	Console	30	4	Dual D/S	FM/AM	Optional	Hardwood—Mahogany, Walnut or Oiled Walnut	52"x27 1/2"x17 1/4"	\$399.50
RCA Victor	3VF22	Danish Console	20	4	Dual D/S	FM/AM	Optional	Walnut	31 1/2"x42 3/4"x18 1/2"	\$309.95
RCA Victor	3VF24	Colonial Console	20	4	Dual D/S	FM/AM	Optional	Colonial Maple	31 1/2"x42 1/2"x18 3/8"	\$319.95
RCA Victor	3VF20X	Contemp. Console	20	4	Dual Sapphire	FM/AM	Included	Mahogany & Oak	30 1/2"x41 3/4"x18 3/8"	\$329.95
RCA Victor	3VF22X	Danish Console	20	4	Dual D/S	FM/AM	Included	Walnut	31 1/2"x42 3/4"x18 1/2"	\$339.95
RCA Victor	3VF24X	Colonial Console	20	4	Dual D/S	FM/AM	Included	Colonial Maple	31 1/2"x42 1/2"x18 3/8"	\$349.95
RCA Victor	3VF30	Cont. Bow-Front	24	6	Dual D/S	FM/AM	Included	Mahogany, Walnut	31 1/2"x44 3/4"x19 3/8"	\$399.95
Rheem Califone	62VA	Stereo Man. Port.	62	4	Dual Sapphire	---	---	Wood—Gray Leatherette Cover	42"x42"x19"	\$300.50
Setchell-Carlson	RP630	Console	---	6	Dual Diamond	FM/AM FM Multiplex	---	Dark African Mahogany or American Walnut & Fruitwood Cherry hardwoods & Veneers	29"x45 3/8"x16"	\$309.00 to \$319.00
Setchell-Carlson	RP30P	Console	---	6	Dual Diamond	FM/AM FM Multiplex	---	Cherry hardwoods & veneers	30"x45 3/8"x16"	\$329.00
Sterling	Menuett	Console	20	4	Dual Sapphire	AM/FM Short Wave	Optional	Light & Dark Walnut	32"x28 1/2"x15"	\$329.95
Sterling	Casino	Console	20	6	Dual Sapphire	AM/FM Short Wave	Optional	Light & Dark Walnut	42"x29"x15"	\$399.95
Sterling	Immensee	Console	20	6	Dual Sapphire	AM/FM Short Wave	Optional	Light & Dark Walnut	39"x33 1/2"x14 1/4"	\$359.95
Sylvania	SC37	Console	20	6	Dual Diamond	AM/FM	Included	Walnut & Fruitwood veneers	30"x42"x14 3/8"	\$349.95
Symphonic	4CS77	Console	20	6	Dual D/S	FM/AM	Included	General Mahogany veneers & hardwoods	30 1/4"x48"x18 1/4"	\$369.95
Symphonic	4CS78	Console	20	6	Dual D/S	FM/AM	Included	General Walnut veneers & hardwoods	30 1/4"x48"x18 1/4"	\$379.95
Symphonic	4CS79	Console	20	6	Dual D/S	FM/AM	Included	General Maple veneers & hardwoods	30 1/4"x48"x18 1/4"	\$379.95
Telefunken	Vienna No. 5374MX	Console	---	4	Dual Diamond	AM/FM Short Wave Push Buttons	Included	Walnut in gloss or satin finish	---	\$359.50
V-M	866	Console	60	4	Dual D/S	---	---	Walnut	---	\$350.95
V-M	867	Console	60	4	Dual D/S	---	---	Mahogany	---	\$375.95
V-M	868	Console	60	4	Dual D/S	---	---	Cherry	---	\$375.95
Webcor	1378-98	Console	20	5	Dual Sapphire	Optional	Included	Wood—Mahogany, Walnut, Cherry	30 3/4"x38 1/2"x17"	\$360.00
Webcor	1379-99	Console	20	5	Dual Sapphire	Optional	Included	Wood—Walnut only	30 3/4"x38 1/2"x17"	\$360.00
Webcor	1380-90	Console	20	5	Dual Sapphire	Optional	Included	Wood—Walnut	30 3/4"x40"x17"	\$400.00
Westinghouse	M-1910, 11, 13	Console	6	5	Dual D/S	AM/FM	Optional	Veneers & solids: Walnut, Cherry, Maple	32"x52"x19"	\$300.00 to \$400.00
Zenith	MK2601	Console	---	4	Dual D/S	FM/AM	Included	Oil finished Walnut veneers & hardwood solids In Blond Walnut	29"x36 3/8"x16 3/8"	\$319.95 \$329.95
Zenith	MK2602	Console	24	6	Dual D/S	FM/AM	Included	Mahogany veneers & hardwood solids In Maple	28"x42 3/8"x18 1/4"	\$370.00 \$380.00
Zenith	MP500	Cabinette	24	4	Dual D/S	FM/AM	Included	Oil finished Walnut veneers & hardwood solids In Ebony	32"x39 3/8"x11 1/4"	\$379.95 \$389.95
Zenith	The Rhapsody MP500	Console	24	4	Dual Diamond	FM/AM	Included	Walnut, Ebony	22 1/2"x39 3/8"x11 1/4"	\$379.95 to \$389.95
Zenith	MK2603	Console	24	6	Dual D/S	FM/AM	Included	Mahogany or Walnut veneers & hardwood solids	28"x42 1/2"x17 1/4"	\$390.00
Zenith	MP505	Cabinette	24	4	Dual D/S	FM/AM	Included	Oil finished Walnut veneers & hardwood solids	32"x39 3/8"x11 1/4"	\$399.95
Zenith	The Stravinsky MP505	Console	24	4	Dual Diamond	FM/AM	Included	Walnut, Ebony	22 1/2"x39 3/8"x11 1/4"	\$399.95
Zenith	MK2606	Console	24	6	Dual D/S	FM/AM	Included	Oil finished Walnut or Mahogany veneers & hardwood solids In Blond Walnut	30"x44 3/8"x17 3/8"	\$399.95 \$409.95

Company	Model No.	Console, Table or Portable (If Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
<b>\$401 to \$500</b>										
Blaupunkt	Barcelona	Console	—	6	Dual	FM/AM Short Wave	Optional	Dark Walnut	—	\$439.95
Blaupunkt	Miami	Console	—	6	Dual	FM/AM Short Wave	Optional	Dark Walnut	—	\$469.95
Blaupunkt	Monte Carlo	Console	—	6	Dual	FM/AM Short Wave	Optional	Canadian or Dark Walnut	—	\$469.95
Blaupunkt	Toronto	Console	—	—	Dual	AM 2-band Short Wave	Included	American Walnut	—	\$469.95
Blaupunkt	Miami	Console	—	6	Dual	FM/AM Short Wave	Optional	Light Walnut	—	\$499.00
Clairtone	Countess S 303	Console	25	6	Dual D/S	FM/AM	Included	Walnut, Teak	52"x17½"x27"	\$449.50 to \$479.50
Clairtone	Squire S 373	Console	25	6	Dual D/S	FM/AM	Included	Antiqued Colonial	50"x18½"x27½"	\$499.50
Clairtone Sound	The Palazzo S 383	Console	25	6	Dual Diamond	FM/AM	Included	Walnut, Antique Ivory	—	\$499.50 to \$519.50
Clairtone	Marquis S 393	Console	25	6	Dual D/S	FM/AM	Included	Fruitwood	50"x18½"x27½"	\$499.50
Delmonica	Korting 2001	Console	—	6	Dual Sapphire	FM/AM	Optional	Wood	44½"x26½"x17½"	\$419.95
Delmonica	GI 327	Console	—	6	Dual Sapphire	FM/AM Short Wave Push Buttons	Optional	Wood	50"x29½"x17¼"	\$429.95
Delmonica	GF 326	Console	—	6	Dual Sapphire	FM/AM Short Wave Push Buttons	Optional	Wood	50"x30"x17¼"	\$439.95
Delmonica	EMUD 1211	Console	—	8	Dual Sapphire	FM/AM	Optional	Wood	56"x33½"x17½"	\$449.95
Delmonica	CTV 350	Console with TV	—	6	Dual Sapphire	FM/AM	Optional	Wood	56½"x31½"x18½"	\$499.95
Delmonica	Korting 975	Console with Stereo Tape Recorder	—	4	Dual Sapphire	FM/AM	Included	Wood	40½"x32"x15¾"	\$499.95
Delmonica	M4TR60	Console with Stereo Tape Recorder	—	6	Dual Sapphire	FM/AM	Optional	Wood	50"x29½"x17¼"	\$499.95
DuMont-Emerson	Rossini	Console	20	6	Dual Diamond	FM/AM	Included	Mahogany	49"x32"x17½"	\$429.95
DuMont-Emerson	Edvard	Console	20	6	Dual Diamond	FM/AM	Included	Walnut	49¼"x17"x18"	\$439.95
DuMont-Emerson	Bizet	Console	20	6	Dual Diamond	FM/AM	Included	Fruitwood	49½"x32"x17¾"	\$449.95
Electrahome	Castanet Mark II	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Teak, Ebony	—	\$449.50
Electrahome	Signet	Console	20	4	Diamond	FM/AM	Optional	Walnut, Mahogany, Teak	—	\$449.50
Fisher	Philharmonic III	Console	20	6	Dual Diamond	FM/AM	Optional	Walnut (Modern) Fruitwood (French Provincial)	—	\$399.50 \$429.50
General Electric	RC 3431	Console	25	8	Dual D/S	FM/AM	Included	Veneered Mahogany, Walnut & Maple	49"x18"x30"	\$450.00 and up
Lang & Taylor (Kelton Div.)	500	Console	40	5	Single Diamond	Optional	Optional	Walnut	54"x19"x30"	\$445.00
Lang & Taylor (Kelton Div.)	501	Console	40	5	Single Diamond	Optional	Optional	Early American Cherry	54"x19"x30"	\$445.00
Lang & Taylor (Kelton Div.)	502	Console	40	5	Single Diamond	Optional	Optional	French Provincial Cherry	54"x19"x30"	\$445.00
Lang & Taylor (Kelton Div.)	600	Console	40	5	Single Diamond	Optional	Optional	Walnut Modern	63"x19"x32"	\$495.00
Lang & Taylor (Kelton Div.)	602	Console	40	5	Single Diamond	Optional	Optional	French Provincial Fruitwood	66"x19"x32"	\$495.00
Magnavox	Normandy Provincial 1-ST659	Console	30	4	Dual Diamond	FM/AM	Included	Fruitwood	30"x48"x18"	\$425.00
Magnavox	Imperial 3-ST661 Empire	Console	30	4	Dual Diamond	FM/AM	Included	Cherry, Sable or Natural Walnut	30"x48"x18"	\$495.00
Magnavox	Imperial Danish Modern 2-ST663	Console	30	4	Dual Diamond	FM/AM	Included	Sable or Natural Walnut	29"x49"x19"	\$495.00
Motorola	SK111	Console	51	5	Dual Diamond	FM/AM Optional	Optional	Contemporary Walnut (veneers and hardwood solids)	—	\$429.95
Motorola	SK112	Console	51	5	Dual Diamond	FM/AM Optional	Optional	Early American Dark Cherrywood (veneers and solids)	—	\$475.00
Olympic	1806	Console	30	6	Dual D/S	FM/AM	Included	Genuine Cherry	30¼"x44¼"x17¼"	\$429.95
Olympic	1807	Console	30	6	Dual D/S	FM/AM	Included	Genuine Maple	32"x44¼"x17¼"	\$429.95
Olympic	1808	Console	30	6	Dual D/S	FM/AM	Included	Genuine Walnut	28¾"x48¼"x16¾"	\$429.95
Packard-Bell	RPC-25S	Console	88	6	Dual Diamond	FM/AM	Included	Wood Veneers: Mahogany, Walnut, Maple, French Provincial & White	71"x26"x20½"	From \$475.00
Philco	1731 MB	Console	30	7	Dual D/S	FM/AM	Included	Mahogany (wood veneers & solids)	31"x59"x15¼"	\$415.00
Philco	1731 ML 1731 MA	Console	30	7	Dual D/S	FM/AM	Included	Light Mahogany or Maple (wood veneers & solids)	31"x59"x15¼"	\$430.00
Pilot	4505	Console	30	4	Single Diamond	FM/AM	Optional	Hardwood: Mahogany	52"x27½"x17¼"	\$499.50
RCA Victor	3VF34	French Provincial Serpentine	24	6	Dual D/S	FM/AM	Included	Antique Parchment White & Antique Chateau Walnut	33½"x44"x19½"	\$425.00
Sterling	Traviata	Console	24	6	Dual Sapphire	FM/AM Short Wave	Optional	Light/Dark Walnut	44½"x30¾"x15"	\$409.95
Sylvania	SC41	Console	60	6	Dual Diamond	FM/AM	Included	Walnut Veneer	30"x64½"x17¾"	\$469.95
Telefunken	Princess 5374 MX	Console	—	4	Dual Diamond	FM/AM Short Wave Push Buttons	Included	Walnut in Gloss or Satin Finish	—	\$429.50
Videola	Nordland	Console	—	—	—	FM/AM	—	—	—	\$425.00
Videola	Malmö	Console	25	6	Dual Sapphire	FM/AM Short Wave	Optional	Walnut	40"x29"x18"	Approx. \$449.00
Webcor	1381-91	Console	20	5	Dual Sapphire	Optional	Included	Wood: Walnut	30¾"x40"x17"	\$410.00
Webcor	1382-92	Console	20	5	Dual Sapphire	Optional	Included	Wood: Cherry	30¾"x42"x17"	\$460.00
Westinghouse	M-1650, 51, 52, 53	Console	15	5	Dual D/S	FM/AM	Optional	Veneers & Solids: Walnut, Cherry, Maple	32"x51"x20"	\$400.00 to \$500.00
Zenith	MK2608	Console	24	8	Dual D/S	FM/AM	Included	Oiled Finished Walnut (veneers & hardwood solids)	30"x58"x17¼"	\$475.00
Zenith	The Scherzo MK2608W	Console	24	8	Dual D/S	FM/AM	Included	Walnut (veneers & hardwood solids)	30"x58"x17¼"	\$475.00
Zenith	MK2784	Console with TV	24	4	Dual Sapphire	FM/AM	—	Oiled Walnut & Mahogany (veneers & hardwood solids)	30½"x58"x17"	\$499.95

Company	Model No.	Console, Table or Portable (if Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
<b>\$501 to \$1000</b>										
Admiral	Y 4769	Console	20	6	Dual D/S	FM/AM	Included	Veneers & Hardwoods	31"x48 1/2"x16 1/8"	\$500 to \$1,000
Admiral	Y 4751	Console	20	6	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30 1/2"x49"x17"	\$500 to \$1,000
Admiral	Y 4771	Console	20	6	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30 3/4"x49 1/2"x17"	\$500 to \$1,000
Admiral	Y 4781 and Y 4789	Console	20	6	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30 3/4"x52"x17 1/8"	\$500 to \$1,000
Admiral	Y 4801	Console	80	8	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30 1/2"x61"x18 1/2"	\$500 to \$1,000
Admiral	Y 4819	Console	80	8	Dual D/S	FM/AM	Included	Veneers & Hardwoods	30 1/2"x61"x16 3/8"	\$500 to \$1,000
Blaupunkt	St. Lawrence	Console	—	10	Dual	FM/AM Short Wave	—	Dark or American Hardwoods	—	\$599.95
Clairtone	Palazzo S 383	Console	25	6	Dual D/S	FM/AM	Included	Walnut, Antique Ivory	50"x18 1/2"x27 1/2"	\$499.50 to \$519.50
Clairtone	Princess S 403	Console	40	6	Dual D/S	FM/AM	Included	Walnut, Mahogany	58"x19"x28 1/2"	\$539.50
Clairtone	Duchess S 503	Console	30	6	Dual D/S	FM/AM	Optional	Walnut, Antique Ivory, Fruitwood	62"x19"x30"	\$689.50 to \$709.50
Clairtone	Empress S 603	Console	40	6	Dual D/S	FM/AM	Included	Oiled Walnut, Teak	62"x18"x27 1/2"	\$599.50 to \$629.50
Clairtone	Baroness S 553	Console	30	6	Dual D/S	FM/AM	Optional	Fruitwood (polished or antiqued)	62"x19"x30"	\$689.50 to \$719.50
Clairtone	International Theater ST 803	Console (plus TV)	40	6	Dual D/S	FM/AM	Included	Walnut	67 1/2"x19"x29 1/2"	\$899.50
Delmonico	EMUD 1221 TK	Console with Stereo Tape Recorder	—	8	Dual Sapphire	FM/AM	Optional	Wood	56"x33 1/2"x17 1/2"	\$599.95
Delmonico	Korting 1235	Console	—	8	Dual Sapphire	FM/AM	Included	Wood	56"x33 1/2"x17 1/2"	\$649.95
DuMont-Emerson	Cavalier	Console	20	6	Dual Diamond	FM/AM	Included	Fruitwood	56 1/2"x33"x20 1/16"	\$595.00
DuMont-Emerson	Kirsten	Console	20	6	Dual Diamond	FM/AM	Included	Walnut	56 1/2"x33"x20 3/16"	\$595.00
Electroheme	Montego	Console	20	6	Diamond	FM/AM	Optional	Walnut, Mahogany, White	—	\$549.50
Electroheme	Florentine	Console	40	6	Diamond	FM/AM	Included	Walnut, Mahogany, White	—	\$679.50
Electroheme	Laurentian	Console	40	6	Diamond	FM/AM	Included	Walnut, Mahogany, Fruitwood, White	—	\$679.50
Electroheme	Sierra Mark II	Console	40	5	Diamond	FM/AM	Included	Teak, Walnut	—	\$699.50
Electroheme	Kalmar 120	Console	120	6	Diamond	FM/AM	Included	Walnut, Teak, Ebony	—	\$749.50
Electroheme	Arlington 120	Console	120	6	Diamond	FM/AM	Included	Maple, Fruitwood	—	\$799.50
Electroheme	Versailles 120	Console	120	6	Diamond	FM/AM	Included	Walnut, Mahogany, Fruitwood, White	—	\$799.50
Fisher	Custom Electra VI	Console	40	6	Dual Diamond	FM/AM	Included	Walnut, Mahogany (Modern) Walnut (Italian Provincial) Fruitwood, Mahogany (French Provincial) Maple (Early American)	—	\$595.00 \$645.00 \$645.00 \$645.00
Fisher	Futura IV	Console	60	6	Dual Diamond	FM/AM	Included	Walnut (Modern) Fruitwood, Mahogany (French Provincial) Walnut (Italian Provincial)	—	\$745.00 \$795.00 \$795.00
Fisher	Ambassador V	Console	60	6	Dual Diamond	FM/AM	Included	Walnut (Modern) Fruitwood (French Provincial) Walnut (Italian Provincial)	—	\$845.00 \$895.00 \$945.00
General Electric	RC 3531	Console	100	10	Dual D/S	FM/AM	Included	Veneered Walnut, Cherry & White	54"x18"x30"	\$550.00 & up
Grundig-Majestic	Continental MS 40	Console	—	5	Dual Diamond	FM/AM	—	Danish Modern	—	\$519.00
Grundig-Majestic	Continental MS 41	Console	—	5	Dual Diamond	FM/AM	—	Danish Modern	—	\$539.00
Grundig-Majestic	Continental MS 50	Console	—	6	Dual Diamond	FM/AM	—	Danish Modern	—	\$639.00
Grundig-Majestic	Continental MS 60	Console	—	6	Dual Diamond	FM/AM	Included	Danish Modern	—	\$659.00
Grundig-Majestic	Continental MS 70	Console	—	8	—	FM/AM	—	Danish Modern	67"x33"x18"	\$995.00
Magnavox	French Provincial 2-ST662 Imperial	Console	30	4	Dual Diamond	FM/AM	Included	Fruitwood or Antique Ivory	30"x48"x18"	\$525.00
Magnavox	Traditional 1-ST700	Console	100	4	Dual Diamond	FM/AM	Included	Mahogany, Cherry	32"x58"x18"	\$895.00
Magnavox	Danish Modern 1-ST701	Console	100	4	Dual Diamond	FM/AM	Included	Cherry, Ebony, American or Danish Walnut or Natural Walnut	32"x59"x19"	\$895.00
Motorola	SK77-2	Console	51	6	Dual D/S	FM/AM	Included	Declaration Contemporary Walnut (veneers & solids)	—	\$650.00
Motorola	SK78-1	Console	51	5	Dual Diamond	FM/AM	Included	Triune Italian Provincial Mahogany (veneers & solids) White Finish Mahogany veneers & solids	—	\$700.00
Motorola	SK79-1	Console	51	5	Dual Diamond	FM, AM	Included	Touraine French Provincial Walnut (veneers & solids) White Finish (Walnut veneers & solids)	—	\$725.00
Motorola	SK115	Console	51	5	Dual Diamond	FM/AM	Included	American Treasury Cherrywood (veneers & solids)	—	\$750.00
Motorola	SK116	Console	51	5	Dual Diamond	FM/AM	Included	American Charter Mahogany (veneers & solids)	—	\$850.00
Motorola	SK56-2	Console	51	5	Dual Diamond	FM, AM	Included	Laureate Traditional Classic Mahogany (wood veneers)	—	\$895.00
Motorola	SK57-2	Console	51	5	Dual Diamond	FM/AM	Included	Cantonesian Walnut (wood veneers)	—	\$995.00
Packard-Bell	RPC-265	Console	88	6	Dual Diamond	FM/AM	Included	Wood veneers: Walnut & Maple	65 1/4"x31"x20 3/8"	\$550.00
Pilot	4505	Console	30	4	Single Diamond	FM/AM	Optional	Oiled Walnut or Lacquer Walnut	52"x27 1/2"x17 1/4"	\$519.50
Pilot	1B500	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solid & Veneers, Fruitwood or Mahogany finish	54"x28 1/4"x17 3/4"	\$545.00
Pilot	3B500	Console	30	6	Dual D/S	FM/AM	Optional	Walnut Solids & Veneers—Oiled Walnut	56"x28"x17 3/8"	\$575.00
Pilot	2B500	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers—Cherry Finish	51 1/2"x29 1/2"x18"	\$595.00
Pilot	5B500	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers, Fruitwood or Mahogany Finish	57"x28"x17 3/4"	\$595.00
Pilot	6B500	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers, Fruitwood Finish	54"x28 1/4"x17 3/4"	\$595.00
Pilot	3A402	Console	30	6	Dual D/S	FM/AM	Optional	Walnut Solid & Veneers—Oiled Walnut Finish	52"x49"x17"	\$615.00
Pilot	1B505	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers—Fruitwood or Mahogany Finish	57"x29 1/2"x18"	\$645.00

Company	Model No.	Console, Table or Portable (If Portable state if Mono and/or Manual)	Power Output (Watts)	No. of Speakers	Single or Dual Stylus Sapphire or Diamond Stylus	FM, AM or FM-AM Tuner	FM Stereo Included or Optional?	Cabinet (Woods, Veneers, Plastics, etc.) Give Colors	Dimensions & Weight (If Portable)	Suggested List Price
Pilot	5A402	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers—Fruitwood Finish	50"x32"x18½"	\$665.00
Pilot	3B505	Console	30	6	Single Diamond	FM/AM	Optional	Walnut Solids & Veneers or Oiled Walnut Finish	54"x28¼"x17¾"	\$675.00
Pilot	6B505	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers—Fruitwood Finish	54"x28¼"x17¾"	\$695.00
Pilot	5B505	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers—Fruitwood or Mahogany Finish	57"x28"x17¾"	\$695.00
Pilot	3A602	Console	30	6	Single Diamond	FM/AM	Optional	Walnut Solids & Veneers—Oil Walnut Finish	52"x49"x17"	\$695.00
Pilot	4A402	Console	30	6	Dual D/S	FM/AM	Optional	Cherry Solids & Veneers—Cherry Finish	52"x34½"x18"	\$715.00
Pilot	5A602	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers—Fruitwood Finish	50"x32"x18½"	\$745.00
Pilot	4A602	Console	30	6	Single Diamond	FM/AM	Optional	Cherry Solids & Veneers—Cherry Finish	52"x34½"x18"	\$795.00
Pilot	1C6025A	Console	30	8	Single Diamond	FM/AM	Included	Walnut Solid & Veneers—Oil Walnut Finish	60¼"x29"x19"	\$945.00
Pilot	5C6025A	Console	30	8	Single Diamond	FM/AM	Included	Cherry Solids & Veneers—Fruitwood Finish	61"x29¼"x19"	\$945.00
Pilot	7654	Console	60	8	Single Diamond	FM/AM	Included	Walnut Solids & Veneers—Oil Walnut Finish	61¼"x33¼"x19½"	\$995.00
RCA Victor	3VF40	Contemp Lowboy	58	6	Dual D/S	FM/AM	Included	Antique Caramel Mahogany	28¼"x59½"x18½"	\$500.00
RCA Victor	3VF44	Danish Lowboy	58	6	Dual D/S	FM/AM	Included	Danish Walnut	30¾"x62¼"x16¼"	\$500.00
RCA Victor	3VF51	Danish Spinet	58	6	Dual D/S	FM/AM	Included	Danish Walnut	39½"x49"x17¾"	\$550.00
RCA Victor	3VF53	Colonial Spinet	58	6	Dual D/S	FM/AM	Included	Antique Colonial Maple	40½"x48½"x19½"	\$550.00
RCA Victor	3VF60	Colonial Hutch Console	58	6	Dual D/S	FM/AM	Included	Antique Colonial Maple	60¾"x44¾"x16¾"	\$575.00
RCA Victor	3VF61	French Provincial Hutch Console	58	6	Dual D/S	FM/AM	Included	Antique Natural Cherry	55"x52¾"x16¾"	\$595.00
RCA Victor	3VF64	Danish Hutch Console	58	6	Dual D/S	FM/AM	Included	Danish Walnut	50"x52"x16"	\$595.00
Sterling	Arabella	Console	40	8	Dual D/S	AM/FM Short Wave	Optional	Light/Dark Walnut	51½"x33½"x16½"	\$649.95
Sterling	Isabella	Console	40	8		FM/AM Short Wave	Optional	Light/Dark Walnut	52¾"x31½"x16½"	\$699.95
Telefunken	Salzburg 5396 MX	Console	—	6	Dual Diamond	FM/AM Short Wave Push Buttons	Included	Walnut in Gloss or Satin Finish	—	\$649.50
Telefunken	Hymnus 5328 MX	Console	—	8	Dual D/S	FM/AM Short Wave Push Buttons	Included	Walnut in Gloss or Satin Finish	—	\$799.50
Videola	Senator	Console	25	6	Dual Sapphire	FM/AM, SW	Optional	Walnut	52"x29"x18"	Approx. \$725.00
Videola	Astronaut	Console	25	6	Dual Sapphire	FM/AM, SW	Optional	Walnut	56"x29"x18"	Approx. \$825.00
Webcor	3393	Console with Stereo Tape Deck	20	5	Dual D/S	FM/AM	Included	Wood: Walnut	32½"x45¼"x17¾"	\$640.00
Webcor	3392	Console, includes Stereo Tape Deck	40	5	Dual D/S	FM/AM	Included	Wood: Walnut	32"x50"x19"	\$850.00
Zenith	MK2784	Console—with TV	24	4	Dual Sapphire	FM/AM	—	Maple Veneers & Solids	30½"x58"x17"	\$525.00
Zenith	MK2635	Console	24	8	Dual D/S	FM/AM	Included	Mahogany & Maple Veneers & Solids	30½"x44¾"x20"	\$575.00
Zenith	The Vienna MK2635	Console	24	8	Dual Diamond	FM/AM	Included	Maple, Mahogany	30½"x44¾"x20"	\$575.00
Zenith	MK2784	Console—with TV	24	4	Dual Sapphire	FM/AM	Included	Oiled Finished Walnut & Mahogany Veneers & Hardwood Solids in Maple	30½"x58"x17"	\$575.00
Zenith	MK2786	Console—with TV	24	4	Dual D/S	FM/AM	Included	Oiled Finished Walnut, Mahogany and Blond Walnut Veneers & Hardwood Solids	30 13/16"x60 1/8"x17 9/16"	\$650.00
Zenith	MK2787	Console—with TV	40 Peak 20 EIA undistorted	4	Dual Sapphire	FM/AM	Included	Maple Veneers & Hardwood Solids	33½"x61"x18¼"	\$725.00
Zenith	MK3386	Console—with TV	24	4	Dual D/S	FM/AM	Included	Oiled Finished Walnut, Mahogany and Blond Walnut Veneers	30 13/16"x60 1/8"x17 9/16"	\$725.00
Zenith	MK2670	Console	84 Peak 40 EIA undistorted	8	Dual D/S	FM/AM	Included	Oiled Finished Walnut Veneers & Hardwood Solids	32"x55½"x18¾"	\$750.00
Zenith	The Danube MK2670W	Console	40	8	Dual Diamond	FM/AM	Included	Walnut	32"x44¾"x20"	\$750.00
Zenith	MK2789	Console—with TV	40 Peak 20 EIA undistorted	4	Dual D/S	FM/AM	Included	Mahogany & Maple Veneers & Hardwood Solids	31"x60¼"x17½"	\$750.00
Zenith	MK2675	Console	84 Peak 40 EIA undistorted	8	Dual D/S	FM/AM	Included	Cherry Veneers & Hardwood Solids	32"x55½"x19"	\$800.00
Zenith	The Rigoletto MK2675H	Console	40	8	Dual Diamond	FM/AM	Included	Cherry Fruitwood	32"x55½"x19"	\$800.00
Zenith	MK2685	Console	84 Peak 40 EIA undistorted	8	Dual D/S	FM/AM	Included	Cherry Veneers & Solids in Antique White	32"x54¾"x18¾"	\$800.00
Zenith	MK3388	Console—with TV	40 Peak 20 EIA undistorted	4	Dual D/S	FM/AM	Included	Cherry Veneers & Hardwood Solids	33½"x62½"x18¼"	\$925.00

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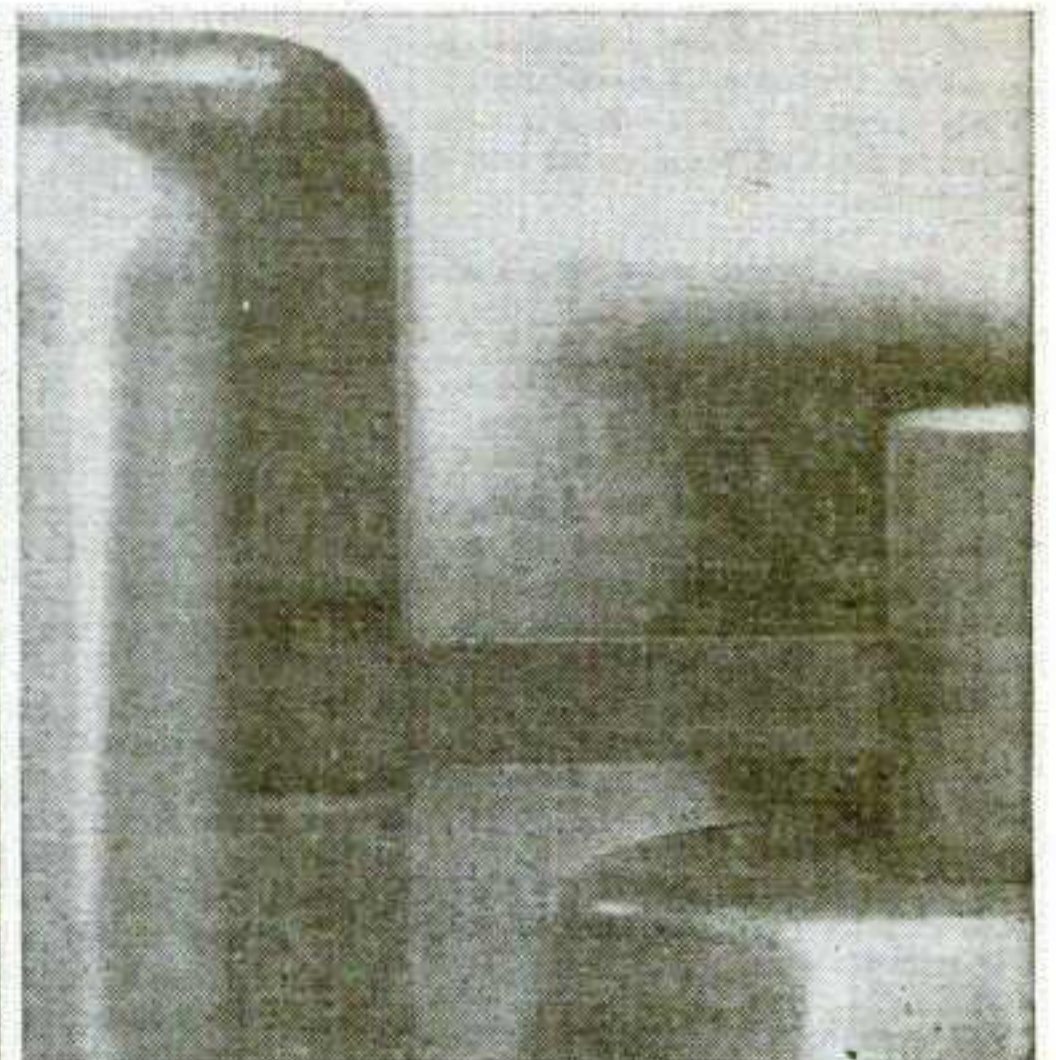
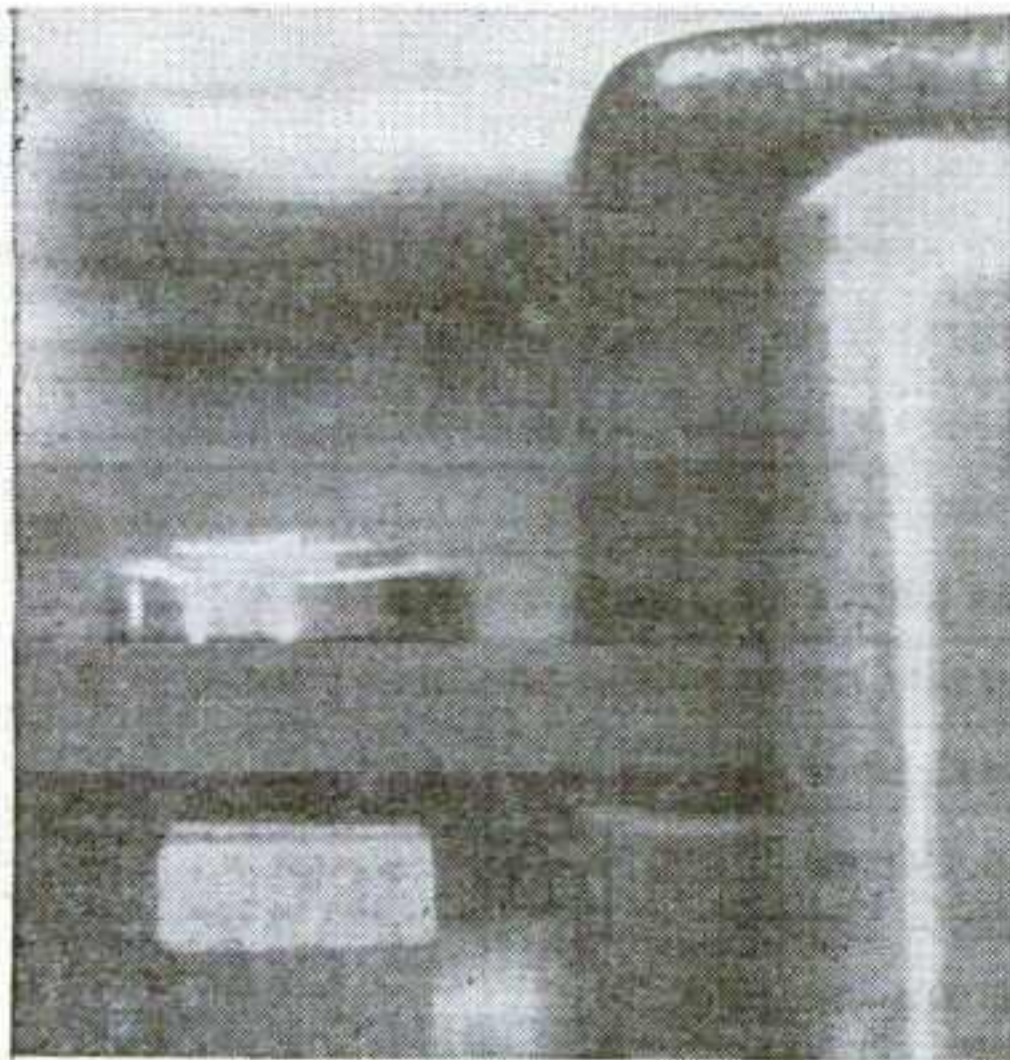
Clairtone	Signature S1003	Console (plus stereo tape deck)	70	4	Dual Diamond	FM/AM	Included	Veneers: Walnut	81½"x19"x26½"	\$1,075.50 to \$1,695.00
Electrohome	Criterion	Console	120	6	Diamond	FM/AM	Included	Walnut—Stereo Tape Deck Included	—	\$1,495.00
Fisher	Statesman III	Console	40	6	Dual Diamond	FM/AM	Included	Walnut (Modern), Fruitwood (French Provincial)—Stereo Tape Deck Included	—	\$995.00 \$1,045.00
Fisher	Executive VIII	Console	70	6	Dual Diamond	FM/AM	Included	Modern Mahogany or Walnut (Italian Provincial) Fruitwood (French Provincial) Stereo Tape Deck Included	—	\$1,695.00 \$1,745.00 \$1,745.00
Fisher	Regent	Console	80	8	Dual Diamond	FM/AM	Included	Walnut or Cherry (Modern), Walnut (Italian Provincial), (Cherry (French Provincial) Stereo Tape Deck Included	—	\$1,995.00 \$2,095.00 \$2,095.00
Fisher	President VIII	Console	90	8	Dual Diamond	FM/AM	Included	Walnut (Modern), Fruitwood (French Provincial)—Stereo Tape Deck Included	—	\$2,695.00 \$2,695.00
Videola	Royal Dane II	Console	25	8	Dual Sapphire	FM/AM SW & TV	Optional	Walnut	64"x29"x18"	Approx. \$1,495
Zenith	7500	Console with color TV	84 Peak 40 EIA undistorted	8	Dual D/S	FM/AM	Included	Walnut Veneers & Solids with Carpathian Elm Burl Veneer on Doors	32"x67½"x21¼"	\$1,750.00

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# FOLK TALENT & TUNES

By BILL SACHS

Officials of WSM, Nashville, will soon officially announce November 9-10 as dates for the station's annual Country Music Festival. . . . Murray Nash made a hurry-up trip to Louisville and Cincinnati last Wednesday and Thursday (29-30). He arrived in Cincy early Thursday and departed the same night by plane for Nashville to make an early Friday recording session. While in Cincinnati, Murray made a visit to Jimmie Skinner's Music Center and a whirlwind round of the local deejays. . . . After a week's holdover at the Buena Vista Hotel, Safford, Ariz., Roy Clark (Capitol) moves into Wichita, Kan., for a two-week stand at the Hi Ho Club beginning Monday (3).

Hank Thompson and His Brazos Valley Boys move into Albuquerque, N. M., Monday (3) for the opening of the Far West Club, new c.&w. nitery. The group winds up its engagement there Saturday (8). Jim Ameche, producer of Hank's syndicated radio show, and Hank's personal manager, Jim Halsey, will also be on hand for the club's premiere. Thompson's radio show is carried on Albuquerque's all-country station, KRZE. . . . Jim Halsey, Thunderbird Artists, Inc., Independence, Kan., is keeping Wanda Jackson busy on personals that will take her through three States during September, including stops at the Southern Club, Lawton, Okla.; Trianon Ballroom, Oklahoma City; Cimarron Ballroom, Tulsa, Okla., and Genova's Chestnut Inn, Kansas City, Mo. Presently working as a single, Wanda will reactivate her Party Timers' group when she returns to the Las Vegas scene late in September.

Don Carter, co-writer on one of Jim Reeves' past hits, "What I Feel in My Heart," is making the rounds of Texas stations, plugging his current tunes, "Poor Little Rich Boy," by George Jones on United Artists, and "Footsteps of a Fool," by Judy Lynn on United Artists. He wrote the latter in collaboration with Danny Harrison.

Tom Reeder, deejay and general manager of WARI Radio, Abbeville, Ala., has taken over the personal management on Clyde Beavers, formerly on Decca, with the pair also associated in the Tom Cat Publishing Company, new BMI affiliate. . . . Charlotte Harden c.&w. platter spinner at WMPR, Flint, Mich., was at Bradley's in Nashville recently to cut the first country release for Robert Cloud's Starline Records. The record, "Standing Room Only," written by Jack Ripley, of Sure-Fire Publishing Company, b.w. "Echoes of My Heart," is due for release September 10. . . . Chaw Mank, of Blue Ribbon Records, Box 30, Staunton, Ill., reports that he is writing a book titled "Down Country Music Lane." He invites those wishing to be represented in the book to write him for information, enclosing a stamped and addressed return envelope.

## New NARAS People

HOLLYWOOD—The Los Angeles chapter of the National Academy of Recording Arts and Sciences last week added the following to its membership roll: Carl Reiner, Andy Williams, Milt Ebbins, Jerry Fielding, Mo Ostin, Jack Levy, George Jerome, R. Alex Anderson, Dale Isenhuth, Robert Golden, Richard Friesen, Leonard Grant, Robert Summer and Charles Pruzansky.

ing a stamped and addressed return envelope.

Tex Williams is back in California after a tour of military bases in Hawaii arranged by Bob Smith. From September 14-20, Tex will be featured at the Los Angeles County Fair with his band directed by Billy Armstrong. Booking was arranged by Jack E. Murrah, of Artists International, Sepulveda, Calif. On August 11, Williams occupied a prominent spot on the Disneyland TV show. . . . Al Rogers, who conducts a country music platter show on KBUY, Amarillo, Tex., infos that he and his Rocky Mountain Boys are enjoying the biggest season ever on personals. Group is set for Beaver, Okla., 7; Athens, Okla., 8; Oklahoma City, 14, and Clinton, Okla., 15.

Roger Miller has just cut a new session for RCA Victor, with release slated for early September. Roger wrote Del Shannon's new release on Big Top Records, "The Swiss Maiden"; Mark Dinning's new one on MGM, "I Catch Myself Crying," and Jimmy Elledge's "A Golden Tear" on RCA Victor. . . . Tree Publishing, Nashville, has signed John Fitzmorris to an exclusive writer's pact. John is comparatively new to the Nashville scene, but already has had a number of songs recorded, the most recent being by Bruce Channel. . . . Tree Publishing is currently riding the charts with "The Swiss Maiden," by Del Shannon on Big Top; "How's My Ex Treating You," by Jerry Lee Lewis on Sun; "Salt and Pepper," by Rita Faye on Capitol, and "Mama Sang a Song," by Bill Anderson on Decca. Firm is also sporting releases by such names as Jimmy Elledge, Clyde McPhatter, Joe Dowell, Kitty Wells, Jan Howard, Dolly Parton, Marilyn Britton and Joe Tex.

Slick Norris is handling the promo on Ray Price's new release, "I'm Walking Slow" and "Pride." . . . Buck Owens and Glenn Barber have new releases bearing the same title, "I Can't Stop." Buck's release is on Capitol; Glenn's is for United Artists. Both releases are straight country but the songs are not the same—only the title. . . . Al Dexter is back home at Lake Dallas, Tex., after two recent trips to the hospital with kidney stones. . . . Buddy Starcher, who spins the country wax 7:30-8:30 a.m., Monday through Friday, will spend September 8-9 in Nashville, recording an album for Starday.

The C.&W. Appreciation Society of Great Britain, John McKenzie, president, has moved to larger quarters at 36 North Road, Broadwell, Coleford, Gloucestershire, England. McKenzie reports that the Society's radio series has attained the No. 6 position in Great Britain in the ratings, again proving the rising popularity of country music in that country. McKenzie is currently dealing with Starday Records to sell its "Opry Time in Tennessee" album in Great Britain via the radio show. He has plans for the same sort of deal with other companies. "The single we seem to be getting the most requests for," writes McKenzie, "is Webb Pierce's 'Crazy Wild Desire.'" The disk is not available in Britain, but is getting a big play on our shows. I will be making the trip to Nashville in November for the Country Music Festival and hope to meet up with some of the people whose music I'm helping to promote."

## CAR RADIO ON? GUY'S LOADED

NEW YORK—The more people listen to car radios, the higher their income is likely to be. That's the word from Radio Advertising Bureau which has issued a new profile "by age, occupation, income and education" of the huge, mobile, U. S. car-radio audience.

The facts, according to RAB: Motorists earning \$10,000 or more spend one hour and five minutes, on a daily average, listening to their car radios. This is 14 per cent more time spent in automotive listening than the average time (57 minutes) spent daily by motorists with incomes of \$6,000 or less. Auto radio listeners are also a young—but not teen-age—audience, with the 25-34-year-old segment doing the most listening each day.

The study was based on a series of 3,000 interviews with radio-equipped motorists and was made for RAB by an independent research firm.

## Leroy Holmes In Dual Signing

NEW YORK—Leroy Holmes this week was appointed musical director for United Artists Records, and at the same time he became a recording artist for the label. Art Talmadge, UA president, announced the move.

Up till now, Holmes has been an artist with the MGM label. His 10-year tenure with MGM also included a long hitch in the a.&r. department. Several years ago he left his a.&r. chores to take over the reins of the Everest label, where he produced a number of successful albums by Gloria Lynn. During this period, he continued as a featured artist at MGM.

Holmes, who is also a clarinetist, has recorded many albums in the mood instrumental field, and has conducted for a number of TV network musical shows.

He is already recording his first album for UA, which will feature the Leroy Holmes Singers. Addition of Holmes, who will headquarter in New York, marks another step in the broad expansion of UA, Talmadge said, and is part of a continuing program of building up a.&r. operations.

## Suit Against AFM Not Tough Enough, Says 802 Member

NEW YORK—A pending action in U. S. District Court here involving a suit by a group known as the Orchestra Leaders of Greater New York against the AFM and New York Local 802, is challenged as not representing the interests of the rank and file musician, in a legal move by Eddie McMullen, an 802 member.

McMullen has filed a petition to enter the action as amicus curiae (friend of the court), facts regarding a 1½ per cent Local 802 tax and the 10 per cent traveling tax, imposed on members by the AFM, have not been properly introduced in the suit. McMullen will attempt to show that such exactions, under terms of the Labor Management Relations Act, Section 302 (c), are illegal.

McMullen's petition claims that the Musician's Union does not put these monies into a "trust fund for the sole benefit of the employee, his family and dependents," as called for in the act, but rather, the money is placed in a general fund, purposes of which never have been made clear.

The Orchestra Leaders of New York suit does not go into the fund matter.

# BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	TITLE, ARTIST, LABEL & NUMBER	By special survey for week ending 9/8	Weeks on Chart
1	1	DEVIL WOMAN, Marty Robbins, Columbia 42486	6	6
2	2	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	19	19
3	9	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	11	11
4	8	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	16	16
5	4	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	11	11
6	15	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080	2	2
7	3	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	5	5
8	5	MAMA SANG A SONG, Bill Anderson, Decca 31404	7	7
9	14	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	6	6
10	6	SUCCESS, Loretta Lynn, Decca 31384	10	10
11	21	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	7	7
12	7	THE COMEBACK, Faron Young, Capitol 4754	13	13
13	10	SHE THINKS I STILL CARE, George Jones, United Artists 3424	22	22
14	19	TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363	18	18
15	12	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	12	12
16	23	I'M LOOKING HIGH AND LOW FOR MY BABY, Ernest Tubbs, Decca 31399	4	4
17	—	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	1	1
18	—	PRIDE GOES BEFORE A FALL, Jim Reeves, RCA Victor 8080	1	1
19	16	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	6	6
20	29	WILLIE THE WEEPER, Billy Walker, Columbia 42492	2	2
21	13	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	3	3
22	—	THE LITTLE MUSIC BOX, Skeeter Davis, RCA Victor 8055	1	1
23	22	OPEN PIT MINE, George Jones, United Artists 462	8	8
24	27	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	9	9
25	28	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	4	4
26	11	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	12	12
27	17	SO WRONG, Patsy Cline, Decca 31406	3	3
28	26	SILVER THREADS & GOLDEN NEEDLES, Springfields, Phillips 40038	3	3
29	20	SALLY WAS A GOOD OLD GIRL, Hank Cochran, Liberty 55461	2	2
30	—	SHOW HER LOTS OF GOLD, Ernest Tubbs, Decca 31399	1	1

## Public Gets Chance To Back Twain Show

WASHINGTON—The public is invited to share in the financing of a new musical based on a Mark Twain short story, "The Million-Pound Bank Note." The musical drama has been tentatively titled, "Cock of the Walk," and its prospective parent company is called the Million-Pound Company. Latter has filed with Securities & Exchange Commission for permission to register \$400,000 of limited partnership interests for public sale at \$8,000 each.

Max Allentuck and Kermit Bloomgarden Productions, Inc., will produce, when and if partnership is formed on raising of \$400,000 through the offering. Estimated budget for the play is \$340,000. Allentuck will be entitled to 50 per cent of net profits of the partnership (for which he will make no cash contribution), and he has agreed to pay 90 per cent of his share of such net profits to Bloomgarden Productions.

Gwen Davis and Philip Springer will write the book, words and music for the play, for 6 per cent of the box office gross weekly.

## DALLAS COP SWAPS OLD BEAT FOR HIP ONE

DALLAS—George Kent, a patrolman with the Dallas Police Department, has resigned his job to seek fame and fortune as a vocalist. He is a composer and a guitar-strumming country music singer.

Partial triumphs in the recording field admittedly have made the 27-year-old policeman heady with visions of cracking the big time. Now instead of wearing the blue uniform of a police officer, he will wear a \$265 red Western suit and white boots.

One song, "How Can I Write on Paper," written by Kent and Don Carter of Irving, Tex., and recorded by big-name artist Jim Reeves of "Grand Ole Opry," has sold more than 100,000 records.

Kent's own biggest singing success is "Hall of Shame."

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TWILIGHT ON THE TRAIL / YOUR CHEATIN' HEART / WHEN YOU'RE SMILING

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA

Table of music hits from Argentina, including 'PALOMA' by Roberto Yanés and 'RITMO AFRICANO' by Bert Kaempfert.

AUSTRALIA

Table of music hits from Australia, including 'THE YOUNG ONES' by Cliff Richard and 'I REMEMBER YOU' by Frank Ifield.

BRITAIN

Table of music hits from Britain, including 'I REMEMBER YOU' by Frank Ifield and 'SPEEDY GONZALES' by Pat Boone.

Table of music hits from Denmark, including 'I CAN'T STOP LOVING YOU' by Ray Charles and 'HAWAII TATTOO' by The Walkie's.

DENMARK

Table of music hits from Denmark, including 'I CAN'T STOP LOVING YOU' by Ray Charles and 'HAWAII TATTOO' by The Walkie's.

EIRE

Table of music hits from Eire, including 'I REMEMBER YOU' by Frank Ifield and 'SPEEDY GONZALES' by Pat Boone.

FINLAND

Table of music hits from Finland, including 'THE BOULEVARD OF BROKEN DREAMS' by Lilli-Jorgen Petersen.

Table of music hits from Germany, including 'PARADISO' by Connie Francis and 'SWEETY' by Peter Kraus.

FLEMISH BELGIUM

Table of music hits from Flemish Belgium, including 'I CAN'T STOP LOVING YOU' by Ray Charles and 'SPEEDY GONZALES' by Pat Boone.

GERMANY

Table of music hits from Germany, including 'PARADISO' by Connie Francis and 'SWEETY' by Peter Kraus.

Table of music hits from Hong Kong, including 'AL DI LA' by Emilio Pericoli and 'AL DI LA' by Giancarlo and His Italian Combo.

HONG KONG

Table of music hits from Hong Kong, including 'AL DI LA' by Emilio Pericoli and 'AL DI LA' by Giancarlo and His Italian Combo.

Table of music hits from Italy, including 'CUANDO CALIENTA EL SOL' by Hnos Rigual and 'STAI LONTANA DA ME/SEI RIMASTA SOLA' by A Celentano.

ITALY

Table of music hits from Italy, including 'CUANDO CALIENTA EL SOL' by Hnos Rigual and 'STAI LONTANA DA ME/SEI RIMASTA SOLA' by A Celentano.

JAPAN

Table of music hits from Japan, including 'OUSHO' by Murata Hideo and 'WAKAI FUTARI' by Kitahara Kenji.

NEW ZEALAND

Table of music hits from New Zealand, including 'COME OUTSIDE' by Mike Sarne and 'AHAB THE ARAB' by Ray Stevens.

NORWAY

Table of music hits from Norway, including 'SPEEDY GONZALES' by Pat Boone and 'ADIOS AMIGO' by Jim Reeves.

Table of music hits from Peru, including 'LA GORDA' by Los Llopis and 'SENOR ABOGADO' by Johnny Farfan.

PERU

Table of music hits from Peru, including 'LA GORDA' by Los Llopis and 'SENOR ABOGADO' by Johnny Farfan.

PHILIPPINES

Table of music hits from the Philippines, including 'AL DI LA' by Emilio Pericoli and 'IN OTHER WORDS' by Jane Morgan.

SOUTH AFRICA

Table of music hits from South Africa, including 'FOLLOW THAT DREAM' by Elvis Presley and 'SOLDIER BOY' by The Shirelles.

SPAIN

Table of music hits from Spain, including 'PERDONAME' by Duo Dinamico and 'A STEEL GUITAR AND A GLASS OF WINE' by Paul Anka.

## U. S.-Born DJ Gets Bounce In Philippines

MANILA — Robert La Rue Stewart, American-born manager of the Republic Broadcasting System and a TV deejay and radio newscaster of local note, is being ousted officially from the Philippines, with government officials virtually tossing the book at him.

Stewart, who came to the Philippines 17 years ago as a correspondent and stayed to become a broadcast personality, has been charged chiefly with: (1) attempting to influence 1961 Philippines elections; (2) "corrupting" officials of the government concerned with radio broadcasting; (3) violating "for several years" radio control laws in the operation of a network of stations (DSBB, DZSS, DZOO and TV channel 7).

Stewart himself went on the air to bid farewell to his "twistical" viewers of the "Uncle Bob Show."

Hinted Uncle Bob darkly as he intimated he was the victim of a pressure play: "Maybe you'll never see me again because somebody doesn't like me."

## ARGENTINA

### Milena, Araya Receive Awards

By RUBEN MACHADO  
Lavalle 1783-30 Izq.  
Buenos Aires

Lucio Milena, orchestra director, who reached the four million record mark, received his gold record from Peter De Rougemont, vice-president of Columbia Records for Latin America. A platinum record was awarded to crooner Rosamel Araya for surpassing the million-record level with his recordings "Quemame los Ojos," "Palomita Glu Glu Glu," "Temo Pensar" and "Virgen Negra."

Waldo De Los Rios, a CBS artist, is making a tour through Spain, Italy, France, Germany. Jorge Cesar Esperon, general manager of Tonodisc, returned from the U. S. where he saw people at Jubilee and Time labels, product he distributes in Argentina. . . . M. Brenner, headmaster of Editorial and Producciones Fermata, returned from a tour through Brazil, Venezuela and Mexico.

Clan records of Italy will be distributed in South America by CBS. The first one to be known is "Sei Rimasta Solo." . . . CBS began the stereo recording of "Buenas Noches Carina," currently on the Buenos Aires stage with Ana Maria Campoy and Jose Cibrian.

## AUSTRALIA

### New York Trip Helps A.&R. Man

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

Sven Liback, a.&r. manager for Australian Record Company, is back in Sydney after his American trip. He attended several recording sessions in New York, including sessions by Miles Davis and Pete Seeger. He worked closely with Columbia's New York a.&r. people during sessions and tape editing.

### Webster to Write Bronston Lyrics

MADRID—An early drive to land Dmitri Tiomkin's music for "55 Days in Peking" in the top record brackets is indicated with the signing of Paul Francis Webster to write lyrics for "Natasha Waltz" and "Peking March," initial music to be handled by the newly organized Samuel Bronston Music Company.

With headquarters at 505 Fifth Avenue, and the same offices as the film company, the new music organization will begin with the music of the Bronston films, "55 Days," now shooting here, "Rise and Fall of the Roman Empire" and "The French Revolution," all of which will be going by spring.

Though MGM released sound tracks of both "King of Kings," an MGM film release, and "El Cid," an Allied Artists release, both last year's Bronston productions, no deal has been made for the sound track of the current program. An earlier Bronston production made in Spain, "John Paul Jones," with a Max Steiner score, was released by Warner Bros. Records.

Liback says the trip was a great experience and the information picked up will be of immense value when ARC starts rolling on Australian recordings which will be in the very near future.

Jim Sutton, ARC's sales manager, is arranging an Australian-wide competition between inter-State branches and distributors for the most imaginative promotion on Claude King. The competition is being built around the album "Meet Claude King," scheduled for September release. King is big here, having reached top of the charts in all States with his "Wolverton Mountain." . . . Colin Hopgood, Queensland distributor, is at the moment on his swing through North Queensland. . . . Roy Farr, manager of Essex Music, has great hopes for the forthcoming release of Lonnie Donegan's "Pick a Bale of Cotton," to be issued here on the Pye label.

Harry Sutcliffe, of Pye Records, Melbourne, has alerted all distributors in all States for a promotion campaign to tie in with the visit in October of English jazz man Kenny Ball. Another single which has come to hand from Colpix for release by Pye is Bernie Leighton's "Don't Break the Heart That Loves You" which is receiving disk jockey attention. . . . Roy Orbison, whose singles have proved successful on the London label, is to have his next release lifted from his latest album "Roy Orbison's Greatest Hits." . . . Bill Robinson, of EMI, stated that "Evergreen," and "Love Star" were the numbers to be released on September 6, while album will be out near Christmas. . . . Another interesting single from EMI on the September release is the old Neil Sedaka platter, "Oh Delilah," from the Pyramid label. . . . Also scheduled for September 6 is the Jerry Mathis single "Don't Cha Cry" from Atlantic.

Swaggie Records of Melbourne has released an album featuring the Melbourne New Orleans Jazz Band entitled "Trad Jazz—For Sale" which was recorded prior to the group's tour of Europe which is at the moment proving an outstanding success.

Ray Bull, promotion manager for the Coronet label, reports that his company is happy at upsurge in sales of organist E. Power Biggs. "Music of Jubilee" is one of the largest selling classical recordings in this country.

### Latin American Confab Tackles Mutual Problems

LIMA, Peru — Record manufacturers of Latin America will work on a program aimed at solving problems of mutual concern at the second annual convention of the Latin American Record Producers here, October 8-10.

The organization is headed by Luis A. Aubry, director manager of Industrial Sono Radio S. A., and was formed last year at a meeting in Rio de Janeiro. Attendance at the first convention was sparse because of political unrest at the time in Brazil.

Other officers include Dr. Henry Jessen, Peru, general secretary, and Manuel Villarreal, Mexico; Enrique P. Lazcano, Uruguay, and M. Wyngaard, Argentina, vice-presidents.

## BELGIUM

### Conniff Special Looms as Seller

By JAN TORFS  
Stuivenbergvaart 37, Mechelen

A Ray Conniff special—two 12-inch albums at retail price of 129 fr. (\$2.50)—was brought out by Philips in collaboration with a weekly magazine, Zondagsvriend. It includes 24 titles of Conniff's hottest repertoire. Dealers get their same percentage, and predictions here were that the package will sell well.

Grand Prix International de Variete winner Robert Cogoi, whose first record "Si un jour" (If One Day) b-w "Si je t'ai fait de la peine" (If I Did You Wrong) is still a good seller, just made a second session of two of his compositions. A strong side is "Pardonnez-moi, Seigneur" (Pardon Me, Lord), in a beautiful arrangement by Willi Albino, who also arranged the flip side, "Donne-moi ta jeunesse" (Give Me Your Youth).

The Trio Cassiman, who did so well with their Negro spiritual repertoire, just recorded four other titles: "Shadrack"; "Little David, Play Your Harp"; "Nobody Knows the Trouble I've Seen" and "I Got a Robe."

The new Paul Anka single, "Every Night" and "There You Go," has now made its entrance on the Belgian market. Label is RCA. In the meantime a new Cliff Richard record has been issued also by Gramophone: "How Wonderful to Know" and "50 Tears for Every Kiss" on Columbia. Both titles are taken from Cliff's latest album, "To My Italian Friends." With the new Elvis Presley that was released last week, the three most solid stars in Belgium each thus released a new record. Teen-agers here have a lot of money to spend and they do it with a smile, and all three records are expected to move well.

## BRITAIN

### UA Makes Bow On Own Label

By DON WEDGE  
News Editor, New Musical Express

United Artists Records has made its bow here as a completely separate label. It continues to be distributed through EMI Records. Until last year, U-A had been released on British Decca's London line. Then it switched to EMI, the

separate label being one of the issues surrounding the change.

At first EMI issued all U-A product on the HMV label with split logos, dropping, for the first time, the dog symbol to make room. The releases followed the HMV sequence of catalog numbering.

Three singles marked the new label's debut—the Highwaymen's "The Bird Man," "This Is It" by Jay and the Americans and Al Caiola's "Big Guitar." EMI's September LP release this week included four U-A titles—by Caiola, Highwaymen, Charlie Mingus and Ferrante and Teicher.

EMI has obtained the soundtrack LP right from United Artists Pictures for "The Cool Mikado," a recently completed modern version of Gilbert and Sullivan's "The Mikado."

Three versions will be competing for the British hit with "Party Lights." Pye has the American success by Claudine Clark through its tie with Chancellor. EMI covered it with a 10-year-old boy, Stephen Sinclair, and Oriole competes with Jackie Lee.

EMI also issued its first batch of Stateside EP's: "The Piano Stylings of B. Bumble," Freddy Cannon's "Blast Off" and Cowboy Copas' "Country Hits."

Country music is gaining ground here, with British artists enjoying success in the style. Examples: Frank Ifield's chart-topping "I'll Remember You" (acquired by Vee Jay for the U. S.), Joe Brown's "Picture of You."

#### Visitors

BMI Vice-President Judge Robert Burton was in London for more talks with the Performing Right Society. Between visits he had been to Paris and Milan to meet French and Italian societies. . . . Chubby Checker arrived August 31 for his first British tour. . . . Anthony Newley left for Philadelphia bow of "Stop the World," due there September 17. His musical director, Ian Fraser, and the other London principals preceded Newley, who has been filming "The Small Sad World of Sammy Lee" for Seven Arts.

#### No Deal

After protracted talks, negotiations to merge John Fields Music into Marty Melcher's British publishing operation have broken down. Since June 10 the Fields set-up had been operating out of the Arwin offices, but the deal was not completed. Fields already handles the Roncom and Dorsey catalogs here.

#### Record Business

British Decca has published a programming list of 340 titles by Mantovani and available on LP's here. . . . Australian deejay Alan Freeman is ending his Philips contract at the end of September to handle some of Decca's Radio Luxembourg programs. . . . Unusual release on to home market from EMI is an LP of "Indian Film Favourites." EMI is a prolific recorder of minor languages—from Icelandic to Zulu—but usually they are destined for export only. . . . EMI's "Instruments of the Orchestra" educational series, first issued as four EP's and then as an LP, has now been marketed as a 3 1/4 i.p.s. tape. The record has a spoken commentary by Yehudi Menuhin. . . . Oriole had a spectacular reception for its Swedish rock group, the Spotnicks, converting its studios into a rocket ship. . . . For Philips, the Kaye Sisters recorded a new version of the German Eurovision song contest entry, "Eine Kleine

Italiener." Called "We Won't Say Goodbye," it had an English lyric by Bob Musel.

## DENMARK

### Tivoli Shows May Spur Disk Sales

By ARNE HANSEN  
11 Malerbakken, Holte.

This summer Tivoli Gardens in Copenhagen has been celebrating the 150th anniversary of the birth of its founder, Georg Carstensen. Many famous names have been lending luster to the occasion. Eartha Kitt has been the top attraction at the Tivoli Variety (along with Senor Wences), and Count Basie and his orchestra had great success, playing to an audience of 15,000 at a four-hour open-air concert. Louis Armstrong and his All Stars also contributed to the festivities. The result may be a spurt in these names' record sales.

Guitarist Joergen Ingmann has for several years been one of the main names on the Metronome label with hits like "Apache," "Pepe" and "Violetta." Ingmann recently was appointed a.&r. manager, and the first of his productions to appear on the hit lists is his own trick rendition of "Min Ballon" ("Toy Balloon" in the States).

Others have succeeded and now another Danish artist is going to try her luck on the German market. Katy Boedter, who has had a number of hits for Polyphon here, last week in Hamburg recorded "Dir zuliebe"/"Sylvie, oh Sylvie" for Polydor. "Dir zuliebe" is written by Mondstein/Seefeld (cover names for famous German hit team) especially for Miss Boedter, who will present it on German TV at the end of September.

## EIRE

### Scots' Irish Song Finds Rocky Going

By KEN STEWART  
Teenage Express, Dublin

Scottish singer Glen Daly, who has specialized in recording Celtic material ("Johnny Thomson," "Boys From County Cork," "Kelly, the Boy from Killan"), waxed one of the most controversial numbers to have come out of Ireland in a decade—"Sean South of Garryowen."

It is an established tune with a pro-Irish lyric. An attempt to get it banned on the BBC failed. Radio Eireann's Controller of Programs is reported to have said that the song is not banned. Yet strangely it is not played on the air.

Irishman Tommy Connor, who penned the Robert Wilson hit, "Down in the Glen" and "I Saw Mommy Kissing Santa Claus," wrote "Three Leaves of Emerald Green" especially for Daly. It was orchestrated by London band leader Alan Moorehouse. Pye issued it on its Piccadilly label this month.

John Hanson, whose Pye Golden Guinea LP coupling "The Student Prince" and "The Vagabond King," is a consistent seller here, is cur-

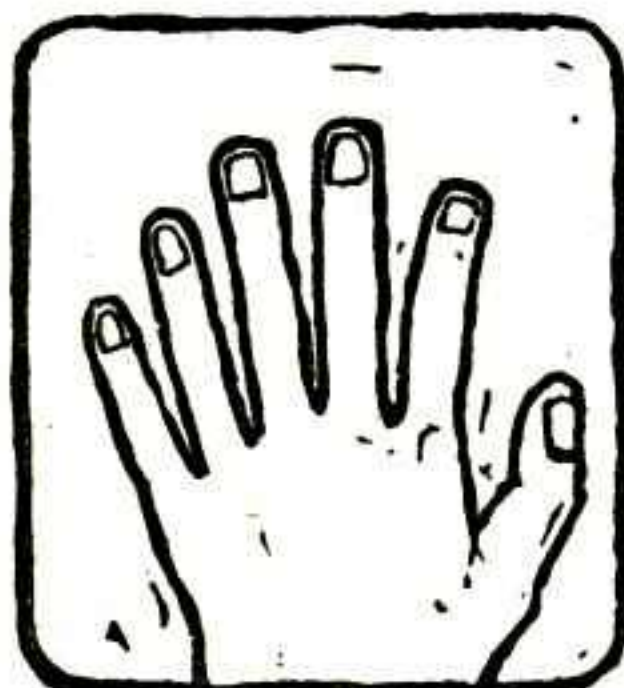
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rently appearing for three weeks at the Olympia, Dublin, in the first-named musical. It is the first professional production of the show to be staged in Ireland in 25 years. Pye Record Division chief John Woods arranged press coverage, competitions and radio airings of the tenor's album.

Solomon and Peres issued the first single from Longhorn Records, England's newest label, which specializes in c.&w. music. English Longhorn operates independent of Longhorn Records of Dallas. The new company will not release mass volumes of issues, two disks a month being the expected quota. Initial release features Ray O'Daniel with two of his own compositions. Longhorn generally will issue singles and EP's, albums to be marketed only occasionally.

## FRANCE

Disk Techniques  
Enthrall French

By EDDIE ADAMIS  
92 quai du Marechal Joffre  
Courbevoie (Seine)

The French record buyer is becoming more and more conscious of technique. A big event in the record market will be the launching of Mercury's long awaited series in f:35 mm.

Philips Records has completed installation of the adequate mastering equipment and the latest in cutting heads and depth-of-cut control machines, according to Louis Hazzan.

First LP's to be marketed in September include: Clebanoff's "Strings Afire," George Barnes' "Guitar Galore," Xavier Cugat's "Continental Hits," David Carroll's "All the World Dances," Pete Rugolo's "Ten Saxophones and Two Basses," Richard Hayman's "Gypsy," and Caesar Giovannini's "The Brilliant Sound of Pianos and Percussion."

Also planned for immediate release are the classical recordings made lately in USSR by Mercury's mobile unit, among which is Prokofiev's Third Concerto by Byron Janis.

Another Parisian event of note will be the world premiere of Darryl Zanuck's movie "The Longest Day of the Year," due to be released to coincide with the marketing of the original sound track on Columbia-Philips.

Starting in October, Philips Records will be the exclusive distributor here of Audio-Fidelity Records, previously distributed by Barclay Records.

SIGNING: American guitarist and arranger Mickey Baker, now residing in Paris, has signed with Versailles Records.

ISRAEL POP SONG FESTIVAL: Israel's first pop song festival includes 10 winners on Oden OSX 199. First prize goes to Sabras Gideon Singer and Esther Reichstadt for rendering of "Sa'em Imkha" (Dance Away With Me), written by Pnina and Tsvi Avni, accompanied by Kol Yisrael orchestra under Gary Bertini. Other winning singers include Shimon Bar, Nehama Hendel, Aliza Kashi, Hilel (Ylka) Raveh, also Shimon Israeli of Paris' Trio Aravah.

## GERMANY

It's Re-Twist Time  
In German Spots

By JIMMY JUNGERMANN  
102 Ismaninger Street, Munich 27

Nobody believed it, but the Twist is here to stay. Months ago it

seemed the Twist was a goner. But now Twist music is high in the charts, and the Twist is danced in all the German night spots. Two pictures helped, "Come September" and "Mr. Hobbs Takes a Vacation," when Rock Hudson and Gina Lollobrigida, and Maureen O'Hara and James Stewart danced twist routines. These are the most popular records: "San Tropez Twist" by Peppino Di Capri on Italdisc, "Les Chaussettes Noires" by Maurice Chevalier on Barclay, and "La Ragazza Col Maglione" by Pino Donaggio on Columbia. Werner Muller and his ork offer a Twist medley on Decca.

## Talent Tours

The King Sisters arrived in Wiesbaden, Germany, for a week's stay.

Munich singer Christa Williams guest-starred in Norderney, North Germany, and will guest star at the Kurhaus Meran, Italy. . . . Alvin Rey left Germany for a visit of Spain. He will be back in Munich in September to start a tour of U. S. bases in Germany. . . . The Indonesian jazz group the Tielman Brothers guest-starred in Munich, visited Cologne to record their first German disk "Hawaiian War Chant" b-w "Missouri Waltz." Six more Indonesian groups play in Germany at the moment.

French singer Charles Aznavour recorded two more songs in German after his best selling first German disk "Du Lassst Dich Gehn" — "La Marche Des Anges" and "Il Faut Savoir." The German lyrics of "Afrika Song" and "Man Muss Verstehn" were written by Peter Moesser and Ernst Bader. The label is Barclay's. . . . French singer Dalida will be produced in the future by Ariola producer Nils Nobach in Paris and Cologne. Nobach and Ariola boss Rolf Engleder will visit Paris this week to meet Dalida. . . . French singer Line Renaud will sing for the German Gertelsmann TV production company.

## U. S. Hits

The Riviera Duo's rendition of the U. S. standard, "That's Amore" on Ariola. . . . Monique Ahrens' German versions "Sonne, Mond Und Sterne" and "Die Liebe Bleibt" of "Let Me Be the One" and "Remember Me" on Telefunken. . . . The German version "Oh Baby, Komm Sofort Nach Haus" of U. S. standard "Baby, Won't You Please Come Home" is sung by Jack Finey and Diane Burg on Decca. . . . The London label offers two Jimmy Dorsey originals, "The Original So Rare" b-w "Jay Dee's Boogie Woogie." . . . RCA's two EP's, "Hot as Pepper" by Floyd Cramer, and "Circulate" by Neil Sedaka. . . . Rick Nelson's "Teen-Age Idol" b-w "I've Got My Eyes on You" on London. . . . The sound-track music from Elmer Bernstein's "Walk on the Wild Side" by MGM.

The 26th jazz workshop concert staged in Recklinghausen, Germany, has been recorded live by Electrola. The concert featured, among others, Hans Koller, Arne Domnerus, Rolf Schneebiegl, Jean Toots Thielemans, Fatty George, Rolf Ericson, Willy Meerwald, Ack Van Rooyen and Friedrich Gulda.

Music publisher Lutz Templin issued a new instrumental by Bert Kaempfert, "Golden Wings in the Sun." Kaempfert and his ork recorded the tune for Polydor.

New Price Rise  
Shakes Industry

By BRIGITTE KEEB

Polydor announced officially that its whole singles program, including the labels Polydor, MGM, Coral, Brunswick, United Artists and Heliodor, will be sold at 4.75 DM (\$1.19) instead of the regular former price of 4 DM (\$1). The latter was the price held constantly since 1948.

After Metronome Records, smallest of the six German record

companies, announced its price advance recently, it was expected that more companies would adjust prices. They denied it.

Now the Polydor announcement is causing some worry among juke box operators and dealers. Other companies, except Teldec, which recently announced officially that it would hold the old price, seem certain to follow. German operators feel that this singles price advance will be another heavy load and that they can meet it only by buying fewer records. Expected price advances of all companies will make it necessary to convert juke box insertions from 20 pfennig (5 cents) to a higher price—an expensive conversion of the country's 60,000 juke boxes.

## News Notes

Sir Joseph Lockwood, EMI, will come to Cologne September 21 on the occasion of a celebration of Electrola's 10th anniversary in Cologne. On this occasion a meeting was called of the firm's distribution organization under their new chief, Wilfried Jung.

In Berlin, Hungarian composer and band leader Anton Kalina started record production under the AK label. According to H. Hercyger of this firm, it intends to sell products to juke box wholesalers only. AK is the only record company with offices in Berlin.

## HONG KONG

Talent Organizes  
To Help Needy

By CARL MYATT

27 A Estoril Court, 2d Floor,  
Garden Road

Tony Scott is back in Hong Kong and is stirring up support for his International Artists and Musicians Alliance. It is an organization which aims at helping people in need—particularly those in show business.

In the past three weeks IAMA has been working to raise funds for victims of a disastrous tenement house fire which cost many lives.

Scott organized three charity concerts and a television appearance. So far, \$3,000 has been raised for the victims. A fund also was started for a young Chinese girl, Wong Sau-wan, who lost her entire family and all her possessions.

Helping Scott are French singer Therese Talbert, Australian comedian Johnny Borg, and Larry Allen, an American entertainer who has made a name for himself throughout Southeast Asia.

The Trio Los Panchos, one of the world's most popular interpreters of modern South American music, is to disband after nearly 18 years in show business. The trio will be giving its final two performances in Hong Kong, August 30 and September 1.

The Trio Los Panchos—Alfred Gil, Chucho Navarro and Johnny Albion—have made many big hits, including "Besame Mucho" and "Malaguena."

On retirement, two of the trio will go into business in Japan.

"Al Di La" is the tune on everyone's lips. News that the Emilio Pericoli version on the Warner Bros. label was available started a big rush for the record. Consequently, this week's Top 10 has "Al Di La" in the No. 1 and No. 2 spots. First is the original by Pericoli, and second is the version by Giancarlo and His Italian Combo on Diamond.

Jardines, who recently concluded a deal with Bob Weiss to handle Warners records in Hong Kong and Macao, has also acquired the agency for Capitol Records.

## ITALY

CM Hand Seen  
In Recent Moves

By Sam'l Steinman  
Piazza S. Anselmo, 1, Rome.

Continued influence of European Common Market is making itself felt in the disk world. Interchange of 50 per cent of stock by Philips of Holland and D.G.G. of Germany is one indication of the current jockeying. Philips used this as a step to fill the void of withdrawal of Columbia (U. S.) catalog in favor of its own European CBS label.

French song, which has also been supreme in the pop field in Europe, is finding more and more outlets in other lands with indications here in the RCA Italiana tie-up with Ducretet-Thomson and Voce del Padrone - Columbia - Marconi with Pathe as examples. C.G.D., Durium, Karim and Siemsn are among other groups in Italy who now have English, French and German ties to be ready for wider sales in the new and bigger market.

Giuseppe Ornato, head of RCA Italiana, is narrator on a special disk which offers parts of hits by 28 recording names. . . . Among special offers available now is one by Poker which offers three LP's for \$3.20 by mail with a chance at a tape recorder in a weekly lottery. By buying 50 tunes for \$22, the purchaser has a chance at a TV set. . . . Armando Trovajodi is composing the music for the forthcoming revue, "The Rugantino." A new TV show to be called "The Ugly Review" will feature Sarah Vaughan, Frankie Avalon, Neil Sedaka and Carl Holmes and his Twisters.

## About People

Italians Edda Montanari, Daniela Dami, Rosanna, Giorgio Consonini, Ennio Sangiusto and Gian Costello will take part in the Festival of Mediterranean Song at Barcelona September 22-24, with the final night set for Eurovision transmission. Gino Fallabrino will conduct for Italy. Other participants will be Spain, France, Greece and Monaco. . . . John Lewis of the Modern Jazz Quartet has recorded the sound track of "A Milan Story," one of the Italian entries at the Venice Film Festival. . . . Dario and Dorle Jarmel Soria are vacationing in Italy during which time she is preparing material for a new "Tosca" recording to be made here by Leontyne Price and Herbert Von Karajan.

Paul Anka is receiving triple promotion here. About to begin an Italian-German co-production in Yugoslavia, he is being heralded by RCA with "A Steel Guitar and a Glass of Wine" and by Columbia with "I'm Coming Home," simultaneously issued. . . . Peppino di Capri, whose latest twist is "Dream of Love" is basking in the "King of Twist" title bestowed on him by Princess Paola of Belgium. . . . Final selection of two new voices for next San Remo Festival will be made at Castrocaro Terme September 29, same night as established vocalists will be participating in Italian Song Fest at Zurich. . . . Luciano Beretta is off on a Spanish tour to Barcelona, Madrid and Palma de Mallorca.

Pippo Barzizza composed "I Thank You, San Remo" (About the San Remo Festival), which won the Ligurian festival with the voice of Anna Grillon. . . . Variety is the first label to feature "The Madison" through the records of Al Brown. . . . CGD has brought out a new Reprise LP, "Sinatra and Swinging Brass." . . . Little Tony has canceled all summer dates because of a bad auto smashup. . . . Nico Fidenco has sold more than 600,000 records of "Tied by a Grain of Sand," which is nearly the equivalent of 3 million in U. S. . . . They say Frank Sinatra has promised to (Continued on page 62)

# MR. POLKA MUSIC

**WISH I WAS SINGLE AGAIN**  
JAY JAY 145

**MY SHOES KEEP WALKING  
BACK TO YOU**  
JAY JAY 225

**JUST BECAUSE POLKA**  
JAY JAY 166

**WOODEN HEART POLKA**  
JAY JAY 246



**7 DAYS WITHOUT YOU**  
JAY JAY 197

**BLUE SKIRT WALTZ**  
JAY JAY 154

**AND NOW... A Double Smash!!!**



**ROSES ARE RED**

**POLKA**

c/w

**MY DARLIN' I'M LEAVIN'**

JAY JAY 276

**NASZA MARYSIA**

**(OUR MARY)**

JAY JAY 275

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Sing Along Album*

**3 LP'S FREE!** **POLKA PRE PAK**  
with purchase of consisting of  
2 each of 30 — 45 RPM Polkas  
2 each of 8 EP'S Polkas



Pre Pack Income .....	\$79.44
Dealer Cost .....	48.80
Dealer Profit .....	\$30.64
Special Bonus 3 LP'S Retail Value \$3.98 .....	11.94
	<b>\$42.58</b>

**TWO LP'S FREE with purchase of every TEN** (Expires Sept. 30th 1962)



JJ 1032

STEREO 5018



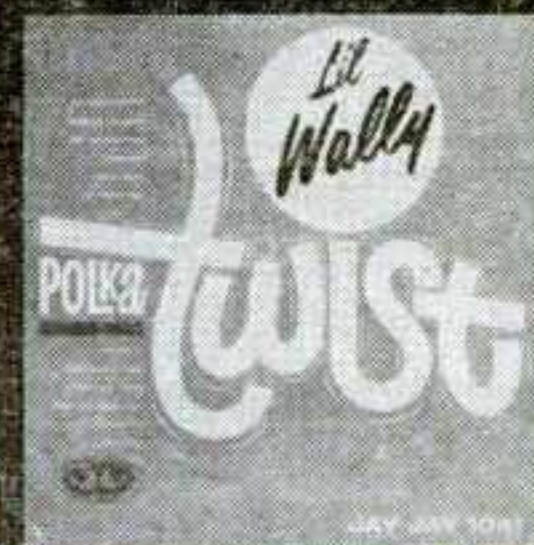
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STEREO 5023



JJ 1036

STEREO 5036



JJ 1041

STEREO 5028



JJ 1047

STEREO 5034

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

# ALBUM REVIEWS

## Pop

### ALL THE HITS BY ALL THE STARS

**Various Artists. Parkway P 7013**—With hits by Chubby Checker, Bobby Rydell, Dee Dee Sharp, the Dovells, and the Orlons, this album should jump quickly into the top seller lists. The songs include "Gravy," "Bristol Stomp," "The Wah-Watusi," "Mashed Potato Time" and "Bristol Twistin' Annie," among others, which makes for a solid line-up for the teen set. Attractive cover adds to the set's display value.

### ALL THE HITS OF THE TEEN GROUPS

**Dovells. Parkway P 7010**—The Dovells, who have had a good string of hits over the past year, should have a sock seller with this new LP. It spotlights the boys singing the songs that have been made famous by such groups as Frankie Lyman and the Teen-Agers, the Five Satins, the Drifters, Little Anthony and the Imperials, Eddie and the Starlites, and others. Songs include "Why Do Fools Fall in Love," "There Goes my Baby" and "The Clock." Strong set for the teen buyers.

### SNAP YOUR FINGERS

**Joe Henderson. Todd MT 2701**—Joe Henderson's "Snap Your Fingers" was a smash hit only a few weeks ago and this album, which spotlights that hit song, has a chance for the big time, too. Henderson is heard here on a collection of originals, including such strong efforts as "Sad Teardrops at Dawn," "Big Love," "After Loving You" and "Three Steps." Many of them could happen as singles, too. Cover is an eye-catcher and is worth display in windows or on the counter.

### THE FLAMINGOS MEET THE MOONGLOWS ON THE DUSTY ROAD OF HITS

**Vee Jay LP 1052**—Another strong memory time package featuring two of the best groups of yesteryear. In a sort of battle of the groups, the lads answer each other from track to track with a series of terrific old time hits. Moon-glow fans will find "Oh Rockin' Daddy," "Secret Love," "Real Gone Mama," and others, while the Flamingos contribute "Someday Someway," "September Song," "Cross Over the Bridge," etc. Solid rocking wax that fans, new and old, should dig.

### EVERYBODY LOVES H. B.—BARNUM . . . THAT IS!

**H. B. Barnum. RCA Victor LPM 2553 (M); LSP 2553 (S)**—H. B. Barnum, who has produced a lot of hit singles for other artists, shows he can sell a song himself on this exciting new album. The dynamic performer, on his second LP for the label, comes through with sock readings of ballads, blues and rhythm tunes. Best sides are "I'm Gonna Go Fishin'," "Alright, Okay, You Win," "The Last Dance," "Round Midnight" and "Bye, Bye Baby." Lad is a real comer and this set could take off.

### INTRODUCING THE TRAVELLERS

**Epic LN 24013 (M); BN 26013 (S)**—This bright-sounding quartet (three guys, one gal) are no strangers to Canadian audiences, having been a hit group north of the border for nearly 10 years. Their swinging folk style is not unlike the Limelites' sound with a girl (Simone Johnston) added, and could develop a following easily in the U. S. Material is eclectic, with emphasis on Anglo-Saxon folk songs from Canada, U. S., Australia. Worth hearing is the group's trick of a cappella lead-ins, and such sea-flavored songs as "Mary Anne" and "Greenland Fisheries." Deejays should sample this album.

## Jazz

### WHAT'S NEW?

**Sonny Rollins. RCA Victor LPM 2572 (M); LSP 2572 (S)**—This new Sonny Rollins album is a mighty exciting one, featuring imaginative and appealing blowing by the horn man, plus a touch of the Bossa Nova rhythm from Brazil. The Bossa Nova rhythm is spotlighted on "If Ever I Would Leave You" and on "Jungoso," drummer Candido joins the Rollins Trio to add fireworks in duets with Rollins. On the final tune "Brownskin Girl," Rollins combines the Bossa Nova and calypso with the addition of a chorus and extra percussion. Set is absorbing all the way through, and should add much to Rollins' stature. Sonny is really back!

### JUGGIN' AROUND

**Gene Ammons, Nat Adderly. Vee Jay LP 3024**—A fine, swinging album that should have wide appeal to jazz fans. It features such fine jazzmen as Gene Ammons, Nat Adderly, Frank Foster, Benny Green, Frank Wess, Tommy Flannagan, Ed Jones and Al Heath, who all blow with spirit and excitement on this soulful set. The tunes are originals with the best tracks being "Jim Dog," "Juggin' Around" and "Swingin' for Benny." A really satisfying jazz set that should rack up healthy sales.

## Rhythm & Blues

### JUST JIMMY REED

**Vee Jay LP 1050**—Here's the great Jimmy Reed, showing an interesting new aspect, that of creating a blues song on the spot, after somebody provides an idea. Here, he does this with "Kansas City Baby," "Oh John" and "Back Home at Noon." The album has increased excitement due to the inclusion of the sounds of a group of friends present at the recording date, offering help, encouragement and suggestions. The live portion happens on Side Two, while Side One includes such titles as "Let's Get Together" and "Too Much."

### ANYTHING GOES

**Original Cast. Epic FLM 13100 (M); FLS 15100 (S)**—Just as Ethel Merman was the vocal sparkplug for the original 1935 production of this Cole Porter-penned show, Eileen Rodgers provides a polished, brassy drive to this original-cast waxing of the 1962 off-Broadway revival. She practically flattens the listener with an "Anything Goes" that is a dandy production number for jockeys to spice up a non-rock show. It's a boldly covered, bouncy, tuneful album which contains, as a sort of bonus, several interpolated Porter tunes ("It's Delovely," "Friendship," "Heaven Hop," etc.) now part of the show. A small ork and good stereo preserve the off-Broadway mood.

### THE FLEETWOODS GREATEST HITS

**Dolton BST 8018 (S); BLP 2018 (M)**—A set that has teen appeal written all over it is this collection of hit sides by the Fleetwoods. Included are "Mr. Blues," "Come Softly to Me," "Tragedy," "The Last One to Know," "The Great Imposter" and "Confidential." Attractive cover art should help sales, too.

### I WANNA BE LOVED

**Dinah Washington. Mercury SR 60729 (S); MG 20729 (M)**—This new album by the Queen features her current singles hit, plus a flock of other fine standards. They are all sung with expression and feeling by Dinah, over imaginative backing by the Quincy Jones crew. A set that is sure to please Dinah's many fans, and one that should sell steadily.

(Continued on page 48)

## BEST TRACKS FROM THE SPOTLIGHT LP'S

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

### POPULAR

**SNAP YOUR FINGERS**—Joe Henderson (Todd MT 2701) "Three Steps" (Cigma, BMI) (2:30)

**ALL THE HITS OF THE TEEN GROUPS**—The Dovells (Parkway P 7010) "Your Last Chance" (BRS, BMI) (2:35)

**EVERYBODY LOVES H. B.—BARNUM . . . THAT IS!**—H. B. Barnum (RCA Victor LPM 2553, LSP 2553) "Round Midnight" (ASCAP) (2:59)

**ANYTHING GOES**—Original Cast Album (Epic FLM 13100, FLS 15100) "Anything Goes" (Harms, ASCAP) (3:55)

**INTRODUCING THE TRAVELLERS**—The Travellers (Epic LN 24013, BN 26013) "Sinner Man" (P. D.) (2:48)

### JAZZ

**WHAT'S NEW?**—Sonny Rollins (RCA Victor LPM 2572, LSP 2572) "If Ever I Would Leave You" (ASCAP) (11:56)

**JUGGIN' AROUND**—Gene Ammons, Nat Adderly, Various Artists (Vee Jay LP 3024) "Swingin' for Benny"

### RHYTHM & BLUES

**JUST JIMMY REED**—Jimmy Reed (Vee Jay LP 1050) "Kansas City Baby" (Conrad, BMI)

## \*\*\* STRONG SALES POTENTIAL

### \*\*\* CHERRY PINK AND APPLE BLOSSOM WHITE


**John Barry and his Ork. Ascot 13002 (M); AS 16002 (S)**—The John Barry ork turns in some bright and swinging performances of a collection of recent hits and standards here, sparked by some fresh and pulsating arrangements that are made to order for stereo. The band plays them with enthusiasm and the instrumental sides make for fine listening or dancing. Tunes include the title song, "Volare," "Moody River," "Baubles, Bangles and Beads," "Spanish Harlem," and some originals penned by the ork leader. Good wax.

### \*\*\* CONCERTOS FROM HOLLYWOOD

**Bill Butler. Epic LN 24014 (M); BN 26014 (S)**—Bill Butler, the Canadian pop pianist who has made a bit of a dent with his single records, does very well on this new album and could rack up some sales if the disk is exposed. He plays a very warm and attractive piano stylings on this collection of evergreens, over fresh and catchy arrangement by Jack Pleis. Strongest of the tracks are "Willing and Eager," "Maria," "The Terry Theme," "Moon River" and "La Dolce Vita."

(Continued on page 48)

#1  
**NOVELTY of the year**



**BOBBY (BORIS) PICKETT**  
**MONSTER MASH**  
 Produced by GARY S. Paxton 44167  
**GARPAX RECORDS**  
 ONE OF  
**THE AMERICAN LONDON GROUP**

IT'S ZANY-IT'S WILD-IT'S FUNNY  
 IT'S CONTAGIOUS...  
 IT'S AN INSTANTANEOUS SMASH

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

# SINGLES REVIEWS

Pop

**BRIAN HYLAND**



**WALK A LONELY MILE** (Pogo, ASCAP) (2:28)—Brian Hyland has another dinking here that could turn into a top seller. The chanter sells the emotion-charged ballad with forcefulness over a fine arrangement. Song is aimed at the teens and it should hit its mark. Flip is "Warmed Over Kisses (Left Over Love)" (Pogo, ASCAP) (2:20).  
**ABC-Paramount 10359**

**ROY ORBISON**



**WORKIN' FOR THE MAN** (Acuff-Rose, BMI) (2:25)—**LEAH** (Acuff-Rose, BMI) (2:37)—Two fine songs penned by the chanter are handed sock readings by Orbison on this potent double-sided dinking. Topper is a smartly styled work song that reaches a powerful climax; flip is a Hawaiian-flavored ballad that has strong vocal plus steel guitar and ukulele backing.  
**Monument 567**

**LINDA SCOTT**



**I LEFT MY HEART IN THE BALCONY** (Trinity-Kilt, BMI) (2:30)—A telling story song about a girl who lost her boy friend to the movies and now watches him on the screen from her seat in the balcony. Lass sells it well and the arrangement is outstanding. Flip is "Lopsided Love Affair" (Kilt, BMI) (1:55).  
**Congress 106**

**KENNY CHANDLER**



**MAN ON THE RUN** (Just, BMI) (2:15)—**LEAVE ME IF YOU WANT TO** (Sand & Surf, BMI) (2:09)—A new artist on the label, Kenny Chandler has a chance for the big time if these two sides are any indication. He sells a song with feeling and he shows off a stylish delivery on the topper, a lovely ballad, and the flip, a country-styled hunk of material.  
**Laurie 3140**

**DEE CLARK**



**NOBODY BUT YOU** (Gladstone, BMI) (2:26)—Dee Clark has a solid song here and he sells it with much warmth, using his effective high tones over celestial support by a femme chorus. Arrangement is ear-catching, and side has the sound. Flip is "I'm Going Back to School" (Conrad, BMI) (2:26).  
**Vee Jay 462**

**PAT BOONE**



**TEN LONELY GUYS** (Roosevelt, BMI) (3:38)—Catchy tune receives a meaningful performance from Pat Boone supported neatly by the ork. Already out on another label, the song is a mighty strong one for the teen set, and Boone's dinking could grab a lot of action. Flip is "Lover's Lane" (Spoone, BMI) (2:14).  
**Dot 16391**

**JIMMY JUSTICE**



**WHEN MY LITTLE GIRL IS SMILING** (Aldon, BMI) (2:27)—The British boy had a solid recent release that stirred some action here. This newest effort—of a tune by Goffin and King—and once a hit for the Drifters, receives a most stylish performance and it can easily step out. Watch it. Flip is "If I Lose Your Love" (Cedarwood, BMI) (1:39).  
**Kapp 482**

**FLOYD CRAMER**



**LOSERS WEEPERS** (Cramart, BMI) (2:01)—**SWING LOW** (Cramart, BMI) (2:04)—Floyd Cramer shows off his warm and winning piano style on a moody, slow tempo ballad on the top side. The flip, based on the spiritual, is also performed effectively by the pianist. Strings and chorus support Cramer on both instrumental sides.  
**RCA Victor 8084**

**LONNIE DONEGAN**



**PICK A BALE OF COTTON** (Folkways, BMI) (2:28)—The British folk chanter may easily catch a winner here. It's a traditional folk-styled ditty done in exciting fashion aided solidly by chorus and rhythm group. This can go. Flip is "Ramblin' Round" (Ludlow, BMI) (3:22).  
**Apt 25067**

**WANDA JACKSON**



**THE GREATEST ACTOR** (Central, BMI) (2:52)—The country thrush is at her very best here with one of the finest tunes she has cut in a long while. It's a weeper with powerful lyrics and she sells 'em fine. Should move in both pop and country. Flip is "You Bug Me Bad" (Central, BMI) (2:09).  
**Capitol 4833**

**THE COASTERS**



**THE CLIMB** (Progressive-Trio, BMI) (2:40)—The boys have a neat outing here, with a new dance tune. This time it's a slow dance, with much less movement—you dance on a dime—and it's cheek to cheek. Smart wax that could catch on fast. Flip is "The Climb" (instrumental version) (2:40).  
**Atco 6234**

**THE YOUNG SISTERS**



**CASANOVA BROWN** (Vicki, BMI) (2:22) — Here's a smart rocker ditty, done somewhat in the style of earlier Bobby Vee hits. Gals are a new group and they have the sound and the material to click here. Should grab a lot of play. Flip is "My Guy" (Vicki, BMI) (2:33).  
**Twirl 2001**

**LEE ESTES**



**YOU AND JOHNNY SMITH** (Grille, BMI) (2:15)—Here's an impressive new chanter and the material is just as good as the singing job. It's all about his girl who skips away with another. Good vocal sound against stylish Latin rock beat. Watch it. Flip is "Now I'm Crying" (Burma, BMI) (2:18).  
**Hope 1005**

**LITA MARINO**



**BIG DADDY** (Acuff-Rose, BMI) (2:14)—Here's a new gal with a solid sound. The tune, a bright ditty indeed, is by John D. Loudermilk. Big effort and arrangement to match could grab solid juke play and sales. It can happen. Flip is "Sittin' on a Train" (Buna, BMI) (2:16).  
**Warner Bros 5302**

Country & Western

**KITTY WELLS**



**WICKED WORLD** (Cedarwood, BMI) (2:18) — **WE MISSED YOU** (Tree-Champion, BMI) (2:34)—As usual, Miss Wells sings her heart out and the tunes, also as usual, are tops. Both are in the heartfelt, weeper vein and she gives them all she's got. Sides should move fast.  
**Decca 31422**

## SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

**ZOTT SIMS AND HIS ORK**

★★★★ **RECADO BOSSA NOVA, PARTS I & II** (Paris, ASCAP) (2:34) (2:55). Colpix 656

**NELSON RIDDLE**

★★★★ **THE DEFENDERS THEME** (April, ASCAP) (2:47). Capitol 4843

### ★ ★ ★ ★ STRONG SALES POTENTIAL

**ISLEY BROTHERS**

★★★★ **Twistin' With Linda**—WAND 127 —The "shout" cats have another shouting rhythm (twist effort here in their debut on this label. Good beat and a wild sound can keep the boys on the charts. (Wemar, BMI) (2:35)

★★★★ **You Better Come Home** — The boys shout their lungs out here, too, against a stylish pop Latin beat. Also has a chance. (Mellin-Ludix, BMI) (2:17)

**JORGEN INGMANN**

★★★★ **Africa**—ATCO 6235—A lot of wild guitar sound and beat here on this South African styled rhythm instrumental. Has a sound. (Roncom, ASCAP) (2:05)

★★★★ **Johnny's Tune**—From the motion picture "Some People," comes this pleasant melody, well-played by the guitar-based combo. Wax can grab spins. (Chappell, ASCAP) (2:21)

**KINGSTON TRIO**

★★★★ **She Was Too Good to Me**—CAPITOL 4842—Here's a rather abrupt change in styling for the Kingstons as they do a pleasant but rather obscure Rodgers and

(Continued on page 56)

### SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the BMW Reviewing Panel. Records are rated, within their respective categories, according to their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. **FOUR-STAR** singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

**THREE-STAR** records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

**SPECIAL MERIT SPOTLIGHTS**, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, P. O. Box 292, Times Square Station, New York 36, N. Y.

## Anthony Newley's WHAT KIND OF FOOL AM I



**RADIO ACTIVE CHART**

What Kind Of A Fool Am I—Anthony Newley 55%

**DJs—Program Directors**

If you've been forced to restrict Newley's hit single because of the word "damn" near the end, write for your special radio station copy which eliminates "damn," and is now available. This is THE hit single featuring Newley, the star of the show "Stop The World—I Want To Get Off."

## from the great new musical STOP THE WORLD—I WANT TO GET OFF

A DAVID MERRICK PRODUCTION starring

**ANTHONY NEWLEY**

Book Music and Lyrics by Leslie Bricusse and Anthony Newley

Coming soon on

**LONDON RECORDS**



THE ORIGINAL BROADWAY CAST LP

# **1**

**BALLAD of the year**

FROM DISNEY TO DAVIS

Radio's Home-Grown Spectaculars  
Sprightly Weapon in Duel With TV

By CHARLES SINCLAIR

NEW YORK — One of radio's biggest-calibre weapons in its running duel with TV for large-size audience seems to be the elaborate, long-length musical specials being developed by major independent stations and keyed to a recording personality, top-flight songwriter or production company.

Scheduled to be heard within a few days of each other, two good examples of home-grown spectaculars were available to radio listeners in two of the country's largest cities as BMW went to press. Each

contains a number of thought-provoking ideas.

In Los Angeles, KHJ turned the spotlight on "The Magical World of Walt Disney" in a three-hour special aired September 2, from 9 a.m.-noon with a repeat scheduled for September 9 in afternoon time. Termed "a humorous documentary of the world-famed Disney studios," the show made extensive use of recorded material to profile the best-known Disney characters (Mickey Mouse, Snow White, Sleeping Beauty, et al.).

Disney On, Too

Borrowing some ideas from the

NBC-TV Sunday night Disney Show, KHJ used the voice of Paul Frees ("Professor Ludwig Von Drake") to introduce the Disney personalities, plus guest stars such as Walt Disney himself, Hayley Mills, Burl Ives and Fred MacMurray. KHJ's Perry Allen, local air personality, wrote the script, with KHJ producer-announcer Cal Milner acting as "live" host. In part, the show was a potpourri of hit songs from Disney films — a fact which isn't likely to hurt the sale of kiddie albums reissued by Disneyland Records.

In New York, Storer-owned WHN has blueprinted an 8-10 p.m. local special for September 6 titled "The Sounds of Sammy Davis Jr." Produced by WHN music librarian Julie Ross and directed by Sal Marciano, the program's host will be deejay Dick Shepard. The bulk of the 120-minute show is planned as a sort of musical biography of

(Continued on page 62)

Dick Clark on  
Radio Gives It  
Local Angle

STAMFORD, Conn. — Though most syndicated radio-TV shows go out of their way to look and sound as much like non-local, network shows as possible, Dick Clark's new syndicated radio series — the first report on which was a BMW exclusive some weeks ago — is doing everything it can to sound like a de luxe local effort.

Some details of the production policy have been voiced by Stan Kaplan, executive vice-president of Mars Broadcasting Inc., developers of the "Demand Radio" format. By the use of judicious drop-ins on cue, Clark's show will strive for a "local" feeling through call-letter mentions, plugs for other deejay shows on a station purchasing the show and introductions to local newscasts, Kaplan says.

Record artists guesting on the show will be in the localizing act, too, making reference to station call letters or local names and places. Even the studio audience will do its bit, chanting local call letters or city names to help create the illusion of "being broadcast to a local audience in a local auditorium with major stars and full production facilities and equipment." Home base for the show will be Mars' studios in Stamford.

'Jazz Casual' Set  
As TV Series

NEW YORK — Longhair TV has come crewcut musical plans this season. Due to be seen this fall on non-commercial stations (some 60) of the National Educational TV network will be "Jazz Casual," produced by San Francisco jazz columnist Ralph Gleason as an eight-episode videotaped series.

Included in the guest roster are such recording names as Dave Brubeck Quartet, the Modern Jazz Quartet, Sonny Rollins, Dizzy Gillespie and Cannonball Adderley. The series will also feature a special program on jazz vocals, starring Carmen McRae. "Jazz Casual" is taped at San Francisco's KQED.

On another cultural musical (Continued on page 62)

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about not disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

DICKEY LEE  
(Smash)

**PERSONAL MANAGER:** Bill Hall. **BIRTHDAY:** September 21, 1940. **HOME TOWN:** Memphis. **EDUCATION:** College. **HOBBIES:** Sports, swimming, art and listening to records with his favorite female companions. **BACKGROUND:** Dickey Lee was born with a natural singing talent and soon learned to sing songs he heard on radio, in movies and at school. He began playing guitar in high school. At 16, he formed a country trio that performed for high school and college dances. The versatile talents of Dickey Lee also include painting, songwriting, near-professional skill as a boxer and an all-around sports ability. Encouraged by teachers to make commercial art or coaching his career, the young lad decided to major in art at college, with the belief that his strong desire to sing was to be just a hobby. But the hobby paid his college tuition as Dickey Lee spent his evenings and weekends working with his trio at various local functions. His discovery as a recording talent, it seems, was truly an overnight miracle. The story goes that a college buddy hit upon the idea of arranging an audition with a songwriter friend, Jack Clement—"just as a gag." The song that Lee warbled for Clement resulted in a long-distance phone call to Clement's associate and well-known artist manager, Bill Hall, who made a quick trip to Memphis to hear the new talent. Hall liked what he heard, immediately signed the lad to an exclusive management contract, and whisked him off to the recording studio to wax his debut hit disk, "Patches."

**LATEST SINGLE:** Leaping into the No. 20 spot on the Hot 100 this week as a Star Performer is Lee's click disk of "Patches," on the Smash label.



CAROLE KING  
(Dimension)

**PERSONAL MANAGER:** Nevins-Kirshner Associates. **REAL NAME:** Carole Klein Goffin. **AGE:** 20. **HOME TOWN:** Brooklyn. **EDUCATION:** College. **BACKGROUND:** Though "It Might as Well Rain Until September" is Carole King's first hit record as a singer, she is widely known in the music business. She has written more than a dozen hit tunes, including



chart-toppers for such artists as the Shirelles, Bobby Vee and Little Eva. Her hits include "Will You Love Me Tomorrow?," "Take Good Care of My Baby," "Her Royal Majesty" and "The Loco-Motion." Miss King has been a musician and singer since she was four, and at 14 she formed her first vocal group called the Cosines. Her professional career started at 17 when she met Don Kirshner and Al Nevins, who, impressed with her songs, signed her to a personal writer contract. A most significant event was her marriage three years ago to young lyric writer-record producer, Gerry Goffin, who has been her collaborator on her biggest hits. They have two daughters—Louise, two, and Sherry, five months. The Goffins are also credited with discovering vocalist Little Eva, whom they had hired as a baby sitter. They penned "Loco-Motion" for her, which became the No. 1 tune. Recently, the Goffins completed Little Eva's first LP for Dimension Records.

**LATEST SINGLE:** "It Might as Well Rain Until September," spinning on the Dimension label, soars into the No. 52 slot this week as a Star Performer.

VOX JOX

By JUNE BUNDY

**STEREO-FM NOTES:** Veteran musician Chubby Jackson is doing a live music show on Friday and Saturday nights from the Lights Club Room, Freeport, Long Island, N. Y., by WLIR remote. Station is a stereo-FM-only outlet in Garden City, N. Y. Ed Glenn emcees the live jazz segs. . . . George Diehl will be the commentator on a stereo-FM show sponsored by the Kirk and Nice Funeral Home, over WFLN, Philadelphia. The program, created and written by Chuck Melven, chief copywriter and publicity director for Ball Associates, will link key dates in musical history with representative disks. Philco will sponsor "Moondial" from midnight to 6 a.m., across the board over FM stereo-only station WTFM, New York. Bryce Bond hosts. David Polinger, general manager of WTFM, believes it is the first time a major advertiser has sponsored an all-night FM stereo program. . . . Station KHIQ-FM, Sacramento, Calif., started stereo FM broadcasting August 20 with a full-time schedule of stereo programming.

**TREND SPOTTERS:** Ronnie Cash, WJET, Erie, Pa., writes: "It seems as if kazooos are taking over the music industry. They can be heard on 'Little Diane,' 'Johnnie Get Angry' and about a dozen other top hits. I wonder if a kazoo player gets union scale? . . . Another trend is predicted by Don Friedman, WNEP-TV, Wilkes-Barre, Pa., who writes: "A big new sound is invading the music world. The fight to get there with the first big one is on and it's still open territory. Bossa Nova (the New Beat) originated in Brazil. It looks as if we are going to hear many sides this fall with the Bossa Nova tempo. Sure to hop on the bandwagon are dancing schools. The Twist killed the Pachanga as it was gaining popularity, so the cha cha was the last big Latin craze. Bossa Nova actually is a slow, lush jazz version of the samba." Meanwhile, Friedman is planning a special panel survey on new waxings of "Stop the World I Want to Get Off," the British hit musical slated to open on Broadway this coming season. The jock will test the disks on a teen panel and an adult panel.

**CHANGE OF THEME:** Sam Hale, deejay-music director of WOKY, Milwaukee, has resigned from that outlet to join WQXI, Atlanta. . . . New spinners at WQAM, Miami, are Danny O'Sea, ex-WFUN, Miami, and Pat Hughes, ex-WQXI, Atlanta. . . . Sandy Contrella, 16-year-old recording artist, is host of the new record hop show, "Dance Time" on WLOF-TV, Orlando, Fla. . . . Marlene Sanders has joined the news department of WNEW, New York, as special assistant for public affairs. . . . Hal Raymond, formerly with KISN, Portland, Ore., and KAYO, Seattle, has joined KBOX, Dallas, as program director. . . . Bob Bennett, ex-WRIT, Milwaukee, is new production assistant at WIL, St. Louis. . . . New jockey line-up at WHIH, Tidewater, Va., includes Dave Cummins, Gary Lawrence and Jeff Andrews. . . . Bill Clark, formerly program director of WTKM, Hartford, Wis., has taken over the p.d. post at WGKV, Charleston, W. Va. . . . Station WIL-FM, St. Louis, went on the air last month. It is the only FM outlet in its area to broadcast 24 hours a day, seven days a week. . . . Ronald M. Beach has completed six months active duty with the U. S. Army and returned to WLAN, Lancaster, Pa., as deejay-program director. . . . Ed Fisher is emceeing a new live dance music remote on WJW, Cleveland, from the Green Tree Restaurant on Saturdays from 11 to 11:30 p.m. . . . Ben Landis, formerly with KPET, Lamesa, Tex., has moved to new c.&w. Station KCAD, Abilene, Tex., and will spin c.&w. disks exclu-

(Continued on page 58)

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  
September 9, 1957

1. Diana, Paul Anka, ABC-Paramount
2. Tammy, Debbie Reynolds, Coral
3. Whole Lotta Shakin' Goin' On, Jerry Lee Lewis, Sun
4. Teddy Bear, Elvis Presley, RCA Victor
5. That'll Be the Day, Crickets, Brunswick
6. Honeycomb, Jimmie Rodgers, Roulette
7. Send for Me, Nat King Cole, Capitol
8. Rainbow, Russ Hamilton, Kapp
9. Mr. Lee, Bobbettes, Atlantic
10. Searchin', Coasters, Atco

POP—10 Years Ago  
September 6, 1952

1. Auf Wiederseh'n Sweetheart, V. Lynn, London
2. You Belong to Me, J. Stafford, Columbia
3. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
4. Half as Much, R. Clooney, Columbia
5. High Noon, F. Laine, Columbia
6. Boitch-A-Me, R. Clooney, Columbia
7. I Went to Your Wedding, P. Page, Mercury
8. Jambalaya, J. Stafford, Columbia
9. Walkin' My Baby Home, J. Ray, Columbia
10. Somewhere Along the Way, Nat King Cole, Capitol

RHYTHM & BLUES—5 Years Ago—September 9, 1957

- Whole Lotta Shakin' Goin' On, Jerry Lee Lewis, Sun  
Teddy Bear, Elvis Presley, RCA Victor  
Send for Me, Nat King Cole, Capitol  
Searchin', Coasters, Atco  
Short Fat Fannie, Larry Williams, Specialty

- Mr. Lee, Bobbettes, Atlantic  
Farther Up the Road, Bobby Blue Bland, Duke  
Stardust, Billy Ward, Liberty  
Whispering Bells, Del Vikings, Dot  
That'll Be the Day, Crickets, Brunswick



# WIN

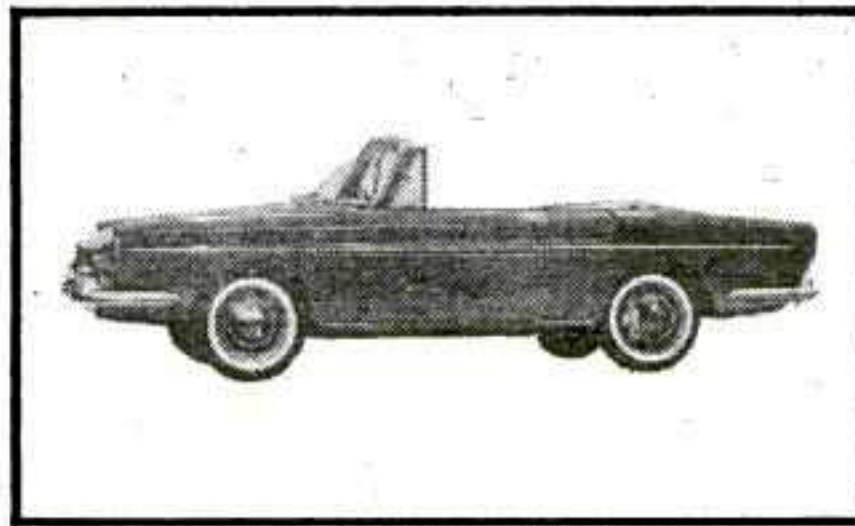
## A NEW SPORTS OR COMPACT CAR

### Any three PHILIPS RECORDS dealers can win their choice of one of these famous make cars just for tying-in with PHILIPS RECORDS BIG "ONE WORLD OF MUSIC"... CONTEST

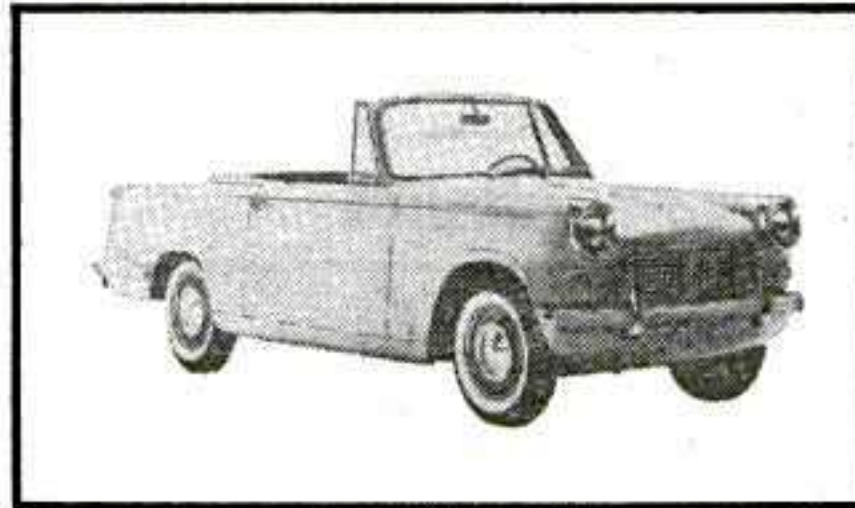
Just for tying-in with Philips Records fabulous "One World of Music" contest, you can win any one of the sports or compact cars pictured here. There will be three winners in our big consumer contest. If one of *your* customers purchases any Philips Records 12" long play album and fills out an entry blank with your store name on it—and wins—you win, too! There are prizes for your customers! And prizes for you! Contest starts September 1st, 1962, and continues until midnight December 15th, 1962. So, be ready to tie-in when your Philips Records representative comes round!

#### HERE'S THE MOST UNUSUAL AND SPECTACULAR PROMOTION OF ANY RECORD COMPANY EVER!

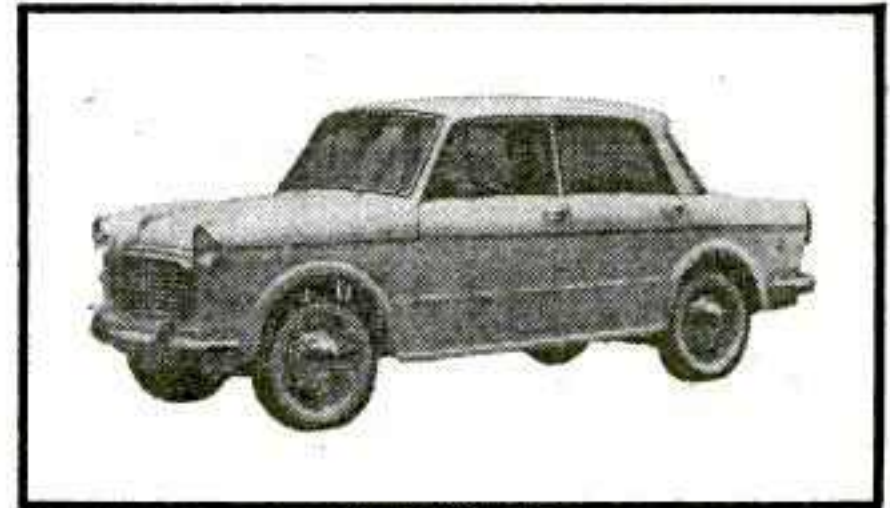
In a few weeks through full page ads like the one shown here, and through continued powerful advertising and promotion, your customers will be reading about the fabulous Philips Records "One World of Music" contest. A contest in which three winners will each win the sports or compact car of their choice, just for purchasing a Philips Records 12" long play album, and for completing a simple Jingle. And there are also 150 additional winners, each one winning any dozen Philips Records 12" long play albums they choose from the Philips catalog. *The more entries your customers mail in, the more chance you dealers have of winning. Every entry must be accompanied by proof of purchase. This means every entry sent in is a Philips LP purchased.*



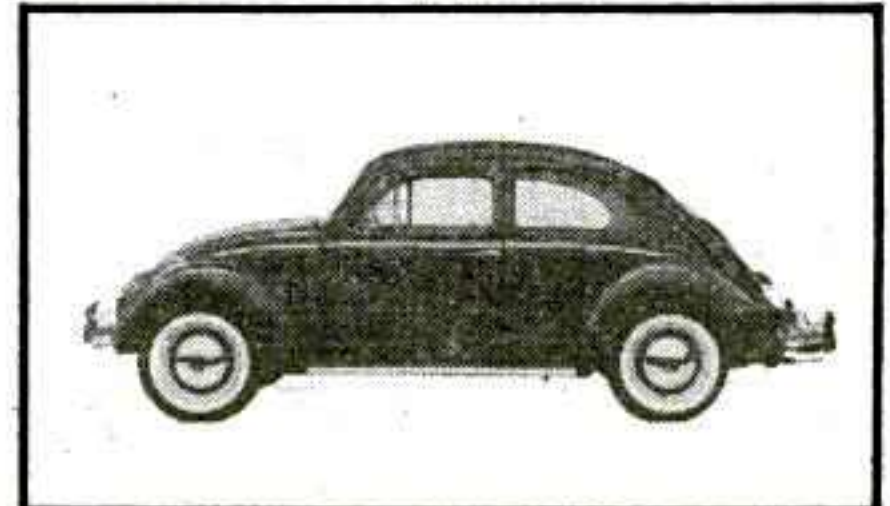
Renault Caravelle "S" Convertible (France)



Triumph 1200 Convertible (England)



Fiat 1100 Special (Italy)



Volkswagen (Germany)



Chevrolet Corvair Monza Spyder Convertible (America)

  
**Special, High-Powered Advertising and Merchandising Will Promote PHILIPS RECORDS Big "One World Of Music" CONTEST**  


#### NATIONAL ADVERTISING

Hard-hitting, full page ads in such national publications as Playboy, Esquire and Sports Illustrated beginning with the September 24th issue of Sports Illustrated. A total audience of over 25-million of the most record and car-conscious buyers in America!



#### ON RADIO

Extensive air play and D.J. promotion of Philips LP catalog to hypo consumer interest in the contest and in our new September releases.

#### IN-STORE MERCHANDISING

Colorful, eye-catching, traffic-stopping in-store and window displays telling the story of the contest, and showing the cars to be won. Plus window streamers, die cut easel album covers, and a holder for entry blanks that can be hung on a wall or rack, as well as placed on a counter.

#### NEW CONSUMER CATALOG

A new consumer catalog beautifully illustrating all the Philips albums, including news of our new September releases.

#### NEWSPAPER MATS

Newspaper mats announcing the contest will be made available in three sizes for your use.

#### DIRECT MAIL CAMPAIGN

A hard-hitting direct mail campaign is available for your use to announce contest to your customers.

#### PUBLICITY

A big, far-reaching public relations and publicity campaign that will have every record fan eager to enter this sensational, easy-to-win contest.

#### HERE ARE JUST A FEW OF THE GREAT RECORDING ARTISTS LISTED IN THE PHILIPS RECORDS CATALOG

The Philips Records catalog boasts some of the finest American and foreign recording artists of the day. All are recorded in superb high fidelity sound, both stereophonic and monaural, in records encompassing every category of music. All combine to bring you "One World of Music on One Great Label."

WOODY HERMAN • DIZZY GILLESPIE • SVIATOSLAV RICHTER • PATRICE MUNSEL  
 POLLY BERGEN MICHEL LEGRAND • I MUSICI • CONCERTGEBOUW ORCHESTRA  
 RUTH BROWN • ROBERT FARNON • MEADE LUX LEWIS • BARRIER BROTHERS

**PHILIPS RECORDS** *One World of Music*  *On One Great Label!*  
 85 E. WACKER DRIVE • CHICAGO 1, ILLINOIS

## WIN

### A NEW SPORTS OR COMPACT CAR OF YOUR CHOICE

in **PHILIPS RECORDS** "One World of Music" **CONTEST**







**GRAND PRIZE WINNERS!!!!**  
**SPORTS OR COMPACT CARS**

Just complete this jingle  
 On Philips Records you can hear,  
 Must to delight the ear,  
 One world of music in our store.

Enter today... Submit as many entries as you like... It's easy to win!

Philips Records, the great new American recording company that brings you "One World of Music on One Great Label" now offers you your choice of famous sports or compact cars from all parts of the world! All you need do is purchase any Philips Records 12" long play album, stereophonic or monaural, from any record store. After you have made your purchase, get the official contest entry blank from your dealer and print the store name and address on the back in the space provided. Then, after you have completed rhyming our jingle, set out the entry blank being sure to name the car of your choice, and send your entry along with the lower right hand corner of the record cover sleeve that has printed on it "Philips Records, Chicago 1, Illinois." It appears only on one side of the sleeve. Read on for further contest information.

**PHILIPS RECORDS** *One World of Music*  *On One Great Label!*  
 85 E. WACKER DRIVE, CHICAGO 1, ILLINOIS

SIX (6)  
CHESS HITS...

that are here or in  
the making

"FATHER KNOWS  
BEST"

b/w

"SOMEDAY I'LL  
SHOW YOU"

by

THE RADIANTS

Chess #1832

"YOU'RE THE  
ONLY ONE"

by

EDDIE BO

Rip #1833

"HOUSEWARMIN'  
PART 1"

by

HOWARD MCGHEE &  
THE BLAZERS

Argo #5422

"PARTY  
ACROSS THE  
HALL"

YVONNE BAKER

and the  
SENSATIONS

Argo #5420

"REAP WHAT  
YOU SOW"

b/w

"FAT BOY"

BILLY STEWART

Chess #1820

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

BO DIDDLEY

Checker #1019

CHESS

PRODUCING CORP.

2120 S. Michigan Chicago 16, Ill.

SPOTLIGHT ALBUMS  
OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 44

HIT AFTER HIT



**Gene McDaniels, Liberty LST 7258**—This collection of hit sides by Gene McDaniels should turn, into a hot seller. It includes such strong releases as "A Hundred Pounds of Clay," "Chip Chip," "Tower of Strength," "I Don't Want to Cry" and "A Tear." Sure to appeal to the chanter's teen-age fans.

Reviews of New Albums

Continued from page 44

**\*\*\*\* DELLA ON STAGE**  
**Della Reese, RCA Victor LPM 2578 (M); LSP 2568 (S)**—Here's Della Reese at her lively best before an audience at New York's Webster Hall. She sells a flock of standards, with her usual exuberance over solid backing by the large ork. The best tracks are her opening tune "Once in a Lifetime" and "Bye Bye Blackbird," "His Eye Is on the Sparrow," "Misty" and "Someday (You'll Want Me to Want You)." An exciting album that could rack up good sales.

**\*\*\*\* EDDIE HEYWOOD'S GOLDEN ENCORES**  
**Liberty LRP 3250 (M); LST 7250 (S)**—With Hugo Winterhalter conducting the orchestra Eddie Heywood runs through a flock of well known standards and current hits with aplomb. Songs include "Exodus," "Misty," "Like Young," "Maria" and "Canadian Sunset." The pianist shows off his best style warmly and the arrangements are rich. A good new album.

**\*\*\*\* JAN AND DEAN'S GOLDEN HITS**  
**Liberty LRP 3248 (M); LST 7248 (S)**—These lads have had their share of chart action and play with several good-selling singles. Here, they take a flock of hit tunes, mainly identified with other artists, and give each their own unique interpretation. These include "Poor Little Puppet," "Who Put the Bomp," "Barbara Ann," "Sunday Kind of Love," "Palisades Park" in addition to "Baby Talk" and "We Go Together." The boys appear on the cover in wild looking suits.

**\*\*\*\* MATT MONRO**  
**Liberty LRP 3240 (M); LST 7240 (S)**—The fine British chanter has been largely inactive here since his "Why Not Now," came out on another—now defunct—label last year. Here, Monro re-does "Why Not Now," plus another pleasant new one "Softly As I Leave You." There are but two standards here, a pleasant departure from the norm. In addition, Monro's backings are most polished and complement his efforts handsomely. An album that has a lot of sales and spin potential.

**\*\*\*\* MOE KOFFMAN THE SWINGIN' SHEPHERD PLAYS FOR TEENS**  
**Ascot AM 13001 (M); AS 16001 (S)**—Here's a set that could very well develop a good bit of airplay and sales action. It has the "Swinging Shepherd" man blowing some great flute licks with a solid guitar-based combo and the twist beat is in the spotlight all the way. Everyone of the items is keyed right down the pipe to the dancers, with such titles as "Train Whistle Twist," "Twist the Hully Gully," "Shimmy Twist," "Flute Twist" and "Twist That Thing," featured. Good wax that kids should love.

**\*\*\*\* BIG BAD BAND AT THE APOLLO**  
**Reuben Phillips, Ascot AM 13004 (M); AS 16004 (S)**—Here's the long-time maestro of the pit band from Harlem's famed Apollo Theater, with the big, swinging group, doing a neatly varied group of rhythm items. Baton man Phillips contributed a half dozen of the tunes himself, "High Low" and "The Theme," among them, while other goodies include Ray Charles' "What'd I Say," and Ellington's "In a Mellowtone." Solid wax that should sell well to the teen trade, especially in r.&b.-oriented stores.

**\*\*\*\* I FEEL A SONG COMING ON**  
**Joni James, MGM E 4053 (M); SE 4053 (S)**—Joni James is set in a different atmosphere on this set, as a swinging combo, helmed by Jimmy Haskell, keeps up a steady tattoo of rhythm behind the singer including drumbeats as bridges between tracks, making for a continuous program. The tunes include "Deed I Do," "You Came a Long Way From St. Louis," "Sunny Side of the Street," "Melancholy Baby," and others. An interesting new approach and the James fans will find it a flattering showcase for the gal.

**\*\*\*\* GOLDEN FOLK SONG HITS**  
**Johnny Mann Singers, Liberty LRP 3253 (M); LST 7253 (S)**—The Johnny Mann group has made a name for itself as a choral complement on many single record dates on Liberty with such artists as Bobby

Vee, Julie London, Gene McDaniels, etc., and like other pop chorales (Anita Kerr group and the Jordonaire, for example) have done, they move to the spotlight themselves here for excellent results. The material is of the pop folk genre, including some recent hits like "Where Have All the Flowers Gone," "Michael," "Cotton Fields," "Tom Dooley," etc. Fine, tastefully performed program.

**\*\*\*\* ETTA JAMES SINGS FOR LOVERS**  
**Argo LP 4018 (M)**—Miss James is cast in a mood setting here, as she performs a brace of love songs out of the standard repertoire. Neatly supported by a big group of strings and a rippling, concerto-styled piano, she sings "Again," "I Want to Be Loved," "Fools Rush In" and "Don't Blame Me" among others. Listenable performances with good arrangements contributed by Al Poskonka and Riley Hampton.

**\*\*\*\* 12 SIDES OF JOHN D. LOUDERMILK**  
**RCA Victor LPM 2539 (M); LSP 2539 (S)**—Loudermilk is easily one of the most talented clefters on the Nashville scene these days and he's got potential as a singer, too, as shown by his recent chart-maker, "Language of Love." Here he combines both singing and writing talents to offer a solid program of clever material that can have strong appeal in both country and pop markets. "All of This for Sally," "Bully of the Beach" and "He's Just a Scientist" are among the more appealing titles, some of which, incidentally, have been out on singles by both Loudermilk himself and other artists.

MODERATE SALES POTENTIAL

**\*\*\*\* ARBITER OR ELEGANCE**  
**Charles DeForest, Purist 1**

**\*\*\*\* DANCE SESSION NO. 1**  
**Curley Haner, Ascot AM 13003 (M); AS 16003 (S)**

JAZZ LP'S

STRONG SALES POTENTIAL

**\*\*\*\* BILLY PLAYS BIX**  
**Billy Butterfield Jazz Band, Epic LA 12026 (M); BA 17026 (S)**—Here's an interesting portrait of the kind of music for which Bix Beiderbecke was best known. Billy Butterfield teams with two other trumpets, a trombone, a clarinet and rhythm to recreate the feel of the 1920's in splendid fashion. The numbers, 11 in all, include such titles as "Sorry," "Goose Pimples," "I'll Be a Friend With Pleasure," "That Da Da Strain" and "Our Bungalow of Dreams." Great memory wax for fans, faithfully recreated by Butterfield and a good group. Black and white painting on the cover of Beiderbecke, lends interest.

**\*\*\*\* DIXIE—CHICAGO STYLE**  
**Dave Remington, Vee Jay LP 3030**—This is Dixieland but with a difference. It shows off some fine musicians led by Dave Remington on piano. This is sort of avant garde Dixieland, with new sounds and new ideas along with the old traditional Dixieland style. The tunes include "St. James Infirmary," "At the Jazz Band Ball" and "Fidgety Feet." Not a hip LP but one with a chance to sell.

CLASSICAL LP'S

STRONG SALES POTENTIAL

**\*\*\*\* MENDELSSOHN: VIOLIN CONCERTO; BRUCH: VIOLIN**  
*(Continued on page 50)*

BEETHOVEN: "EMPEROR" CONCERTO



**Rudolf Serkin; New York Philharmonic (Bernstein), Columbia ML 5766 (M); MS 6366 (S)**—This impressive performance of the Beethoven Emperor Concerto adds another garland to pianist Rudolf Serkin's long list of outstanding readings of familiar piano concertos. Serkin is in top form here and the New York Philharmonic, under the baton of Leonard Bernstein, accompanies him in first-rate fashion. The recording quality is superb. Attractive photo of Serkin graces the cover. Strong sales can be anticipated on this fine new release.

THE LORD'S PRAYER, VOL. II



**Mormon Tabernacle Choir; Philadelphia Orchestra (Ormandy), Columbia ML 5767 (M); MS 6367 (S)**—The Mormon Tabernacle Choir should have another fine selling album with this new recording, Vol. II of their previous best seller "The Lord's Prayer." The Philadelphia Orchestra again lends fine support to the glorious choir. Selections include more familiar choruses of Bach, Schubert, Handel, Mozart and Gounod, including "Ave Maria," "The Lord's Prayer," "Hallelujah, Amen" and "A Mighty Fortress Is Our God."

BERLIOZ: HAROLD IN ITALY



**New York Philharmonic (Bernstein), Columbia ML 5758 (M); MS 6358 (S)**—Leonard Bernstein pulls out all the romantic stops on this lush work, and his many fans will eat it up. The tender, full-toned performance by violinist William Lincer is in the best traditions of recorded performances of this durable work. The stereo sound is splendid, particularly in the vigorous, exciting "Orgy of the Brigands" final movement. Dealers will find it a strong addition to their longhair inventory, and classical-format stations should draw good listener response.

RIMSKY-KORSAKOV: SCHEHERAZADE



**The Philadelphia Orchestra (Ormandy), Columbia ML 5765 (M); MS 6365 (S)**—The obvious question of "What, another Scheherazade?" can be answered readily by hearing this new version of the familiar work. It ranks with the better recorded performances of Rimsky-Korsakov's venture into Oriental romanticism, although Ormandy's pace is a trifle measured. For sheer sound, however, this platter is an experience—rich, full, colorful, with the fine sheen associated with the Philadelphia's strings. It's the kind of sound dealers in stereo equipment can use to advantage in demonstrations, and FM stereo programmers can employ to show off radio's newest dimension.

TCHAIKOVSKY: PIANO CONCERTO NO. 1



**Philippe Entremont, New York Philharmonic (Bernstein), Columbia ML 5759 (M); MS 6359 (S)**—Long a splendid showcase for "romantic" young pianists, the Tchaikovsky war horse takes on some dazzling new colorations in this liaison between Bernstein and French pianist Philippe Entremont. The performance is lyrical and flowing, and it's one of the best examples of good stereo recording of the piano. The finale is brilliant in quality, with its clean cascades of crisp notes. Package is likely to be strong catalog addition on strength of Bernstein's name and Entremont's successful U. S. engagements.

Low-Priced Pop

CRUISE ALONG-DANCE ALONG TO THE MUSIC OF GERALDO



**Camden CAL 720 (M); CAS 720 (S)**—The well-known British society dance ork comes through with happy and lively performances here of a load of familiar tunes on this new set all played for dancing. There are mambo medleys, quick step medleys, foxtrot medleys, cha cha medleys, etc. And they all feature evergreens played in the brisk style of a shipboard summer cruise ork. Fun to listen to and good background music for summer or winter parties.

SPECIAL MERIT ALBUMS

Pop

SWINGIN' DOWN THE LANE



**Ralph Burns and his Ork, Epic LN 24015 (M); BN 26015 (S)**—Here's a mighty refreshing excursion into typical big band sound, with Ralph Burns, veteran arranger, contributing some standout scoring for the ensemble. Among other things, Burns offers here the first instrumental scoring of the Tony Bennett hit, "San Francisco," and this track along with "West Side Waltz," "It Happened in Monterey" and "The Band and the Beautiful," can grab plenty of jockey spins.

Spoken Word

AS YOU LIKE IT (3-12")



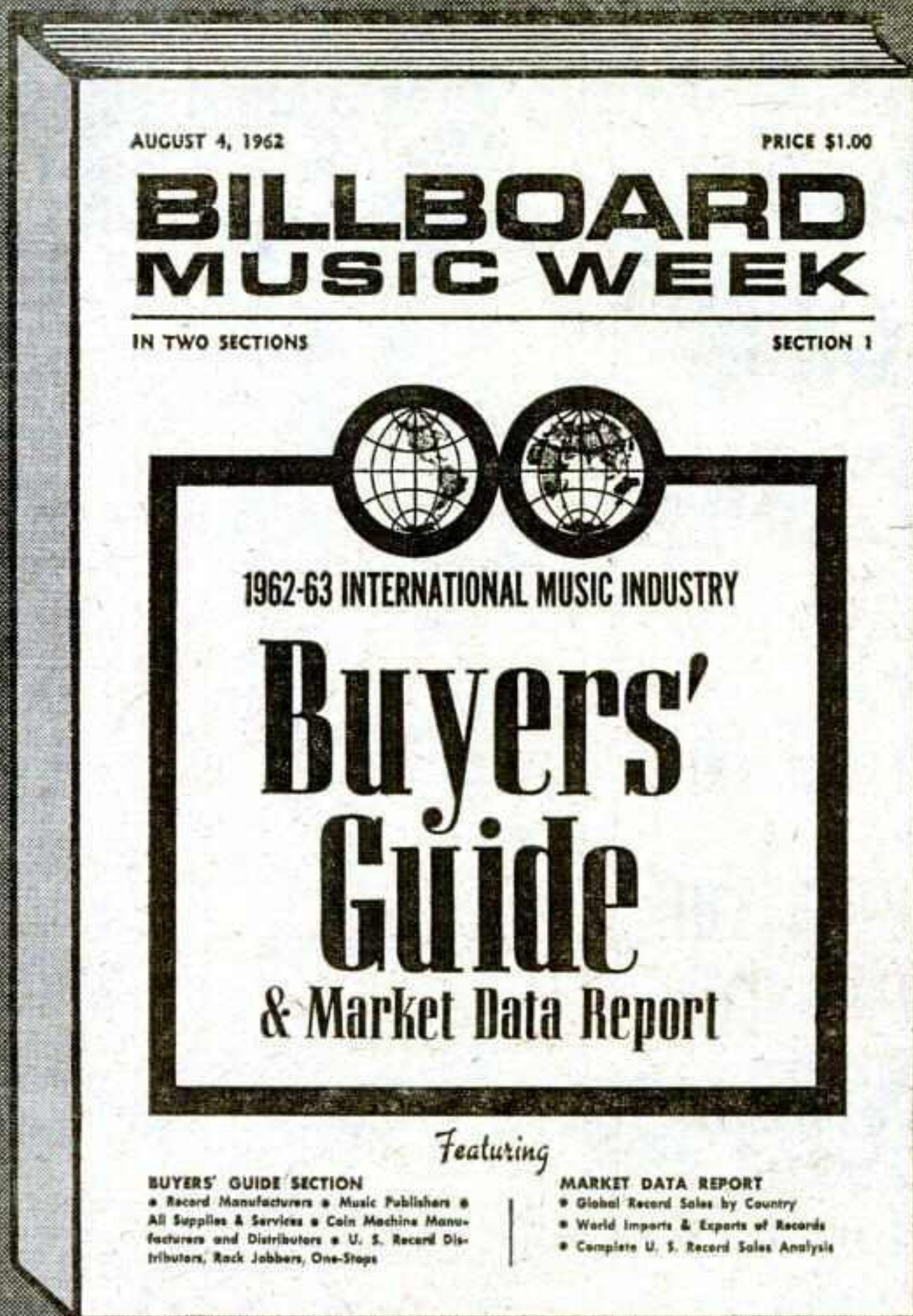
**Various Artists, Shakespeare Recording Society SRS 210**—A full-length, full-dress, well-acted reading of Shakespeare's pastoral comedy by a British cast in which warm-voiced Vanessa Redgrave (as Rosalind) and Stanley Holloway (as Touchstone) are standouts. There's no great attempt to "stage" the production for stereo, but Peter Wood's direction is deft. Incidental music is just that—incidental. Attractively packaged, it should appeal to a growing number of Shakespeare fanciers who turn out for summer festivals, etc., and to libraries, schools and drama societies. Complete text of the play (Penguin Boos version) accompanies the set. A worthy attempt to "popularize" the great playwright.

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Street \_\_\_\_\_ Zone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Nature of Business \_\_\_\_\_ My Title \_\_\_\_\_

8/25

BILLBOARD MUSIC WEEK **HOT R & B SIDES**

This Week	Last Week	By special survey for week ending 9/8 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	LOCO-MOTION, Little Eva, Dimension 1000	6
2	13	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032	2
3	11	GREEN ONIONS, Booker T & the MG's, Stax 127	3
4	5	PARTY LIGHTS, Claudine Clark, Chancellor 1113	9
5	9	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	4
6	2	TWIST AND SHOUT, Isley Brothers, Wand 124	13
7	4	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	12
8	6	STOP THE WEDDING, Etta James, Argo 5418	6
9	15	RINKY DINK, Dave (Baby) Cortez, Chess 1829	6
10	7	BEECHWOOD 4-5789, Marvelettes, Tamla 54065	4
11	16	DO YOU LOVE ME, Contours, Gordy 7005	3
12	3	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220	12
13	14	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352	3
14	24	BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046	2
15	—	LIE TO ME, Brook Benton, Mercury 72024	1
16	—	SHERRY, Four Seasons, Vee Jay 456	1
17	18	SHEILA, Tommy Roe, ABC-Paramount 10329	4
18	20	MAKE IT EASY ON YOURSELF, Jerry Butler, Vee Jay 451	2
19	8	LOOKIN' FOR A LOVE, Valentinos, Sar 132	7
20	25	WHAT'S A MATTER BABY, Timi Yuro, Liberty 55469	2
21	—	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	1
22	27	JIVIN' AROUND, Al Casey Combo, Stacy 936	2
23	10	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508	14
24	—	LET'S DANCE, Chris Montez, Monogram 505	1
25	12	THE WAH-WAHUSTI, Orions, Cameo 218	12
26	17	ROSES ARE RED, Bobby Vinton, Epic 9509	11
27	19	REAP WHAT YOU SOW, Billy Stewart, Chess 1820	5
28	—	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	1
29	30	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229	6
30	21	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019	3

featured are Korean Orphans Choir, Melody Four Quartet, Frank Boggs, the White Sisters, Claude Rhea, Lew Charles, Ethel Waters, and the Revivaltime Radio Choir. Set is a good introduction to the firm's extensive religious line.

**COUNTRY & WESTERN**  
 \*\*\* JIM HALL AND THE RADIO PALS  
 Boney B 202

**\*\*\* MODERATE SALES POTENTIAL**

**CLASSICAL**  
 \*\*\* MUSIC OF MEL POWELL AND MILTON BARBITT  
 Bethany Beardslee, soprano; Robert Helps, piano; Claremont String Quartet. Son Nova 1

**RELIGIOUS**  
 \*\*\* THE GOSPEL IN SONG  
 Ruby Smith and the Rubytones. Gospel Time 301

A TWO-SIDED SMASH  
**GENE PITNEY**  
 IF I DIDN'T HAVE A DIME  
 c/w  
**ONLY LOVE CAN BREAK A HEART**  
 Musicor 1022  
**MUSICOR RECORDS**  
 Distributed by United Artists

A Swingin' Hit  
**Pete Fountain**  
**Corrine, Corrina**  
 Coral 65563

His Newest and Biggest Hit!  
**JERRY LEE LEWIS**  
**HOW'S MY EX TREATING YOU**  
 b/w Sweet Little Sixteen  
 Sun #379  
**SUN RECORDS**  
 639 Madison Memphis, Tenn.

'GAY PURR-EE'

**Judy Soundtrack Gets Tie-In With Frisky Cat Food Folk**

HOLLYWOOD — Warner Bros. Records last week concluded a unique promotional tie-in with the Carnation Company on behalf of its Judy Garland "Gay Purr-ee" sound-track LP (BMW, April 7) whereby the album cover will be reproduced on 15,000,000 Frisky Cat Food packages. The record firm made the deal in conjunction with Warner Bros. Pictures and UPA, producers of the animated cartoon feature for WB release.

During the previous week, the Warners label announced its acquisition of LP rights to the sound track, thereby confirming an exclusive report by BMW in its April 7 issue.

In addition to Judy Garland's voice (she portrays the cat), the sound track features the voices of Robert Goulet, Red Buttons, Hermione Gingold and Paul Frees. This marks the first time in Judy Garland's career that she has dubbed the voice for an animated cartoon character. The original score is by Harold Arlen and E. Y. Yip Harburg, writers of Miss Garland's classic "Wizard of Oz" score.

In addition to carrying the LP cover art on the cat food packages (complete with plugs for the album and the movie), the tie-in calls for Carnation to reproduce the album in a four-color, full-page Life magazine ad. Deal also includes a contest whereby children under 12 years of age will be able to redeem coupons on the Frisky packages to gain free admittance to see the film.

The WB label will provide Carnation with 5,000 sound-track albums for distribution to key super-

market buyers. While Carnation will benefit from presenting the supermarket buyers with the gift album, the label stands to reap gains of its own in rack sales resulting from the distribution of its LP among 5,000 prime rack locations.

Other facets of the WB-Carnation promotional push will include joint displays prepared by the two firms, whereby plugs for the album and movie will be featured in grocery stores throughout the country, while the record company's displays at disk outlets will contain plugs for Frisky Cat Food.

The promotional tie-in confirms a prediction in BMW's April 7 report: "The film ('Gay Purr-ee') is produced by UPA's Hank Sapperstein, the product merchandising mogul for film and TV personalities (Roy Rogers, etc.). In view of Sapperstein's background, the label anticipates unique departures in ballyhooing 'Purr-ee' and its disk version."

**Rising Artist Valjean Signs With Morris Office**

HOLLYWOOD — Valjean, Carlton Records star who ascended with "Theme From Ben Casey," has been signed by the William Morris office, following dissolution of MCA.

The lad's album has also been picked up by the Columbia Record Club as an alternate selection for September. The artist also will make a national concert tour in the near future.

**Reviews of New Albums**

Continued from page 48

**CONCERTO NO. 1**  
 Zino Francescatti; Columbia Symphony Orchestra (Szell); New York Philharmonic (Schippers). COLUMBIA ML 5751 (M); MS 6351 (S)—Strong coupling of two popular violin concerti, in which Francescatti gives a polished performance. In the Mendelssohn work, he performs with what's billed as "The Columbia Symphony" under George Szell, a grouping that provides a big, rich sound. In the Bruch concerto, Francescatti's at his best during the flowing Adagio, set against the precise backing of the New York Philharmonic under Thomas Schippers. Likely to be a strong dealer item with Francescatti fans.

**SPECIALTY LP'S**

**\*\*\*\* STRONG SALES POTENTIAL**

**SPECIALTY**  
 \*\*\*\* SING A LITTLE SOMETHING Sholem Secunda. Liberty LRP 3254 (M); LST 7254 (S)—This set, subtitled "A Yiddish Sing Along" features a chorus singing familiar Jewish melodies, lead by composer Sholem Secunda. Most of the songs have been adapted by Secunda from traditional melodies. Chorus is a fine one with a lovely blend and should help set have a wide appeal. Best tracks are "Hava Nagilah," "Tzena, Tzena, Tzena" and "Tsig, Tsiget-sopl."

**\*\*\*\* GEORGE JESSELL**  
 Epic LN 24017 (M); BN 26017 (S)—The veteran Toastmaster General offers his many fans a collection of his best known recitations, including "Old Friends," "The House With Nobody in It," "I Shall Never Pass This Way Again," "The Land of Beginning Again," and many others. Through it all, Jessell's emotion packed work is eloquently but softly supported by Paul Taubman at the organ. It should bring a lot of moist eyes.

**RELIGIOUS**  
 \*\*\*\* TOPS IN TALENT  
 Various Artists. Word W 3190 — This album contains sides from many of the label's top selling religious albums, Artists

1 1

**"ONE GOOD REASON"**

by

**Steve Alaimo**

Checker #1024

**CHESS PRODUCING CORP.**

2120 S. Michigan Chicago 16, Ill.

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**JORGEN INGMANN**

**AFRICA**

b/w  
 JOHNNY'S TUNE

6235



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UP!  
UP!  
UP!



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THE STARS"

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**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  
\$301 AND \$400**

Pos. This Issue	Pos. 6/9/62 Issue	Pos. 3/10/62 Issue	Brand	% of Total Points
1	1	1	Magnavox	46.8
2	4	2	RCA Victor	9.7
3	6	3	Motorola	9.0
4	4	7	Zenith	7.2
5	—	—	Capehart	5.4
6	2	—	Curtis-Mathes	4.7
			Others	17.2

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

6/9/62 Issue: Voice of Music (V-M) (2).

3/10/62 Issue: Stromberg-Carlson (4); Voice of Music (V-M) (5); Fisher (5); Grundig-Majestic (7).

**On Selling Recorders  
Right Off the Shelf**

By BOB LATIMER

**DENVER** — Selling tape recorders off the shelf—exactly as though they were boxes of enlarging paper, or can openers—has proved phenomenally successful in the camera department at King's Saving Center, discount department store here.

Both Bill Murphy, store manager, and John Mollica, head of the camera department, pooh-pooh the "electronics approach" in promoting tape recorders. Instead, the Colorado store simply concentrates on tape recorders under \$99, displays them on the same gondolas with other self-service merchandise throughout the department, and keeps an extension cord handy for demonstration if the customer wants it.

"By and large, the public is already so familiar with tape recorders that it very seldom requires a demonstration to close a sale," Mollica said.

"Our customers are interested in what they can save in the way

of price, and in the music, and accessories we have to offer."

**Heavy Sales Pace**

This approach to the market has been successful enough to sell over 400 tape recorders in a single year for King's Saving Center, and to post 26 off-the-shelf sales between the first of June and July 26, normally a slow period for indoor entertainment items.

Mollica makes sure that every customer who has a specialized use for a tape recorder quickly recognizes the tremendous coverage of the subject which his department offers. For example, two levels of shelving, above shoulder height, show around eight recorders, with the top price model at \$99.50, and the "popular price" line at \$84.88.

On the shelf below are pre-recorded music tapes, raw tapes, all on a self-service basis. To either side, all the way down to the floor, five levels of shelving show such accessories as reels, head cleaners, tape-cleaning magnets, albums and chests for reels, microphones, "mixers" for con-

**United Offers  
Ad Discount**

**NEW YORK** — United Stereo Tapes is featuring a special \$1 saving offer on its line of twin-pak tapes to build store traffic for dealers in the early fall. In ads scheduled to run in various publications serving the audio market, the reader is advised to clip the ad, and bring it to his dealer for a \$1 credit against a twin-pak tape purchase.

Twin-Paks contain the equivalent of two disk LP's worth of music and include such artists as Joan Sutherland, Cesare Siepi, Roger Williams, David Rose, Mantovani and others. The \$1 credit will also be extended toward the purchase of any regular length UST tape from its extensive catalog.

In connection with the promotion, dealers are being offered a counter pre-pak consisting of a counter stand carrying 18 best-selling twin-paks and other display material. The twin-pak promotion runs until November 1.

**Capitol Offers 10%  
On Stereo Product**

**HOLLYWOOD** — Capitol is offering dealers a 10 per cent off-the-invoice discount on its complete four-track stereo tape catalog (with exception of product bearing the "ZT" prefix) on purchases made between August 20 and September 29.

In addition, those dealers who place tape orders of \$50 or more will be eligible for deferred payment in four installments: 20 per cent October 10 and November 10, 25 per cent December 10 and 35 per cent December 31.

necting several microphones together for a conference and stereo speakers.

All of this merchandise, plainly price-tagged, benefits, of course, from demonstration, but the department doesn't volunteer it, preferring instead to play a tape of music, or to demonstrate a microphone and foot switch to make a tape recorder into a dictating machine, only where the customer wants this service.

**Service Stressed**

Most customers at King's are already familiar with tape machines and have been out comparing prices from one outlet to another. Usually, the customer is interested in the service responsibility of the store, a point which Mollica can answer satisfactorily by pointing out that recorders are transferred 70 miles north to Denver, to an authorized repair agency, which guarantees that the recorder will be back in service swiftly, in case of tube burn-outs or mechanical troubles.

The store sells a lot of lower-priced recorders as well, down in the \$50 bracket. Mollica does this with full feeling that they will be brought back, usually within a few months, for trade-in on bigger, better-priced sets, up into the stereo bracket. Mollica tells his customers that they will be entitled to trade back any near-new recorder at a pro-rated charge, on a larger, better tape recorder, and many simply take advantage of this offer.

Many recorders are sold to college students at nearby Colorado State College. Many others go to tourists, who seize the opportunity to buy nationally advertised tape recorders at prices well below the average.

**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.

**LIBERTY-DOLTON**—Expires September 1, 1962. Started August 1, 1962. Both complete catalogs, including new releases and the Premier Line, are being offered at a 15 per cent discount on purchase of more than 15 packages. Chipmunk product is not included in the program.

**COLUMBIA**—Expires September 29, 1962. Started July 23, 1962. Label is offering its distributors a 10 per cent discount on all new releases and on most catalog items.

**EPIC-OKEH**—Expires September 29, 1962. Started July 23, 1962. Label is offering a 15 per cent discount to distributors on both complete catalogs.

**ANGEL**—Expires September 30, 1962. Started August 1, 1962. Label is offering dealers a one-for-two discount program on the complete Otto Klemperer catalog of 35 albums, including the conductor's new releases.

**ABC-PARAMOUNT**—Expires September 30, 1962. Started July 2, 1962. For distributors, 12 per cent off on all catalog items plus new releases on ABC-Paramount and Impulse.

**BIG TOP**—Expires September 30, 1962. Started August 1, 1962. See your local distributor for special deal on the "Mad Twists Rock 'n' Roll" LP.

**EVEREST**—Expires September 30, 1962. Started August 15, 1962. The program, on the label's complete classical line, offers distributors three free LP's for each five purchased.

**KING**—Extended through September 30, 1962. Started July 23, 1962. Dealers receive five bonus singles for every 25 purchased on the King, Bethlehem, Federal, Deluxe and Queen lines. Dealers also receive three bonus LP's for every 10 purchased on the King or Bethlehem lines. Minimum purchase of 25 for singles and 10 for albums.

**PRESTIGE**—Extended through September 30, 1962. Started July 1, 1962. Buy seven, get one free on entire album catalog.

**RCA VICTOR**—Expires September 30, 1962. Started July 23, 1962. Label is offering its distributors a 10 per cent discount. This includes both the new releases and the complete catalog.

**REPRISE**—Expires September 30, 1962. Started July 30, 1962. On the label's 20 new releases, it is offering a basic 10 per cent discount to its distributors, providing at least one of each of 10 selected, 10 releases are purchased, plus a graduated scale of extra discounts. For every two selections of the remainder of the new releases, of which distributors buy at least one, an additional 1 per cent discount is earned on the entire order, up to a total discount of 15 per cent.

**VANGUARD-BACH GUILD**—Expires September 30, 1962. Started September 1, 1962. Label offers an extra 15 per cent on complete catalog except LP's by The Weavers, Joan Baez and Odette.

**ELEKTRA**—Expires October 15, 1962. Started August 15, 1962. One album free for every seven purchased on catalog merchandise and 1-for-10 on three new releases.

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

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

**MONITOR**—No expiration date. Started January 31, 1962. Five LP's are specially priced to the distributor at \$1 and \$1.98 to the consumer. The Oistrakhs, Gilels, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Piano Concerto played by Merzhanov; Richter plays Schumann, and Franck. Let's Dance the Pachanga and Charanga.

**ROULETTE**—No expiration date. Started April 30, 1962. A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.

**LIBERTY**—No expiration date. Started May 25, 1962. All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.

**PRESTIGE INTERNATIONAL-NEW JAZZ**—No expiration date. Started August 15, 1962. Buy seven, get one free on entire catalogs of both labels.

**HARMON**—No expiration date. Started August 20, 1962. Two free LP's for every 10 purchased on "Theme From A Summer Place" by Dick Roman.

**West Coast Store Finds LP  
Trade-Ins Sales Stimulant**

**HOLLYWOOD** — Clyde Wallich's Music City has found that its LP trade-in plan is paying off handsomely, and has decided to retain it as a regular policy.

The trade-in gimmick was tested on a one-day basis in May. Customers were allowed \$1 in purchase credit on a new album for every used LP brought in. The used merchandise was combined with the store's demo albums, and later disposed of in a bargain counter sale at a \$1 apiece.

This worked so well in building store traffic and boosting sales that Music City offered its trade-in plan for the entire month of June. The results proved so rewarding, the store has kept the policy going from month to month. Now, Music City has decided to retain the trade-in plan as part of its regular store policy.

**Downtown Boom**

One of the major factors in reaching this decision has been the

sales results reaped by Music City in its downtown Los Angeles store. Music City has been accepting used albums in trade at all of its three stores. However, it has limited the bargain-counter sale to its downtown location, a store that hasn't kept business-increase pace with the other two outlets. Hope was that the \$1 bargain counter would boost store traffic.

This was achieved beyond expectations, and since the \$1 used LP counter was set up at the downtown store, traffic took an impressive jump and has been staying up there.

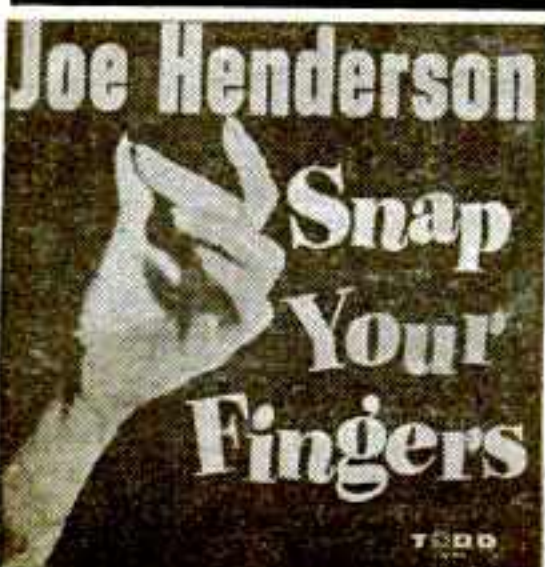
**Sales Up**

In turn, the increased traffic has paid off in an over-all store sales boost to where now sales in the downtown store are showing an appreciable percentage increase over the volume delivered by both the Lakewood and Hollywood stores.

During the times when the trade-

(Continued on page 62)

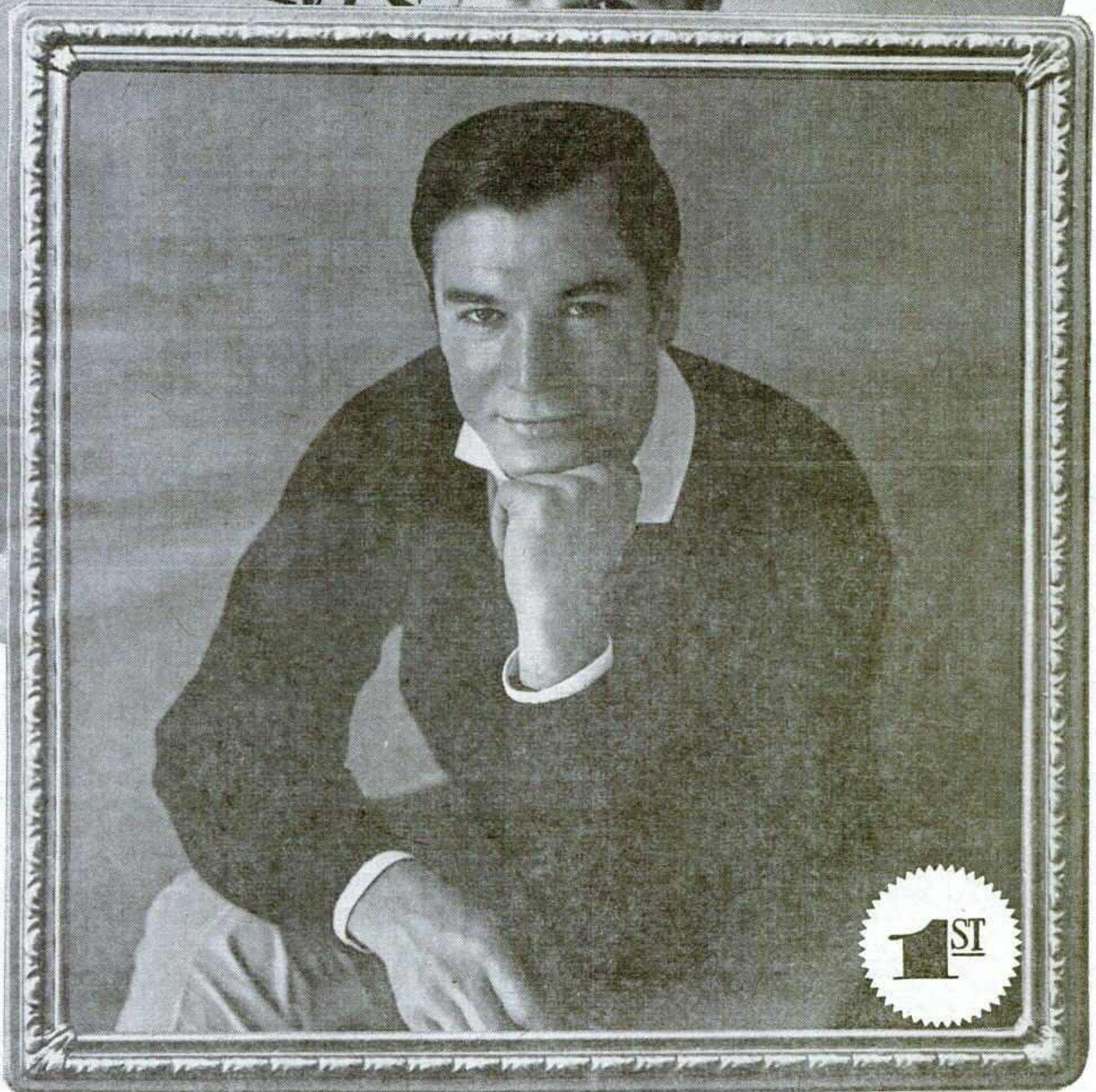
**ALBUM COVER OF THE WEEK**



**SNAP YOUR FINGERS**—Joe Henderson, Todd 2701. Designed by Stephen Haas, this striking cover should attract customers most readily to the pop sections. The big-as-life photo of snapping fingers is in full color set on a dark background, and the bold print is red, white and chartreuse.

BN 26021

Portrait  
In Music  
GEORGE  
MAHARIS



(THIS SPECIAL FRAMED COLOR PHOTOGRAPH WITH EVERY ALBUM)

The Sales Picture shows this one  
taking first prize across the country!  
"Portrait in Music" George Maharis (LN 24021)  
(BN 26021)



# MUSIC AS WRITTEN

Continued from page 14

## Cincinnati

Ike Klayman, head of A.&I. Distributing here, doing back knip-up over the heavy demand for the new Vee Jay release, "Sherry," by the Four Seasons. In less than a week after release, Ike says, sales have exceeded the 8,000 mark, with the demand still heavy. In commenting on the "Sherry" release, Stan Drewes, of the Song Shop, one of the leading retail outlets here, described it as "the quickest breaking single we've ever had, even in good times." Drewes got his first delivery on the platter August 15, and before the end of the week it had hit No. 2 position in store sales, second only to "Patches," by Dickey Lee on Smash. WCPO's Jim Dandy is credited with breaking the "Sherry" platter in this area. Also running well up in sales, says Drewes, is "Venus in Blue Jeans," by Jimmy Clanton on Ace.

Following alterations and revamping, the suburban Surf Club resumes its Tuesday-through-Saturday bookings September 4, with Peter, Paul and Mary the features. Following in the three succeeding weeks are Jonah Jones, Jackie Mason and the Smothers Brothers. Late in September, the Surf resumes with its Jazz on a Sunday Afternoon segs, originated last season by Joe Cella, WLW's publicity ace. . . . TV Guide magazine tosses its fourth annual fall preview and cocktail party to the trade at the Terrace Hilton Hotel Ballroom September 13.

Construction delay has caused a postponement of the opening of the Diplomat supper club in the Kemper Lane Hotel from September 6 to September 20. Comics Allen and Rossi are still on tap for the opener. Slated to follow in are Jim Backus (tentative), September 27; Rusty Draper, October 4; Yvonne DeCarlo, October 11; Jerry Lester, October 18; Helen Traubel, October 25; Les Paul and Mary Ford, November 1; Jaye P. Morgan, November 8; George Jessel, November 15; Al Martino and Bobbi Baker, November 22; Gloria DeHaven, November 29; Carmel Quinn, December 6; Jonathan Winters (tentative), December 13; the Harmonica Rascals, December 20, and Dorothy Donegan, December 27.

Jerry D. Allan, record and film promodomo, was in town last week on business concerning the reactivating of his former Allan Records label. From here Allan went on to Chicago to take in the NARM convention and the World's Fair of Sound & Music Exposition this week. . . . Chuck Chellman, Decca salesman in the Northern Ohio sector, is now in his 12th week with his own trio at the Chez Ami in the Watson Motor Hotel, Cleveland. Combo was originally booked in for two weeks.

BILL SACHS

## Philadelphia

A. & L. Distributors announce the acquisition of several new labels, including Comet Records, a Herald Ember subsidiary; Glad-Hamp, Dyer-Bennett, Hi-Fi and Folkways. . . . Two new labels bow here, including Arlen Records, Inc., and Al-Jo Records, introduced by Nicholas P. Giordano, who is known professionally as Al Jordan. . . . Red Hill Inn on the Jersey side will open its name season September 7 with Ahmad Jamal. . . . Diabolo and his trio, one time with Xavier Cugat, brings the Latin beat to the Saxony East. . . . Steve Gibson and Hank Ballard are September bookings at the Hialeah Club in nearby Atlantic City. Bobby Lyons, pianist in Maxine's Cobra Room for 16 years, has retired from the music business to enter a religious order. . . . Insurance agent Bill Schreiber turns promoter to bring Stan Kenton to the Academy of Music on Columbus Day. . . . Billy Duke off to England for a 12-day tour to cash in on the British Isle popularity of his "Walking Cane" waxing. . . . Tom and Jerry Friday, drummer and bass, leave for the West Coast to join Scott Smith for a nine-month stand at PJ's jazz room. . . . Bob Marcucci, head of Chancellor Records, is back from Italy sporting a beard.

MAURIE H. ORODENKER

## Boston

Don Dumont and Bert Johnson of Dumont Distributors came back from Europe and Sweden respectively to find six new records really flying. They haven't had time to tell friends much about their trips. . . . RCA Victor's recording star, Paul Anka, came in to chat with deejays while performing in the area. The Mercy Brothers, a new RCA Victor recording duo, around promoting their new single, "Hey Jeanie," backed with "Bad Penny." . . . Allan Steiner, head of the Eastern Company, RCA Victor's local outlet, has been elected chairman of the board at the Peter Bent Brigham Hospital.

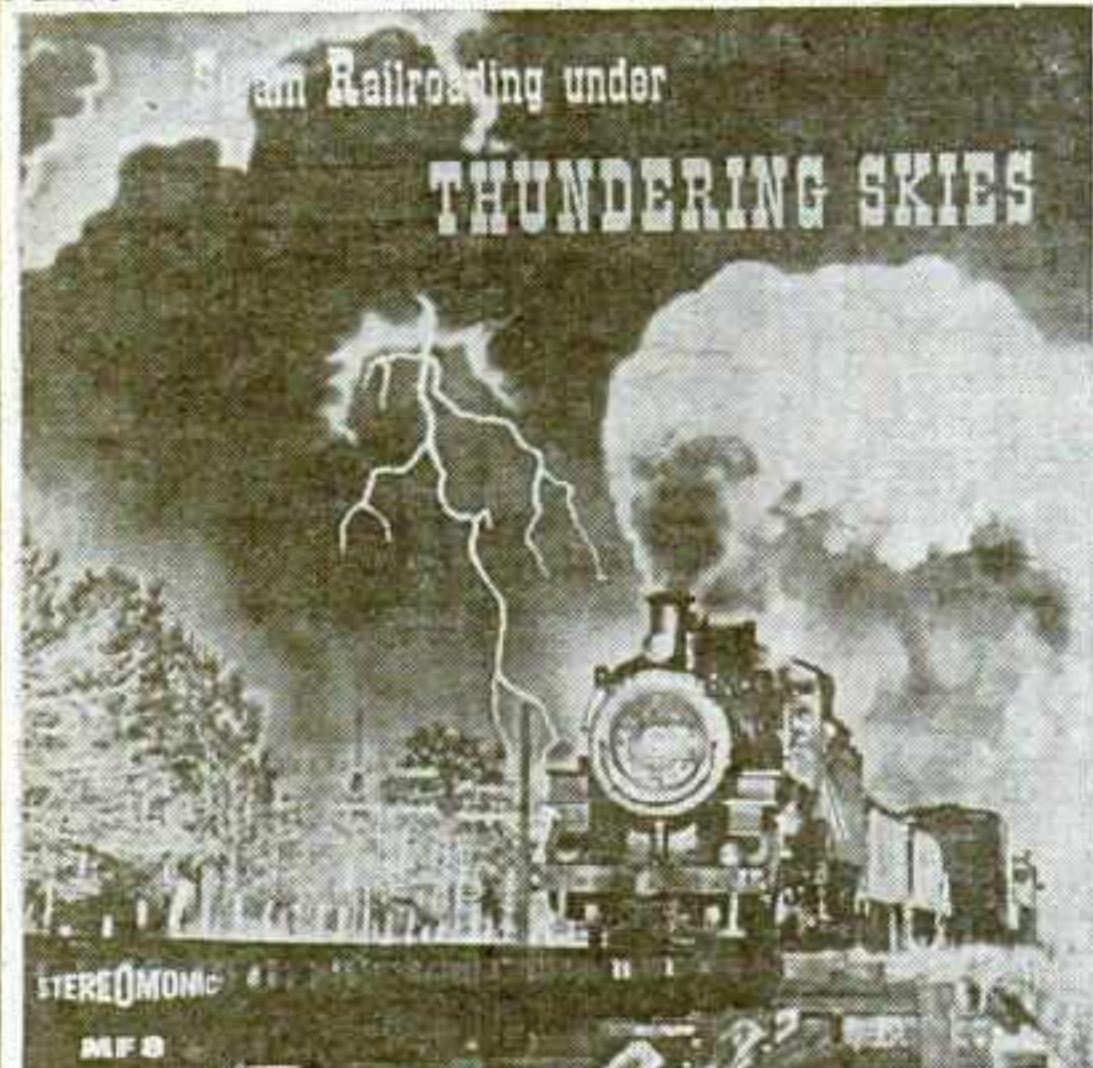
Don Ameche in his first alfresco show at Pleasure Island broke the record last week set by Chuck Connors last season when 50,000 stormed the Show Bowl. Ameche drew 58,000 paid admissions for seven days. . . . Warner Bros.' Peter, Paul and Mary packed Norumbega Park's Totem Pole Ballroom for two nights last weekend.

Joel Friedman, director of merchandising for Warner Bros., and Sid Schaffer, the firm's Eastern representative, came into town for a couple of days to look things over. . . . The Rondelles, whose new AMY record is "Cover Charge," are doing well at the Peppermint Lounge. . . . Bruce Patch of Framingham is the new promotion man at Disc Distributors. Bossman Jack Sager lost the first shipment of the Clown record of "Woman You Talk Too Much" by Dr. Horse and the Musical Jockeys. When he went to pick it up it was stolen. The second shipment is going so fast they wonder if it ever came in.

Columbia reports Dave Brubeck's appearance at Hampton Beach Casino has sparked sales. Tammy Grimes, playing the Shubert with "The Unsinkable Molly Brown," has done her Co-

(Continued on page 63)

## TICKET TO THE BEST SOUND AT THE FAIR

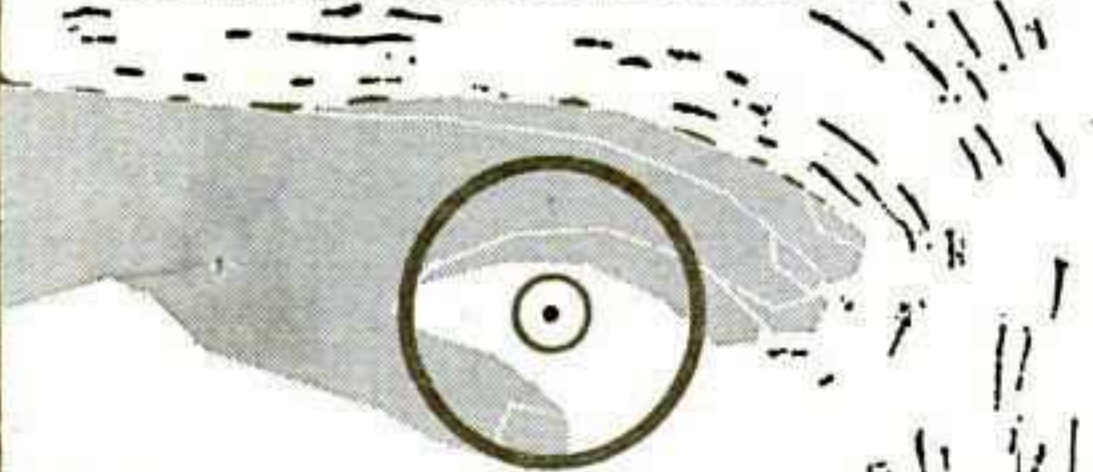


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excerpts from review, HIGH FIDELITY April 62—RDD

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# THREE EVENINGS WITH FRED ASTAIRE

HIS GREATEST ALBUM  
**A Big Seller**



LP-A-1

Choreo Records ★ Hollywood 28, California ★ Distributed by MGM Records



Reviews of New Singles

Continued from page 45

Hart ballad. The lead performance has a classy touch...

One More Town—A pretty, folk-styled ballad in medium time...

ZOOT SIMS AND HIS ORK. Recado Bossa Nova (Paris I & II) —COLPIX 656...

NELSON RIDDLE. Naked City Theme — CAPITOL 4843—A smart, uptempo melody...

The Defenders Theme—Here's the smartly styled, jazz-oriented theme material from the popular TV show...

BILL BUTLER. Theme From "Two Weeks in Another Town"—EPIC 9533—Theme from the flick of the same name...

Venus—The pretty tune, once a hit for Frankie Avalon, is played in pleasant fashion by Butler...

DEBBIE WOODS. Please Be Kind—EPIC 9526—Lass come through with a heart-rendering version of the oldie...

Like I Gotta Get Away—Cute novelty is sold nicely by the thrush here, as she sings her teen lyrics with feeling...

DALIDA. Un Uomo Vivo—VERVE 10263—The thrush sells this rockabilly with feeling in Italian over strong support...

Come Une Symphonie—On this side the lass shows off her French with a pretty reading of a warm ballad...

STEVE LAIMO. One Good Reason — CHECKER 1024—The chanter, who made some noise his last time out...

Cry Myself to Sleep — A tearful weeper is intoned with the proper feeling by the chanter here...

BUDDY MORROW AND HIS ORK. Born to Lose—MERCURY 72028—The Buddy Morrow crew performs the country hit with warmth...

Uptown Preacher — (Big Beat, ASCAP) (2:33)

JOE TEX. Meet Me in Church—DIAL 3007—A fine blues by Tex, with strong gospel roots...

Be Your Own Judge — (Tree, BMI) (2:35)

NORRIS WILSON. Honolulu — MONUMENT 466—Wilson sings a bright tune, written by the Bryants, and employing an effective chorus and arrangement...

For a Little While — (Acuff-Rose, BMI) (2:12)

JONI JAMES. Lead Me Your Handkerchief—MGM 13092—A country ballad which is

quite a switch for the gal. She handles the material effectively against Nashville-type piano and choral support...

You Are My Sunshine —(Peer, Int'l, BMI) (2:38)

THE SHERRYS. Pop-Pop-Popere — GUYDEN 2068 —A rousing version of the Popeye by the gal's group that shows off a lot of enthusiasm...

Your Hand in Mine — (Dandelion, BMI) (2:00)

MARCIE BLANE. Bobby's Girl — SEVILLE 120 — A cute, medium tempo ditty done in neat style by the new thrush...

A Time to Dream — (A.M.E. of N. Y., BMI) (2:00)

THE CRICKETS. Little Hollywood Girl—LIBERTY 55495—A cute ode to the problems of a Hollywood starlet who never quite makes it...

Parisian Girl—(Cricket, BMI)

JAY AND THE AMERICANS. Yes—UNITED ARTISTS 504—An interesting piece of material, which employs a Latinish rhythm in the Drifters style...

Tomorrow—(Trio, BMI) (2:52)

CASTLE KINGS. The Caissons Go Rolling Along—ATLANTIC 2158—Straight interpretation of the Army song by the Castle Kings could help this disk get plays on many stations...

Jeanette—(Progressive, BMI) (2:25)

RENE FOUNTAINE. Just Call Me Lonesome — DOT 16383—The fine country weeper ballad is sung with much heart by the new chanter against effective choral backing...

My Foolish Heart—(Joy, ASCAP) (2:25)

CLIFF ADAMS. Funny Kind of Feeling — DOT 16385—The new chanter turns in a good rockabilly oriented job on a pleasant medium beat tune...

Keep Off My Mountain—(Roosevelt, BMI) (2:22)

AL CAIOLA. Love Is Like Champagne — UNITED ARTIST 499—A lovely melodic effort is played smartly on this bright instrumental disk by Al Caiola supported by a big band...

Katusha—(Leeds, ASCAP) (1:57)

KETTY LESTER. River of Salt—ERA 3088—Thrush has a likely piece of ballad material here which she sells in convincing fashion over intriguing rhythm and string support by the ork...

You Can't Lie to a Liar—(Edwin, Morris, ASCAP) (1:51)

KENNY BALL AND HIS JAZZMEN. So Do I—KAPP 483—Kenny Ball and his Jazzmen have a fine time rocking this old fashioned-sounding novelty which has an infectious beat and a vocal by Kenny Ball himself...

All Through the Night — (Essex, ASCAP) (2:25)

HOYT AXTON. Greenback Dollar—HORIZON 351—Chanter sells this folkish effort with feeling over simple backing. Could get spins on stations that go with folk music as well

as country-styled pop material. (Davon, BMI) (2:37)

Crawdad Song—(Stork, BMI) (2:32)

JIMMY ELLEDGE. A Golden Tear—RCA VICTOR 8081—Pretty tune penned by Roger Miller is sung pleasantly by Elledge here over simple, Floyd Cramer-type backing...

I'll Get By (Don't Worry)—(Tree, BMI) (2:02)

EDDIE BO. You're the Only One — CHESS 1833—Listenable rockabilly is sung neatly by Bo while the band waits behind him. It could get some coins, due to his performance and the femme group behind him...

You're With Me—(Arc-Orleen, BMI) (2:34)

TRUDY FITTS AND MR. CARNEY. I Really Meant It—CORAL 62330—Rocking instrumental effort gets a strong reading from the organist and drummer on this bright side. It could cull some juke coins...

Theme From "Exodus"—(Chappell, ASCAP) (2:34)

TINA POWERS. Making Up Is Fun to Do—PARKWAY 847—Here's the answer to Neil Sedaka's current smash, done in the same basic arrangement style by the gal. Could get some play. (Aldon, BMI) (2:07)

(One More Time) Back to School—(Kalmann, ASCAP) (2:10)

MODERATE SALES POTENTIAL

JOE LOSS AND HIS ORK. In the Mood (Herbert-Shapiro-Bernstein, ASCAP) (2:01)—Everybody Twist (BIEM) (2:32), RIVERSIDE 4525

THE VIDALTONES. Forever (Bily A Bob, BMI) (2:15)—Someone to Love (Bily A Bob, BMI) (2:02), JOSIE 900

NELLIE RUTHERFORD. Lavender Lace (Acuff-Rose, BMI) (2:12)—Looking at the Ceiling (Acuff-Rose, BMI) (2:18), HICKORY 1182

THE SMOTHERS BROS. They Call the Wind Maria (Chappell & Co., ASCAP) (2:32)—Fly Ezekiel (Rave, BMI) (1:44), MERCURY 72027

BILLY SHA-RAE. Wings of an Angel (Toy Town, ASCAP) (2:28)—What More, What More Can I Say (Wood, BMI) (2:45), BAY-UKE 3

MARK MURPHY. Fly Me to the Moon (Almanac, ASCAP) (2:56)—Why Don't You Do Right? (Mayfair, ASCAP), (2:26), RIVERSIDE 4526

RICK AND THE MASTERS. Here Comes Nancy (Banks, BMI) (2:28)—Flame of Love (Banks, BMI) (2:15), CAMEO 226

LEE MARTIN. 64 Or More (Flat Town, BMI) (2:15)—Lonely Hearts Club (Flat Town-Big Bopper, BMI) (1:50), JIN 167

AL ADAMS. To Know (B. Bengaman, ASCAP) (2:27)—Two Seconds of Love (Silvia, BMI) (2:44), FRISCO 102

WILLIE HARPER. Cloudy Weather (Jarb, BMI) (2:24)—I'll Never Leave You (Jarb, BMI) (2:46), ALON 9006

THE STY-LEETS. Too Far to Turn Around (Vigay, BMI) (2:25)—Hello My Darling (Vigay, BMI) (2:27), PILLAR 515

WALTER JACKSON. This World of Mine (Kurlan, BMI)—I Don't Want to Suffer (Figure, BMI) (2:10), COLUMBIA 42528

DANIEL STONE. Stay in My Heart (Lee Hazelwood-Marcus, BMI) (2:32)—Catch Me (Lee Hazelwood-Marcus, BMI) (2:02), SMASH 1757

EMMETT LORD. Women (Anthony, ASCAP) (2:25)—Turn Him Down (Anthony, ASCAP) (2:04), LIBERTY 55491

ROYALE MONARCHES. Whole Lot of Shakin' Going On (Marilyn, BMI) (2:50)—Sombrero Stomp (Les Kangas, BMI) (2:10), DELL 101

J. JACKSON. False Face (Arrowhead, BMI) (2:10)—Ring Telephone (Arrowhead, BMI) (2:21), EVEREST 2012

RALPH NIELSEN AND THE CHANCELLORS. Little Demon (Peer Int'l, BMI) (2:36)—Scream (Peer Int'l, BMI) (1:56), SURF 301

BARBARA LEWIS. Gonna Love You Till the End of Time (McLaughlin, BMI) (2:25)—My Mama Told Me (McLaughlin, BMI) (2:17), ATLANTIC 2159

LENNIE MILES. Wouldn't Be Here (Ralla, BMI) (1:50)—Mind Your Own Biz (Ralla, BMI) (2:37), GROOVE 0610

AL (DR. HORSE) PITTMAN. Crazy Beat (Seaside, BMI) (2:10)—Woman You Talk Too Much (Seaside, BMI) (2:55), CLOWN 3008

AMOS MILBURN JR. The Last One (LeBill, BMI) (2:33)—Dance Her by Me (One More Time) (LeBill, BMI) (2:15), LeCAM 974

LARRY BENE. Angels Never Leave Heaven (Leeds, ASCAP) (2:28)—Come Back (Hook, BMI) (2:43), CERTIFIED 5002

DEAN CHRISTIE. Heart Breaker (Drury Lane, BMI) (2:17)—I'm a Loser (Drury Lane, BMI) (2:03), SELECT 715

CAROL THOMAS. Island of Love (Conway, BMI) (2:29)—Bobby (Conway, BMI) (2:11), STARFIRE 0003

MEL CARTER AND CLYDE KING. The Wrong Side of Town (Jack, BMI) (3:08)—Who Do You Love? (Cupay, BMI) (2:02), PHILIP 40049

DEE GLASCOE. Mouse in the House (Roosevelt-Ich-Ban, BMI) (2:25)—You Don't Have To (Roosevelt-Ich-Ban, BMI) (2:40), RSVP 115

EDDY WILLIAMS. Have a Heart (Arrowhead, BMI) (1:45)—Dancing Shoes (Arrowhead, BMI) (1:55), ALCOR 2013

FREDDIE NORTH. Just to Please You (Roosevelt, BMI) (2:32)—Ninety Pound Woman (Tree, BMI) (2:21), CAPITOL 4832

SEAN THOMAS. I Just Don't Love You Anymore (Check-Colt, BMI) (2:14)—I'm Coming Home (Check-Colt, BMI) (2:35), CAMEO 229

JOHNNY KNOGOS AND THE G-MEN. Johnny and the Mermals (Southern, ASCAP) (2:35)—Raunchy Twist (Hi-Lo, BMI) (2:06), GROOVE 0009

AMOS MILBURN JR. Dance Her by Me (One More Time) (LeBill, BMI) (2:15)—The Last One (LeBill, BMI) (2:33), LeCAM 974

DANNY AND GWEN. Submarine Race (Ding Dong, BMI) (1:55)—Deep Dream (Camarillo, BMI) (2:22), LIBERTY 55490

THE MARATHONS. Mashed Potatoes One More Time (Hide-Little Darlin, BMI) (2:15)—Little Pancho (Hide-Little Darlin, BMI) (2:15), PLAZA 507

JOHNNY DORELLI. Love Is Portofino (Overbrook, ASCAP) (3:00)—Monte Carlo (Hollis, BMI) (2:27), CGD 10901

BILLY DUKE. The Good Old Days (Knollwood, ASCAP) (2:25)—Summer at the Shore (Quartet, ASCAP) (2:25), CAPITOL 4831

SLIM AND LITTLE ANN. Send Me the Pillow You Dream On (Four Star, BMI) (2:58)—I Love You Because (Fred Rose, BMI) (3:04), FURY 1068

EDDIE CANO, HIS PIANO AND ORK. Line for Lyons (Skylew, BMI) (2:28)—Tin Tin Deo (Tim Tin Day-O) (J. J. Robbins) (2:32), GNP CRESCENDO 187

JOE AND EDDIE. Water Boy (Trad) (2:35)—I Got Shoes (Trad) (1:48), GNP CRESCENDO 185

ROSCO GORDON. A Girl to Love (Pamco, BMI) (2:37)—As You Walk Away (Milt Shaw, BMI) (2:45), ABC-PARAMOUNT

BIG SAM. All About Love (Crazy Cajun, BMI) (2:10)—Anymore (Lion, BMI) (1:58), TRIBE 8301

RHETTA DEL. You've Got to See Mamma Ev'ry Night (Leo Feist, ASCAP) (2:17)—The Quiet One (Roosevelt, BMI) (2:35), RCA VICTOR 8079

BABY JEAN. If You Wanna (Taylor, BMI) (1:55)—Oh Johnny (Taylor, BMI) (2:00), STACY 505

STRONG SALES POTENTIAL

LATIN AMERICAN. DIORIS VALLADARES Y SU ORQUESTA. Tierra Quiquesya—ALEGRE 3105—The Valladares crew turns in a rousing reading of a bouncy merengue here that should please the Latin American terp set. It moves from the opening bar, and the band hands it a good gang vocal as well.

Yo La Vi—On this side the ork comes through with a wild pachanga that really goes. It features a strong lead vocal over pounding backing by the band.

PACHECO Y SU CHARANGA. MI Paloma—ALEGRE 3104—A bright pachanga effort spotlighting Pacheco and his charanga ork gets a solid reading here by the combo with the leader blowing a solid solo over gang shouts by the band. A big one for the L-A market. (Pachanga Comparsa)

Suar'ito — Another rousing effort that also spotlights some solid work by Pacheco and the boys. Both sides should do well in the field. (Comparsa)

JAZZ. ROLAND KIRK. Three for the Festival — MERCURY 71924—A frantic upbeat side featuring Kirk on tenor, flute and manzello. The swinging ensemble and solo passages incorporate lyricless vocal scat work with the instrumental in the old style of Slam Stewart. Offbeat wax. (MRC, BMI) (3:05)

You Did It, You Did It—(MRC, BMI) (2:24)

MANNY ALBAM. Steam Shuffle—IMPULSE 208—Bright riff effort is handed a solid go by the Albam ork on this bright instrumental side. It builds steam and it could grab play on jazz juke shows as well as jazz juke boxes. (Big Seven, BMI) (2:33)

High Noon — (Leo Feist, ASCAP) (2:44)

COUNTRY & WESTERN

JIMMY SMART. Tell Me What to Do About Today —CHANCELLOR 104—A good new artist here and he turns in a smart reading, with chorus, of a medium beat weeper ballad by Bill Anderson. Good wax that has a chance. (Yonah-Pinetop, BMI) (2:12)

Clyde McPHATTER. Maybe — MERCURY. 72025—Chanter turns in a strong performance on this gospel-styled tune over warm backing by the gutty combo—which also features a gospel piano. Side could become a big one—watch it. (Tree, BMI) (2:33)

I Do Believe—Bright novelty is handed a sock reading by the chanter over a hand-clapping and enthusiastic backing. It swings and the singer sells it with feeling. Watch both sides. (MRC, BMI) (1:59)

SLIM WHITMAN. You Have My Heart—IMPERIAL 5871—Slim Whitman lifts his warm pipes and sell this country-pop effort with his usual feeling over good backing by the ork. His fans should enjoy it. (Travis, BMI) (2:43)

Blues Stay Away From Me—The chanter sells this moody blues effort with charm, stressing his unusual vocal sound on this sad but melodic song. Backing is soft and simple. (Lois, BMI) (2:38)

JOHNNY DOLLAR. Lumber Jack—WINSTON 1064—An interesting saga disk of a trek to the big woods north of Montreal. Has a flavor like "North to Alaska," and Dollar hands it a persuasive reading. (LeBill, BMI) (2:00)

The Man on the Hill—(Slim Willet, BMI) (2:42)

JOYCE PAUL. The One Who Carries the Torch—CHANCELLOR 105—Here's a new gal who has a style that's similar to Patsy Cline. On this side she sings a heartfelt ballad and she's well backed by chorus and ork. Good material and it could grab country action. (Lowery, BMI) (2:35)

Big Girls Don't Cry—(Yonah-Pinetop, BMI) (2:15)

SMILEY MONROE. Bluegrass in Hollywood—TOPPA 1073—Smiley Monroe sells this novelty effort with spirit over first-rate country picking by the boys. It should grab spins and sales in country marts as well as with some city folk. (Wil-Flo, BMI) (2:06)

Small Wooden Cross—(Mixer, BMI) (2:47)

MODERATE SALES POTENTIAL

COUNTRY & WESTERN. WALLY DEAN. Dean's Breakdown (Frontier, BMI)

Sparkling in Cleveland!  
**SEAN THOMAS**

I Just Don't Love  
You Anymore!

Cameo #229

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PAIN"

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**THE TORNADOS**

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**MARVIN GAYE**

"I'M A STUBBORN  
KIND OF FELLOW"

Tamla #54068

**EDDIE HOWARD**

"IF IT'S LOVE  
(IT'S ALRIGHT)"

Motown #1031

**Tamla/Motown Records**

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Detroit 1, Michigan

(2:14)—★★★ Sleeping Giant Reel (Frontier, BMI) (3:06). ACADIA 1003

**TOM O'NEAL**

★★★ Sleeper Cab Blues (Three C's, BMI) (2:45) — ★★★ Too Many Tickets (Cedarians, BMI) (2:15). CHEATHAM 104

**GOLDEN STATE BOYS**

★★★ Wicked Woman (WB-Flo, BMI) (2:45)—★★★ Always Dreaming (WB-Flo, BMI) (2:05). SHAMROCK 717

★★★ Gunfighter (Black Night, BMI) (2:33)—★★★ Cowpoka (Frank, ASCAP) (3:14). COLUMBIA 42525

**RHYTHM & BLUES**

**WILLIE MABON**

★★★ Got to Have Some (Janjo, BMI) (2:26)—★★★ Why Did It Happen to Me (Janjo, BMI) (2:02). FORMAL 1016

**JAN BRADLEY**

★★★ Whole Lot of Soul (Janjo, BMI) (2:40)—★★★ I'm Gonna Change (Janjo, BMI) (1:58). FORMAL 1017

**JAZZ**

**ART FARMER-BENNY GOLSON**

**JAZZTET**

★★★ Another GH Together (Hendricks, ASCAP) (2:56) — ★★★ Space Station (Kayak, BMI) (2:52). MERCURY 72029

**JAZZ THREE STAR**

HOWARD MCGHEE AND THE BLAZERS  
★★★ House Warm'n' (Part I & II) (Arc-Ninny, BMI) (1:45, 2:20). ARGO 5422

**LIONEL HAMPTON**

★★★ Bossa Nova Jazz (Glad-Hamp, ASCAP) (2:45)—★★★ Gladys (Glad-Hamp) (2:15). GLAD-HAMP 2008

**POLKA**

**BOB MASTEL AND THE  
POLKA SHARPS**

★★★ Seattle-Tacoma Schottische (Lingua-Musica, BMI) (1:51)—★★★ Tempo of Dakota (Lingua-Musica, BMI) (2:50). PLEASANT PEASANT 62

**LIMITED  
SALES  
POTENTIAL**

**CHARLES EPPS**

Shake That Thing (Bailey's, BMI) (1:53)  
Rock With the Boogie (Twist) (Bailey's, BMI) (1:50). BROSH 800

**SWINGING SAMMY MARSHALL**

Jingle Mint Twist (Sorority Fraternity, BMI) (1:49)—Come Back to Me (Sorority Fraternity, BMI) (2:53). TJB BRANDES 101

**DORIS KNOLL**

The New Frontier (Ralph's BMI) (2:12)  
Ladies Day at the Ball Game (Ralph's, BMI) (3:00). ELGIN 5561

**FANTABULOUS (LITTLE JOE)**

The Gospel Truth (Parts I & II) (Lil-Etta, BMI) (1:30, 2:08). PROVERB 1009

**JACKIE EVANS**

I Still Love You (Kenyon, ASCAP) (2:20)  
—I Never Knew (Signet, BMI) (2:28). VIDA 0106

**FRANKIE DRAKE**

I'll Never Run (Marlene, ASCAP) (1:16)  
—I Worry (Marlene, ASCAP) (2:18). MARLENE 338

**BILLY FURY**

Once Upon a Dream (Bourne-Rank, ASCAP) (1:55)—I'm Running Around (Ed. Kassner, ASCAP) (2:00). LONDON 9548

**CLAUDE McLIN AND COMBO**

I'm Breathless (Allegro, ASCAP) (2:50)—Ruff (Allegro, ASCAP) (3:00). ALLEGRO 1463

**JEANNIE EMERSON**

Baby Oh Honey (Bryant, BMI) (2:16)—I'm Missing You (Bryant, BMI) (2:44). WESTPHAL 100

**THE TORQUES**

Take Me With You (When You Go) (Janet, BMI)—Make That Women Mine (Janet, BMI). ACME 3001

**JOE SIMMONS**

The Trail They Call the Navajo (Four Star) — Songs of the Navajos (Bayel-Toledo). SPUR 8427

**COUNTRY & WESTERN**

**KENNY BIGGS**

There's No Excuse (B-W, BMI) (2:35)—Swingin' Swanee Rock (B-W, BMI) (2:30). ACADIA 1006

**HOWARD VOKES**

If This World Wants Peace (Starday, BMI) (1:55)—Willy Roy (The Crippled Boy) (Acuff-Rose, BMI) (1:55). ACADIA 1002

**HOWARD VOKES**

Ghost of a Honky Tonk Slave (Vokes, BMI) (2:07)—The Love I Once Knew (Will Never Return) (Starday, BMI) (4:05). ACADIA 1005

**JACK SILVERS**

The Long Arm of the Law (Frontier, BMI) (3:28)—Anytime (Hill & Range, BMI) (1:51). ACADIA 1004

**CHARLES HOAGLAND AND  
THE HONDARAS**

Come On Over, Here, Baby (Happy Hearts, BMI) (2:21)—Dreams Can Come

**Maitland Steer WB to Record Sales**

• Continued from page 6

any full year period in the company's history.

Part of the personnel to whom Maitland credits the label's growth includes Joe Smith, in charge of WB's national promotion, and hired a full-time promotion man in each of the top singles areas, giving the firm a staff of eight men working under Smith. Maitland brought in Bob Sommers in charge of sales, heading four district sales managers under him. Joel Friedman has remained in charge of the firm's merchandising.

**Maitland Salutes Weiss**

Maitland saluted Bobby Weiss, international sales director, as an essential element in the label's growth. Indicative of the international market's importance to the firm's success, Maitland said, was the fact that the label's president is about to leave for a WB foreign licensee conference in Amsterdam, arranged by Weiss. In addition, Weiss will accompany Maitland during a four-week tour of the label's foreign affiliates. Maitland said that some 10 WB affiliates will be covered during his in-person visits of the affiliated firms. His overseas trip will open with meetings in London held with the EMI and English Decca executives.

During the forthcoming year, Maitland bases his predicted 25 per cent increase over the current fiscal

sales level on several strong properties in the WB sound-track hopper, in addition to the label's own product array. He feels that "Music Man" will be hitting its sales stride during the coming year; "Gay Purree," the Judy Garland-dubbed animated cartoon feature, is expected to deliver top LP sales; "Gypsy," using the original Broadway score, will be filmed as a musical, countering a previous decision to produce it as a dramatic film. This will give WB Records the original sound track.

**NEWS REVIEW**

**CBS Needles Soap Opera**

NEW YORK — If viewers to CBS-TV on August 30, 10-11 p.m., thought they were watching something which looked like a soap opera, complete with demonstration commercials, and which sounded like opera, they were absolutely right. The show was the latest effort of CBS News to provide musically flavored culture to TV viewers, on the heels of the success of its August 16 hour-long poetry special (see BMW, September 1).

Titled "Arias and Arabesques," the show's first half-hour was a showcase for a new short opera by Douglas Moore, former dean of music at Columbia University and composer of "The Ballad of Baby Doe." Moore's target in the satirical work was the field of daytime medical soap operas, under the title of "Gallantry." Cast members included Laurel Hurley, Charles Anthony and Ronald Holgate, with Martha Wright as a sort of musical Betty Furness extolling the virtues of Lochinvar Soap ("the soap of Silken supremacy") and Billy Boy Wax ("the waxy wax that spells relax") between scenes in a hospital operating room.

Second half of the program was a modern ballet, "Parallels," choreographed by John Butler and danced to music by the late Wallingford Riegger. A CBS concert was under the direction of Alfredo Antonini. Composer Moore appeared at intermission time on the program to discuss contemporary music with tenor Jan Peerce, who acted as over-all program host.

When asked, CBS said there were "no immediate plans to work out a deal for an original-cast album on the opera, or for the ballet score."

Librettist for "Gallantry" was Arnold Sundgaard, and the telecast was directed by Martin Carr and produced by Pamela Ilott.

CHARLES SINCLAIR

**Banjo Santly Dies**

• Continued from page 8

his own music publishing firm in the 1920's called Sanson Music.

In addition to being a plugger, Santly also found time to write songs. Among the tunes he composed were "There's Yes, Yes, in Your Eyes," which sold more than a million copies, "Hawaiian Butterfly," "Friends," "Tamiami Trail," "Big Butter and Egg Man" and "Before We Say Good Night."

When Santly started his career at the turn of the century he sang such songs as "Absence Makes the Heart Grow Fonder" and "When You Were Sweet Sixteen." Later on he plugged such songs as "When You Know You're Not Forgotten by the Girl You Can't Forget" and helped popularize "My Wife's Gone to the Country," "Everybody's Doing It" and "That Mysterious Rag."

Other songs he helped get started were "I'm Forever Blowing Me Again" and "Carolina in the Morning." Joe Santly was one of three song writing brothers, the others being the late Henry Santly and Lester Santly. He is survived by his widow, Augusta; a sister, Mrs. Eva Adler, and a brother, Lester Santly. Bubbles, "My Buddy," "Till We Ascot Records

**Ronald Sack Named**

NEW YORK — ABC-owned radio stations has named Ronald L. Sack as manager of publicity and promotion, with headquarters in New York. He'll report to Don Curran, the division's director of advertising and publicity. Sack was formerly promotion manager of ABC-owned WLS, Chicago.

True (Happy Hearts, BMI) (2:54). HAPPY HEARTS 127

**PAUL FRANKLIN, ERNIE BELISLE AND  
THE PICKIN' PARTNERS**

That's What Mama Says (Happy Hearts, BMI) (1:55) — Our Anniversary (Happy Hearts, BMI) (2:44). HAPPY HEARTS 119

**TOM AND JACK**

Don't Make Me Cry (Elgin, ASCAP) (2:40)—Treasures of Silver (Elgin, ASCAP) (2:56). BRYTE 229

**SACRED**

BILL HICKS AND THE SOUTHERNS  
Jesus Is Coming (Happy Hearts, BMI) (2:41)—When Jesus Comes Again (Happy Hearts, BMI) (2:47). HAPPY HEARTS 107

WINSOME FOURSOME! (Her name is . . .) SUZANNE  
Richard Hayman • Mercury  
CORRINE CORRINA  
Pete Fountain • Coral  
BLACK & TAN FANTASY  
David Rose • MGM  
ST. JAMES INFIRMARY  
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Buck Owens  
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1483 NORTH VINE STREET  
HOLLYWOOD 26, CALIF.  
HO. 9-2239

'SHE'S JOHN LEE HOOKER  
MINE'  
VEE JAY 453

# VOX JOX

Continued from page 46

sively. Joe Gaines has taken over Landis' spot at KPET, which features both pop and c.&w. wax.

Jim Gaines, formerly program director of WTUF, Mobile, Ala., has succeeded Dave Lyman as p.d. at WLEE, Richmond, Va. Lyman has moved into the p.d. post at WQUA, Moline, Ill. . . . Paul Coburn, KWIC, Salt Lake City, is celebrating his 25th year in radio this month while vacationing in Las Vegas and Hollywood. . . . Perry Davis has completed his year as Utah National Guard and has returned to the 9 p.m.-1 a.m. time slot at KALL, Salt Lake City. Fred Rinehart moves out of that time period at KALL and into the job of continuity director, succeeding Dick Braun. Meanwhile, Paul Smith is also slated to return from the Army to take over his old shift at KALL from 10 a.m. to 2 p.m., currently piloted by Wayne Henry.

"The Colonel," Robert E. Lee, is temporarily dropping his morning deejay chores at KTKT, Tucson, Ariz., to concentrate on his new post as program director of new outlet KICM, Golden, Colo. . . . Rodric M. Smith has been named director of systems and procedures for Westinghouse Broadcasting. . . . Sammy Russell has joined WOLD, Marion, Va., as assistant program director and deejay. He featured a "name the show" contest during his first two weeks on the air. The winning name was "Swinging With Sammy." Russell writes "I am having trouble getting these labels—Decca, Mercury, Warner Bros., MGM, and Colpix."

Dan Neavereth is taking over Tom Shannon's "Buffalo Bandstand," WKBW-TV, Buffalo, until Shannon returns from six-month duty in the Army, according to Cos Cappellino, promotion manager for the Onondaga Supply Company, Syracuse. . . . Singer-comedian Willard Ellis has joined KGLC, Miami, Okla., in the 4:30-5:30 p.m. time period. The program will originate from the new Bob Cummings Motor Hotel in Joplin, Mo. . . . George Schindler, Deejay Division, Show-Biz Comedy Service, reports that the firm's new disk jockey gag series, "Days, Dates and Data," is now available. Booklet features gags specially tailored for days of each month.

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1650 BROADWAY  
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when answering ads . . .

Say You Saw It in Billboard Music Week

## PROGRAMMING PANEL

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

### THE QUESTION:

What basic advice would you give to young people who want to enter the radio disk jockey field today?

### THE ANSWERS:

**H. R. KRELSTEIN, President**  
Plough Broadcasting Company,  
Memphis

First and foremost, listen to and be guided by the orders of your employer. Learn the basic responsibilities of a radio station as holder of the federal license. The air belongs to the public. As an air personality you have an obligation as well as inform to as entertain. Above all, the microphone you sit in front of is not your own public address system.



**BILL KALAND**  
National Program Manager,  
Westinghouse Broadcasting,  
New York.

The would-be disk jockey should develop as many interests as he possibly can and weave them throughout his show so that they help stamp his personality. He should approach what he is doing with a gentle, well tempered conviction. He is not



on a soap box and audiences generally don't like to be harangued. He should develop a broad interest in all kinds of music and particularly all kinds of popular music. What he shouldn't do is imitate what seems to be a popular disk jockey or a popular singer. Nor should he become a crusader for a single narrow segment of music.

**JOHN V. B. SULLIVAN**  
Vice-President  
Metropolitan Broadcasting Corp.  
& General Manager, WNEW  
Radio, New York

Needless to say, you must know music. But far more important, you must have an awareness of what is going on in the world today. An eager, inquisitive mind and an active imagination are more important than knowing who played the third trumpet on the last record you played. You must be able to communicate with your listeners, covering a broad age span, in many areas beyond music to be successful today.



**Alpert GM at TV Digest**

WASHINGTON—The appointment of Arnold Alpert as general manager of Television Digest, Inc., publisher of the weekly newsletter of the same name as well as various radio-TV directories, has been announced by Editor-Publisher Albert Warren. Alpert, whose responsibilities will include administration, sales, promotion and circulation, was formerly publisher of "U. S. Radio" and "U. S. FM." He'll headquarter in Washington.

## BILLBOARD MUSIC WEEK

## EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
		TITLE, ARTIST, LABEL	
1	1	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	7
2	4	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	6
3	2	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	6
4	6	TEEN AGE IDOL, Rick Nelson, Imperial 5864	5
5	5	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	8
6	3	ROSES ARE RED, Bobby Vinton, Epic 9509	14
7	—	ALLEY CAT, Bent Fabric, Atco 6226	7
8	8	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	5
9	9	TILL DEATH DO US PART, Bob Braun, Decca 31355	8
10	7	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	8
11	13	BABY ELEPHANT WALK, Lawrence Welk, Dot 16364	14
12	20	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532	3
13	14	A TASTE OF HONEY, Martin Denny, Liberty 55470	9
14	—	JUST TELL HER JIM SAID HELLO, Elvis Presley, RCA Victor 8041	5
15	10	HEART IN HAND, Brenda Lee, Decca 31407	10
16	16	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	5
17	19	THEME FROM A SUMMER PLACE, Dick Roman, Harmon 1004	6
18	17	LOVE ME AS I LOVE YOU, George Maharis, Epic 9522	6
19	11	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	16
20	—	LONG AS THE ROSE IS RED, Florene Darlin, Epic 9529	3

## RADIO-TV BRIEFS

### Stefen Record to London

MILWAUKEE — Walter McGuire, London Records group, has concluded a pact to cut and distribute Citation Records' "I Fought the Law," b-w "Say, Mama." The "Law" number features a lead vocal by Paul Stefen with the Royal Lancers. The single, on the Beer City-based label has stirred considerable attention in some Midwest markets. It won mention as a regional breakout in Billboard Music Week (Sept. 1).

### Name Cross Replacement

WASHINGTON—The guessing game that's been going on around the FCC as to who would replace Commissioner John Cross, whose term expired on June 30 but who has stayed on until a replacement could be named, has ended. The new face in the FCC line-up is E. William Henry, a Memphis lawyer who was considered a real dark horse for the post. Henry, reportedly, has good New Frontier connections and was of considerable aid to the Kennedy faction in the last Presidential election.

### Mills to Handle Western

NEW YORK — Mills Music, Inc. has signed a deal with Western Music Company Ltd., of Vancouver, B. C., Canada, whereby Mills has exclusive representation throughout the world—apart from Canada—of Western's catalog of more than 500 choral selections, secular and sacred, as well as vocal music, piano and organ solos, and a series of children's songs. Western's U. S. affiliate, British-American Music Company of Chicago, will continue under the Mills banner.

### Ad Lib Names Distributors

NEW YORK—Several new distributors have been named by Bob Gans, president of Ad Lib Records. Included in the list: Bert's Sales Corporation, Charlotte; M. G. Krupp Distributors, El Paso and Phoenix; United Record Distributors, Houston; All South Distributors, New Orleans; Schwartz Brothers, Washington, D. C.

### New Schwartz Bros. Offices

WASHINGTON — Schwartz Brothers, one of the largest independent distributors in the country, is opening brand new offices at the old George's warehouse in this city. Firm is moving to George's 43,000-square-foot warehouse on Labor Day (3) and will open for business on Tuesday (4) in its new home. Address of the new establishment is 2146 24th Place, N.E., Washington 18. Schwartz Brothers executive, Harry Schwartz, said that the move demonstrates the firm's belief that there is still room and a future for the independent distributor today. Firm covers D. C., Maryland, Virginia, and part of West Virginia.

### Moschetti Lists Line-Up

PITTSBURGH — Eddie Moschetti, Century Records president, has named the following distributors to handle Century's line: C & C Distributing Company, San Francisco; California Record Distributors, Los Angeles; Florida Music Sales, Miami; M. S. Distributing Company, Chicago; Dale Enterprises, Boston; Craig Corporation, Seattle; Music Hawaii, Inc., Honolulu; Hopkins Equipment Company, Atlanta; Alpha Distributors, New York City; Jetro Record Distributors Corporation, Buffalo.

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- to help disk jockeys program
- to help dealers buy and sell
- to help operators buy  
and program
- to help talent buyers select the  
best artists for their locations,  
movies, TV shows, etc.
- to help newspaper columnists  
with an unending source of  
interesting, useful material

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Vocal Groups • Instrumental  
Groups • Bands • Instrumentalists*

**DATED:  
SEPTEMBER 22**

**ADVERTISING  
DEADLINE:  
SEPTEMBER 6**

**WITH THE COUNTRY JOCKEYS**

By BILL SACHS

Uncle Roy Canfield writes that he recently moved to Station WOVE, Welch, W. Va., where he found the c.&w. record files nearly empty, with no current releases at all. He asks for help from the artists and diskeries. . . . **Bob Jennings**, deejay at WLAC, Nashville, has a new release on United Artists, "Three's a Crowd" b.w. "You're Forgetting That You Forgot Me." If you've been missed in the mailing, drop a request on your station letterhead to Scoopie Bruce Harper, WLAC-Radio, Nashville. . . . **SP/4 Jack Reno**, who mans the turntables at Station KFLW,

Fort Leonard, Mo., typewrites that he's in need of taped introductions and records. . . . Deejay copies of **Judy Lynn's** new United Artists release, "Footsteps of a Fool," written by **Danny Harrison** and **Don Carter**, are available by writing on your station letterhead to **Joanne Harrison** at Box 27, Man, W. Va.

**Verlin Mays**, a veteran of 17 years in the c.&w. jockey field, now holds the reins on "RFD 1230," country and gospel seg on Station **WBBI**, Abingdon, Va. To do the proper job, Mays says he needs

help in the way of new releases from the artists and diskeries. He advises further that **Bill Monroe and His Blue Grass Boys** will be the guest band during the annual **Burley Tobacco Growers Festival** in Abingdon October 18-20. . . . **Trina**, femme platter spinner at **KPIK**, Colorado Springs, Colo., typewrites: "The response to my call for new disks from new artists has been good, but I can still use more of the same, as long as they are country. We program nothing but c.&w. music from sun-up to sun-down and my show is for the purpose of giving the newer artists a chance to be heard. I'm still new at the deejaying job, but have worked in country music promotion several years and love anything connected with country music." Trina gets her mail

at 2730 Baltimore Avenue, Pueblo, Colo.

**Marvin L. Hoerner**, of **M. L. H. Enterprises**, Amboy, Ill., reports that, according to T.A.N. rating service, his show is now No. 8 on the Top 10 radio shows in England. "Artists wishing to have their releases exposed to this vast listening audience, send them along and I'll guarantee the spins," writes Hoerner. "I'm also in need of interviews," continues Hoerner. "Featured thus far on the show segment, 'Fireside Chats,' were **Kathy Dee**, **Jimmie Skinner**, **Hank Robey**, **Al Dexter** and **Wade Ray**, with many more coming up. Another segment, 'D.J.'s at Large,' spotlights deejays from around the country, introducing the top tunes in their areas. Deejays wishing to participate, get in touch. We also do 'Country Music Spotlight,' in which we feature, through song and story, the per-

formers who have helped advance country music. Thus far we've featured segments on **Hank Williams**, **Jimmie Rodgers** and the **Carter Family**, with many more on tap. The program is presented each Sunday afternoon on **Radio Luxembourg** in association with the C.&W. Music Appreciation Society of Great Britain."

**KNEZ**, Lompoc, Calif., which in the past has operated daytimes only, last week went full time. The station also inaugurated for the first time a nighttime c.&w. show, with **Pop Day** engaged to spin the country wax. Needless to say, the station is in need of c.&w. records. Day is a sergeant in the Air Force and deejaying is an extra for him. He recently finished six months in Titan missile school in **Wichita Falls, Tex.**, and shifted to

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• Minimum size sold is ½", 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, 50¢ per insertion.

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

Vandenburg Air Field, near Lompoc. "This is considered a stable tour for Air Force troops," writes Day, "so I plan to be here until I retire in seven years or so."

Cousin Ed Denkema, who whirls the country wax at WLAV, Grand Rapids, Mich., writes: "Thanks for your co-operation on my pleas for records. Thanks to you, I'm on the way to building a most complete library. The only record company

that hasn't come through is Mercury." . . . Bill Bowser, formerly at WFAI, Fayetteville, N. C., and now on WFNC, that city, recently celebrated his 15th year on the air. Bill has two shows daily, 2-3 p.m. and 7-8 p.m., Monday through Friday, plus a 6:30-8 a.m. stint on Sundays. . . . Chuck Brigman has left the country slot at WCNF, Weldon, N. C., to take over similar duties at WFMX, all-country operation at Statesville, N. C. Chuck

asks artists and diskeries to revise their mailing lists accordingly.

Jack Reno, Box 328, Waynesville, Mo., puts out a plea for promo tapes and releases from artists. Jack spins 'em on two stations in Missouri. . . . "Thanks for publishing my requests for records," scribbles Cliff Coldiron, of WEHH, Elmira, Heights, N. Y. "We get much better service now, although service from the larger companies is still slow." Cliff had as recent guests on his show Bobby Helms, the Stewart Brothers, Bob Perry and Joe Edwards, who played to a crowd of 1,600 on a recent engagement in Elmira, N. Y. Coldiron invites country artists playing the territory to drop in for a visit on his show. . . . Chaw Mank, of Blue Ribbon Records, Box 30, Staunton, Ill., invites jocks to write in for his firm's new release, "I Don't Want a Bracelet or Diamonds (I Just Want Elvis Instead)." Mank says he's presently scouting for a polka to back his "The Elvis Presley Polka."

Johnny Daume, currently spinning two and a half hours of c.&w. music daily at WCHI, Chillicothe, Ohio, adds another two-hour slot the first week in September. "Needless to say," writes Johnny, "it takes a lot of records to fill four and a half hours daily. I am also doing three hours daily of a modified Top 40 show and can use any good rockers. I am programming almost entirely from my own library and have given the other deejays here free access to my records." Daume's address is P. O. Box 325, Chillicothe. . . . Another station to make the switch to a 24-hour country format is KFDI, Wichita, Kan., where jocks are Johnnie Western, Jay Hawk, Jim French and Night Hawk. They are short on oldies and have a great need for newies.

Tex Clark, of Brite Star Records, Newbury, Ohio, is offering deejay samples of Freeman Ervin's new bluegrass release, "Lover's Party" b.w. "Out of My Mind." Put your request on your station's letterhead. . . . Randy Hawkins, now spinning two hours of country music each Sunday on WBZY, Torrington, Conn., says he needs more releases to keep the show rolling properly. . . . Station KPCN, Dallas, has switched to a c.&w. music format. . . . Harold Harris, P.D. at WMFC, Monroeville, Ala., typewrites: "I am unable to supply you with chart information on c.&w. records, as we do not receive enough records from the artists and disk firms to warrant it. If the situation changes, I will be happy to contribute my chart data each week."

A crowd of several hundred saw Gary Parkhill, program director of CJLX, Fort William, Ont., fall flat on his kisser after a 6½-hour wake-athon at the Canadian Lakehead Exhibition in Fort William recently. Gary had hoped to stay awake the entire week to promote the Lakehead area and the station, but the attending physician said that Gary had been too active during his wake-athon. A cow-milking contest a few hours before his collapse on stage attributed to his loss of strength. However, he won the contest pitted against a seasoned rural lad, Dave Carter, CJLX country jock. Carter has been promoted to the top deejay spot on the station with his daily 10 a.m. to 2 p.m. stint on which he spins a mixture of pops and c.&w. He also conducts "Carter's Corner" from 3 to 4 p.m. daily as well as the "Great Northwestern Opry" from 8-10 p.m. on Saturdays.

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## Cue Card Man Gets Message, Writes Score

NEW YORK — A former cue card holder on CBS-TV's "Captain Kangaroo" kiddie show, Clark Gesner, has made good both on the show and in the field of children's LP's.

Showcased on the program's August 31 telecast was a song from a new original-cast album, "A Musical Visit to Captain Kangaroo's Treasure House," which 24-year-old Gesner penned as part of the original score and lyrics for the album, now being released on the Peter Pan label.

Gesner, currently an Army pfc, got his idea for the album when he worked on the show last season holding cue cards. He asked officials of Robert Keeshan Associates, the show's packagers, if he could try his hand at an album score based on the Captain Kangaroo characters. When he presented the score, a few months later, it was approved without change.

It isn't Gesner's first fling at show-writing. In 1960, when still a senior at Princeton, he wrote the score, most of the book, conducted and directed a student-produced musical, "Breakfast in Bedlam."

## Mercury Signs Tony Williams

CHICAGO — Tony Williams, former lead singer for the Platters, has been signed as a solo recording artist by Mercury Recording Corporation for its Philips label.

Williams also has a contract to record with the Platters on Mercury. Both Williams and the Platters are managed by Buck Ram.

Williams' first album, "The Magic Touch of Tony Williams," will be released shortly. Williams has also recorded a single for Philips.

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## International News

• Continued from page 42

come here as godfather of Romano Mussolini-Maria Sciclona baby if it is born on December 12, his birthday. . . . Graz, lots!

### NEW ZEALAND

## Laugh Records Big Sellers

By FRED GEBBIE  
Box 5051 Auckland, N. Z.

The two strongest singles here, surprising enough, are semi-comedy disks. Hottest is the British cockney boy Mike Sarne, whose Parlophone pressing of "Come Outside" is riding in the No. 1 spot on the majority of parades. Second hot one is that zany "Ahab the Arab" by Ray Stevens, and though only two weeks in, it has soared to No. 2 on the charts.

It looks as if New Zealanders have been in need of a laugh.

We have just had a visit from the King and Queen of Thailand. Though advance information was that he is an ardent jazz fan, not one of his social engagements included jazz; in fact the powers that be entertained him at a typical concert by the NZ Broadcasting Corporation Orchestra with a complete classical program. . . . English teenage pop singer John Leyton is due here for a few concerts soon, but unfortunately his best overseas hits have been banned by radio stations here and nobody knows him.

### PHILIPPINES

## Movie Provides Zip to 'Al Di La'

By LUIS MA. TRINIDAD  
264 Escolta, Manila

"Al Di La," just like Italian shoes, is a big hit in this country. The song is heard 22 times in the current Warner Bros. motion picture, "Lovers Must Learn" (originally titled "Rome Adventure"), starring Troy Donahue, Angie Dickinson, Rossano Brazzi and Suzanne Pleshette. This has helped make it a moving record.

RCA Victor's Al Hirt and Epic's Joe Rene and their respective orchestras play convincing supporting roles in the nation-wide excitement generated by "Al Di La."

A regiment of photographers and cameramen, reporters, announcers and technicians from this country's newspapers, radio-television stations and motion picture companies left for Jakarta for the long-awaited Asian games.

DZAQ-TV (Channel 3, ABS) shipped out one of its video tape units (it has the only two units operating in the Philippines today) and is expected to telecast, ahead of all other media here, day-to-day results.

### PUERTO RICO

## Valdes in Rare P.R. Appearance

Vicentico Valdes, popular Cuban-born singer (Secco Records), is making his second visit to Puerto Rico in 12 years. Appearing at a local hotel, WAPA Television and

Teatro Chino, Valdes' three-week tour is proving a smash success.

Valdes has 13 albums to his credit and hundreds of singles. Local booker Myrta Silva Productions outbid many others to handle Valdes' tour.

Jorge Morel, Argentinian guitarist, is appearing once more at El Mediterraneo night club. Morel's first Decca album, "Warm Guitar," a big seller here, will be followed soon by a new release.

Recent visitors to Puerto Rico included Ralph Berson, director of sales, Pickwick International (Design, Grand Prix, Cricket records); Sal Daniele, with Mrs. Daniele, sales manager Cee Bee Distributors of New York (Somerset, Stereo Fidelity, Sonordor records), and Mel Mack, Bargaintown merchandising executive.

Barker's, Puerto Rico's biggest discount house, opened a new store recently in a brand-new Centro del Sur Shopping Center. Harold S. Herman is manager. Barker's operate similar stores in other Latin American cities and also at Orange, Conn.

Sears, Roebuck of Puerto Rico will soon open one of the biggest units in their chain. It will be located in Hato Rey, fast-growing suburb of San Juan. Harry Montero, long-time Sear's executive, will supervise purchase of records and allied lines. This store is expected to be opened by late October 1962.

### SPAIN

## Twist Fights on Against Madison

By RAUL MATAS  
32 Av Jose Antonio, Madrid 13

The Madison is making its move to replace the Twist among youngsters. However, Decca, Barclay, Durium and London have just launched a lot of Twist material here by Bob Azzam, Clint Webster, Eddie Barclay, Bill Black's Combo and Les Chaussettes Noires. Harold Nicholas, called the Madison's "papa" in France, is beginning to find favor.

Caterina Valente and his brother, Silvio Francesco, and Pat Boone all have releases of "Quando Quando Quando" in Spanish record shops. Also "Le Petit Gonzalez" by Dalida.

Los Tres Sudamericanos from Paraguay arrived here and will perform at "Pasapoga" during September. One of them is Casto, the author of "The Poet Cried," music recorded already by Cauby Peixoto, Lucho Gatica and many others.

Chilean pianist Patricio Pizarro will play at the Music Palace in Barcelona with the city's symphony orchestra directed by Rafael Ferrer. As vacation time ends, retailers are selling summer hits as musical souvenirs of the happy holidays.

NEW YORK — Emmy Award winner Carol Burnett, singer-comedienne star of Garry Moore's CBS-TV series, may be bowing out of the Moore show this season, but her future in TV seems nicely secure. She has been signed by CBS to what the network described as "a long-term, exclusive contract" under which she'll appear in a number of musical specials, and as a guest star. Due in the CBS 1962-1963 schedule as a starring vehicle for her is "Calamity Jane," a one-shot TV musical comedy which is likely to appear as an original-cast album. Martin Goodman Productions and Ashley-Steiner handled negotiations with CBS for Miss Burnett.

## Art Carney Opus Back for 3d Time

NEW YORK — Prokofieff's Peter and the Wolf" is due for another boost this fall. ABC-TV's award winning (Sylvania, Ohio State, etc.) version of it, "Art Carney Meets Peter and the Wolf," is due for its third network airing November 25, with radio-TV's biggest-spending client, Procter & Gamble, as sponsor.

By ABC's estimate, an average of 50 million viewers saw the musical TV special during its two previous telecasts. Though the show contains a great deal of original material (Carney tries to have the Wolf reinstated in the animal fellowship), the basic story, with the Prokofieff score, is portrayed within the frame of the show by Bil Baird puppets.

### LP Trade-Ins

• Continued from page 52

in plan was tested, Music City plugged it on its numerous radio programs (Music City is among this area's leading radio time buyers). However, the extent of advertising the policy now is limited to several posters in the stores. The results delivered have been without the support of outside advertising.

## Vee Jay Follows Cameo in Deals

• Continued from page 4

ings. Among these, reportedly, were Chess and Checker and ABC-Paramount. ABC exec Larry Newton said later merely that the group had "agreed to consider it, but I couldn't possibly say now what we will do, if anything."

Other manufacturers were less favorably disposed to giving a better break to racks. Warner Bros. regional sales execs, Sid Schaeffer from New York and W. D. (Dee) Kilpatrick, from Nashville, were both opposed to any closer relationships with racks because of credit problems.

"We don't want the headache of carrying their paper. There are just too many of them who owe lots of money now," said Kilpatrick. "We couldn't circumvent our distributors and ask them to hang on to the paper. And we don't want the problem ourselves."

Mercury's Kenny Myers noted that he doubted whether his company would ever go along with any compromise with the racks. "We have learned that only seven racks out of some 135 in the country handling records are really sound credit risks."

"And two of these are not members of NARM," said Myers. "We couldn't think of direct dealing under those conditions."

Another manufacturer opposed

to the Cameo concept, noted that "maybe the idea is good but the six-market test they say they conducted was done through probably the best rack jobber credit risk in the country and he's not a member of NARM. What's a good idea with him may not be with many others."

Other company spokesmen felt the credit problem was being definitely overemphasized.

"Of course, a lot of these people are undercapitalized," said one. "But this is a young aspect of our business. They're having their growing pains. Good, solid ones

## Jazz 'Casual' Is Set as TV Series

• Continued from page 46

front, NET announced scheduling of a two-part show titled "Music of America" and featuring Frances Archer, Beverly Gile, Cynthia Gooding, Brother John Sellers, and the late Cisco Houston and Tom Scott. As with "Jazz Casual," it will be seen on NET's network of non-commercial TV outlets. The U. S. Information Agency and NET co-produced the series. The shows trace the growth in America of folk music from colonial days to the settling of the West.

The process has continued. To-

will remain and others will fall by the wayside, just as it is with distributors and dealers. Give them a few years. The ones who are on the scene then will be solid."

Despite this kind of talk, it was noted that Columbia exec Mort Hoffman and Larry Owens were accompanied by one of the company's credit representatives, who took part in their rack meetings.

Most of those present agreed that the sessions were the most serious and businesslike that the record business has seen in recent years. Frivolity and hospitality suites were nowhere to be seen in the staid atmosphere of the Edgewater Beach. The term, "worthwhile," was a frequently used adjective in describing the meetings.

## Radio's Home-Grown Speculators

• Continued from page 46

Davis, studded with waxings of his songs and impressions.

### Sammy Speaks

Highlight of the show—as with the Disney salute—is slated to be some new material, "recorded especially for WHN presentation, which has never before been heard on any station in New York." In it, Davis will be interviewed about his show business background, his friendship with the Sinatra clan, and his future plans. Davis also pre-recorded introductions to his own songs.

Though both shows have obvious audience-attracting quality, particularly in their attention to blend with recordings, it may be surprising to some to find that promotion-minded record executives have done very little to foster the trend, or to design such shows and salutes in the form of "packages" which can be placed with radio stations. There are reasons for the hesi-

tancy, of course. A project such as the KHJ or WHN brand of local spectacular will draw plenty of cooperation (interviews, special material, guest shots, special continuity, etc.) from diskeries—if the request comes from the station. This gets record executives off the hook if other stations in town gripe about "exclusivity."

"We wouldn't dare try to sell such concepts at the deejay level," the publicity-promotion chief of one of the major labels told BMW in discussing local radio specials.

"If we approached one jockey in a major city to make an exclusive deal for a special, the other jockeys would be bound to gripe and give us a hard time for weeks. You can plant newspaper and magazine stories on an exclusive basis in major cities with no great trouble, probably because editors are more mature than deejays."

How could recording companies sell the idea of special "packaged"

day there are fewer taverns in the wet part of Dallas than there were last year.

"When Oak Cliff was wet," one operator explained "there were just too many spots with too many games and too much music. And there were not enough customers. It was the same in precinct one after Oak Cliff voted dry."

### Fittest Survive

He pointed out that the more stringent requirements for a beer license, the bigger initial investment required to open a tavern, plus the added cost of running the place once it is opened, have all combined to weed out the insincere or incompetent owner.

And this has worked in favor of the music and game operator. Because the tavern owner of today has put a sizable investment into his place, he intends to make it a success, to see that it is well managed. He intends to build up good will and steady customers. This is what he has done.

Now, with fewer places but more customers, music and games in the new-type tavern almost all show a profit.

In fact, this operator added that the locations which he has had for the past few years in precinct one are now paying off twice as much as they did when Oak Cliff was wet.

salutes to their top talents to radio stations in the top markets? Is it an impossible assignment?

"Not necessarily," said BMW's source. "It would probably have to be done by working through top management and program officials of the major radio station groups."



• Continued from page 54

Columbia record lots of good. She's co-operating nicely on interviews and personal appearances. . . . **Helen Gambale** of the front office at Columbia and **Kenneth Folsom** of the sales force have announced their marriage. . . . **Jimmy Durante**, **Eddie Jackson** and **Sonny King** head an all-star show at Boston Garden this weekend to aid charity. It's already a sellout.

CAMERON DEWAR

## Chicago

Local WGN deejay, **Sig Sakowicz**, is the man responsible for a new bill before Congress, co-sponsored by two Midwest congressmen, to install a new memorial on Wake Island. Sig was on a recent visit to the island. He said the monument consisted of "just two hastily erected wooden plaques with a propeller and motor in between. Back home, he started the wheels rolling.

The recent opening of **Pepe's** on Mannheim Road near the O'Hare International Airport, and in the vicinity of the recently opened **Sahara Inn**, again adds impetus to the belief that this will soon be a "string." The Sahara has headlined such acts as **Bobby Darrin**, **Jack E. Leonard**, **Keely Smith**, **Vic Damone** and **Joe E. Lewis**. **Pepe's** opened with **Billy Daniels**. It was planned that **Zsa Zsa Gabor** would open at the **Flying Carpet Inn**, also on the strip, but plans fizzled. At any rate Chicago is jumping.

**Eddie Matthews**, general manager of **Laurie, LeGrand** and **Rust Records**, was in town briefly recently to do a promotion on "Copy Cat" by **Gary U. S. Bonds**, "Richie" by **Gloria Dennis**, and two new singles by **William Hoffman**. . . . **Joi Dari**, opening at the **Boom Boom room** is said to be set for a recording pact with a local firm. . . . **Rom Carey**, comic, opens the **Playboy Club** this week.

**Bill Berman** of **Kent Records** informs he has taken on the **Prestige** line of labels. . . . **Will Mercer**, folk singer-banjoist, between **Playboy Club** engagements is plugging his latest album "Banjo and Ballads." The disk is issued by **Mercer's** own firm, **Executive Records**. He is ready to issue another package shortly. **Dick Gassen**, promotion man at **Summit Distributors** is leaving to join **Columbia**, and **Bill McCloud**, formerly with **Capitol**, joins the **Summit** organization.

**Shure Brothers, Inc.**, of **Evanston, Ill.**, manufacturer of high fidelity products has a new eight-page catalog describing the firm's line. . . . **L'I Wally and his Polka Band** will play the first day of the **World's Fair of Music and Sound** opening here this weekend. The rest of the 10-day run will find **Wally** at the **Jay Jay Record** booth. . . . **Pianist George Shearing** is illustrating the importance of improvisation in jazz on the educational TV Station, **WTTW**, on **Sid McCoy's** program. The show will be seen September 4.

STEVE SCHICKEL

## Hollywood

Comedian **Jackie Mason** will start a national tour here with his appearance at the **Santa Monica Auditorium**, September 8, followed by a solidly booked itinerary through May of next year. Tour includes **New York's Copa**, **Chicago's Palmer House**, **Miami Beach's Diplomat Hotel**, and a repeat "Evening at Carnegie" engagement in **Manhattan**. He is scheduled to record two more LP's for the **Verve** label.

**Elektra** President **Jac Holzman** has concluded a three-year distribution deal with **England's Pye Records**. The **Elektra** line will be issued under **Pye's "Golden Guinea"** banner, a low-priced series comparable to \$3 in U. S. currency. . . . **Jubilee's Rusty Warren** will record a "live" LP ("Rusty Warren in Orbit") during her current engagement at the **Anaheim (Calif.) Bowl**. . . . According to **Metro**, **Columbia Records** has called for an initial pressing order of 100,000 LP's of its original sound-track album of the film, "Billy Rose's Jumbo." The musical stars **Doris Day**, **Jimmy Durante**, **Martha Raye** and **Stephen Boyd**.

LEE ZHITO

## Pittsburgh

The **Holiday House**, which features **Toni and Jan Arden**, currently is negotiating with comedian **Jackie Mason** and **Liberace**. . . . **Lloyd Price** gave the **Peppermint Lounge** West one of the better weeks it has had in recent months.

**Tim Tormey**, former **Cosnat** branch manager here, is now going into the night club business. He has bought **Lenny Litman's** former **Copa** on **Liberty Avenue** and will reopen it in the next few weeks as the **Zanzibar**. . . . **Harry Belafonte's** advance sale for his current week at the **Civic Light Opera** was \$70,000, indicating a sellout. **Carol Burnett**, the previous champ, had a \$60,000 advance, ending with \$116,000 for the week in the **Civic Auditorium**.

**Stan Ediss**, **Dot** branch manager, reports an encouraging sale for **Keely Smith's** new single, "What Kind of a Fool Am I?" . . . **Myron Cohen** has been set for the **Ankara** the week of September 7.

LEONARD MENDLOWITZ

## Fox Gets Dorabet Music Catalog

**NEW YORK**—Sam Fox Publishing Company here has acquired the catalog of **Dorabet Music (ASCAP)**. **Dorabet** has been headed until now by **Mercury** recording artist **Clebanoff** and **Wayne Robinson** and **Caesar Giovannini**, both composers and arrangers. All three will continue to work closely in exploiting the catalog through personal appearances and recordings.

**Fred Fox**, president of **Fox**, also noted that many of the **Dorabet** copyrights will be included in the **Sam Fox** film rights library and background music. **Fox** will also represent the **Dorabet** catalog through its world-wide affiliates.

## Wein Jazz Fest Chalks Fat 62G In Cincy Run

**CINCINNATI** — With ducats scaled from \$3.50 to \$5 (\$6 for special box seats), the **Ohio Valley Jazz Festival**, produced and directed by **George Wein**, attracted slightly in excess of 15,000 patrons in three performances at the **Carthage Fairgrounds** here August 24-26, for a rousing gross of \$62,500, which included take from program sales, parking and concessions. Show was reportedly budgeted for around \$44,000. Over-all success of the show virtually assures a second such fiesta in 1963, **Wein** said.

Friday night features were **Duke Ellington** and band, **Louis Armstrong** and **His All-Stars**, and the **Dave Brubeck Quartet**, featuring **Paul Desmond** and **Joe Morello**. On deck Saturday night were the **Garry Mulligan Quartet**, featuring **Bobby Brookmeyer**, **Joe Williams**, the **Horace Silver Quintet**, the **Newport Jazz Festival All-Stars** (**Ruby Braff**, **Pee Wee Russell**, **Marshall Brown** and **George Wein**), **Coleman Hawkins** and **Roy Eldridge**. Sunday night's program had the **Ahmad Jamal Trio**, the **Jimmy Smith Trio**, **Sonny Stith**; the **Jack Teagarden Sextet**, with **Pee Wee Russell** and **Ruby Braff**; **Ada Lee** and **Danny Cox**. **Father Norman J. O'Connor**, **Paulist priest** of **Boston University**, emceed each night's proceedings.

The three-day fest ran off without incident, thus dispelling the fears of certain police officials and city dads who had opposed the jazz fest idea at its inception, nearly causing a cancellation. They had based their fears on rowdiness which had marked some similar events in the past.

Promotion, publicity and advertising on the festival were capably handled by **John Sdoucos**, **Wein** staffer, and **Dino J. Santangelo** local entrepreneur.

## Count Basie Set For Reprise Date

**HOLLYWOOD** — Reprise Records is trying to get **Count Basie** for two albums, one with **Frank Sinatra** and one on his own.

**Basie's** **Roulette** contract expires at the end of September, after which he moves to **MGM**. However, **Reprise** reportedly has made an arrangement for two packages with **Basie** during the interim period between his departure from **Roulette** and his arrival at **MGM**.

While **Reprise** execs remained mum on the subject, it was learned that **Mo Ostin**, **Reprise's** vice-president, has been carrying on negotiations with **Roulette's** **Morris Levy** and **MGM's** **Arnold Maxin** to clear any legal obstacles in getting the two albums produced.

## C-C LABEL SPLITS INTO TWO FIRMS

**NEW YORK** — The **Caprice-Congress** label combine is splitting up. **Jerry Granahan**, head of **Caprice**, has acquired all the shares of the label from his two partners **Neil Galligan** and **Hutch Davie**. In an amicable agreement, **Granahan** will become sole owner and president of the firm and will retain **Janie Grant** and the **Angels**.

Meanwhile **Galligan** and **Davis** will transfer **James Ray** to the **Congress** label. **Linda Scott** and the **Bracelets** will remain on the **Congress** label as before. **Granahan** will set up new offices for **Caprice** shortly.

## Senate Committee Hears Plea To Save Arts and the Artists

**WASHINGTON**—America may lose the joy of great classical and operatic performance and at the same time lose the cultural cold war to the Communist countries, if Congress does not stop disparaging or ignoring pleas for the now desperate needs of the arts and the artists.

A special Senate Arts Subcommittee of the Education and Labor Committee last week held a vigorous forum on this premise, under Chairman **Claiborne Pell** (D., R. I.). No representative of the classical

recording interests spoke at the hearings, yet it was pointed out that if America does not act now to save its performing symphony and opera and ballet Americans will lose their taste for the classics at home and lose cultural prestige abroad.

It was pointed out that, economically, this branch of the performing art is at last gasp. Too often, American talented performers must go to Europe to practice their art, gain prestige—and only then are they welcomed here with sellout showings in a few major cities. The rest of the country draws a blank.

While the need for government help either in matched funds for local or federal arts programs, it was generally agreed that one single non-money bill needs passage to pave the way for action. This would be a bill to set up a **Federal Advisory Council on the Arts**.

Despite the high-sounding title, the Council's primary function would be a practical one. The Council of 21 presidentially appointed representatives would come from the best America has to offer in the arts and in administering programs and performances. They would have to find practical and economical ways of getting the performing and visual arts into the daily lives of the public. Like the private impresario, they would also have the job of getting the public to come to the arts and pay a reasonable admission for the privilege.

The Senate has already passed such an Advisory Council bill. The House, with jeers and jokes, killed an attempt to get passage over the heads of its balking Rules committee. However, the climate in the Rules committee itself is better now, said Representatives **Thompson** (D., N. J.) and **Lindsay** (R., N. Y.), who testified at the hearing. An Advisory Council bill would stand a better chance to move through Rules now, and passage in the House could almost be promised at least for the next Congress.

U. S. Commissioner of Education, **Sterling M. McMurrin**, speaking for the Department of Health, Education and Welfare, agreed with the need of action, but also warned that U. S. would have to assure the arts that there would be no political pressures put upon them as done in Soviet-sponsored programs. **McMurrin** said the Commission is boosting cultural programming in American education. Senator **Javits** was quick to point out that the government promotes science through special advisory groups, and just as much should be done for American youth who want a cultural career.

## AH, PEACE

### Bud & Trav Act Together Again

**HOLLYWOOD** — Behind-the-scenes talks are under way to reunite the former **Bud and Trav** vocal duo split up two years ago. **Pair** will return to **Liberty Records** to complete still unfinished LP commitments.

When each went as a single, **Bud Dashiell** formed a group called the **Kinsmen** and recorded for the **Warner Bros.** label. **Trav Edmondson** was signed by **Reprise Records**. However, it is known that each as a single hasn't reaped the rewards that either had gained during the **Bud and Trav** duo days.

The **Bud and Trav** pair, at the time of its rift, was regularly represented in **BMW's** best-seller lists. As singles, neither has hit the charts since the split-up.

### Everest Signs Troy Shondell

**HOLLYWOOD**—**Troy Shondell** was signed last week to a five-year contract by **Everest Records**. The singer heretofore appeared under the **Liberty Records** banner.

**Shondell's** initial release for **Everest** will be a single, "Gone" b/w "Some People Never Learn." He's due here in two weeks to record an LP for **Everest** to be produced by the label's vice-president and general manager, **Murray Cohen**.

**Shondell** was signed in **Chicago** last week by **Everest** president, **Bernie Solomon**, following conferences between **Solomon** and the singer's agent, **Gronauer**. Among **Shondell's** noteworthy recent releases was his previous top-seller, "This Time," and a later single, "Tears From an Angel" b/w "Island in the Sky."

### Merits of Earphone Players Get Rating

**WASHINGTON** — Retailers interested in earphone record players for their customers will want to get a recent report on the merits of 14 makes of the phone players sponsored by the **American Library Association**. **ALA's** **Library Technology Project** used the services of **Consumers' Research, Inc.**, of **Washington, N. J.**, for the study.

Both mono and stereo players are included in the group chosen by the **ALA** project for testing. All are in the \$100 to \$200 price range, and the group includes at least one by each known manufacturer of earphone record players.

The first part of the report breaks down comparative merits of components of record players, and the second part discusses various aspects of each, then rates them as "recommended," "intermediate" and "not recommended."

The report is called "The Testing and Evaluation of Record Players for Libraries," and may be obtained for \$2 from the **American Library Association** headquarters at 50 East Huron Street, **Chicago 11**.

## WILSON LANDS WNBC A.M. SPOT IN DEEJAY SHIFT

**NEW YORK** — Latest deejay shifting among key **New York** radio outlets found **WNEW** spinner **Big Wilson** resigning to make a shift to **NBC** radio flagship **WNBC**, replacing **Jim Lucas** as the outlet's prime morning personality, as of September 3. **WNBC**, in recent seasons, has sought vainly for an audience-attracting morning format, now apparently feels it has found the elusive formula in **Big Wilson's** personality-deejay-with-good-music style.

Into the vacated spot at **WNEW**, 8-midnight nightly, now goes **Wally King**, a warm personality ex - **Cleveland** jockey who has thus risen from part-time free lancer to station personality in just one year at **WNEW**.

# Ops Share in Cleveland Boom

By BOB SUDYK

CLEVELAND—Local coinmen are sharing in Cleveland's prosperity. The Port of Cleveland is booming, employment is climbing, and collections are healthy. And they're expected to get healthier in the last quarter of 1962.

The newspapers are reporting expansion among the operators and distributors and singled out Morris Gisser's Cleveland Coin Machine Exchange Company for special praise in its world-wide sales of automatic games and juke boxes.

Like Cleveland Coin, distributors Monroe Coin Machine, Lake City Amusement and Shaffer Music Company have been significant users of the Port of Cleveland and the St. Lawrence Seaway. All report exports up this season and some eye-popping sales increases this year.

## 25 Per Cent Increase

Monroe Coin's Vice-President Norman Goldstein reports the sales increase for the fiscal year ending June 30 was "unbelievable." Insiders report Monroe's rise at more than 25 per cent. President George George reports that Monroe has outgrown the 7,000-square-foot addition it purchased last year.

Lake City reports sales up substantially and getting better, and Shaffer is "up slightly and will be even better the rest of the year, according to Larry Hornbeck, head of the Cleveland office.

Generally, operators report substantial collection increases over last year. A rise of between 5 and 8 per cent is the average margin of increase. Music and games played about the same.

All in all, the good locations stayed good and the poor spots became a little poorer, according to most operators.

## Drive-Ins

Hy Silverstein of Excel Phonograph Company expressed concern about a common problem throughout the industry—changing merchandising habits. He is especially mindful of the greatly increasing number of drive-in eateries, for instance.

"I've lost a number of good restaurant locations that have gone out of business because of the fast rise in popularity of the drive-in hamburger spots. Customers who stay in their cars can't play a juke box or a coin-operated game," said Silverstein.

Alfred Attewell, who has operated Attewell Music Company for more than 25 years, complains about local operators who are giving painted coins to their location owners to promote play.

## Painted Coins

"Some guys are giving back \$5 to \$10 worth of coins every week or so. I haven't seen so much of this since the late '30's. A few individuals can weaken the entire local industry doing this," said Attewell. Though starting slow, Attewell's collections were picking up last month.

Pool table action has been mainly responsible for Excel's 5 per cent hike in business.

Nate Pearlman of L & N Music, Inc., reported the best gain over the first eight months of last year with a 15 per cent figure. Both music and games are booming.

Sanford Levine of Atlas Music Company said that his 5 per cent increase figure was an "encouraging indicator of prospects for the final months of the calendar year." Charles E. Metro Sr. of C. M. Music Company revealed an estimated 5 per cent increase over last year that should hold well into

(Continued on page 71)

# Cool Weather Drags Down Bay State Summer Take

By CAMERON DEWAR

BOSTON—Weather appears to be the bogeyman in the path of greater profits for music operators in the Greater Boston and Bay State area during the third business quarter. While regular locations have held fairly steady, reports are that the vacation locations have dragged grosses down by up to 20 per cent. Cool weather is blamed.

The year started off quite briskly for most operators and continued on a slightly better level than last year up until the summer. Nevertheless, distributors report that operators are in a sounder financial position than at any time

in the last five years. Considering the poor weather, the stock market scare and the loss of many locations to urban renewal, the year may wind up a little better than 1961.

Operators are buying fewer games than they were a year ago. Two factors are blamed: the recent rumors of a boost in arcade and game taxes and the immediate problem of cool evenings that has kept the crowds away from beach areas. Bob Jones of Redd Distributing Company points out that in many sections of the State there is a complete misunderstanding of laws governing the machines by

(Continued on page 71)

# Smash Tourist Crop Ups Rockies' Take

By BOB LATIMER

DENVER—A record influx of tourists to Rocky Mountain resort areas has proved the salvation for local coin machine operators and distributors this year. Game collections are running about 10 per cent ahead of last year, and juke box takes are doing an estimated 5 per cent more than they did for the first eight months of 1961. And while the tourists aren't spending as much money as they did a year ago, they are frequenting the more modest bistros. These are the locations with juke box music and coin games.

Prospects for the balance of the year are on the dismal side, most large operators believe, when the tourist season comes to an end. Thinking along these lines is based on the experience of the 1961 autumn, when collections nose dived immediately following the tourist season, and because the general economic picture in Colorado has not picked up, as was expected during the "so-called" Soaring 60's.

This year so far has been a year free of legislative problems, taxes or licensing increases. The only exception was the levying of a new tax on vending machines which sell items for more than 25 cents, which, of course, had little effect on the juke box and amusement machine field.

## Kiddie Rides

Amusement machine operators credit their healthy 10 per cent increase to such factors as a big expansion in shopping centers in the Denver area in recent months. Hence, many amusement machine operators have bought kiddie rides, which showed well above average returns wherever they were spotted.

At least a dozen operators who had never before entered into the kiddie ride field are now profiting steadily from locations in discount houses and large shopping centers.

Also, for the first time, juke box operators and amusement machine operators alike are looking into the bulk vending industry. Following the success of Continental Music Company with bulk machines scattered throughout major supermarkets, after previous experience with juke boxes and amusement machines only, other operators are going into bulk vending on a smaller scale.

## Retirement

Another, somewhat unfortunate reason for a larger return on juke box locations was the retirement of several veteran operators in the Denver area, which, of course, left openings for new locations, or the purchase of good, healthy routes, by younger operators.

# Milwaukee Ops See Strong Finish Making Year Among All-Time Best

MILWAUKEE—Beer City coinmen, with few exceptions, are looking confidently to a strong finish for this year. They say 1962 will rank with the best years on their books. Revenue during the first eight months has pulled slightly ahead of the same period of 1961, but the profit margin is narrow.

Juke box collections showed unexpected strength this summer. Bobby Vinton's "Roses Are Red," "Wolverton Mountain" and a lengthy string of hit singles have kept the juke box coin boxes well filled.

Jerome (Red) Jacomet, Red's Novelty Company, reports his volume has scored a 10 per cent increase during the first eight months of this year. The improvement has been evident in both his music and games departments.

"I can't figure it out," says Jacomet. "The general economy around here is healthy, but that isn't the main reason for the improvement. It can be laid to a combination of factors: economic conditions plus the raft of hit records being promoted by the disk jockeys."

## Pool Table Collections

Arnold Jost, Arnold's Coin Machine Company, also reports healthy volume this summer. "We had a solid spurt of action in July. Our pool table collections have been well ahead of last year."

Music and games receipts have both shown improvement during the first eight months of 1962, said Leo Dinon, H. & G. Amusement Company.

"We enjoyed a good start during the first half of the year," Dinon said. "Our business has, however, been a bit dull this summer. But on the whole, we have no complaints to make."

## Distributor Business

Distributors also report they are racking up a healthy year, according to Sam Hastings, Hastings Distributing Company, new and used equipment wholesaler. Hastings, who serves as president of the Milwaukee Coin Machine Operators' Association, also operates some hefty music and games routes.

"Our dollar volume for the first five months ran about 20 per cent ahead of last year," says Hastings. "We most likely won't continue at the same strong pace. But I see no reason why we shouldn't wind up at least a little better than we did in 1961."

Both operators and distributors are agreed on one point: zooming overhead costs threaten to erase much of the year's profits.

According to Jacomet: "Climbing labor costs are the biggest problem our industry faces. It costs so much more today to hire and retain competent, skilled route and service-help. They can get jobs in other industries with more pay for less hours. The average coin machine routeman here is putting in 44 hours a week. Servicemen put in even more hours. Payroll costs are developing into a heavy burden to coin machine firms."

# Only Hale Survive City Squeeze

By AARON STERNFIELD

NEW YORK—The bulldozer's impact is being felt by New York juke box and game operators. With entire city blocks being torn down for urban renewal projects, and with neighborhood taverns and tenements being razed to clear the way for luxury housing, the number of juke box locations in New York City has been reduced from about 10,000 to some 8,500 in the last year.

A reduction by 15 per cent in the number of locations should be a harsh blow to the city's coin machine industry—but it isn't.

Operators are now paying more attention to serving and programming for their remaining juke box locations, and collections are reflecting this increased attention. Many of the stops which fell victim to the bulldozers were marginal locations to begin with. So while the number of locations has decreased by 15 per cent, the total revenue taken in by the remaining 85 per cent has remained steady.

## The Fit Survive

And the sharp competitive practices in the industry have taken their toll of operators. Bluntly stated, the

inefficient or under-capitalized operator can't stand the gaff.

According to Al Denver, president of the Music Operators of New York, there are fewer operators in the city now than there were a year ago, but the survivors are in healthy shape. Marginal operators have sold out, and the part-time operator has all but passed from the local scene.

Despite the decrease in the number of machines, distributor sales to operators are keeping pace with last year. With a higher per-machine average collections, the local operators are more inclined to upgrade equipment. And with newer equipment, collections are further enhanced.

## Loans, Bonuses, Fraud

All this would make for an encouraging picture were it not for three things—location loans, bonuses and fraud.

New York location owners are among the most sophisticated in the world; New York coin machine operators are probably the hungriest in the world. Mix these two elements and you have a bonus and loan structure second to none.

New York tavern owners will demand and get loans way out of proportion to economic reality. When a contract

comes up for renewal, they will augment the loan with a whopping big bonus.

## Bluff Seldom Called

When the operator hesitates, the location owner will suggest that the operator's competitor will come up with the scratch. The location owner's bluff is seldom called. And he's usually not bluffing anyway.

Sophisticated location owners are not the only problems—crooked ones are worse. Latest gambit involves a sharpie renting a vacant store, exacting large loans from competing operators on the promise that their juke boxes and games will be placed on the location when it opens, then skipping out.

## No Solution Seen

No solution is in sight for the loan, bonus and fraud problems. Any agreement to restrict loans and bonuses, of course, would be illegal. And even if such an agreement were legal, the same sums of money would probably be passed under the table.

The operator who advances money and gets a promissory note and contract at least has recourse to the courts.

But despite these problems, there's still enough profit in the operating end of the business here to keep the local coinmen solven.

# IN PHILADELPHIA NEARLY EVERYONE READS CRY ACT

By GEORGE METZGER

PHILADELPHIA—For the most part, operators in this area have been experiencing an off year. Things were bad enough, they said, but when the summer came along, business really dropped. "It is the worst summer I ever remember," was the way one suburban coinman put it.

Leon Taksen, manager of the Amusement Machine Operators Association of Pennsylvania and a Harrisburg distributor, said there are "101 different reasons why business has dropped."

One of them, he said, is the legal problem. "Certain games have been outlawed and on many of the ones that remain you have to buy a \$250 stamp to operate them," Taksen said.

Then, too, there came the age-old cry of the operator to have the factories "give us something new." They all seemed to feel that if a new game was to hit the market now it would really go over big. The operators reported that everything coming out lately has been an old game with some slight change.

A downtown Philadelphia operator thought that the salvation of the industry might be bumper or pin pool. He said they could be priced so low that everyone could afford to buy them new.

Many local operators—including those who have been around for a good many years with music and game routes—are slowly but surely slipping into vending.

# See Need for Radically New Game to Stir Detroit Action

By HAL REVES

DETROIT—Motor City operators expect to bounce back from a sub-par summer and make a respectable showing for the year. Industrial layoffs have hurt collections here in the last few months, but the employment picture generally improves in September.

Roy Hathcox, Fairway Coin Machine Company, reports that game collections are ahead of music takes. Hathcox feels, though, that no significant upturn in game collections will materialize this fall unless the manufacturers introduce a radically new novelty item.

Maurice J. Feldman, Central Coin Machine Exchange, also cited the need for new game ideas. He said that game collections—particularly on bowlers and pool tables—have been doing well this summer.

### Automation Hurts

In working class neighborhoods, only a rise in employment will help. The automobile plants have stepped up automation, and the unskilled workers are being laid off. Relief checks don't provide for much money to play the juke box in the neighborhood tavern.

But operators are setting their sights on class locations, catering to people who haven't been hard hit by the recent slump.

The general view of music operators was summed up by Erwin B. Moss, Moss Music Company. He said that despite the recent expected slump, "our gross so far is over last year. I look for things to be very good in the next few months. The amount of machines

being bought, and many calls operators are getting from beautiful new places, like restaurants that cost \$50-75,000 to open, builds encouragement. People have confidence in this town and I think Detroit will be O.K.

Encouraging business in new machine sales, both music and games, is reported by distributors, including those who find current operator reports of play away down. This paradox is the best expression of operator confidence.

Thus, Harold Christiansen, general manager of Angott Distributing Company, reported sales of juke boxes much better this summer than a year ago—continuing an eight-month trend, and he looks forward to even an improvement for fall.

### Distributor Sales

"The best year in the past two years" is the report of Art Hebert, manager of Miller-Newmark Distributing Company, echoing a sentiment found generally. Analyzing the present drop in play, he commented: "This little layoff will soon be over, and people will be back to work."

Legislation taxes and legal problems have been generally absent, and none appear in prospect. Commissions remain unchanged, averaging 50 per cent. Two special location relation problems are giving operators some serious concern, however:

1. Location loans continue to be important. Operators generally have vainly sought some way to reduce or eliminate this situation. The cus-

(Continued on page 71)

# Everything Running on Even Keel, Dallas Eight-Month Report Shows

By O. R. ALLEN

DALLAS—Distributors, operators and one-stops all agreed that music and game business in the Dallas area has been good during the first eight months of 1962, and they see continued prosperity during the remainder of the year.

Abe Susman, owner of State Music Distributors, said that music business had been satisfactory and that play on games is steadily improving.

Gary Drexler, manager of Music Box, a one-stop, said that collections have been much better than at the same period last year.

Drexler pointed out that the usual summer slump had failed to materialize this year and gave a logical and yet obvious reason for the lack of it: Records have been good, and when there are good records there are more sales.

Floyd Johnson, owner and operator of City Cigarette Service, has been picking up locations. B. H. Williams, a partner in B & B Vending Company, said that his company has enjoyed a business increase between 25 and 30 per cent over the same period last year. Both firms operate music and games.

Reason for the increase, Williams said, is that taverns are fewer but better. It has become increasingly hard, he explained, for a potential owner to find and buy a good tavern and when he does find it he naturally is required to pay more for it.

This situation discourages the fly-by-night owner and attracts the more responsible sort. This makes for a steadier flow of customers, with the results showing in music and game play.

# Chicago Hums Hopeful Tune For Lively Last Quarter

By JOE KLEIN

CHICAGO—With rare exceptions, business here is good—and, in the main, better than in 1961, according to local distributors, operators and one-stoppers.

The response of Nathan Feinstein, Atlas Music Company executive, was a typical distributor spokesman.

"Business was excellent during the first eight months of 1962," he said. "It was better than during the corresponding period in 1961. And we look for even better things in the future—in the next four months and beyond that. That there are grounds for optimism was indicated by the fact that we have had two of our best months in July and August—even though the summer is usually bad."

Feinstein's enthusiasm is shared by Joe Kline, head of the First Coin Machine Exchange.

### Exports Help

"Business is very good," Kline said. "The first eight months of 1962 were better than the like period in 1961. But as for the next four months—who knows? Exports are wonderful. Exports are most important to us."

Even more unreserved in his appraisal of conditions was Joe Robbins, vice-president of the Empire Coin Machine Exchange.

"We're far ahead of 1961," he said. "And it's improving all the time. The last quarter will be better than the first two. New products are helping considerably. The operators are in pretty good financial condition. There is a minimum of cut-throat competition in the industry—that is, between operator and operator, and between distributors. We have all reached a more sensible level."

### Commission Changes

Robbins added that the renegotiation of the 50-50 commission arrangement will become possible under certain conditions.

"It may be possible to achieve it with a new type of game," he said. "It may take a new concept of a game. Certainly it will be difficult, if not impossible, to do without the offer of new equipment to the location."

Joseph Schwartz, president of National Coin Machine Exchange, spoke more restrainedly.

"The first eight months of 1962 were as good as the similar period in 1961 and perhaps a little better,"

he said. "But it's hard to make a prediction for the next four months."

Operators were somewhat less buoyant than the distributors in surveying the past and the future.

### Unstable, Spasmodic

"The first quarter of 1962 picked up," reported Jerry Frazin, owner of Acme Automatic Music Company. "After that it started to slide and it's still sliding. Business just isn't what it should be. Unstable. Very spasmodic. Compared to 1961, it's about even and maybe a little better—perhaps by 10 per cent—but then, let's face it, the first six months of 1961 were rotten."

Frazin envisions no improvement in the next four months.

"Not unless the government drops the mortgage rate," he said. "The tight dollar is hurting. School children are particularly affected by the shortage of money. The take in school areas has fallen off. Restaurants are holding fairly. Taverns are all right during the weekend."

### Cheerful Note

Larry Coop, manager of Western (Continued on page 71)

# Phono Take Up, Games Down in South

By ELTON WHISENHUNT

MEMPHIS—Mid-South operators report that juke box collections for the first eight months of 1962 are a shade better than they were for a comparable period last year, but that game revenue is off by from 10 to 20 per cent.

Poplar Tunes Record Shop, one-stop which sells to all operators in Memphis and a great many in the Mid-South area, reports a greater sale of singles to operators this year than last.

Frank Berretta, partner, said sales were up 15 per cent. If this is business barometer, it would mean operators' estimates of revenue are not high enough.

But it could also mean, with higher gross receipts, an increase in operating costs could have reduced net take.

### Bright Picture

But Berretta's report is a bright picture for the business because of the reason he's sold more records:

records are better this year than last and are remaining top quality.

Berretta said he had the biggest single seller in Ray Charles' "I Can't Stop Loving You" since Elvis Presley's "Hound Dog" backed with "Don't Be Cruel" in 1957.

Another big one, with more sales than other hits for several years, was Acker Bilk's "Stranger on the Shore." Another: "Roses Are Red," by Bobby Vinton.

Berretta looks for better business this fall than in the fall of 1961 because of continuing better records and normal growth and expansion of the business.

Drew Canale, Canale Enterprises, Inc., and Edward H. Newell, Or-Matt Amusement Company, estimated their music receipts the same this year as last.

### Mixed Reports

Charles V. McDowell, general manager of Southern Amusement Distributing Company, operator and distributor, said his music was

up some. But Newell and McDowell said their games were down. Canale doesn't operate games, but has a large cigaret route.

All three predicted better business this fall than in 1961.

A continuing problem, as with operators everywhere, it seems, is threat of additional taxation. ("We're the most overtaxed business in the country," said McDowell.)

The 1963 Legislature, which convenes at Nashville in January, is sure to have one or more bills introduced toward that end. Operators will have to organize to fight it.

Another problem McDowell noted was keeping locations open. Locations owners after a year or so of long, hard hours, sell out. Turn-over is constant.

McDowell also echoed a familiar note voiced among operators and distributors for years: "A new, dramatic amusement game to capture the imagination of the public."

# Lots of Jobs Spell Rosy Coast Look

HOLLYWOOD—Coin machine operators here found business conditions during the first six months of 1962 running ahead of the same period a year ago, with the outlook remaining rosy for the remainder of the year.

Two basic reasons share credit for the business increase, according to operators surveyed by BMW: General economic conditions in the area are improved, and with more money available, thanks to a higher employment rate, more money is spent in coin-operated devices. (Sole exception to this is the San Diego market, hit hard by aircraft-plant lay-offs.) This was found to be true in music machines, games, and in vending machines.

Second reason given by operators is increased competition. As competition has become keener, it has forced operators to work that much more aggressively—adding locations, changing equipment and providing more service—which, in turn, is paying off with greater returns.

### Sound of Music

Juke box operators are showing a business increase in this area, attributing their boost to a marked improvement in the caliber of singles records. This factor has meant that music machines are reaping far greater returns this year than during previous comparable periods. The public in general has shown a greater interest in better singles records. Recording companies have rekindled the public's desire for singles by putting

out a more exciting product. Operators benefit from this, as do record dealers and other segments of the record industry.

In the games field, pool tables have become the rage here, and their popularity continues. Pool games have, in turn, given the over-all game business a shot in the arm. According to one operator, pool games have become so much in demand that one cocktail location is removing several booths to make room for the machine.

In bulk vending, business similarly has continued to mount. More locations, as a result of keener competition, plus greater availability of money at the consumer level is held responsible for the revenue increase.

### Continuing Tax Fight

Vendors also are waging a continuing battle through the Western Vending Machine Operators Association to keep community taxes in line. There are some 70 different municipalities in the greater Los Angeles area, each with a different tax structure and each with ideas of tapping the coin industry.

The association, through its tax expert, Eugene Zola, takes a different municipality each month and presents the coin operators' side of the argument in an effort to institute fair legislation. This has helped substantially in keeping various areas open to practical operation and in bringing back some whose heavy taxation has eliminated them from being worth an operator's effort.

# Shady Coin Promoters Bilk Innocent Buyers, Says BBB

By **JOE KLEIN**

CHICAGO—"Unscrupulous promoters" are victimizing inexperienced persons through franchise agreements involving juke boxes, games, bulk vending machines and other coin-operated equipment, the Chicago Better Business Bureau warns.

None of the established firms in the industry are guilty of the misdeeds condemned by the Bureau, it was explained.

"The coin machine field is large

and there are many concerns of good standing engaged in it," said A. B. Johnston, BBB vice-president. "Nevertheless it continues to be invaded by unscrupulous promoters seeking investments from inexperienced persons. These operators use prospectuses prepared to show successful operations without previous experience and that unusual profits can be made."

Johnston said that in many instances the machines are sold or leased in a franchise agreement between the seller company and the individual who may be designated as a distributor.

He said that the promoter's pitch leaves the "distributor" convinced that "high profits can be enjoyed with very little labor."

Usually, Johnston said, the "Distributor" is required to sign a contract calling for thousands of dollars in investment.

The sellers often present so-

called tables of profits, Johnston said.

"These displays should be checked carefully, as they are usually based on perfect conditions, few of which, seldom if ever, prevail for any given group of machines."

A survey conducted at one time through questionnaires sent to several hundred individuals who had made inquiries of Better Business Bureaus in connection with coin machine promotions, disclosed that less than 5 per cent of the 182 who had purchased equipment had made money, Johnston said.

None reported having made profits of the nature promised or predicted by the promoter. Of the 182, Johnston said, only 35 were still operating. He claimed further that all Better Business Bureaus have received complaints that locations when supplied by the

seller were poorly chosen and unproductive of sales.

Johnston said that the Bureau has proof of the following:

**Restricted Territory.** In some instances the purchaser is given specific territory. In others the machines may be placed in any area. The promoter may attempt to sell territorial rights and the purchaser may be asked to pay a premium for a restricted territory. Instances have been reported where the purchasers found that coin machine concerns had allowed other purchasers to invade their respective territories.

**Lease-Back Arrangements:** Occasionally, a purchaser leases the machines and then hires the seller to service them. This is generally referred to as a lease-back arrangement. Instances have been known where the cost of servicing has been much greater than the money turned in by the servicing company. In some areas the "lease-back" agreements have been held to be a security within the meaning of Section 2 (1) of the Securities Act of 1933.

**Guarantees:** Some companies provide a guarantee which appears to offer a protection to the purchaser with respect to good locations. Nevertheless, numerous complaints have been received on this point. Purchasers say that it

(Continued on page 74)

**N. J. ACORN DIST.**

ACORNS, 1c, 5c, 10c,  
A-1 Condition, \$10.50

Write for Special Prices on  
NEW 1c, 5c, 10c, 25c ACORNS  
NEW "TITAN" 4,000 King Count

Gold Medal Popcorn,  
A-1, Used ..... \$250.00  
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A-1, Used ..... 27.50  
"Papco" Original Bugs, \$25 to \$36  
per M—Immediate Delivery

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DIST. CO.**

219 MONROE ST.  
PASSAIC, N. J.

## Philly Bulk Vendors Seek Ear Of City Council on Fair Tax

PHILADELPHIA—Manny Rake, president of the newly formed Pennsylvania Bulk Vendors Association, said the young organization is attempting to educate city

councilmen about the problems of the small, bulk operators.

He said that the PBVA's legal representatives have been talking with the councilmen and when the time comes to pass the tax on vending, the association expects to be called in. Rake said he expects the council to ask the operators what they think is a "fair" tax.

The president of the association emphasized, however, that this is just one program of the PBVA. He said it will take up matters of interest to the bulk vending industry across the State.

Rake said the PBVA is still conducting a membership drive to enroll every bulk operator in the State. The next meeting will be September 10 at the Adelphia Hotel, Philadelphia. Meetings are generally held the first Monday of the month.

## Bill Labels Slug-Making Federal Rap

WASHINGTON — A bill to make the use or manufacture of counterfeit slugs for coin machines a federal offense was okayed by the Senate Judiciary Committee last week. The bill, H. R. 8038, already passed by the House, would broaden the anti-slug legislation to include paper or any other type of counterfeit designed or used to cheat coin-operated vending machines, pay telephones, et al.

Fines up to \$1,000 or a year in jail or both would hit the manufacturer or user of the counterfeit. Senate must vote on the bill before it goes to the President for signature.

During House hearings on the bill last year, the present federal sanctions and individual State laws against use of fake coins were found to be ineffective in protecting vending machines. Committee estimated that by 1965, vending sales and services would hit the \$4 billion mark.

WE'VE MADE IT POSSIBLE FOR YOU TO BRUSH AFTER EVERY MEAL

**FLEX-I-BRUSH**

... the first 10-cent paste-filled disposable toothbrush.

Comes in hermetically-sealed polyethylene container.

**NOW AVAILABLE!**

**FLEX-I-BRUSH**

DISPENSING MACHINE (handles 100 containers) \$20 ea. Brushes \$40 per M

SAMPLES AT \$1 per dozen

**Distributorships Available**

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**Northwestern SUPER SIXTY**

**Capsule Vender\***

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

5c, 10c and 25c.

\*With QUICK-TACH at slight extra cost.

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Phone: DRake 7-4300



**JUMBO 5c ALL CHARM VENDING**

Do you like being first in your territory with a new-type vending? Do you like to double your profits? Send for full information on Jumbo Charm Vending.

THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY. BIG PROFITS.

Atlas has the perfect machine for Jumbo Charms. Write for information on how to convert other Vendors.

FREE illustrated sheets on all Feature Charms, Rings and Bulk Charms.

**The PENNY KING Company**

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

**Penny-Nickel ATLAS MASTER Vendors**



**NEW "HORRIBLES"**

16 Different Subjects  
ONLY \$38.00 per M Capsuled

at the following warehouses—

Birmingham Vending 540 2nd Ave., No. Birmingham 4, Ala.	Standard Specialties 1028 44th Ave. Oakland, Calif.
King & Co. 2700-2 West Lake Street Chicago, Ill.	Rake Coin Machine Exchange 409 Spring Garden St. Philadelphia 22, Pa.
Griff Vending Supply Co., Inc. 2817 West Davis Dallas, Tex.	Northwestern Sales & Service Co. 1194 Tremont St. Boston, Mass.
Star Vending Supply Co. 6227 Calhoun Rd. Houston, Tex.	Operator Vending Machine Supply Co. 1023 South Grand Ave. Los Angeles 15, Calif.
Northwestern Sales & Service Co. 446 West 26th St. New York 18, N. Y.	Ridge Gum Corp. 4324 Ridge Rd. Cleveland 9, Ohio

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- NO MISSING



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Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE.

**Northwestern CORPORATION**  
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**GIANT SCARE 'EMS®**



Going Stronger Than Ever!

NOW! Assorted SHRUNKEN HEADS, CENTIPEDE, GIANT BEETLE, SCORPION, Etc. THE BIGGEST AND BEST VARIETY OF SCARE 'EMS AVAILABLE!

ONLY \$42.00 per M  
capsuled in PAPCO'S famous trouble-free capsule.

**NEW JR. SCARE 'EMS**  
Large Variety  
Only \$27.00 per M capsuled

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**MANDELL GUARANTEED USED MACHINES**

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

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	\$ .44
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.62
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Sheik, Red	.50
Cashew, Whole	.65
Cashew, Butts	.60
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.32
Baby Chicks	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct. .... \$ .32  
Malt-ette, 100 ct., per 100 ..... .35  
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct. .... .32  
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .... .45  
Wrigley's Gum, all flavors, 100 ct. .... .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.

One-Third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY VICTOR GLOBE STYLE TOPPER DELUXE**

1c or 5c

For Ball Gum and Charms. Also available for Peanuts and Bulk Candies. Packed and sold 4 to a case.

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MOE MANDELL  
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**GIVE TO DAMON RUNYON CANCER FUND**

# VENDORAMA

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

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

Vendorama has extra large capacity. Grosses \$22.00 per fill of 210 gum and charms. Grosses about \$30.00 per fill of Rocket Charms @ 5c.

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

Write for beautiful illustrated circular and prices today.

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

**BIG SAVINGS on BALL AND VENDING GUMS**

SAME FINE FLAVORS, CENTERS AND COATING

**Direct Low Factory Prices**

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

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

# oak PROFIT MAKER!

25¢ OR 50¢  
SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak MANUFACTURING COMPANY, INC.**  
14411 Kallistraville Ave., Culver City, California

# Detroit Ops Take New Rules in Stride

DETROIT—Bulk vending operators have apparently accepted and adjusted with minimum difficulty to the new sanitary regulations recently established here. Chief Inspector Carl Gregory of

the Detroit Board of Health told Billboard Music Week that special provisions have been adopted to make regulations and enforcement economically feasible, particularly for the smaller operators. For example:

1. Ball gum operators may operate without the otherwise required commissary if their operation is small enough so they may operate directly from the wholesaler or jobber to the machine. In this instance, they may handle their sanitizing procedure effectively right on location, it is conceded.

However, the operator of a bulk nut vendor is not allowed to do this, because of the different nature

of this commodity from the health standpoint.

2. A central commissary may also be utilized, in which several operators may pool their requirements in one commissary and save costs. Any type of food product comes under this regulation.

Operation of any food route out of a home is prohibited, and this rule was at first expected to hit bulk operators hard. But the Detroit zoning ordinance itself bans such an operation, Gregory pointed out. Operation from a home is impractical because the Health Department does not normally have access to a home for inspection purposes, as necessary.

In connection with the central

commissary, special inspections are made to determine that operators are really using it, especially for their sanitizing operations and not just renting the space as an evasion of the law and actually working out of homes or elsewhere.

One central commissary, established by Ray Merritt, now has about 30 operator-customers. Each has a private locker about 4 by 4 feet for storage, and access to use of the sanitizing and other general equipment in common. Each man has his own key to the general commissary, and the arrangement appears to be working.

Two New Charms By EPPY  
Beautifully engraved

## BAVARIAN BEER STEINS

Assorted Plated Colors \$8.00 per M. F.O.B. Jamaica, N. Y.

Out of this world—engraved

### Air Command Rings

4 Styles

MERCURY PROJECT • GEMINI • AURORA 7 • MOON ROCKET

\$13.50 per M. F.O.B., Jamaica, N. Y.

AVAILABLE AT ALL EPPY WAREHOUSES AND FACTORY

**EPPY CHARMS INC.**  
91-15 144th Place, Jamaica 35, N. Y.

# Eppy Introduces Multi-Hued Nuts

JAMAICA, N. Y. — Eppy Charms, Inc., has broken with tradition to introduce colored pistachio nuts to the bulk vending industry. The firm is selling Jumbo Rainbow Pistachio Nuts in a variety of colors as opposed to the standard maroon.

George Eppy, president of the firm, explained that lack of eye appeal has been hurting pistachio nut sales for years, and he feels that the multi-colored assortment in bulk vending machines will stimulate these sales.

The nuts are packed in five-pound bags, 30 pounds per shipping carton. Cost is 70 cents a pound for a straight nut pack and

79 cents a pound for a pre-mixed nut and charm pack.

The nuts are packed in clear polyethylene bags, with each bag containing a colorful label for display in the bulk vending machine.

The concept of selling the operator pre-mixed bags of charms and confections was bowed by Eppy a couple of weeks ago when he introduced a ball gum and charm mix, also packed in five-pound bags.

Eppy feels that many operators will be aided by the pre-mix packs because they will not be faced with the chore of hand mixing. He also feels that the ball gum-charm ratio in the pre-mixed pack will be conducive to sales.

**NEW! NEW!**

## BOYS' and GIRLS' JEWELRY SERIES

Consisting of 15 different items. Sensational value in each capsule. Fast-moving items will empty machines fast.

Series #100—Boys' & Girls' Items  
Series #101—All Girls' Items  
Series #102—All Boys' Items  
(Specify series when ordering)

Only \$40.00 per M Capsuled

**NEW! 5c IMPORT SERIES**  
15 different items, gimmicks and novelties.

Only \$25.00 per M Capsuled

**ONE STOP SERVICE—AT FACTORY PRICES**

GIANT SCARE 'EMS ... \$42.00 Per M  
#17 Competition Series

SCARE 'EMS ... 32.00 Per M  
NEW JR. SCARE 'EMS ... 27.00 Per M  
FRIGHTENING BUGS ... 25.00 Per M  
EPPY SHRUNKEN HEADS ... 42.00 Per M  
HORRIBLES ... 42.00 Per M  
JUMBO 5c ROCKET CHARMS ... 18.50 Per M

**OAK'S ACORN**  
5c & 10c CAPSULE MACHINE

The perfect vendor for all types of standard capsules. These are the finest bulk vendors in America. Machines have original slip-out coin mechanism.

WRITE FOR PRICES

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

**Rake Coin Machine Exchange**  
609 A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676

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

# BEAVER VENDORS

Patent Pending

## ANSWERS TO THE OPERATOR'S DREAM

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

**MARK I DELUXE CONSOLE**  
Contains 3 Complete Sections, 10 Units

**CAMPBELL VENDING, INC.**  
541 SENECA ST. BUFFALO 4, N. Y.  
PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY & STATE \_\_\_\_\_

Contains 2 Units  
Contains 4 Units  
8 INCH PLEXI GLOBE  
23 INCH PLEXI GLOBE  
8 INCH PLEXI GLOBE

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

# EUROPEAN NEWS BRIEFS

## Game Ops Form Own Swiss Group

BASLE—Swiss games operators are planning the organization of an operator association to campaign for a reduction in license fees and to combat discrimination against coin games in this country. The gamesmen took the decision after unsuccessful negotiations with the phonograph operators for the expansion of the latter's organization into a joint juke box-game operator group. Games operators have protested the "trade snobbery" of the music men, who by refusing to admit the gamesmen are believed to be encouraging discrimination against them on the part of local tax authorities.

## Push More Phonos for S. Italy

ROME—Italy's juke box trade will sponsor a "juke box development program" for Southern Italy, which the trade categorizes as "underdeveloped phonograph territory." The trade will provide financing and technical assistance in the opening of distributorships and the establishment of service facilities in the phonograph frontier territory. For example, there is a grand total of 432 phonographs in Sicily and 194 on Sardinia. In the Basilicata area a recent trade census turned up just 11 machines. These figures are about 25 per cent of the corresponding totals for the industrial areas of Northern Italy. The juke box development program scheme is being pressed in the south of Italy by the Italian government.

(Continued on page 69)

## 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.

SHE'S NOT YOU AND JUST TELL HER JIM SAID HELLO	ELVIS PRESLEY RCA Victor 8041
TEEN AGE IDOL AND I'VE GOT MY EYES ON YOU	RICK NELSON Imperial 5864
PUNISH HER AND SOMEDAY	BOBBY VEE (Punish Her) BOBBY VEE & THE CRICKETS (Someday) Liberty 55479
IF I DIDN'T HAVE A DIME AND ONLY LOVE CAN BREAK A HEART	GENE PITNEY Musicor 1022

## Recent Stereo Releases For Juke Box Operators

All titles listed below are from recent Seeburg "Artist of the Week" packages. All are available in 33 1/3 stereo. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard Music Week, 1564 Broadway, New York 36, N. Y.

- A Touch of Velvet, Jim Reeves, RCA Victor (Pop Standard)**  
Have You Ever Been Lonely/Just Walking in the Rain  
Be Honest With Me/Welcome to My World  
(It's No) Sin/I Fall to Pieces  
Am I That Easy to Forget/All Dressed Up and Lonely  
Wild Rose/I'm a Fool to Care
- There Goes That Song Again, Brook Benton, Mercury (Pop Standard)**  
After You've Gone/I'll Get By  
I Don't Know Why/Breezin' Along With the Breeze  
I Didn't Know What Time It Was/Blues in the Night  
All of Me/I Love Paris  
When I Grow Too Old to Dream/There Goes That Song Again
- The New Sabre Dance, Otto Weiss and His Crazy Organ, Jubilee (Pop)**  
The New Sabre Dance/Night People  
Bitter Sweet/In Orbit  
Buzz'n Boogie/I've Got My Love to Keep Me Warm  
Magnolias & Moonlight/I Find You Wonderful  
Pepe/Rhumboogie
- This Is the Blues, Volume 2, Pacific Jazz (Jazz)**  
Groovin' Blue, Part I and Part II  
New Groove, Part I and Part II  
Big Jim, Part I and Part II  
Sad March, Part I and Part II  
That Healin' Feelin'/Tempo De Blues

## THE WET SIDE STORY

# What Happened in Dallas When Prohibition Hit a Big Community

By O. R. ALLEN

DALLAS—What happens to the game and music business when a major section of a metropolitan area suddenly votes itself dry? That's what Oak Cliff, a section of Dallas with a population of 200,000 did some seven years ago.

This area, when the sale of beer was legal, probably contained more than its share of taverns. When prohibition came, game and music locations suddenly disappeared.

In fact, with the drying up of Oak Cliff, only one wet precinct remained in Dallas, a precinct which takes in all of the downtown area and a big section of suburbs. **Lonely Oasis**

At first, of course, this lone remaining wet area in the city

looked like a sure-fire quick-money spot for the potential tavern owner of the get-rich-quick type, and a rash of new bars suddenly opened in this section. It looked as though Oak Cliff might not be missed.

At that time, just after the dry vote in Oak Cliff, beer licenses were easier to get, rents were cheaper and salaries were lower than today. All of this gave impetus to the new tavern craze. Taverns opened; the games and music went in. Things looked great.

But tavern owners wanted big profits, and they wanted them fast. They were not interested in good will and steady customers. Besides, after all the new openings, there just weren't enough customers to go around.

It all added up to the bleak fact that beer was failing to sell, and music and games were getting little play. Sure, there were a lot of locations to take the place of lost Oak Cliff, but, because of oversupply and mismanagement—principally mismanagement—these locations were either dead or dying.

And die they did. In the meantime it had become more difficult to get a State beer license for those who did want to risk opening a new spot. Rent and lease costs rose, as did the salaries of workers.

Once again the music and game operator saw his locations decreasing, not as suddenly as they had done when Oak Cliff voted dry, but decreasing nevertheless.

## Europe Coin Mfrs. May Invade U. S. Yet

CHICAGO—Whatever disturbs the sleep of Chicago coin machine manufacturers at the moment it is not the specter of a massive invasion of the American industrial complex of foreign producers—an ultimate possibility suggested by the plans of European makers of film juke boxes.

Yet, if the opinion of experts attached to the Department of Commerce and the Chicago Association of Commerce and Industry is worth anything, that prospect merits recognition.

A private firm of Chicago consultants and engineers is heavily occupied at the moment in seeking American sites for the establishment of branch plants for European manufacturers.

Whether any of the "invaders" are makers of coin devices is unknown.

What is known is that a European manufacturer of coin-operated equipment would encounter no extraordinary difficulties in establishing productive facilities on American soil.

He would be expected to comply with city ordinances, state laws and federal statutes—no more and no less. He would face no penalizing tariff-like walls to keep him in an unfavorable competitive position. On the contrary, he would have the protection of the monopoly and antitrust laws against the possibility of prejudicial restraint.

J. H. Plattner, vice-president of Foreign Trade Consultants, Inc., feels that the foreign coin-machine

producer would fail simply because of American know-how.

"They wouldn't offer much competition to American manufacturers," he said. "But, of course, they could have something up their sleeves. They could come up, for instance, with a compact juke box." Plattner predicted that the

United States will eventually join the Common Market.

He lauded the coin-machine industry for its robust participation in the world market.

"It compares favorably with the lamentable fact that only 40 per cent of all American manufacturers do any export at all."

## Eastland Bill Conference Trims Federal Leeway

WASHINGTON—A conference committee of representatives and senators last week agreed on essential terms of the Eastland bill to strengthen the ban on interstate shipments of gambling devices. However, the House-Senate conferees did trim down the leeway of the Attorney General's office to regulate under the bill, and it must get House and Senate approval before it can go to the President for signature.

As amended by the conferees, the Attorney General's role in banning interstate shipment of gambling devices will not include issuing rules and regulations which could become effective as the law. Deleted by conferees was paragraph which said:

"The Attorney General shall make such regulations as may in his judgment be necessary to carry out the provisions of this Act and the violation of any such regulation shall be punishable as provided in Section 6 of this Act." Justice Department spokesmen say this precludes the Attorney General from issuing "advisory opinions" or issuing regulations having the effect of law enforcement under the terms of the legislation.

A second change made by the conferees clearly affirms the right of any State to legislate exemption for itself under the revised law, as under the old Johnson anti-slots act. Nevada was the only State to exempt itself and declare slots legal in the State, under the Johnson Act.

The State of Maryland, which presently allows local sanction by four counties of slots and pinball gaming machines, would now have to declare these devices to be legal in the State if they are to cross State lines into any Maryland county. The only alternative would be to manufacture them within the State.

The third change made by conferees was to strike out the proviso compelling testimony under grant of immunity.

In other respects, the bill re-

mains as amended at House passage in July (Senate had already passed the legislation earlier in the session by voice vote). The broad definition of a gambling machine covers gaming pins and any type of device manufactured primarily for use in gambling, containing the elements of chance and possibility of pay-off. Amusement pinball games are exempt from the bill.

Provisos for strict registry and reporting of all gambling devices, and stamping of identifying numbers on the machines remain in the amended bill banning the devices from interstate commerce.

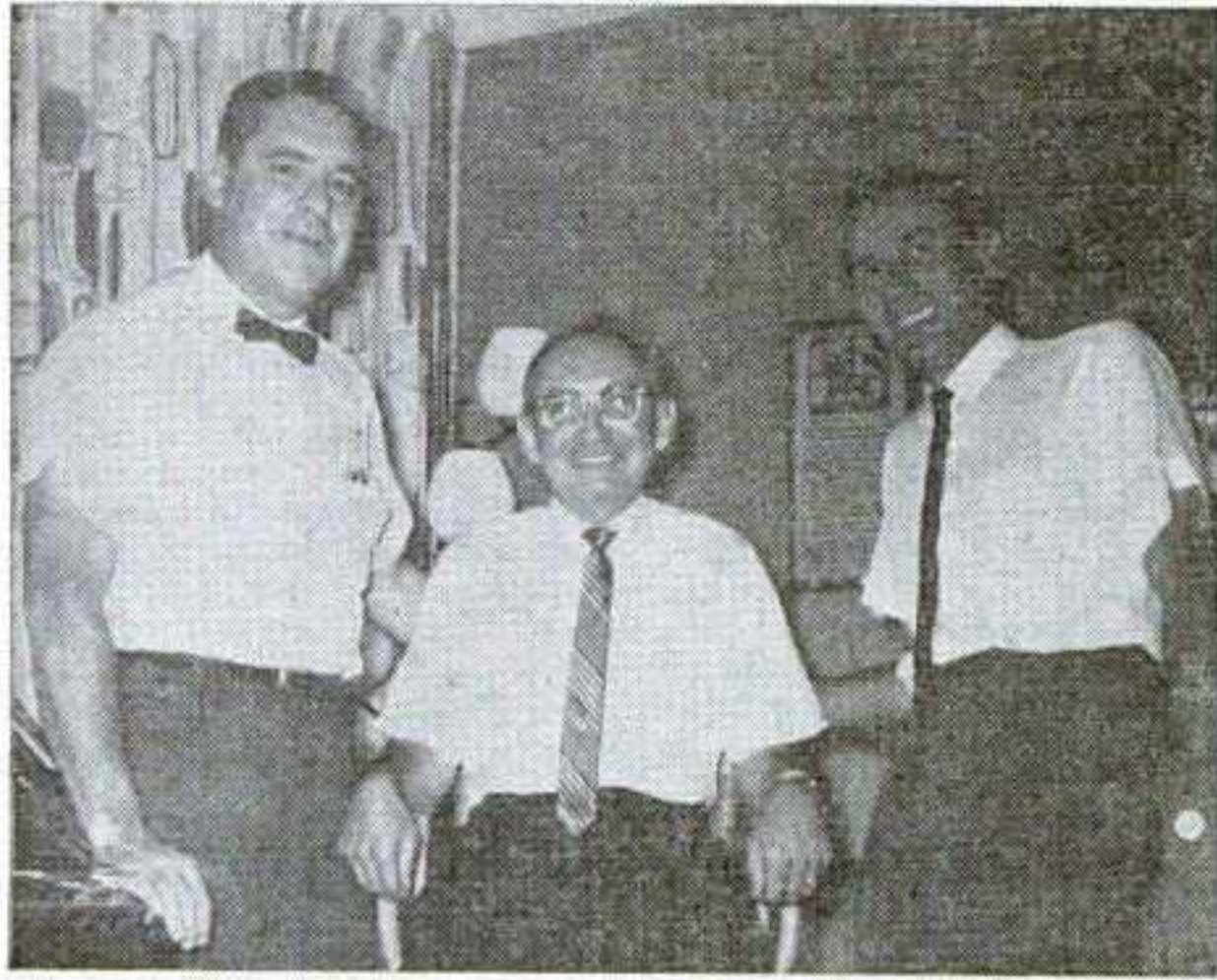
## New York Ops To Elect State Officers

SACKETT LAKE, N. Y.—Members of the New York State Coin Machine Association will elect officers Saturday (15) at the Laurels Country Club here. The annual business meeting, set for 1:30 p.m., will also be devoted to a discussion of local, State and national legislative problems.

Some 400 New York State coinmen are expected to attend the weekend outing, sponsored jointly by the Music Operators of New York (the New York City group) and the New York State Operator Guild (the Hudson Valley association).

Participating unofficially is the Westchester Operators Guild, which is sending a large delegation to the affair.

Nash Gordon, Music Operator of New York, is in charge of reservations. He may be reached at 25 W. 57th Street, New York. The weekend, including Friday dinner through Sunday dinner, is \$39 person.



HAROLD HOFFMAN, left, general manager of the Royal Distributing Company, Cincinnati; Paul Hott, manager of the firm's Columbus, Ohio, branch, and Dick Gilger, right, branch sales manager, prepare to greet the guests at the firm's recent open house. Royal played host to hundreds of Central Ohio coinmen at the recent opening of the Columbus branch.



MR. AND MRS. BOB BEGLEY, right, receive a lamp as a door prize. Dick Gilger, Royal's Columbus sales manager, makes the presentation.

EUROPEAN NEWS BRIEFS

Continued from page 68

1-Mark Coins in Short Supply

FRANKFURT—West Germany's coin machine patronage is expanding rapidly, and the Bundesbank, Germany's central bank, has the evidence: a shortage of coins. Treasury studies show that there has been scant change in retail trade coin requirements; the shortage is the result of increased coin machine patronage across the board. The central bank has authorized the issuance of nine million additional one-mark coins and it will soon authorize additional smaller coins. Total German banknote currency circulation amounts to 22 billion Deutsche-marks plus 1.5 billion Deutsche-marks in coins.

Parking Tickets Deductible?

HAMBURG—German operators are conducting court tests of their claim that traffic fines levied on their employees in the performance of duty is tax deductible as a business operating expense. A number of firms have notified local tax authorities that they are deducting traffic fines and court and legal costs connected with the cases from their tax payments. Trade attorneys contend that if employees are cited for traffic offenses connected with their regular duties, such costs represent a legitimate business expense. Most of the cases at issue involved tickets given for wrong and overtime parking while the employee was making service calls to locations.

Big Market Looms for Payouts

HELLENTHAL, West Germany — The O. J. Hoffman concern, a leading German manufacturer of payouts, has just introduced three new models in its Neomat series—the Selecta, Triola and Tertia. The Tertia represents expansion of the Neomat series into a second product line, the Hellomat series. The Hoffmann firm is gearing up for increased output based on plentiful signs that payout legislation will be liberalized in the Common Market area on the German pattern, thus creating a potentially mammoth market for German machines. The German payout machine law is being sold to other countries in the Common Market as a "model for the satisfaction of the primeval urge to risk and gain."

Monaco to Be Mecca for Masses

MONTE CARLO — Production of the Monaco Black Magis version of Tonomat's Teleramic phonograph is being increased, both because of growing acceptance of the box and in line with Prince Rainier's plans to convert Monaco into a "poor man's playland" for survival against the threat of French economic sanctions. Teleramic is distributed in Monaco by Paul Planche. The Black Magic version is assembled locally under the industrialization program which propelled Rainier into his clash with General de Gaule. France's economic crackdown on Monaco is scheduled to begin in October.

NEW for '62!  
DELUXE and SPECIAL 6-POCKETS  
BUMPER POOL

POOL TABLES by VALLEY

NEW DESIGN! NEW MECHANISMS!  
At your distributor or write—

VALLEY SALES CO.  
333 Morton St. Bay City, Michigan

WANTED . . . Gottlieb  
ALOHA—LANCERS—FOTO FINISH  
TROPIC ISLE—FLYING CIRCUS  
MERRY-GO-ROUND—LIBERTY BELLE  
BIG CASINO . . . OKLAHOMA . . .  
SHOW BOAT  
TOP PRICES PAID!

N. ILLINOIS, N. INDIANA and IOWA OPERATORS—ORDER NOW!  
Gottlieb's New 2-Player  
**PREVIEW**  
GIVES YOU A LONG LOOK AT GREATER PROFITS!  
See Page 74

SPECIALS  
Completely Reconditioned  
SWEET SHAWNEE . . . \$495  
TWIN RED ARROW . . . 395

SALE PRICED!  
Completely Reconditioned  
BRIGHT STAR, 2-PI. . . \$195  
WHIRLWIND, 2-PI. . . 215  
DANCING DOLLS . . . 265  
QUEEN OF DIAMONDS . . . 195  
SPOT-A-CARD . . . 265  
SUNSHINE . . . 175  
STRAIGHT SHOOTER . . . 185  
SUPER CIRCUS . . . 195

NATIONAL  
COIN MACHINE EXCHANGE  
1411-13 Diversey Chicago 14, Ill.  
Buckingham 1-8211

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

High Court to Hear Ill. Stamp Fuss

CHICAGO — The Illinois Supreme Court will hear oral arguments on the right of the State to withdraw liquor licenses from holders of the \$250 federal gaming device stamp, the office of the Illinois Attorney General said here last week. The hearings will probably be this month. Chicago attorneys feel that the courts of other states—even though they would not be bound by the ruling of the Illinois tribunal—will be certain to take judicial notice of the decision. Illinois is only one of several States where the possession

of a gaming stamp by a liquor licensee is a subject of legal controversy.

The Attorney General's office explained that two points will be at issue in the case.

One will involve the action by which Illinois Liquor Control Commission promulgated a rule for the revocation of a license without statutory authorization.

No law on the Illinois statute books makes specific provision for such de-licensing as a penalty for the possession of the stamp. The Commission assumed that it had a right to do so under the State's liquor control law.

Thus, as explained by members of the Attorney General's staff, the court will be asked to determine whether the Legislature intended to

vest the Commission with such power.

Attorney General William G. Clark will assert that it did.

The plaintiffs in the original case—two tavern keepers—will contend that it did not.

The State will ask the court to reverse the decision of Cook County Superior Court Judge Donald S. McKinlay in which he ruled that the Commission had no right to penalize a liquor licensee for possession of the \$250 stamp.

Between 300 and 500 licenses were suspended or revoked by the Commission before its action was challenged by the Retail Liquor Dealers Association of Illinois. Subsequently, the litigation against the Commission was assumed by the tavern keepers with the support of the Association.

WANTED IMMEDIATELY!  
SHOP MANAGER-MECHANIC  
Must have reference and experience with UNITED EQUIPMENT.  
Write or call  
DAN STEWART, DAN STEWART CO.  
140 East 2nd South, Salt Lake City, Utah  
DAvis 2-2473

ATTENTION  
LOS ANGELES  
Collector-Mechanic . . .  
Music, Photo, Pins, Arcade  
Would like to relocate. Many years' experience in public relations and sales.  
Please send complete information of your firm and offer. All letters held in strict confidence. Would be interested in purchasing part of route for services.  
Write  
Billboard, Box #182  
188 W. Randolph Chicago 1, Ill.

Westchester Ops Resume Meetings

WHITE PLAINS, N. Y.—The Westchester Operators Guild holds its next regular meeting Monday (17) at the American Legion Hall here. After a summer layoff the group is resuming its monthly meeting schedule.

A large delegation of Westchester operators is expected to attend the joint Music Guild of New York-Music Operators of New York outing, to be held at the Laurels Country Club, Sackett Lake, N. Y., September 14-16.

OPS TAKE LOOK AT NEW PHONO

CHICAGO—Operators will have their first look Tuesday (4) at a new Seeburg coin phonograph acclaimed by the firm's officials as "revolutionary" in design and operation. The distributors will make the initial announcement of details and innovations. Distributors, some of them from abroad, saw the model for the first time at a secret showing here last week.

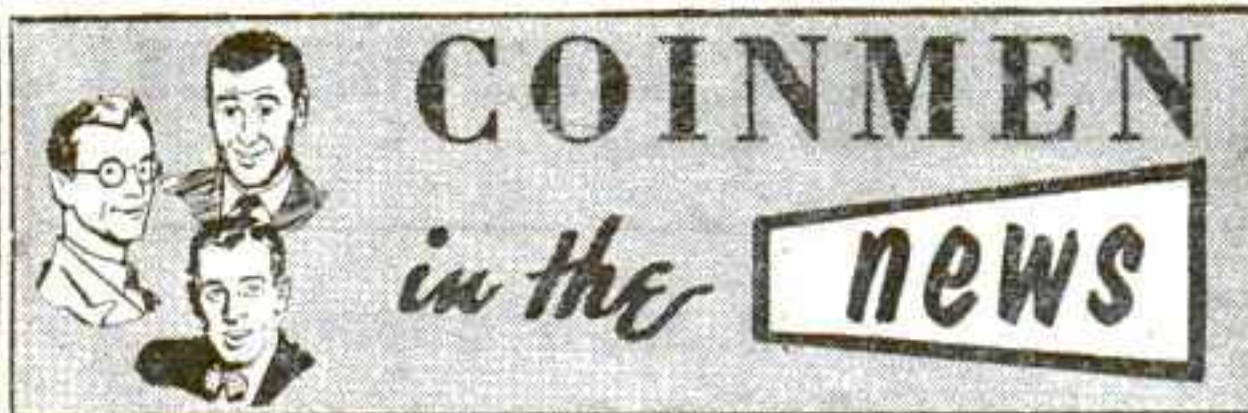
BREAK THROUGH!

SEEBURG

Sutherland Distributing Co.  
2710 McGee Trafficway Kansas City, Mo.

Premieres the revolutionary all-new  
**SEEBURG**  
PHONOGRAPH  
September 5, 1962  
Seeburg breaks through to your profitable future.

**FOR SALE**  
 Shuffle Alley, \$50.00 each—Keeney Diamond, United Team Shuffle Alley, Bally Jaf Bowler, Bally Rocket Bowler, Used Games, \$30.00 each—Bally U.S.A., Bally Spelling Bee, Bally Crossword. Send one-half deposit.  
**GUERRINI'S**  
 1211 W. 4th St. Lewisstown, Pa.



**Midwest**

**DETROIT DOINGS . . .**

Officers and directors of the Music Operators, Inc., will meet in a few weeks to decide on future plans for the organization, according to **Erwin B. Moss**, secretary-treasurer. The MOI has been relatively inactive for several months, and the future of juke box organization in Detroit remains problematical.

The Pinkston Music Company, operated by **Richard A. Pinkston Jr.**, and **Richard A. Pinkston III**, has discontinued the restaurant business which it formerly ran, and is concentrating on the juke box operation. . . . **Roy Hatcox**, who operates games and juke boxes under the name of Fairway Coin Machine Company, has moved its headquarters, formerly at Flat Rock, to the close-in suburb of Lincoln Park.

**A. Jordan Spring**, veteran operator of the Ray-O-Lite Amusement Machine Company, believes that the way to operate successfully is to stress good service, noting the difficulty of getting good servicemen despite employment conditions. He adds that he has kept so steadily on the job of running his route that he has not taken any real time off in 18 years.

**William Angott**, route manager for the Angott Distributing Company, has been vacationing in Chicago. Meantime, **Harold Christiansen**, general manager for the company, is reporting optimistically on machine play generally in the area. . . . **Don Ruffles**, salesman and music specialist for the Miller-Newmark Distributing Company, has left for a two-week vacation to parts unknown. His chief, Manager **Art Hebert**, says it will take another two months to recover from his own just completed Northern Michigan vacation.

**Fred Chlopan**, executive director of the Detroit Shuffleboard Association, has been the host for the summertime meetings of the association at his suburban home. Sessions will resume at the usual downtown quarters in the fall.

**Frank Silver**, Central Coin Machine Exchange, has returned from a vacation at Atlantic City, while **Joe Kretzmer**, Central serviceman, has been vacationing in Northern Michigan. Boss **Maurice J. Feldman** reports a landoffice business in remodeling and sale of used games for home recreation room use—in fact has trouble getting enough to fill the demand. Feldman notes a firm rule in conversion—remove all coin mechanism, so that the games can only be used manually.

**Charles Bogard**, who has operated a small juke box route in his own name for some years, is registering his business as **Chuck's Music**, allowing a more positive identification for locations and customers. . . . **Wallace Riley Springer** has taken over sole ownership of the Westwood Music Company, located in the West Side suburb of Inkster, following the withdrawal of his former partner, **Larry Campbell**.

Springer is operating a retail record shop at his headquarters in addition to his route, and is assisted in the retail end by his fiancée. . . . **Richard S. Pesci**, who has operated a mixed route of juke boxes, pool tables, and other games for sometime in his own name, has formed **Peco Vending, Inc.**, as a Michigan corporation, for his route. Headquarters are in the downriver suburb of Southgate. **HAL REVES**

**CHICAGO CHATTER . . .**

The Wico Corporation abounded in activity as the third quarter of 1962 nosed itself around the corner. It was inventory time and, at the same time, the firm was readying its 165-page, 1963 catalog for post-Labor Day distribution. It won't be till October 11 that **Milt Wiezer**, general sales manager, will be able to get away for a rest at Hot Springs.

**Theodore Rubey**, president of Marvel Manufacturing Company, returned last week from a Miami Beach vacation. Meanwhile, **Mrs. Estelle Bye**, Marvel's office manager, entertained her visiting grandson, **Russel**, whose father is her son, **Robert**. Mrs. Bye takes a deferred vacation in October. . . . **Marie Hopp**, secretary at Purveyor Distributing Company, is back from a Wisconsin Dells vacation. . . . **Art Gold**, co-head of Carousel Industries, will make use of his vacation time in October to attend the NAMA convention in San Francisco.

**Dan Polo**, secretary of the Hy Polo Amusement Company, is back from a 15,000-mile tour of Mexico and Canada. . . . Here's what they're saying about business during the traditionally bad months of July and August: **Clarence Schuyler**, president, Games, Inc.: "Lousy. I could have closed the door and saved money. Hope it will be better. It couldn't be worse." **Col. Lew Lewis**, head of Merit Industries: "July and August weren't bad. Just fair. On par with other years." . . . **Milt Wiezer**, Wico: "We were quite fortunate. July and August were good. Things seemed to hold up a little better." . . . A spokesman for the Marvel Manufacturing Company: "Business was very good." . . . **Art Gold**, co-head Carousel Industries: "Bulk business depends on traffic and we had it this summer. Business was good." . . . **Hy Polo**, head of the Hy Polo Amusement Company: "It was pretty bad, but it started to pick up toward the end." . . . **Mort Secore**, sales manager, Chicago Dynamics Industries: "Business was amazingly good during these normally slow months. We are happy to be in a position to say this. I believe that it is a fallacy to assume that July and August are bad months. They need not be. We have simply formed the habit of saying so." **JOE KLEIN**

**East**

**BOSTON BRIEFS . . .**

**Jim Hunter**, manager of the Wurlitzer factory outlet, notes that recent sales have been beyond expectation. In fact, he's had great difficulty getting in an odd game of golf, particularly since **Bill Sweeney**, sales manager, is off to South Carolina on a two-week vacation. Jim's only beef about summer in the hub is that the crowds at the Red Sox Park opposite the plant make it hard for customer parking.

**Capt. Bob Sylvester** of National Music and Radio Company, Somerville, made the papers this week when his Coast Guard Auxiliary took 13-year-old **Everett Knowles** out for a cruise in Bob's boat to view marine activities in North Shore waters. The lad's arm was recently re-attached by surgeons in an historic operation last May. . . . **Harold Bond**, Brookline operator, is back from a Cape Cod vacation. . . . **Ralph Lackey**, Karel Music Company, Roxbury, has been so busy this summer he doesn't see a possibility of a vacation, but he'll go to San Francisco in October and try to combine a vacation with the NAMA convention. **CAMERON DEWAR**

BUY  
**Bally**  
 FOR  
**TOP EARNINGS**  
 IN  
**EVERY TYPE OF LOCATION**  
**EVERYWHERE**

**THE PRICE IS RIGHT**  
 Send for  
**New Listings Today**  
**ARCADES—GAMES—**  
**BINGOS—RIDES—**  
**MUSIC, ETC.**  
**DAVID ROSEN**  
 Exclusive A M I Dist. Ea. Pa.  
 855 N. BROAD STREET, PHILA. 23, PA.  
 PHONE: CENTER 2-2903  
 Say You Saw It in  
**Billboard Music Week**

**BREAK THROUGH!**  
**WOLFE**  
**Struve Distributing Company, Inc.**  
 963 Folsom Avenue  
 Salt Lake City, Utah  
 Premieres the revolutionary all-new  
**WOLFE**  
**PHONOGRAPH**  
 September 9, 1962  
 breaks the barrier to  
 profitable growth!

**NEW ROWE AMI 3 in 1 phonograph**

You can program 200, 160 or 100 selections to fit any location. Features fabulous self-contained Stereo Round.\* Brilliant design, moving color. Loaded with play building features.  
 \*Patent pending  
 See your Rowe AMI Distributor!

**Rowe AC Services**  
 Division of Automatic Canteen Company of America  
 18 So. Michigan Ave., Chicago 3, Ill.

**FOR SALE**  
**GAMES & BOWLERS**  
 Gottlieb Tropic Isle ..... \$315.00  
 Bally Congress Shuffle ..... 95.00  
 Bally Star Shuffle ..... 195.00  
 Bally Deluxe Club Shuffle ..... 295.00  
 Chgo. Coin Queen Bowler ..... 345.00  
 C. C. Star Rocket ..... 45.00  
 Williams 10 Spot ..... 195.00  
 Wildcat ..... 100.00  
 Midway Shooting Gallery  
 Deluxe ..... 195.00  
 United Handicap Shuffle ..... 75.00  
 Chicago Coin Players Choice ..... 295.00  
 Big Show ..... 55.00  
 United Royal ..... 165.00  
 Key West ..... 65.00

**PHONOS**  
 Seeburg KD ..... \$295.00  
 Seeburg R ..... 290.00  
 Wurlitzer 2304 or 2310 ..... 545.00  
 AMI-J 120 ..... 395.00

Call, Write or Cable.  
 Cable: LEWJO  
 We are now distributors for  
 Smokeshoppe and Gottlieb.

**Lew Jones Distributing Co.**  
 Exclusive Wurlitzer Distributor  
 1301 N. Capitol Ave. 329 W. Ninth St.  
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**BREAK THROUGH!**  
**WOLFE**  
**WOLFE DISTRIBUTING CO., INC.**  
 310 Riverside Ave. | 832 Barrone St.  
 Jacksonville, Fla. | New Orleans 13, La.  
 Premieres the revolutionary all-new  
**WOLFE**  
**PHONOGRAPH**  
 Sept. 15 International Inn Tampa, Fla.  
 Sept. 12 Lenfant's Boulevard Room New Orleans, La.  
**Seeburg breaks the barrier to your profitable growth!**



# Cool Weather Cuts Bay State Take

Continued from page 64

local officials, and he feels this has discouraged many operators.

## Location Loans

Perhaps the biggest local problem is that of loans which appear to be getting out of hand. Some operators believe that a strong mu-

sic organization is needed to present a united front and wish that something could be done through a public relations program to offset the present poor public image. Urban renewal has been responsible for the loss of many locations which operators can never hope to regain.

A Roxbury operator, Ralph Lackey of Karel Music Company, finds that even with more machines out this year, summer doldrums have kept profits at a lower level. But he has hopes that an upturn is near and that the year will end up as well as 1961.

Like Lackey, Cyrus Jacobs of Interstate Music Company in Roxbury, feels that the recent law to permit dancing on Sunday in the State may bring collections up considerably during the rest of the year. Jacobs points out that the

machines in operation have shown an increase, but since he lost many locations to urban renewal he predicts the last quarter should bring profits to about the same level as last year.

## Retains Hope

Harold Bond of Brookline is optimistic about the next three months, but at this point he admits to being about 10 per cent off from last year chiefly on account of the poor summer.

From the distributors' viewpoint, operating conditions appear to be equal to or better than a year ago with the exception of some summer spots. They judge games as being a little slower than last year up to this point.

## Chicago Hums

Continued from page 65

Automatic Music Company, restores the more cheerful note.

"It's better than in 1961," he said. "We don't know exactly why. Maybe better locations. Maybe more locations. I think that it'll be okay for the balance of the year."

Charles Marchetti, office manager of Melody Music Corporation, views it all more somberly.

"It's a little slower than last year—but not too much," he said. "Business has slowed because of tavern closings. Why do they close? Simply because there is no business. The manufacturers and distributors are trying to help. I can't see any improvement in the next four months."

Chicago's coin machine industry may feel the impact of three developments before the end of the year.

## License Decision

The right of the Illinois Liquor Commission—or the absence of such right—to withdraw a liquor license from the holder of a \$250 federal gaming device stamp is involved in a pending action before the Illinois Supreme Court. The case was taken to the tribunal by Illinois Attorney General William G. Clark after a Cook County court had ruled against the Commission. A decision is expected by December.

An effort to put the operator on the longer end of his split with the location—probably by changing it to 60-40—is slowly gaining momentum. A game operators meeting to explore the problem is scheduled for October.

The Illinois Department of Revenue has launched an unrelenting drive to collect State tax due on games. Officials of the Department's investigation section plan confiscation of the equipment unless the tax is paid by September 15.

## Detroit Action

Continued from page 65

tom is now reported so prevalent that locations are said to be shopping right down the list of operators by phone and "taking bids." Under this system, the operator who offers the biggest or most enticing bid for a loan is the one who gets the location.

2. Term leases from locations are evidently becoming more common and more acceptable to locations. While some operators have reservations about the value of a contract to them, the general trend appears to be the other way.

Thus Christiansen noted that his firm is getting frequent requests for copies of contracts from their operator-customers—something rarely heard of before, and notes, "They are not going out and making big expenditures unless they have some guarantee behind it," like a contract to protect a new box.

## Cleveland Boom

Continued from page 64

1963. He expects the present increase to climb.

Ben Mart of J. B. Music Company sees collections about the same as last year with a recent upward trend evident. Joseph Lukin of J. L. Music Company reports income off a fraction but rallying.

ANOTHER REASON WHY THE ROCK-OLA Princess PHONOGRAPH IS YOUR BEST BUY

look to ROCK-OLA for advanced products for profit



Ask for Our Current Used Equipment List

Gottlieb Flipper	\$ 225
Gottlieb Flipper Parade	250
Gottlieb Flipper Fair	275
Bally Space Gunner	200
Bally Sharp Shooter Gun	375
CC. Explorer Shuffle	35
C.C. 2 Player Rocket Shuffle	45
C.C. Rocket Shuffle (1 Play)	35
CC. Ray Gun	375
Keeney Sportsman Gun	75
Williams Roll A Ball	50
United 20 Ft. Bowl A Rama	1,100
Bally 16 Ft. Bowler (300 Score)	1,100
Bally Golf Champ	75
3 Seeburg 100C, ea.	150
Wurlitzer 2000 (Converted)	225
Wurlitzer 2200	395
Wurlitzer 2404, Hi Fi	600
Wurlitzer Hideaway with 10 Wall Boxes	300
Williams Jolly Joker	335

## REX-BILOTTA CORPORATION

821 S. Salina St., Syracuse 3, N. Y. Jack Shawcross—Sales Mgr. GRanite 6-4071.

## WANTED BINGO MECHANIC

for work at Honest Johns in fabulous Las Vegas on slot machines with electronic applications. Must be qualified—between ages 30-40. No past record. Top money for right man. Call

Norman Little  
Las Vegas, Nevada  
Dudley 2-3633 collect

## FOR SALE

- Valley 6 Pocket Pool, 75" x 42" ..... \$185.00
- Kayo 6 Pocket Pool, 75" x 42" ..... 185.00
- Bally 6 Pocket Pool, 75" x 42" ..... 185.00
- C. C. Variety Roll Down... Write
- C. C. World's Fair Gun.... Write
- Bally ABC Bowling Lanes B/A ..... 125.00
- Bally ABC Tournament... 125.00
- Bally ABC Strike B/A.... 125.00
- Bally ABC Champion B/A. 195.00
- C. C. TV Bowling League W/Rollover B/A ..... 195.00
- Un. Jumbo B/A ..... 275.00
- Un. Bonus B/A ..... 325.00
- Un. Playtime B/A ..... 350.00
- Un. Duplex B/A ..... 450.00
- Un. Handicap B/A ..... 495.00
- C. C. Double Feature B/A 275.00
- Wms. Trade Winds ..... Write
- Wms. Coquette ..... Write

## MONROE

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

## BARGAINS FOR THE WEEK GAMES GAMES GAMES 350 OF THEM BIG WAREHOUSE CLEARANCE SALE

Received a Large Lot of Drink and Coffee Vending Machines in Trade, also a Large Lot of Phonographs.

### WHAT DO YOU NEED?

- SPECIALS FOR THE WEEK
- 11 Column Stoner Cigarette Vender ..... \$125.00
- 1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin—Write for More Information on the Above, Also on Used Drink Venders.

Write or Call Us Collect. MAIN 1-3511

Write for Our Price List on Full Line of Coin-Operated Machines.

## Central

DISTRIBUTORS, INC.  
2315 Olive Street, St. Louis 3, Mo.  
Phone: MAin 1-3511; Cable: Cendist



## S. L. LONDON MUSIC CO., INC.

3130 W. Lisbon Avenue,  
Milwaukee 8, Wisconsin  
Phone: DI 4-3220

Premieres the revolutionary all-new



Wednesday, September 5

Seeburg breaks the barrier to your profitable growth!



## Southeastern Vending Distributors, Inc.

801 S. Cedar St.  
Charlotte 8, N. Carolina

Now Distributors for North and South Carolina

Premieres the revolutionary all-new



Friday, Sept. 7, 1962

Seeburg breaks the barrier to your profitable

when answering ads . . .

Say You Saw It in Billboard

**"Profit-Makers" From**  
**chicago coin**  
 ROYAL CROWN BOWLER • STARLITE  
 WORLD'S FAIR RIFLE GALLERY  
 CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

**Joe Ash says . . .**  
**CONTACT ACTIVE FOR PINBALLS**  
**THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!**  
 Exclusive Gottlieb and Rock-Ola Distributor for Eastern Pennsylvania, South Jersey and Delaware.  
**ACTIVE AMUSEMENT MACHINES CO.**  
 666 N. Broad St., Phila. 30, Pa.  
 P.O. 9-4495  
 You can ALWAYS depend on ACTIVE ALL WAYS. Write or wire for prices.

**"THERE IS A DIFFERENCE!!!"**

<b>BINGOS</b>	Evans Hole-in-One ..\$125.00	Seeb. Coon Gun ....\$175.00
Bikini ..\$675.00	Red Ball (Midway) .. 125.00	Carnival .. 150.00
Can Can .. 295.00	Sidewalk Engineer .. 125.00	Bonus .. 195.00
Circus Queen .. 595.00	Autophoto #9 .. 825.00	Hercules .. 295.00
County Fair .. 495.00	Autophoto #11 .. 1,850.00	Pop Gun Circus .. 250.00
Lido .. 295.00	Exhibit Hi-Ball .. 75.00	Midway Shoot. Gal. 275.00
Roller Derby .. 595.00	Keeney League B.B. 125.00	
Golden Gate .. Write	Radiogram, Fl. Mod. 110.00	
Big Show .. 110.00	Love Meter, Fl. Mod. 125.00	
Cypress Garden .. 250.00	Evans Bat-a-Score .. 125.00	
Double Header .. 110.00	Periscope .. 110.00	
Parade .. 110.00	Pitchem-Batter .. 125.00	
Key West .. 110.00	Cross Country .. 250.00	
Manhattan .. 75.00	Phila. Teboggan .. Write	
Nite Club .. 110.00	Bally Golf Champ .. 175.00	
Show Time .. 125.00	Bally All Stars .. 125.00	
South Sea .. 85.00	Goatee .. 110.00	
Sun Valley .. 225.00	Midset Movies .. 125.00	
Touch Down .. 295.00	Metorama .. 175.00	
Ballerina .. 425.00		

**ARCADE EQUIPMENT**

Standard Metal Typer ..\$195.00	Harvard Metal Typer 195.00	Space Age ..\$195.00	Genco Grandmo .. 175.00	Genco Horoscopes .. 175.00	Genco Lucky Seven .. 125.00	Lord's Prayer .. 175.00	Pull the Donkey's Tail .. 175.00	King of Swat .. 125.00	Mercury Floor Grip .. 85.00	Chester Pollard Golf .. 125.00	Chester Pollard Foot Ball .. 125.00	King of Swat .. 125.00	Crane .. 125.00	Peppy the Clown .. 195.00	Wms. Road Racer .. 450.00	Capitol Panorams .. 295.00	Bally Heavy Hitter .. 275.00	Twin Hockey .. 195.00	Quarterback .. 125.00	Silver Gloves .. 50.00	License Bureau .. 125.00	Vacuumatic Card Vendor .. 75.00
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**GUNS**

State Fair ..\$195.00	Gun Club .. 325.00	Circus Rifle .. 275.00	Sportsman .. 150.00	C.C. Long Range .. 495.00	Polar Hunt .. 165.00	C.C. Ray Gun .. 395.00	Space Glider .. 375.00	Safari Gun .. 175.00	Seeb. Bear Gun .. 175.00
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**DISTRIBUTORS FOR WURLITZER, UNITED, GOTTLIEB AND MIDWAY.**  
**CLEVELAND COIN MACHINE EXCHANGE**  
 2029 PROSPECT AVE., CLEVELAND 15, OHIO  
 All Phones: Tower 1-6715

**M. S. GISSER**  
 Sales Manager

**Door Wide Open To Deal With Greyh'd Stops**

CHICAGO—"Any legitimate operator could come in and deal with us."  
 That's the promise of William E. Hastings, director of traffic of the Chicago-based Greyhound Corporation.  
 And it is not inconceivable that if any such deal is consummated, the operator will wind up with 5,000 locations. There are that many Greyhound stations in the U. S.  
 Hastings explained the corporation is in direct charge of 160 of its stations. The others are rented on a commission basis. The corporation reserves the right, however, to negotiate a contract for all of its stops. At the time, local terminal agents are permitted to make their own arrangements with local operators.

**National Contract**  
 Hastings said that Greyhound has a national contract with the National Amusement Company. He added, however, that the contract in no way precludes the almost unlimited variety of devices handled by other operators.

"The income from these machines represents a very definite economic contribution to our firm," Hastings said. "The receipts help to maintain our larger stations. And, in fact, this seemingly incidental revenue is important everywhere in defraying station expenses."

Hastings said that Greyhound has enjoyed gratifying business relationship with game operators.

**Service Standards**  
 "We expect a very definite understanding about servicing, of course," he said. "We cannot afford to have broken down, unproductive machines taking up space. But, then, we haven't had any serious problems in that respect."

Railroad officials, he said, have also learned to respect the economic importance of game and other coin equipment in their stations.

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 5-Oz. Bumper Pool Balls (10) ...\$ 9.00  
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September 10

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**Shark Their Meat**

FREEMONT, L. I., N. Y.—Bill Falk, president of Plastic Processes, and Manny Greenberg, head of Buymore Vending, played active roles in the catching of a 185-pound mako shark here. Also in the fishing party were Mr. and Mrs. Ed Craven, Norman Reich and Greenberg's grandchild. The party also caught several bluefish.

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**SEEBURG**  
**PHONOGRAPH**

Friday, Sept. 7, Calhoun Hotel

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**Rock-Ola Holds  
 Coffee School**

SCRANTON, Pa. — D. Mc-Grady, field service engineer for Rock-Ola, recently held a coffee machine service school at Active Amusement Company's branch office here. Active personnel at the school were Joe Kovach, branch manager; Chuck Miller, salesman, and Vince Simone, serviceman.

Operators and servicemen attending the session included Gene Goodman, Joe Gustin, Gene Caljean, Joe DeCosimo, Bill Olson, J. Butala, S. Profitta, Peter Albano, Mickey Midish, Bernard Lamont, Hugo Brozzetti, J. Bergannio and Edward Drouse.

Also Edward Drouse Jr., Joe Williams, Bill Ferrario, A. P. Naro, Robert Moyer, Roy Stump, Bill Kline, Richard Halzer, Carl Mollett and Emil Hein.

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**2 SETS  
 OF  
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- ROLLOVER BUTTON increases Jet Bumper values
- 4 FLIPPERS for more ball control
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- 2 SWINGING TARGETS
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### PHONOGRAPH

**B. J. NICHOL CO., INC.**

Ramada Inn, San Pedro & Loop 410 Highway, San Antonio, Tex.  
Sept. 14th.

Cocktails 6:15. Dinner Follows.

**O'CONNOR DISTRIBUTING CO., INC.**

Executive Inn Motor Hotel, 3232 W. Mockingbird Lane, Dallas, Tex.  
Sept. 12th.

**H. A. FRANZ & CO.**

606 Dennis, Houston 2, Tex.  
Sept. 5th. 6:00 p.m.

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### Arkansas Op Hurt In Auto Crash

BLYTHEVILLE, Ark. — Joe Michie, 45, owner of Gay Amusement Company, suffered injuries in an auto wreck last week when the driver of a pick-up truck ran a stop sign and crashed into Michie's car.

Michie, a newly elected director of Arkansas Music Operators' Association, had a bad head cut which required 17 stitches.

### Shady Promoters

• *Continued from page 66*

is impossible to comply with all of the conditions the seller lays down.

Other guarantees promise a dissatisfied buyer that the seller will take back the machine after a trial period at or above the original purchase price. Usually such so-called guarantees are nothing more than an option of doubtful value which the seller does not exercise.

**Servicing-Source of Supply:** Cases have been known of machines containing such mechanical defects as allow their operation by slugs or even pieces of cardboard.

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### PHONOGRAPH

**BUFFALO**

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Peter Stuyvesant Hotel

**SYRACUSE**

Saturday, September 15  
Randolph House  
(Thruway Exit 37)

**ALBANY**

Sunday, September 16  
Sheraton Ten Eyck  
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