

BILLBOARD MUSIC WEEK

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

PAGE ONE RECORDS



STRONG FALL DISKS KICK UP LP SALES

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.

MONSTER MASH . . .

Bobby (Boris) Pickett and the Crypt Kickers, Garpax 44167 (Garpax, BMI) (Boston)

WADDLE WADDLE . . .

Bracelets, Congress 104 (Good Songs, BMI) (Baltimore)

I FOUGHT THE LAW . . .

Paul Stefan & the Royal Lancers, Citation 5003 (No Pub. Available) (Milwaukee)

COMIN' HOME BABY . . .

Herbie Mann, Atlantic 5020 (Meloton, BMI) (St. Louis)

CLOSE TO CATHY . . .

Mike Clifford, United Artists 489 (Arch, ASCAP) (Cleveland)

DON'T BREAK THE HEART THAT LOVES YOU . . .

Bernie Leighton, Colpix 645 (Francon, ASCAP) (Milwaukee)

BECAUSE YOU'RE MINE . . .

Al Martino, Capitol 4797 (Feist, ASCAP) (Hartford)

NEW ON THE HOT 100

- 78. PUNISH HER . . .
Bobby Vee, Liberty 55479
- 86. TORTURE . . .
Kris Jensen, Hickory 1173
- 88. A TASTE OF HONEY . . .
Victor Feldman Quartet, Infinity 020
- 90. WHAT KIND OF FOOL AM I . . .
Sammy Davis Jr., Reprise 20048
- 93. I WOULDN'T KNOW . . .
Dinah Washington, Roulette 4444
- 94. NO ONE WILL EVER KNOW . . .
Jimmie Rodgers, Dot 16378
- 95. I KEEP FORGETTIN' . . .
Chuck Jackson, Wand 126
- 99. IF I DIDN'T HAVE A DIME . . .
Gene Pitney, Musicor 1022
- 100. OL' MAN RIVER . . .
Jimmy Smith, Verve 10262

ALBUMS

★ NATIONAL BREAKOUTS

MONO

- A YOUNG MAN'S FANCY, Johnny Crawford, Del-Fi DFLP 1223
- SINATRA & SWINGIN' BRASS, Frank Sinatra, Reprise R 1005
- ROY ORBISON'S GREATEST HITS, Monument M 4409
- EDDIE CANO AT PJ'S, Reprise R 6030
- HERE'S THE MAN, Bobby Bland, Duke DLP 75
- CHAD MITCHELL TRIO AT THE BITTER END, Kapp KL 1281
- DID YOU EVER?, Dave Gardner, RCA Victor LPM 2498
- THE WAH-WATUSI, Orlons, Cameo C 1020
- MOMS MABLEY BREAKS IT UP, Chess LP 1472
- TWO OF US, Robert Goulet, Columbia CL 1826
- FREDDY CANNON AT PALISADES PARK, Swan 507
- GEORGE CHAKIRIS, Capitol T 1750

STEREO

- EDDIE CANO AT PJ'S, Reprise R9-6030
- IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence CLP 25058
- WALK ON THE WILD SIDE, Elmer Bernstein, Choro AS-4
- EL CID, Sound Track, MGM SE 3977
- ABOVE THE STARS, Mr. Acker Bilk, Atco SD 144

★ NEW ACTION LP'S

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

MONO

- LOLITA . . .
Sound Track, MGM E 4050
- ENCORE . . .
Highwaymen, United Artists UAL 3225
- JOHNNY GET ANGRY . . .
Joanie Sommers, Warner Bros. W 1470
- PORTRAIT IN MUSIC . . .
George Maharis, Epic LN 24021
- LET'S SIT THIS ONE OUT . . .
Paul Anka, RCA Victor LPM 2575
- 1,836 SECONDS OF HUMOR . . .
Ray Stevens, Mercury MG 20732
- TWIST AND SHOUT . . .
Isley Brothers, Wand 653
- JAZZ SAMBA . . .
Stan Getz & Charlie Byrd, Verve V 8432
- THE LIVELY ONES . . .
Vic Damone, Capitol T 1748
- THE BUTTON-DOWN MIND ON TV . . .
Bob Newhart, Warner Bros. W 1467
- THE VIVACIOUS ONE . . .
Ann-Margret, RCA Victor LPM 2551
- ALONG COMES RUTH . . .
Ruth Brown, Philips PHM 200-028
- SO THIS IS LOVE . . .
Castells, Era EL 109
- LET'S GET TOGETHER WITH HAYLEY MILLS . . .
Vista BV 3311
- JOCKO'S CHOICE R&B OLDIES . . .
Various Artists, Bonded B 777

STEREO

- THE GARLAND TOUCH . . .
Judy Garland, Capitol SW 1710
- SINATRA & SWINGIN' BRASS . . .
Frank Sinatra, Reprise R9-1005
- I LEFT MY HEART IN SAN FRANCISCO . . .
Tony Bennett, Columbia CS 8669
- BIG BAND BASH . . .
Ted Heath & His Ork, London SP 44017
- I HAVE BUT ONE HEART . . .
Jerry Vale, Columbia CS 8597

(Continued on page 8)

Album business showed a marked increase last week, according to dealers around the country. The spurt was sparked by strong new fall product, most of it introduced only a few weeks ago. A total of 12 new albums were national breakouts on BMW's mono chart (all hitting the mono LP chart in the No. 125 slot or better), setting a new mark for LP breakouts. Some of these have been out only a short time, such as Johnny Crawford's "A Young Man's Fancy," "Sinatra and Swingin' Brass," "Chad Mitchell Trio at the Bitter End," Dave Gardner's "Did You Ever," "Moms Mabley Breaks It Up," "Two of Us," with Robert Goulet, "Freddy Cannon at Palisades Park" and the new George Chakiris album on Capitol.

Meanwhile, three more Frank Sinatra albums popped up on BMW's monaural chart this week, two of them on Capitol, and his new one on Reprise. Sinatra now has 16 albums on the chart, two on Reprise and 14 on Capitol, with the Capitol sales, of course, being hyped by the two-for-one deal of his entire Capitol catalog.

The Sinatra figure tops the Mitch Miller high of 14 "Sing Along With Mitch" albums on the BMW mono chart last March, though the Miller disks were not hyped by any sort of a special sale.

Single business showed no signs of a letdown last week, continuing strong. Major markets reported business was still building, with a dealer in Boston reporting a 50 per cent increase in single sales last week. Not only were new records selling, but records that had been up there a long time were still grabbing sales, like Bobby Vinton's "Roses Are Red." Vinton, with three records on the "Hot 100" chart, two on Epic and one on Diamond, was responsible for a lot of the singles business last week, along with a score of other hot artists. The new teen dance, "The Waddle," which is out on five different records, finally broke out in the Baltimore market, with the Bracelets recording of "The Waddle" on Congress.

Memphis Reports Hot, Hot Summer

MEMPHIS—Good business on both the album and singles level is keeping distributors and dealers happy here. McDonald Bros., the local RCA Victor distrib, is flipping not only about the sales of the Victor line, but also about sales on the Mercury-Smash-Philips axis. McDonald took on the Mercury lines a few months ago and Mercury has been hot all summer. The new Victor fall LP releases have been grabbing sales, pushing up McDonald's business for the summer of 1962 to new highs.

In this city, too, as in others, dealers are paying more attention to singles again as a result of the resurgence of 45's over the past few months. Dealers who handle singles here always had a fairly good spread, but they are now stocking more deeply again to keep up with their traffic.

Though no one will venture any one reason why singles sales are up, most distributors feel that the product being turned out today is what the public wants—and by the public they mean adults as well as the teens.

In Memphis, a record by the Springfields on the Philips label, "Silver Threads and Golden Needles" is starting to get strong sales action. Sales are not only in the large cities but in the smaller towns as well as the disk is moving in the pop and the c.&w. market.

A new Dixie Mart Discount store opened in North Memphis a short while ago. Record department of the store, run by a large rack jobber, is ordering its merchandise from out of town which is not pleasing any of the local record jobbers. Dixie Mart also operates another store in town with a large leased disk department.

. . . and So Does Atlanta

ATLANTA—This city, like many others in the South, is currently enjoying sock business, especially on singles. According to local distributors, this June and July were the best two months for summer business for many years. And albums, slow all summer, have finally started to pick up.

A new discount operation, Thrift City, opened stores in Marietta and Buckhead last week. The record department is being run on a leased basis by Pete Paris of All-Purpose Service

(Continued on page 8)

150 Best Selling
MONAURAL LP's

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410	20
2	2	WEST SIDE STORY Sound Track, Columbia CL 5670	45
3	3	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & Ork, MGM E 4062	10
4	5	PETER, PAUL & MARY Warner Bros. W 1449	19
5	4	POT LUCK Elvis Presley, RCA Victor LPM 2523	8
6	24	ROSES ARE RED Bobby Vinton, Epic LN 24020	5
7	6	WEST SIDE STORY Original Cast, Columbia OL 5230	99
8	29	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	6
9	42	THE MUSIC MAN Sound Track, Warner Bros. B 1459	4
10	8	STRANGER ON THE SHORE Mr. Acker Bilk, Atco 129	18
11	12	ROME ADVENTURE Sound Track, Warner Bros. W 1458	12
12	13	LOVERS WHO WANDER Dion, Laurie LL 2012	8
13	9	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LPM 2362	47
14	7	VINCENT EDWARDS SINGS Decca DL 4311	9
15	10	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V 8474	14
16	17	JOAN BAEZ, VOL. I Vanguard VRS 9078	27
17	14	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809	17
18	20	POINT OF NO RETURN Frank Sinatra, Capitol W 1676	20
19	22	JOAN BAEZ, VOL. II Vanguard VRS 9094	40
20	16	BEST OF THE KINGSTON TRIO Capitol T 1705	13
21	15	CAMELOT Original Cast, Columbia KOL 5620	84
22	73	RAY CHARLES GREATEST HITS ABC-Paramount, ABC 415	3
23	19	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	141
24	31	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869	9
25	11	BLUE HAWAII Elvis Presley, RCA Victor LPM 2426	45
26	68	RAY CHARLES STORY Atlantic 2-900	4
27	26	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	226
28	44	HATARI! Henry Mancini, RCA Victor LPM 2559	7
29	25	MY FAIR LADY Original Cast, Columbia CL 5090	334
30	21	OLDIES BUT GOODIES, VOL. IV Various Artists, Original Sound OSR 5005	12
31	33	YOUR TWIST PARTY Chubby Checker, Parkway P 7007	39
32	32	NANCY WILSON/CANNONBALL ADDERLEY Capitol T 1657	18
33	23	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	95
34	87	SINATRA SINGS... OF LOVE AND THINGS Capitol W 1729	3
35	28	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE Joey Dee & the Starliners, Roulette R 25166	38
36	18	GEORGE MAHARIS SINGS... Epic LN 24001	14
37	39	COLLEGE CONCERT Kingston Trio, Capitol T 1658	26
38	34	TIME OUT Dave Brubeck, Columbia CL 1397	87
39	46	THROUGH CHILDREN'S EYES Limelitters, RCA Victor LPM 2512	11
40	50	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	113
41	47	DINAH '62 Dinah Washington, Roulette R 25170	11
42	35	FOR THE NERO MINDED Peter Nero, RCA Victor LPM 2536	9
43	48	NO STRINGS Original Cast, Capitol O 1695	20
44	61	IT'S MASHED POTATO TIME Dee Dee Sharp, Cameo C 1018	11
45	37	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CL 1775	12
46	27	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	57
47	60	A SONG FOR YOUNG LOVE Lettermen, Capitol T 1649	28
48	107	SOMETHING SPECIAL Kingston Trio, Capitol T 1747	2
49	45	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	53
50	41	ONCE UPON A TIME Lettermen, Capitol T 1711	13
51	66	BUDDY HOLLY STORY Coral CRL 57326	86

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	59	HEAVENLY Johnny Mathis, Columbia CL 1351	154
53	55	MARIA Roger Williams, Kapp KL 1266	25
54	52	TIME FURTHER OUT Dave Brubeck Quartet, Columbia CL 1690	36
55	38	MOON RIVER Lawrence Welk, Dot DLP 3412	35
56	53	CRYING Roy Orbison, Monument M 4007	22
57	62	IT'S JUST MY FUNNY WAY OF LAUGHIN' Burl Ives, Decca DL 4279	14
58	112	NICE 'N' EASY Frank Sinatra, Capitol W 1417	80
59	30	FOR TEEN TWISTERS ONLY Chubby Checker, Parkway P 7009	23
60	56	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	129
61	36	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LPM 2449	17
62	40	BEYOND THE REEF Earl Grant, Decca DL 4231	16
63	84	WORRIED MIND Ray Anthony, Capitol T 1732	7
64	71	WHAT'D I SAY Ray Charles, Atlantic 8029	53
65	64	DO THE TWIST Ray Charles, Atlantic 8054	37
66	74	MUSIC MAN Original Cast, Capitol WAO 990	219
67	49	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	152
68	57	YOUNG WORLD Lawrence Welk, Dot DLP 3428	15
69	95	EL CID Sound Track, MGM E 3977	5
70	58	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 3424	14
71	139	THE GARLAND TOUCH Judy Garland, Capitol W 1710	2
72	43	SINATRA & STRINGS Frank Sinatra, Reprise R 1004	25
73	76	WALK ON THE WILD SIDE Elmer Bernstein, Chess A-4	9
74	75	RUNAROUND SUE Dion, Laurie LLP 2009	40
75	104	ALL THE WAY Frank Sinatra, Capitol W 1538	35
76	51	STATE FAIR Sound Track, Dot DLP 9011	17
77	65	MIDNIGHT IN MOSCOW Kenny Ball & His Jazzmen, Kapp KL 1276	25
78	93	HERBIE MANN AT THE VILLAGE GATE Atlantic 1300	6
79	91	MOMS MABLEY AT GENEVA CONFERENCE Chess LP 1463	23
80	119	THE GOLDEN HITS OF THE EVERLY BROTHERS Warner Bros., W 1471	2
81	85	BOBBY VEE MEETS THE CRICKETS Liberty LRP 2328	7
82	—	A YOUNG MAN'S FANCY Johnny Crawford, Del-Fi DFLP 1223	1
83	79	WEST SIDE STORY Ferrante & Teicher, United Artists UAL 3166	41
84	72	CARNIVAL Original Cast, MGM E 3946	66
85	81	"TUFF" SAX Ace Cannon, Hi HL 12007	16
86	83	MIKE NICHOLS & ELAINE MAY EXAMINE DOCTORS Mercury MG 20680	28
87	70	DRUMMIN' UP A STORM Sandy Nelson, Imperial LP 9189	8
88	69	MIDNIGHT SPECIAL Jimmy Smith, Blue Note 4078	29
89	54	HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING Original Cast, RCA Victor LOC 1066	40
90	111	MEET CLAUDE KING Columbia CL 1810	4
91	105	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	147
92	97	DAVE GUARD & THE WHISKEY HILL SINGERS Capitol T 1728	10
93	63	FAMILY SING ALONG WITH MITCH Mitch Miller & The Gang, Columbia CL 1773	13
94	67	DON'T KNOCK THE TWIST Chubby Checker & Various Artists, Parkway P 7011	13
95	96	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	50
96	92	LIVE IT UP Johnny Mathis, Columbia CL 1711	28
97	—	SINATRA & SWINGIN' BRASS Frank Sinatra, Reprise R 1005	1
98	103	SUMMER FESTIVAL Various Artists, RCA Victor LM 6097	12
99	—	ROY ORBISON'S GREATEST HITS Monument M 4409	1
100	77	LET THERE BE DRUMS Sandy Nelson, Imperial LP 9159	33

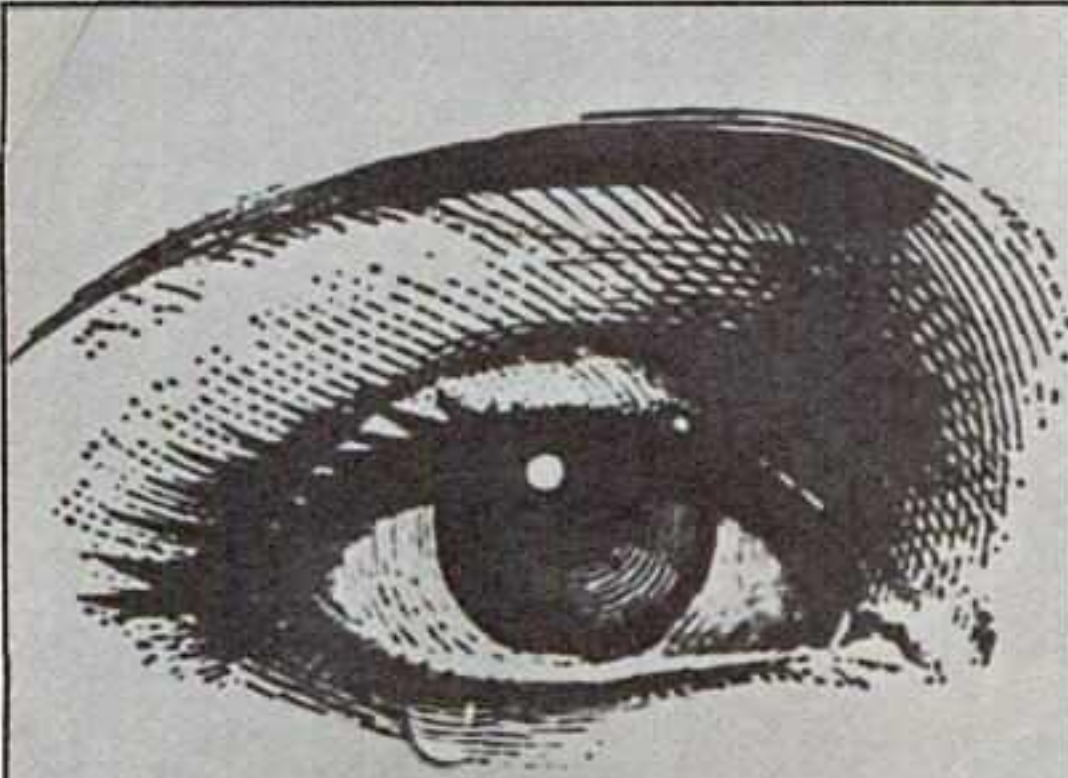
This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	115	SONGS FOR SWINGIN' LOVERS Frank Sinatra, Capitol W 653	3*
102	—	ONLY THE LONELY Frank Sinatra, Capitol W 1053	110
103	113	TONIGHT Ferrante & Teicher, United Artists UAL 3171	25
104	127	A FUNNY THING HAPPENED ON THE WAY TO THE FORUM Original Cast, Capitol WAO 1717	9
105	—	EDDIE CANO AT P.J.'S Reprise R 4030	1
106	114	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	120
107	—	HERE'S THE MAN Bobby Bland, Duke DLP 73	1
108	110	MAD TWISTS ROCK 'N' ROLL Various Artists, Big Top 1305	6
109	120	IN THE WEE SMALL HOURS Frank Sinatra, Capitol W 501	3*
110	—	CHAD MITCHELL TRIO AT THE BITTER END Kapp KL 1281	1
111	—	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P 6600	29
112	128	TONIGHT IN PERSON Limelitters, RCA Victor LPM 2272	67
113	—	DID YOU EVER! Dave Gardner, RCA Victor LPM 2498	1
114	122	PETE FOUNTAIN'S MUSIC FROM DIXIE Coral CRL 57401	4
115	131	I HAVE BUT ONE HEART Jerry Vale, Columbia CL 1797	2
116	—	THE WAIN-WATUSI Orions, Cameo C 1020	1
117	125	A SWINGIN' AFFAIR Frank Sinatra, Capitol W 803	36
118	132	NO ONE CARES Frank Sinatra, Capitol W 1221	60
119	123	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	106
120	—	MOMS MABLEY BREAKS IT UP Chess LP 1472	1
121	—	TWO OF US Robert Goulet, Columbia CL 1826	1
122	126	BABY IT'S YOU Shirley's, Scepter SLP 504	12
123	—	FREDDY CANNON AT PALISADES PARK Swan 507	1
124	121	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	96
125	—	GEORGE CHARLIS Capitol T 1730	1
126	—	JULIE & CAROL AT CARNEGIE HALL Julie Andrews & Carol Burnett, Columbia CL 5840	1
127	137	COME FLY WITH ME Frank Sinatra, RCA Victor LPM 920	38
128	124	MURRAY THE "K'S" GASSERS FOR SUBMARINE RACE WATCHERS Various Artists, Chess LP 1470	5
129	—	GOLDEN HITS OF THE BOYS Patti Page, Mercury MG 20712	1
130	148	THIS IS SINATRA Frank Sinatra, Capitol T 768	40
131	135	CONNIE FRANCIS SINGS MGM E 4049	2
132	—	WHERE ARE YOU Frank Sinatra, Capitol W 855	23
133	130	DRUMS ARE MY BEAT Sandy Nelson, Imperial LP 9168	21
134	140	BEWITCHING LEE Peggy Lee, Capitol T 1743	2
135	138	DANNY BOY AND OTHER SONGS I LOVE TO SING Andy Williams, Columbia CL 1751	27
136	—	MASHED POTATOES AND GRAY Ventures, Dutton DLP 2016	1
137	142	SHELLEY Shelley Fabares, Colpix CP 426	7
138	143	COME SWING WITH ME Frank Sinatra, Capitol W 1594	32
139	—	FILM ENCORES, VOL. I Mantovani, London LL 1700	196
140	—	THE STRIPPER & OTHER BIG NAME HITS Si Zentner & His Ork., Liberty LRP 2347	1
141	—	ANOTHER DAY, ANOTHER WORLD Jonathan Winters, Verve V 15032	1
142	—	ABOVE THE STARS Mr. Acker Bilk, Atco 144	1
143	117	HYMNS Tennessee Ernie Ford, Capitol T 756	258
144	—	ALL THE HITS Bobby Byrdell, Cameo C 1019	1
145	101	ORIGINAL MOTION PICTURE HIT THEMES Various Artists, United Artists UAL 3197	16
146	86	SING OUT! Limelitters, RCA Victor LPM 2445	31
147	78	THE TWIST Chubby Checker, Parkway P 7001	86
148	80	MILK & HONEY Original Cast, RCA Victor LOC 1065	41
149	—	SONGS FOR YOUNG LOVERS Frank Sinatra, Capitol W 1432	1*
150	94	'S CONTINENTAL Ray Conniff, His Ork & Chorus, Columbia CL 1776	18

50 Best Selling
STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	WEST SIDE STORY Sound Track, Columbia OS 2070	42
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABCS 410	16
3	3	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062	9
4	4	BREAKFAST AT TIFFANY'S Henry Mancini, RCA Victor LSP 2362	45
5	9	THE MUSIC MAN Sound Track, Warner Bros. BS 1459	4
6	5	CAMELOT Original Cast, Columbia KOS 2031	84
7	8	PETER, PAUL & MARY Warner Bros., WS 1449	6
8	10	ROME ADVENTURE Sound Track, Warner Bros. WS 1458	10
9	7	STRANGER ON THE SHORE Mr. Acker Bilk, Atco SD 129	17
10	6	WEST SIDE STORY Original Cast, Columbia OS 2001	61
11	16	HATARI! Henry Mancini, RCA Victor LSP 2559	7
12	11	BEST OF THE KINGSTON TRIO Capitol ST 1705	12
13	19	NO STRINGS Original Cast, Capitol SO 1695	20
14	13	STEREO 35/MM Enoch Light & His Ork, Command RS 826 SD	47
15	12	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	129
16	14	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	57
17	25	BEYOND THE REEF Earl Grant, Decca DL 74231	7
18	15	POT LUCK Elvis Presley, RCA Victor LSP 2523	8
19	20	ROSES ARE RED Bobby Vinton, Epic BN 26020	3
20	27	THE MIDNIGHT SPECIAL Harry Belafonte, RCA Victor LSP 2449	15
21	33	SINATRA SINGS... OF LOVE AND THINGS Frank Sinatra, Capitol SW 1729	3
22	41	RAY CHARLES GREATEST HITS ABC-Paramount, ABCS 415	2
23	21	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609	14
24	44	COME FLY WITH ME Frank Sinatra, Capitol SW 920	2
25	17	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474	8
26	29	POINT OF NO RETURN Frank Sinatra, Capitol SW 1676	18
27	31	BLUE HAWAII Elvis Presley, RCA Victor LSP 2426	44
28	18	TONIGHT Ferrante & Teicher, United Artists UAS 6171	23
29	35	SOMETHING SPECIAL Kingston Trio, Capitol ST 1747	3
30	23	TIME OUT Dave Brubeck, Columbia CS 8192	56
31	26	COLLEGE CONCERT Kingston Trio, Capitol ST 1658	25
32	22	AMERICAN WALTZES Mantovani, London PS 348	13
33	32	VINCENT EDWARDS SINGS Decca DL 74311	7
34	30	WORRIED MIND Ray Anthony, Capitol ST 1732	6
35	24	CHAPEL BY THE SEA Billy Vaughn, Dot DLP 25424	13
36	39	COUNTDOWN TIME IN OUTER SPACE Dave Brubeck Quartet, Columbia CS 8575	9
37	42	ALL THE WAY Frank Sinatra, Capitol SW 1538	28
38	43	MUSIC MAN Original Cast, Capitol SWAO 990	90
39	—	SOUL OF SPAIN, VOL. I 101 Strings, Stereo Fidelity SF 6600	19
40	—	EDDIE CANO AT P.J.'S Reprise R-4030	1
41	28	MOON RIVER Lawrence Welk, Dot DLP 25412	34
42	—	IT KEEPS RIGHT ON A-HURTIN' Johnny Tillotson, Cadence CLP 3058	1
43	37	STATE FAIR Sound Track, Dot DLP 29011	17
44	36	YOUNG WORLD Lawrence Welk, Dot DLP 25428	13
45	—	WALK ON THE WILD SIDE Elmer Bernstein, Chess A5-4	1
46	45	SPAIN Stanley Black Ork, London SP 44014	3
47	—	EL CID Sound Track, MGM SE 3977	1
48	—	ABOVE THE STARS Mr. Acker Bilk, Atco SD 144	1
49	49	FOR THE NERO MINDED Peter Nero, RCA Victor LSP 2536	2
50	47	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	18

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

GREAT SINGLES *from* GREAT ALBUMS



WOMAN, SHE WAS BORN FOR SORROW
DANNY SMALL

AT SUNRISE



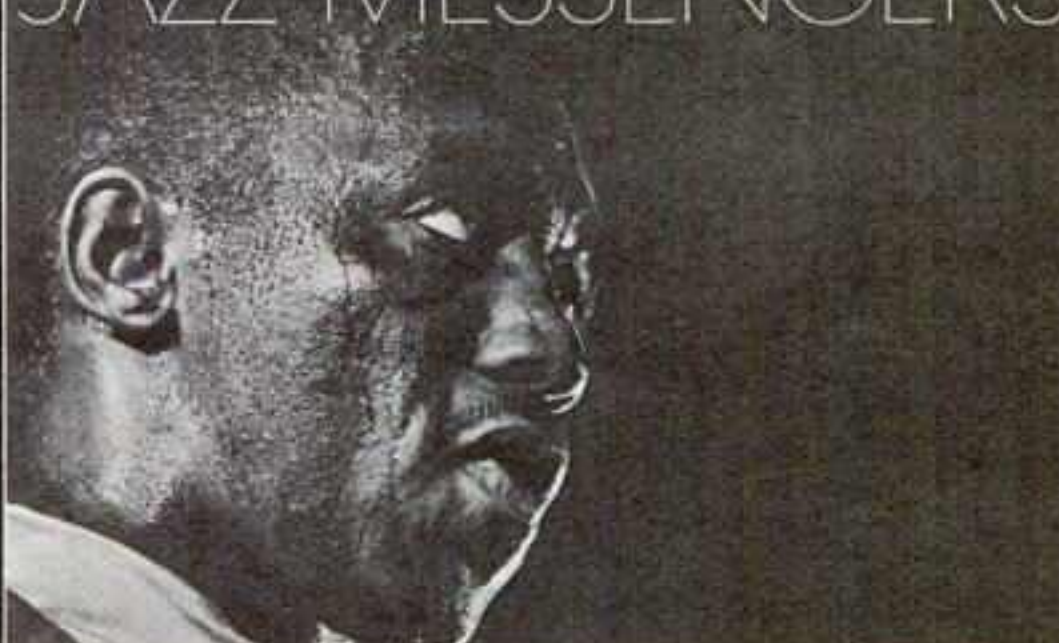
UA 486

UA 485



3 BLIND MICE - PART 1

ART BLAKEY
3 BLIND MICE
JAZZ MESSENGERS





LLOYD G. MAYERS
WITH THE
OLIVER NELSON
ORCHESTRA
CLARK TERRY
BERNIE GLOW
ODD SEVERINGEN
SNOOKY YOUNG
URBIE GREEN
PAUL FAULISE
BRITT WOODMAN
TOMMY MITCHELL
DON BUTTERFIELD
BARRY GALBRAITH
GEORGE OUVIVIER
ED SHAUGHNESSY
RAY BARRETT

a taste of honey

AND A FEW MORE
SWEET ONES

A TASTE OF HONEY



UA 497



UNITED ARTISTS JAZZ

A PRODUCT OF UNITED ARTISTS RECORDS · 729 SEVENTH AVE · NEW YORK 19, N.Y.

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

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

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	5	12	24	SHEILA	Tommy Roe, ABC-Paramount 10329	6
2	1	2	4	LOCO-MOTION	Little Eva, Dimension 1000	10
3	2	1	1	BREAKING UP IS HARD TO DO	Neil Sedaka, RCA Victor 8046	10
4	4	5	11	YOU DON'T KNOW ME	Ray Charles, ABC-Paramount 10345	6
5	7	11	18	PARTY LIGHTS	Claudine Clark, Chancellor 1113	10
6	8	13	26	SHE'S NOT YOU	Elvis Presley, RCA Victor 8041	5
7	3	6	9	THINGS	Bobby Darin, A&O 6229	9
8	6	3	2	ROSES ARE RED	Bobby Vinton, Epic 9509	13
9	12	17	32	VACATION	Connie Francis, MGM 13087	6
10	10	8	13	LITTLE DIANE	Dion, Laurie 3134	9
11	22	34	63	RAMBLIN' ROSE	Nat King Cole, Capitol 4804	5
12	18	23	33	WHAT'S A MATTER BABY	Timi Yuro, Liberty 55469	8
13	9	7	5	AHAB THE ARAB	Ray Stevens, Mercury 71966	10
14	30	44	69	YOUR NOSE IS GONNA GROW	Johnny Crawford, Del-Fi 4181	4
15	21	25	29	A SWINGIN' SAFARI	Billy Vaughn, Dot 16374	7
16	24	27	34	RINKY DINK	Dave (Baby) Cortez, Chess 1829	8
17	35	54	76	TEEN AGE IDOL	Rick Nelson, Imperial 5864	4
18	23	33	49	DEVIL WOMAN	Marty Robbins, Columbia 42486	6
19	31	41	68	YOU BELONG TO ME	Duprees, Coed 569	5
20	25	31	42	MAKE IT EASY ON YOURSELF	Jerry Butler, Vee Jay 451	8
21	17	10	7	SEALED WITH A KISS	Brian Hyland, ABC-Paramount 10336	13
22	65	—	—	SHERRY	Four Seasons, Vee Jay 456	2
23	19	22	28	CALL ME MR. IN-BETWEEN	Burl Ives, Decca 31405	7
24	11	4	3	THE WAH-WATUSI	Orions, Cameo 218	13
25	37	48	70	SEND ME THE PILLOW YOU DREAM ON	Johnny Tillotson, Cadence 1424	4
26	32	39	50	TILL DEATH DO US PART	Bob Braun, Decca 31355	7
27	26	19	17	TWIST AND SHOUT	Isley Brothers, Wand 124	14
28	14	14	8	YOU'LL LOSE A GOOD THING	Barbara Lynn, Jamie 1220	12
29	13	21	27	BRING IT ON HOME TO ME	Sam Cooke, RCA Victor 8036	9
30	36	42	54	ALLEY CAT	Bert Fabric, A&O 6326	6
31	40	51	71	COME ON LITTLE ANGEL	Belmonts, Sabina 505	7
32	39	58	73	YOU BEAT ME TO THE PUNCH	Mary Wells, Motown 1032	4
33	34	37	51	SHAME ON ME	Bobby Bare, RCA Victor 8032	7
34	15	18	20	HEART IN HAND	Brenda Lee, Decca 31407	9

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
35	20	9	6	SPEEDY GONZALES	Pat Boone, Dot 16368	12
36	42	46	57	POINT OF NO RETURN	Gene McDaniels, Liberty 55480	5
37	50	66	82	SILVER THREADS & GOLDEN NEEDLES	Springfield, Philips 40038	5
38	47	74	—	VENUS IN BLUE JEANS	Jimmy Clanton, Ace 8001	3
39	49	64	79	BEECHWOOD 4-5789	Marvelettes, Tamla 54065	4
40	48	65	90	GREEN ONIONS	Booker T & the MG's, Stax 127	4
41	44	55	62	STOP THE WEDDING	Etta James, Argo 5418	6
42	52	75	86	WONDERFUL DREAM	Majors, Imperial 5855	4
43	55	78	—	LET'S DANCE	Chris Montez, Monogram 505	4
44	16	16	12	WOLVERTON MOUNTAIN	Claude King, Columbia 42352	15
45	61	—	—	PATCHES	Dickey Lee, Smash 1758	2
46	59	90	—	IF I HAD A HAMMER	Peter, Paul & Mary, Warner Bros. 5296	3
47	27	15	10	THE STRIPPER	David Rose & His Ork, MGM 13064	17
48	58	76	—	I'M THE GIRL FROM WOLVERTON MOUNTAIN	Jo Ann Campbell, Cameo 223	3
49	51	52	56	BABY ELEPHANT WALK	Lawrence Welk, Dot 16364	13
50	53	56	58	A TASTE OF HONEY	Martin Denny, Liberty 55470	8
51	62	79	85	SURFIN' SAFARI	Beach Boys, Capitol 4777	4
52	64	68	78	I LOVE YOU THE WAY YOU ARE	Bobby Vinton, Diamond 121	4
53	56	61	67	MR. SONGWRITER	Connie Stevens, Warner Bros. 5289	5
54	28	20	14	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	Eddie Hodges, Cadence 1421	11
55	66	70	80	JUST TELL HER JIM SAID HELLO	Elvis Presley, RCA Victor 8041	4
56	69	—	—	LIE TO ME	Brook Benton, Mercury 72024	2
57	71	—	—	WHAT KIND OF LOVE IS THIS	Joey Dee and the Starlighters, Roulette 4438	2
58	63	77	88	BOYS' NIGHT OUT	Patti Page, Mercury 72013	5
59	74	85	—	PAPA-OM-MOW-MOW	Rivingtons, Liberty 55427	3
60	70	92	97	HULLY GULLY BABY	Dovells, Parkway 845	4
61	29	26	16	THEME FROM DOCTOR KILDARE	Richard Chamberlain, MGM 13075	14
62	73	77	87	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett, Columbia 42332	4
63	54	60	65	LOVE ME AS I LOVE YOU	George Maharis, Epic 9522	5
64	41	29	19	I CAN'T STOP LOVING YOU	Ray Charles, ABC-Paramount 10330	18
65	68	73	84	THEME FROM A SUMMER PLACE	Dick Roman, Harmon 1004	5
66	72	89	—	YOU CAN'T JUDGE A BOOK BY THE COVER	Bo Diddley, Checker 1019	3

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
67	33	35	36	THE BALLAD OF PALADIN	Duane Eddy, RCA Victor 8047	9
68	89	—	—	RAIN, RAIN GO AWAY	Bobby Vinton, Epic 9532	2
69	82	94	100	DO YOU LOVE ME	Contours, Gordy 7005	4
70	46	45	37	HAVING A PARTY	Sam Cooke, RCA Victor 8036	14
71	75	83	93	JIVIN' AROUND	Al Casey Combo, Stacy 936	5
72	78	82	94	YIELD NOT TO TEMPTATION	Bobby Bland, Duke 352	4
73	90	—	—	IT MIGHT AS WELL RAIN UNTIL SEPTEMBER	Carole King, Dimension 2000	2
74	67	71	81	LOLITA YA-YA	Ventures, Dolton 60	5
75	80	—	—	EVERY NIGHT (WITHOUT YOU)	Paul Anka, RCA Victor 8068	2
76	77	—	—	TOO LATE TO WORRY—TOO BLUE TO CRY	Glen Campbell, Capitol 4783	2
77	86	—	—	LONG AS THE ROSE IS RED	Florence Darin, Epic 9529	2
78	—	—	—	PUNISH HER	Bobby Vee, Liberty 55479	1
79	87	—	—	LOLLIPOPS AND ROSES	Paul Petersen, Colpix 649	2
80	81	—	99	GLORY OF LOVE	Don Gardner and Dee Dee Ford, KC 106	3
81	92	97	—	SILLY BOY	Lettermen, Capitol 4810	3
82	84	98	—	LOOKIN' FOR A LOVE	Valentino, Sar 132	3
83	83	—	—	DON'T YOU WORRY	Don Gardner and Dee Dee Ford, Fire 513	2
84	60	63	66	BEACH PARTY	King Curtis, Capitol 4788	7
85	79	—	—	REAP WHAT YOU SOW	Billy Stewart, Chess 1820	4
86	—	—	—	TORTURE	Kris Jensen, Hickory 1173	1
87	91	96	98	SO WHAT	Bill Black's Combo, HI 2055	4
88	—	—	—	A TASTE OF HONEY	Victor Feldman Quartet, Infinity 020	1
89	76	87	—	I WANNA BE LOVED	Dinah Washington, Mercury 72015	3
90	—	—	—	WHAT KIND OF FOOL AM I	Sammy Davis Jr., Reprise 20048	1
91	93	—	—	OH! WHAT IT SEEMED TO BE	Castells, Era 3083	2
92	97	—	—	BROKEN HEART	Fiestas, Old Town 1122	2
93	—	—	—	I WOULDN'T KNOW	Dinah Washington, Roulette 4444	1
94	—	—	—	NO ONE WILL EVER KNOW	Jimmie Rodgers, Dot 16378	1
95	—	—	—	I KEEP FORGETTIN'	Chuck Jackson, Wand 126	1
96	98	—	—	HIDE AND GO SEEK	Bunker Hill, Mala 451	2
97	88	—	—	FOR ALL WE KNOW	Dinah Washington, Roulette 4444	2
98	99	—	—	THERE IS NO GREATER LOVE	Wanderers, MGM 13082	2
99	—	—	—	IF I DIDN'T HAVE A DIME	Gene Pitney, Musicor 1022	1
100	—	—	—	OL' MAN RIVER	Jimmy Smith, Verve 10262	1

HOT 100—A TO Z—(Publisher-Licenses)

Ahab the Arab (Lowery, BMI)	13	If I Had a Hammer (Ludlow, BMI)	46	Silly Boy (Four Star, BMI)	81
Alley Cat (Metrolion, BMI)	30	It Might as Well Rain Until September (Aldon, BMI)	73	Silver Threads & Golden Needles (Central Songs, BMI)	37
Baby Elephant Walk (Famous, ASCAP)	49	Jivin' Around (Reese, BMI)	71	So What (Jec, BMI)	87
Ballad of Paladin, The (Time, BMI)	67	Just Tell Her Jim Said Hello (Presley, BMI)	55	Speedy Gonzales (Budd, ASCAP)	35
Beach Party (Kilynn, BMI)	84	Let's Dance (Rondell-Sherman-DeVorzon, BMI)	43	Stop the Wedding (Figura, BMI)	41
Beechwood 4-5789 (Jobete, BMI)	39	Lie to Me (Ben Day, BMI)	56	Stripper, The (David Rose, ASCAP)	47
Boys' Night Out (Miller, ASCAP)	58	Little Diane (Disal, ASCAP)	10	Surfin' Safari (Gould, BMI)	51
Breaking Up Is Hard to Do (Aldon, BMI)	3	Loco-Motion (Aldon, BMI)	74	Swingin' Safari, A (Roosevelt, BMI)	15
Bring It on Home to Me (Kags, BMI)	29	Lolita Ya-Ya (Chappell, ASCAP)	79	Taste of Honey, A-Denny (Songfest, ASCAP)	50
Broken Heart (Maureen, BMI)	92	Long as the Rose is Red (Lyle, ASCAP)	77	Taste of Honey, A-Feldman (Songfest, ASCAP)	88
Call Me Mr. In-Between (Famper, BMI)	23	Lookin' for a Love (Kags, BMI)	82	Teen-Age Idol (Nelson, ASCAP)	17
Come on Little Angel (Glendon, ASCAP)	31	Love Me as I Love You (Marielle, BMI)	63	Theme From a Summer Place (Witmark, ASCAP)	65
Devil Woman (Marty's, BMI)	18	Make It Easy on Yourself (Famous, ASCAP)	20	Theme From Doctor Kildare (Hastings, BMI)	61
Do You Love Me (Jobete, BMI)	69	Mr. Songwriter (Gil, BMI)	53	There Is No Greater Love (Jones, ASCAP)	98
Don't You Worry (Fast-Pete, BMI)	83	No One Will Ever Know (Milne, ASCAP)	94	Things (Adair, BMI)	7
Every Night (Without You) (Spanka, BMI)	75	Oh! What It Seemed to Be (Joy, ASCAP)	91	Till Death Do Us Part (Karoyn, ASCAP)	26
For All We Know (Feist, ASCAP)	97	Ol' Man River (Harms, ASCAP)	100	Too Late to Worry—Too Blue to Cry (American, BMI)	76
Girls, Girls, Girls) Made to Love (Acuff-Rose, BMI)	54	Papa-Om-Mow-Mow (Beechwood, BMI)	59	Torture (Acuff-Rose, BMI)	86
Glory of Love (Shapiro-Bernstein, ASCAP)	80	Party Lights (Rambled, BMI)	5	Twist and Shout (Mellin, BMI)	27
Green Onions (East, BMI)	40	Patches (Aldon, BMI)	45	Vacation (Merza, BMI)	9
Having a Party (Kags, BMI)	70	Point of No Return (Aldon, BMI)	36	Venus in Blue Jeans (Aldon, BMI)	38
Heart in Hand (Metric, BMI)	34	Punish Her (January, BMI)	78	Who-Watusi, The (Kalmann-Lewis, ASCAP)	24
Hide & Go Seek (Florentine, BMI)	96	Rain, Rain Go Away (Regent, BMI)	68	What Kind of Fool Am I (Ludlow, BMI)	90
Hully Gully Baby (Kalmann, ASCAP)	60	Rambler's Rose (Sweco, BMI)	11	What's a Matter Baby (Eden, BMI)	12
I Can't Stop Loving You (Acuff-Rose, BMI)	64	Reap What You Sow (Arc, BMI)	85	Wolverton Mountain (Painted Desert, BMI)	42
I Keep Forgettin' (Trio, BMI)	95	Rinky Dink (Arc-Cortez, BMI)	16	Wonderful Dream (Travis-Rittenhouse, BMI)	44
I Left My Heart in San Francisco (General, ASCAP)	62	Roses Are Red (Lyle, ASCAP)	8	Yield Not to Temptation (Don, BMI)	72
I Love You the Way You Are (Tobi-Ann, BMI)	52	Sealed With a Kiss (Post, ASCAP)	21	You Beat Me to the Punch (Jobete, BMI)	32
I Wanna Be Loved (Melrose, ASCAP)	89	Send Me the Pillow You Dream On (Four Star, BMI)	25	You Belong to Me (Ridgeway, BMI)	19
I Wouldn't Know (Marks, BMI)	93	Shame on Me (Western Hills-Lois-Saran, BMI)	33	You Can't Judge a Book by the Cover (Arc, BMI)	66
I'm the Girl from Wolverton Mountain (Painted Desert, BMI)	48	She's Not You (Presley, BMI)	6	You Don't Know Me (Hill & Range, BMI)	4
If I Didn't Have a Dime (January, BMI)	99	Sheila (Eager-Nitetime, BMI)	1	You'll Lose a Good Thing (David-Crazy Cajon-Jamie, BMI)	28
		Sherry (Bobob, ASCAP)	22	Your Nose Is Gonna Grow (Maraville, BMI)	14

BUBBLING UNDER THE HOT 100

101. COMIN' HOME BABY	Herbie Mann, Atlantic 5020
102. DON'T BREAK THE HEART THAT LOVES YOU	Bernie Leighton, Colpix 645
103. YOU HEART BELONGS TO ME	Supremes, Motown 1027
104. WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE	Freddy Cannon, Swan 4117
105. I'VE GOT MY EYES ON YOU	Rick Nelson, Imperial 5864
106. TILL THERE WAS YOU	Voljean, Carlton 576
107. I'M COMING HOME	Paul Anka, ABC-Paramount 10338
108. ONLY LOVE CAN BREAK A HEART	Gene Pitney, Musicor 1022
109. STOP THE MUSIC	Shirley, Scepter 1237
110. WHAT TIME IS IT?	Jive Five, Belpone 2024
111. MAMA, HE TREATS YOUR DAUGHTER MEAN	Ruth Brown, Philips 40056
112. COPY CAT	Gary (U. S.) Bonds, LeGrand 1020
113. OLD JOE CLARK	Kingston Trio, Capitol 4808
114. I REMEMBER YOU	Frank Ifield, Vee Jay 457
115. THE SWISS MAID	Del Shannon, Big Top 3117
116. HANDFUL OF MEMORIES	Baby Washington, Sue 767
117. SEND FOR ME	Barbara George, Sue 776
118. THE OLD MASTER PAINTER	Browns, RCA Victor 8066
119. SOFTLY AS I LEAVE YOU	Matt Monro, Liberty 55449
120. ABIGAIL	Embers, Empress 107

Dot's HOT WITH THE FOLLOWING BIG HIT SINGLES

A Swingin' Safari / Indian Love Call . . . Billy Vaughn

#16374

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

#16364

Speedy Gonzales / The Locket Pat Boone

#16368

No One Will Ever Know / Because . . Jimmie Rodgers

#16378

My Blue Heaven / Spinnin' My Wheels . . String-A-Longs

#16379

A Mile And A Quarter / Just One More Lie Sonny James

#16381

NEW RELEASE

#16386 What Kind Of Fool Am I? / If I Should Lose You KEELY SMITH

NEW ALBUM RELEASES

Pat Boone's Golden Hits Featuring
Speedy Gonzales

PAT BOONE A Swingin' Safari
DLP 3455

BILLY VAUGHN
DLP 3458

Baby Elephant Walk and Theme From The Brothers Grimm Plus Ten Great Hits LAWRENCE WELK DLP 3457

BEST SELLING ALBUMS

SO RARE • Jimmy Dorsey DLP 3437 mono
YOUNG WORLD • Lawrence Welk DLP 3428 mono, 25428 stereo
MOON RIVER • Lawrence Welk DLP 3412 mono, 25412 stereo
I'LL SEE YOU IN MY DREAMS • Pat Boone DLP 3399 mono, 25399 stereo
YELLOW BIRD • Lawrence Welk DLP 3389 mono, 25389 stereo
ORANGE BLOSSOM SPECIAL AND WHEELS • Billy Vaughn DLP 3366 mono, 25366 stereo
CALCUTTA • Lawrence Welk DLP 3359 mono, 25359 stereo
WONDERLAND BY NIGHT • Louis Prima DLP 3352 mono, 25352 stereo
LAST DATE • Lawrence Welk DLP 3350 mono, 25350 stereo
LOOK FOR A STAR • Billy Vaughn DLP 3322 mono, 25322 stereo
THEME FROM A SUMMER PLACE • Billy Vaughn DLP 3276 mono, 25276 stereo

BEST LOVED CATHOLIC HYMNS • Lennon Sisters DLP 3250 mono, 25250 stereo
RAGTIME PIANO GAL • Jo Ann Castle DLP 3249 mono, 25249 stereo
BE MY LOVE • Keely Smith DLP 3241 mono, 25241 stereo
BLUE HAWAII • Billy Vaughn DLP 3165 mono, 25165 stereo
THE MILLS BROTHERS GREAT HITS • Mills Brothers DLP 3157 mono, 25157 stereo
JOHNNY MADDOX PLAYS THE MILLION SELLERS • Johnny Maddox DLP 3122 mono, 25122 stereo
THE MILLION SELLERS • Billy Vaughn DLP 3119 mono, 25119 stereo
STAR DUST • Pat Boone DLP 3118 mono, 25118 stereo
SAIL ALONG SILV'RY MOON • Billy Vaughn DLP 3100 mono, 25100 stereo
GALE'S GREAT HITS • Gale Storm DLP 3098 mono, 25098 stereo
MUSIC FOR THE GOLDEN HOURS • Billy Vaughn DLP 3086 mono, 25086 stereo
THE TEN COMMANDMENTS • Sound Track DLP 3054 mono, 25054 stereo
THE GOLDEN INSTRUMENTALS • Billy Vaughn DLP 3016 mono, 25016 stereo

Dot "ALL TIME HITS" PRE-PACKS

DPP 100 & DPP 101



"THE NATION'S BEST SELLING RECORDS"

Distrib Future Key Topic at Chi Meets

By REN GREVATT

CHICAGO—The future role of record distributors will lurk like a shadow in the wings as two prominent trade organizations and a budding new industry group hold separate meetings here this week. The meetings, which are also expected to result in increased pressure on manufacturers to correct what each group feels are the ills of the business, will be held just prior to the first annual World's Fair of Music and Sound.

The fair is a 10-day exposition incorporating many areas of the disk and home entertainment industries. It will be held at McCormick Place starting Thursday (30).

First in line are the midyear meetings of the National Association of Record Merchandisers to be

held at the Edgewater Beach Hotel from Sunday to Wednesday (26-29). Member rack jobbers will get an opportunity to hold several closed sessions, and will also get two full days of individual appointments with top echelon reps of many record companies. Ostensibly, these appointments will enable the diskers to discuss their fall product and promotions with the rack men. Many manufacturers anticipate continued pressure to extend more favorable terms and pricing to rack operators.

Second in line will be the first full-dress executive board meeting of the American Record Merchandisers and Distributors Association since the recent ARMADA meetings in Miami Beach. The meeting, to be helmed by ARMADA President Amos Heilicher, will be held

at noon Wednesday (29) in the offices of James H. Martin's Music Distributors here.

One-Stop Meetings

Perhaps most interest of all, however, is being focused on a series of meetings to be held Thursday and Friday (30-31), of an as yet unnamed one-stop organization. These sessions, sparked by Irv Perlman of the Philadelphia firm of I. J. Morgan, will be held in the Palmer House.

Where previous one-stop groups have virtually died a-borning, Perlman and some of his colleagues, including Pat Cohen of Pat's One-Stop, Richmond, Va., feel the one-stop fraternity is now in a position of such strength, particularly at the single record level, that what it believes to be its requirements to conduct a profitable business

must be given heed by manufacturers.

According to Perlman, the one-stops' current needs are twofold: to bring an end to transshipping, and to get a better and more uniform price deal on singles from all manufacturers.

Hefty Business

"Whether anyone wants to admit it or not," Perlman said, "one-stops today are doing a major share of the singles business. In Philadelphia alone, my one firm does a hefty share of singles business with the stores. I know most manufacturers are thinking mainly of LP's these days, but singles are now bet-

ter than ever. We one-stops are doing much of the business and we deserve a better break than a 10 per cent functional.

"Record dealers need our services today. In a market where there may be anywhere from a half dozen to a dozen distributors, the record store guy can't waste his time trying to keep up with who has what line and spending a whole day calling on distributors. When a record is hot, he wants it right away, and we can and do have it for him. We're thus doing a job for the manufacturers, too, whether they know it or not.

(Continued on page 14)

It's Hi Ho, Come to the Fair

CHICAGO—The forthcoming first annual World's Fair of Music, to be held here for 10 days starting Friday (31), is getting the kind of advance, all-media publicity build-up enjoyed by few other such expositions in recent years. As opening day drew near, Chicago was saturated with Fair coverage.

Television and radio, newspapers' weekend magazine supplements, bus and subway car cards, hotel lobbies and restaurants are all being used to tout the Fair in one way or another. In addition, a host of special events, including a 15-block-long opening day parade has been set up to spread the word.

Fair head Aaron Cushman told BMW at press time that orders for

tickets to the Fair and its several all-star shows have been doubling every day during the past week. Hefty orders and reorders for tickets were coming in from industrial firms. A flock of department stores, chain stores and Little Al's record shops have all been selling large blocks of tickets.

"Dick Shory and I have done more than 30 radio and TV interviews in just the past week," Cushman said. "We've been given 60 to 70 spots a day by the local stations on a public service basis. We have paid spots starting Tuesday on every station in town and we'll have a lot of them on the White Sox games broadcasts with Bob Elson and Jack Brickhouse."

On Sunday (26), Bill Veeck was scheduled to arrive at O'Hare International Airport from Baltimore. Veeck, one of the sponsors of the show, was expected to step off his flight carrying a big bass drum, and plans called for Veeck to beat the drum all week long.

Highlighting of opening day festivities will be a giant parade down State Street from Illinois Street to Congress Street. The line-up will include 25 100-piece marching bands, floats and cars carrying Veeck and such personalities as Eddie Fisher and Rosemary Clooney, who will star in the shows at McCormick place. Five-year-old Miss Melody Farrell, crowned as Miss World's Fair of Music, will also ride in the parade.

SORD to Map Plans for Projects

HOLLYWOOD—The Society of Record Dealers will hold its annual membership meeting and election of officers in Chicago Wednesday night (5). The meeting will be held at McCormick Place at 8 p.m., during which members will hear a report on the past year's SORD activities and accomplishments. Reports will be presented by the Society's out-going president, Howard Judkins, Sr., and various other members of the board. Reports also will review SORD's future projects to be pursued during the forthcoming year.

The meeting then will be thrown

open to questions from the floor, followed by the election of new officers. Judkins will be concluding a two-year term in office, longest thus far in SORD's history.

Among the strongest contenders for SORD's presidency are Jack Schaps of Hillside Music, Hillside, Ill., and Robert Coghill of Coghill-Simmons Music Company, Dallas. Coghill's partner, Charles Simmons, was the SORD president four years ago. He was succeeded in office by Mike Spector of Coral Gables, Fla., whose administration was followed by Judkin's two-year term.

Among SORD's future projects,

according to Judkins, are "continued close co-operation with the Federal Trade Commission" in its action against Columbia Records and the Columbia Record Club, and "working actively toward establishing a Fair Practices code for the record industry."

It is also expected that SORD will increase its number of board members from six to its original number of 12. The number was cut to six last year in the hope that it would facilitate faster action by the Society. However, SORD found this was not the case.

'Then I Wrote...' Other People's Hits

NEW YORK—Any number of recording artists are singing all the way to the bank these days, not so much for hits of their own as for royalties they've collected on material recorded by other artists.

Hottest of the performers writing for others these days is Barry Mann who, with his partner N. Appell, has three big winners currently pegged as top sellers on BMW's "Honor Roll of Hits." The Orlons' "Wah-Watusi," Chubby Checker's "Dancing Party," and Dee Dee Sharp's "Gravy," are all results of this team's clever imagination and feel for the beat.

Another artist cashing in on his writing talent is Paul Evans, who is one of the co-writers of Bobby Vinton's million-plus seller, "Roses Are Red." Don Gibson is another singer whose bank account received a boost from his artfulness with pen. Gibson is the writer of Ray Charles' over-the-million mark, "I Can't Stop Loving You."

Two other star country artists are responsible for a current Charles chart climber, "You Don't Know Me." They are Charlie Walker and Eddy Arnold. Jackie De Shannon belongs to this list, too, for she is one of the writers of "Heart in Hand," Brenda Lee's last smash. Phil Everly, of the

Everly Brothers team, is another; he wrote the Eddie Hodges hit "(Girls, Girls, Girls) Are Made to Love." And vet cleffer Harlan Howard, who still vocalizes from time to time, is the man responsible for Burl Ives' hit, "Call Me Mr. In-Between."

Stepping away the country scene, Carol King, who has a pretty strong comer in her debut side for the Dimensional label, "It Might as Well Rain Until September," also gets royalty checks for one she wrote and didn't sing. She is co-author of Little Eva's "Loco-Motion." German maestro Bert Kaempfert wrote Billy Vaughn's latest, "Swingin' Safari."

Hearty Turnout Seen for NARM Conference With Diskery Reps

CHICAGO—The National Association of Record Merchandisers meeting here this week is expected to surpass all previous mid-year functions in terms of attendance, according to Jules Malamud, executive director.

In a pre-meeting statement, issued at press time, Malamud said advance registrations indicated record turnout among both rack jobber members and record manufac-

turer associate members. The meeting was expected to get underway with registration at the Edgewater Beach Hotel headquarters Sunday 26, with a closed members meeting set for that afternoon.

On Monday and Tuesday (27-28) private conferences between each disker and each rack jobber were scheduled with breakfasts, lunches and coffee breaks also on tap. Conclusion of the get-together was set for Wednesday (29), following a wrap-up meeting.

At press time, reservations had been received from 32 rack jobber members of NARM. Expected to be present for the scheduled jobber appointments were representatives from the following firms: Abbey Wire Works, ABC-Paramount, Affiliated Publishers, Atlantic, Buckingham, Cadence, Cameo-Parkway, Capitol, Colpix, Columbia, Crown, Decca, Disneyland, Dot, Family Records, Freedman Aircraft Engineering, GNP-Crescendo, Jay Jay, Jubilee, Le-Bo Products and Liberty.

Also, London, Master Classics, Mercury, Miller International, Premier Albums, Philips, Pickwick International, Paramount Wire Products, RCA Victor, Record Accessories Corporation, Recoton, Reprise, Roulette, Synthetic Plastics, Tops, Treasure Productions, Tri-A-Tape Corporation, United Artists, U. S. Tape Corporation, Vee Jay, Walco, Warner Bros., Strand, Everest and Grand Award.

Mercury Sets Chi Seminar

CHICAGO—A one-day seminar for its promotion directors was scheduled by Mercury to be held here August 29 on the eve of the label's corporate meeting.

Named to head the program was Howard (Chic) Silvers, national promotion director, and seminar topics will include promotions, sales aids, merchandising displays and publicity.

Mercury president Irving B. Green and executive vice-president Irwin H. Steinberg have been scheduled to address the corporate meeting, first for all labels under Mercury's banner and due to be attended by distributors of Mercury, Philips and Smash.

Also on the roster of speakers are Robert Dettmer, vice-president and secretary of Consolidated Electronics Corporation; Donald Miller, vice-president of Continental Illinois Bank, and several business specialists.

All meetings and social functions are being held at the new Sahara Inn.

Urges Dealers To Join ARMADA

HOLLYWOOD—Distributor Al Sherman, West Coast member of the newly reorganized American Record Merchants and Distributor Association, last week called on his colleagues to give ARMADA their full support. So far, only two distributors here (Sherman and Record Merchandising's Sid Talmadge) have seen fit to join ARMADA.

Sherman, who owns Record Sales and the newly formed Big Town Distributors, said that distributors owe it to themselves and the record industry to join the national organization. This, he said, is vitally necessary in bettering the distributor's lot in the business, and curing the ills that plague them.

ARMADA Board Sets 1st Meeting

CHICAGO—The American Record Merchandisers and Distributors Association's recently elected officers and board of directors will meet here Wednesday (29) at noon in the offices of Jimmy Martin of Music Distributors.

This will be the first board meeting of the group since ARMADA's recent Florida convention, during which the organization became an exclusive distributors' group. It is expected that high on the list of topics to be discussed will be the hiring of an executive secretary. In addition, a number of industry evils and workable solutions will be discussed.

Attending, besides president Amos Heilicher, will be Harry Schwartz, Johnny Kaplan, Bob Chatton, Irv Fink, Harry Apostoleris, Jimmy Martin, Al Sherman, Pappy Daily, Bud Lampe, Henry Droz, Jake Friedman, Carl Glaser and Bill Shockett.

Reach OK On Premium Disk

NEW YORK — The 1962 NARAS all-star LP, which will be sold as a premium disk by Chevrolet, has finally been completed.

The 12 tracks will include: "Don't Be That Way" — Benny Goodman Ork (Columbia); "Midnight Sun" — Ella Fitzgerald (Verve); "Tenderly" — Paul Weston Ork (Capitol); "Route 66" — Nat Cole (Capitol); "I'll Walk Alone" — Jo Stafford (Columbia); "Jumpin' at the Woodside" — Count Basie Ork (Roulette); "I Love Being Here With You" — Peggy Lee (Capitol); "Moonglow and Theme From Picnic" — Perry Como (Victor); "Zing Went the Strings of My Heart" — Judy Garland (Capitol); "September Song" — Roger Williams (Kapp); "The Atchison, Topeka and the Santa Fe" — Johnny Mercer (Capitol); "Woodchopper's Ball" — Woody Herman Ork (Everest).

The labels concerned, and the artists concerned, and, it is understood, the many publishers concerned, have waived royalties on the disk. Tracks for the disk were selected by NARAS board members and Chevrolet, depending on what Chevrolet bid for and what was available.

Chevrolet will sell the record for \$1 as a premium disk. It will be called, "Go With the Greats." The disk is being pressed by Columbia

JOCKS RE-ELECT BILL SUMMERS

ST. LOUIS—Bill Summers, program director of WLOU, Louisville, was re-elected president of the National Association of Radio Announcers at its annual convention here. Summers defeated two rivals, Jack Walker of New York, and Richard Stamz of Chicago.

Other officers elected by NARA included: Vice-president, Dave Dixon, KATZ, St. Louis; secretary, Chatty Hattie, WGIV, Charlotte, N. C.; recording secretary, Miss W. M. Gracy, KATZ, St. Louis; financial secretary, Eddie O'Jay, WUFO, Buffalo; treasurer, Ken Knight, WRHC, Jacksonville, Fla.; chaplain, Bill Hall, WCIN, Cincinnati; sergeant at arms, E. Rodney Jones, free-lance announcer; executive secretary, Joe Howard, WJLV, Detroit.

Custom division, which set the deal with Chevy.

NARAS hopes for a return of 10 cents to 20 cents a record, and will use the loot for its scholarship programs. NARAS members are hopefully looking forward to sales of over 500,000 platters by Chevy, based on a 600,000 sales of another premium record that the auto firm's dealers sold for \$1 a while back. Record will be heavily promoted by Chevy starting in November.

Industry May Feel Echoes Of NARA St. Louis Planning

By SAM CHASE

ST. LOUIS—The significance of the recently concluded convention of the National Association of Radio Announcers may be felt in the trade for some time. What in the past had been an annual clambake of rhythm and blues disk jockeys, most of them on hand for the social aspects, this year turned into more serious channels that may establish NARA as a constructive force in the industry.

Contributing to this prospect is the establishment on a permanent basis of two committee representing points of view other than those of the deejays. One consists of associate members of NARA, such as the Record manufacturers. The other includes participating members of NARA, such as promotion men.

It is known that on the final day of the convention, a meeting was held between a committee of record manufacturers and a group of

NARA officers, resulting in a frank exchange of views which could stabilize the relationship between the two. From it, according to reports, came an understanding that there would be no favors granted by the manufacturers, and none asked by the jocks, with the manufacturers themselves stating openly that there should be no criterion for exposure of their product other than the merits of the product itself.

Job Breakthrough

In other ways, too, this was a convention which may leave other lasting marks. Several important record labels represented have indicated their intention to hire Negro promotion men. This was an outgrowth of a suggestion made by a NARA committee which was studying possible actions which would make for better understanding between the manufacturers and the jocks.

The manufacturers' committee consisted of Ewart Abner Jr. of Abner-Vee Jay; Berry Gordy of Tamla-Motown-Gordy; J. W. Alexander of Sar; Granville White of Columbia; Buzz Willis of MGM; Gwynn Fugua of Tri-Fi, and Max Cooperstein of Chess. Herb Lovelle is NARA chairman in charge of associate membership. The promotion men will be represented by a two-man body, Joe Medlin of United Artists and Danny Davis of Big Top, who will strive to reconcile any differing points of view.

A plan to set up regional branches of NARA (BMW, August 18) was proposed by President Bill Summers and was accepted, with the nation split into four regions besides the south-central area around Louisville, where Summers maintains headquarters.

Road Ahead

Other plans approved by the convention included the following:

- Establishment of a job placement committee to work directly with management of radio stations requiring personnel.
- Establishment of a committee to select a charity to which NARA will make a sizable contribution this year as a result of funds raised by its members (BMW, August 25).
- In addition, establishment of a scholarship fund for each of the new NARA regions.
- Provision for a \$50 award to the NARA member who signs the largest number of new members in the coming year.
- Stimulation of additional exchange of data on most effective marketing plans and ideas on behalf of sponsors.
- Publicizing of constructive activities of NARA members, with a

(Continued on page 37)

EDITORIAL

Challenges Ahead

The National Association of Radio Announcers made great strides forward in its annual convention, recently held in St. Louis. Disk jockeys, who are notoriously individualistic, showed in their constructive acts and the businesslike staging of the convention, that they can work together for the common good.

NARA President Bill Summers deserves warm plaudits, not only for his ceaseless labors, but for his exercise of judgment and restraint. Such things as his insistence that record manufacturers keep hospitality suites shut during business sessions, which nearly all respected, helped keep proceedings on the track as never before.

Now, the question before NARA is, what next? Will it grow into an organization which will maintain the respect of the industry, or through indifference or relaxation, will it slide into existing only for its annual conventions, to provide its members with a big time? We are sure Bill Summers and the NARA membership are aware of the challenges confronting them.

Recognition brings with it new responsibilities. As never before, the activities of NARA and its individual members will be subject to the scrutiny of the entire industry. The organization has assumed a role which, like it or not, makes it representative of far more than just its own still limited membership. How NARA officers and members comport themselves thus will now reflect on far more than themselves alone.

NARA has set important goals for the year ahead. It should receive the encouragement of all toward their attainment. For NARA has the obligation to set standards of conduct, personal as well as professional, that can be the pride of the entire nation as well as those in our industry.

The convention just concluded took a giant step in that direction.

TALK WITH MITCH

Singles Reaching New, Broader Audiences

By BOB ROLONTZ

NEW YORK—Mitch Miller and the Sing Along Gang return to TV September 28 in a new Friday night slot. "Sing Along With Mitch," one of TV's most popular shows, will be seen on tape in the East at 8:30; in the Midwest at 7:30 p.m., and on the West Coast at 8:30 p.m.

As the genial Miller busily worked to put together his taped shows last week, a BMW reporter caught up with him to talk about today's record business.

Mitch said that Columbia Records would soon issue a Sing Along Discography for dealers. Miller now has 17 Sing Alongs cut on the label, containing altogether over 300 songs. (Mitch said he still has 3,500 more songs in mind for Sing Alongs.) Customers come in to buy Sing Along albums and they ask for one containing a certain song, driving dealers a bit batty. So Columbia is issuing the Sing Along Discography.

The 18th Sing Along album, said Mitch, is skedded for release in about four weeks. This one is called "Night Time Sing Along With Mitch."

Miller said that he would make a few visits to cities around the country to plug the TV show. He said that he had scores of offers to take a live Sing Along show around the country to play arenas and auditoriums but the logistics of the show (people and equipment) were so complicated that he doubted that he would ever do it.

Widening Base

In commenting upon the current single record scene, Miller, the old singles a.&r. hitmaker, pointed out that the field was appealing to a broader audiences these days. He said this was because many of today's singles carried great production—arrangements that were fresh and exciting, good songs that told good stories, instrumentation that added a new sound and choruses that gave the record body.

"This is what we did with singles back in the 1950's when they were

selling to adults as well as kids," he said. "Records with production today sell to adults as well as kids," he said.

Miller also had some sharp comments on the country records that have swept the pop field over the past few years. (Mitch many years ago covered every song penned by

(Continued on page 37)

Columbia Deals for Patti and Dion Point Up Majors' Drive to Snag Indie Label Top Talent

NEW YORK — Columbia Records' continuing drive to move back big into pop singles business—which has netted the firm such recent acquisitions as Andy Williams, Steve Lawrence and Eydie Gorme and Anita Bryant—appears to be picking up steam again.

The Patti Page negotiations, (BMW, August 25) appear virtually complete, with the thrush scheduled to join the label after her Mercury contract is over. In addition, the firm appears to have a clear track in its negotiations with Laurie Records' top hit-maker

Dion. It is believed that Dion, who has been a ball of fire this year both in album and on singles, will join Columbia in January after his contract with Laurie is concluded.

Columbia's negotiations for Dion point up a trend that is industry-wide. The biggest firms, through large guarantees and long-term contracts, again are picking off top talent developed on smaller labels.

Two such pactings recently have been Victor's signing of Paul Anka after many years on the ABC-Paramount label, and last month's signing of Bobby Darrin by Capi-

tol after his five years or so on Atlantic's Atco subsid.

Developed Own

For a while many of the large firms had stayed with a policy of finding and developing their own names. Victor, for instance, developed Floyd Cramer, Chet Atkins, Don Gibson, and many others, though there was an exception in the signing of Elvis Presley from Sun. Many of Columbia's top artists in the old days were developed by the label itself, from Tony Ben-

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HASSLE Firms Differ On New Disk

NEW YORK — A hassle has arisen over the recording of "Ten Lonely Guys" sung by the Ten Broken Hearts on the Diamond label. Roosevelt Music, publishing the song, told BMW that Diamond had no right to issue the recording of the song, as the song is restricted. Roosevelt attorney Ben Starr said that telegrams are being sent to radio stations that the song has not been cleared for broadcast. However, Diamond Records boss Joe Kolsky said that he had an agreement with Roosevelt Music to record the song and issue the record. Diamond started shipping the disk last week to stations. The song itself was written by 10 song writers, some of whom sing on the disk.

WHERE ARE THEY NOW?

Ex-MCA 10 Percenters Scurrying Here & There

NEW YORK — Where has my MCA agent gone? That's the question being asked these days by artists, musicians and ork leaders after the dissolution of the MCA talent agency. For those who have not yet been able to locate their agent, here is a list of where many of the key agents are:

Ned Brown has joined GAC as a vice-president.

Bobby Brenner, who headed MCA record department, has joined Ashley-Steiner's record division.

Dick Birkmayer, former head of the TV commercial department of MCA, has formed a partnership with Harry Bell in the artist management field to be called B.&B. Management Associates. Bell, president of Nirene Productions, manages Shelley Berman, Sylvia Sims and Jim Thorne.

Audrey Wood Move

Audrey Wood is with Ashley-Steiner with her stable of literary folk.

Ina Bernstein and Jane Oliver are with Ashley-Steiner.

Roy Gerber has joined GAC as a vice-president. Also joining GAC are Eric Shepard, Margaret Henderson, Irving Salkow, Henry Alper, Jack Phelps, Norman Weiss, Marvin Josephson and Aviva Hellman.

Jerry Zeitman, former MCA vice-president, is with William Morris.

Edwin K. Greene and Robert E. Burns have started Talent Management, Ltd., and will be joined by Eldred Stacy, Stuart McClellan and Albert D. VanPetten.

Herb Brenner, Howard Rubin and Ronnie Leif have set up International Management Associates, Ltd., and are being joined by Jack Bolton, John Schallert, Rick Ray, Dick Harris, Alvin Bart, Noel Rubaloff, Harry Abrams and Dan Davis.

Seek New Name

Michael Levee and Marvin Ross have joined Rosenberg-Coryell as partners. Rosenberg-Coryell and Broadcast Management, Inc., have established a new management firm, with the new name to be announced shortly. Marv Josephson will handle the new firm's Eastern office.

Herman Citron and Arthur Park have formed Artists Agency Corporation.

Kay Brown, Phyliss Jackson and

Colpix Steps Up Soundtrack Ties With Columbia

NEW YORK—Colpix Records is working out more intensive tie-ups between the label and the firm's parent company, Columbia pictures, for sound tracks and singles.

Colpix has landed the track of the picture "Damn the Defiant," which will be issued in the fall. Firm is also issuing an album in late September called "The War Lover," with the theme from the forthcoming film, plus themes from other pictures. Colpix is releasing shortly another track from Columbia Pictures' "Barabbas," in September, three months before the film is issued in December.

As promotion for all of the track albums, and the picture as well, Colpix is issuing at least one, and in many cases, two singles with themes or songs from the flick.

Colpix has also worked out promotional efforts with Screen Gems, Columbia Pictures' TV subsid. Colpix is releasing an LP, "The Jetsons," plus another called "Top Cat," both with voices from the two animated cartoon series.

Colpix is offering its distributors a 15 per cent discount on the 15 albums in the firm's forthcoming September releases. These include sets by Shelley Fabares, Jimmy Darren and others.

Capitol Rushes Cole 'Ramblin' Rose' LP

HOLLYWOOD — In line with the current trend of naming an LP after an artist's current hot-selling single, Capitol Records will issue a Nat King Cole package called "Ramblin' Rose."

Cole's "Rose" single is emerging as his fastest-breaking disk since "Mona Lisa," label spokesmen say. Capitol recorded the album Saturday (11) and has ordered it to be rush-released.

Capitol Pays At .76 a Share

NEW YORK—Capitol Records' sales for the fiscal year ended June 30, 1962, were \$41,857,465. Net income for this year was \$350,477, equivalent to 76 cents a share on the firm's 461,331 shares outstanding at the end of the year. These figures were released in a statement to Capitol stockholders by Glenn Wallichs, president of the firm.

Capitol sales for the fiscal year ending June 1962 were under sales for the previous fiscal year. In the fiscal year ending June 30, 1961, Capitol sales were \$48,364,719. Net income that year was \$1,815,523, equivalent to \$3.93 per share on the 461,409 shares outstanding at the end of that year.

In the statement issued by Wallichs for 1962, he said: "Capitol stepped up the development of its electronics business during the year and the related costs adversely affected earnings. This development is part of the company's long-range diversification program which also includes the acquisition of interests in the entertainment field and shares in a record-producing company in Japan.

"The highly competitive conditions in the record industry which we have commented upon in previous reports, developed during the year into a chaotic market situation and our increased promotional expenditures to maintain competitive position resulted in narrowed profit margins."

Wallichs' report to stockholders ended on the note that Capitol was strongly geared for the competitive period ahead. He said that the record market is expanding with the teen-age population and that more families are acquiring stereo, making prospects favorable for growth and a sound profitable operation.

Jay Sanford have joined Ashley-Steiner.

Dave Baumgarten has started his own agency called The Agency for the Performing Arts.

These are most of the changes to date, but it is expected that more are in the works and there will be other new agencies formed before the MCA ex-staffers are all located.

Chicago Tire Chain to Sell Disks

CHICAGO — The Western Tire & Auto Stores, a retail chain of 108 stores marketing in Illinois, Indiana, Michigan and Wisconsin, intends to enter the record field.

Herman Forst, formerly a vice-president with the Hudson-Ross retail record chain, and formerly advertising and merchandising manager with the Polk Bros. Appliance

store chain, is now appliance and electronic merchandising manager of the Western Tire & Auto Stores.

Forst said he would talk with several record firms.

The chain, according to Forst, anticipates opening 400 outlets in the next five years. The outlets will cover the same marketing area the chain now services, but will also reach smaller markets.

INDUSTRY BRIEFS

Englishman Goes Home

NEW YORK — Mike Collier, young British promotion and a.&r. man, has resigned his post as chief of London Records pop division, to return to his native England. Collier has lived in the United States for seven years, during which he was associated with London, and with the Hugo and Luigi wing of RCA Victor Records. Collier, operating out of Sough, Bucks, England, expects to produce masters for both the European and American markets.

Wexler Starts Labels

NEW YORK—Elliott Wexler, who has been engaged for the last few years in selling record pre-packs that are given away with Westinghouse phonographs, has started two new record labels. Wexler's new classical label is called Son Nova, while his pop label is called Purist. First releases on the Son Nova mark contain music of Mel Powell and Milton Babbitt, plus an album featuring Bethany Beadslee and Robert Helps. First pop release on Purist spotlights Charles DeForrest, the singer-pianist-composer. Wexler is selling direct to stores through his Wayne Record Distributing Corporation in New York.

Heads New Seattle House

SEATTLE—Independent Record Sales, a new division of Craig Corporation headed by Jerry Dennon, has been formed. According to Dennon, who will headquarter in Seattle, the new concern will function "primarily as a singles house, but with an eye toward lines that have good catalog merchandise."

Aligned with Independent for Northwest-U. S. distribution are

Settle Beef Over Ammons

NEW YORK—Prestige Records and Chess Records have settled their dispute over some Gene Ammons recordings. Chess had made some waxings with the strong-selling jazz artist, who is exclusively pacted to Prestige. The two companies had meetings set by Gil Rogers of the American Federation of Musicians and worked out a settlement.

The agreement okays Prestige's right to the masters, but licenses Chess to issue some of the records manufactured by them on its own label for a number of years, with Prestige getting a royalty. Among the masters licensed are the Argo LP "Just Jug." Prestige eventually will have exclusive use of all masters.

Dore, K. C., Rori, Bamboo, Mosaic and Eden labels. Territory involved includes Oregon, Washington, Northern Idaho and Alaska. Dennon, prior to his new post, was national sales manager for Era.

Holiday Inn Spreading

MEMPHIS—Holiday Inn Records has taken steps to expand its operations both in production and promotion. The firm has hired Chips Morman to make its coming disks and it has beefed up its promotion staff. The label is currently working on Jimmy Foster's "Moving Up to Love," and the Roller Coasters' "Spanish Twist."

Bennett to Handle Mills

NEW YORK — Bennett Public Relations has been appointed to handle publicity and p.r. activities of Mills Music, Inc., and affiliate B. F. Wood Music Company. The Bennett firm will co-ordinate publicity activities of Mills' four U. S. offices, plus those overseas. Announcement of the appointment was made by Mills Music President Jack Mills.

Rubin on First Tour

NEW YORK — Norman Rubin, ex-national promotion rep for Atlantic and formerly with the UA label, has begun a cross-country promotional tour in his new post of national promotion director for Roulette and Roulette divisions, including Gone and End. He will work closely with George Goldner, a.&r. vice-president, and Bud Katzel, general sales manager. Rubin's duties include overseeing the newly expanded eight-man Roulette promotion team around the country.

London Records Realigns Staff

NEW YORK—London Records announced a realignment of its sales department last week, which will find Joe Bott, formerly in charge of distributors, taking over as head of sales of all European product. Walt Maguire continues in his post as head of sales for the London American group. Herb Goldfarb, who has helmed the New York London branch, will take over Bott's former post, in directing the activities of London's 38 indie distributors and branch managers.

Sy Warner continues in charge of rack jobber sales under Goldfarb, while Sam Trofe, recently named district manager for the Northeast sector, comes to New York to handle sales out of the local London branch. Marty Wargo continues in charge of LP merchandising, product development and displays.

ATLANTIC, ATCO CLAIM IT'S THEIR BEST SUMMER

NEW YORK—Atlantic Records has had its most successful summer program for its Atlantic and Atco labels in history. Firm says it racked up a total of \$1 million worth of business in the July-August period. Many distributors, said Len Sachs, Atlantic album sales chief, went as high as 300 per cent over quota.

Company's program, which began July 1, included a 15 per cent discount and 30-60-90 days deferred billing to qualifying dealers, covered 14 new Atlantic albums, eight new Atco albums and the

catalogs of both labels. Hottest of these new albums in the sales program were the Ray Charles "Story" set and Charles' catalog items. Mister Acker Bilk's new and old albums were strongest for Atco.

Atlantic also offered point-of-sale display material to dealers to help sell the firm's new releases. Firm is including the new Bobby Darin album "Things," which is also covered by the program which ends August 31.

Meanwhile Atlantic has continued to do well in singles during the summer, especially with instrumentals. The trend was started with Bilk's "Stranger on the Shore," and the firm followed it with "Alley Cat," by Bent Fabric; "Comin' Home Baby," with Herbie Mann, and the record of "Green Onions," by Booker T. on the Stax label, distributed by Atlantic.

Stet WABC Librarian

NEW YORK — BMW was in error last week when it reported that Stu Walker was going to station WABC here as librarian. The WABC librarian is and will remain Lillian Garfrade, station spokesmen said.

Coming . . .

BILLBOARD MUSIC WEEK'S

World's Fair of Music & Sound Issue

Dated September 8. Distributed beginning September 2

at the World's Fair of Music & Sound to the trade and at concurrent meetings of ARMADA, CMA, NARM & SORD in Chicago.

Featuring a Vital Dealer Service . . .

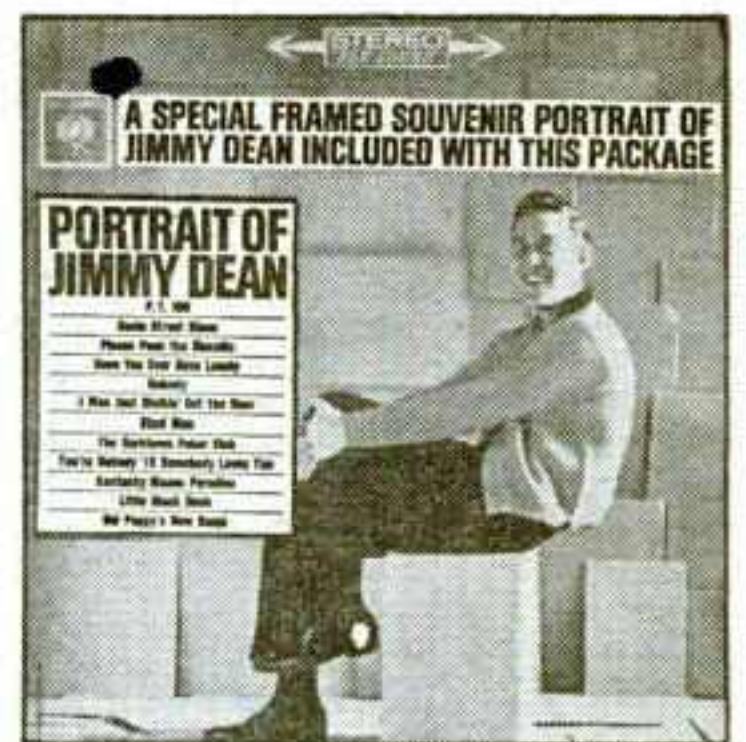
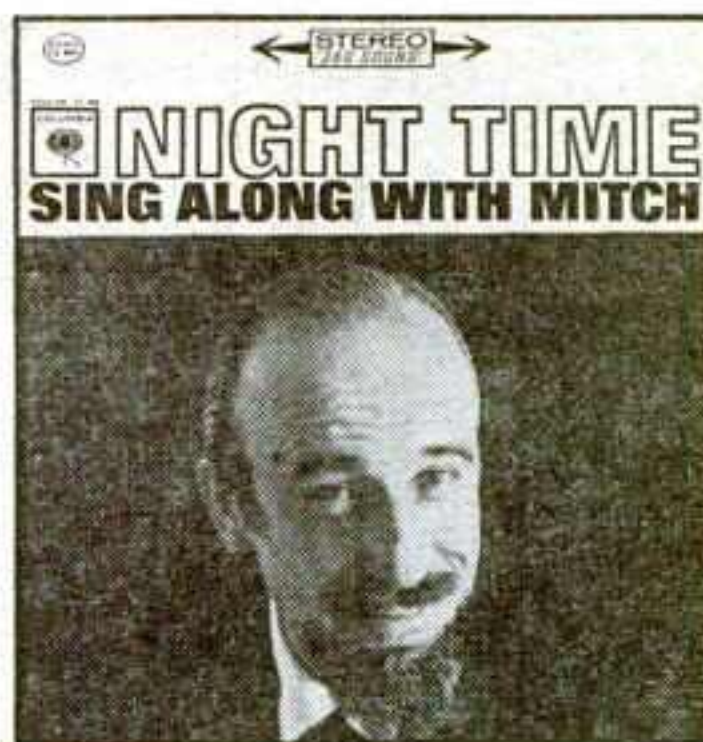
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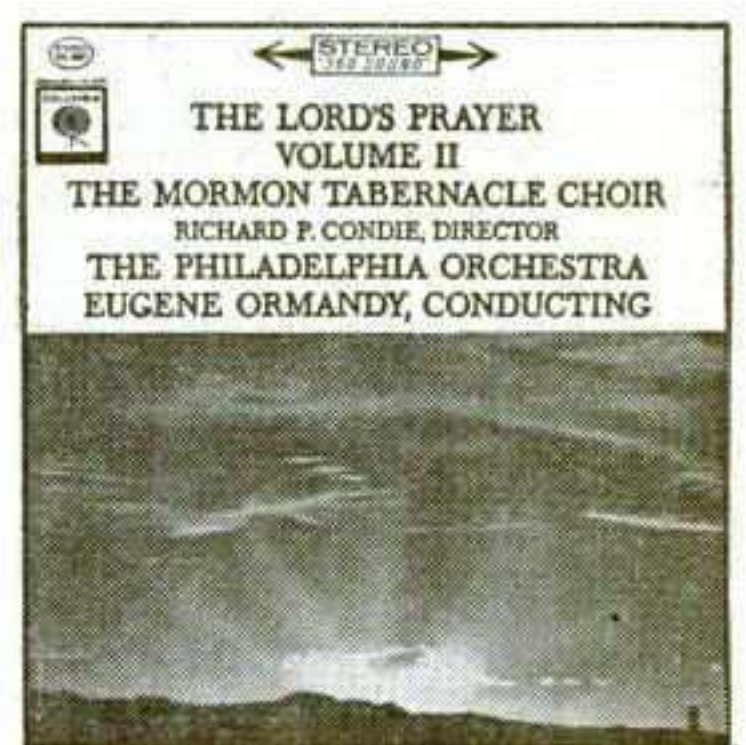
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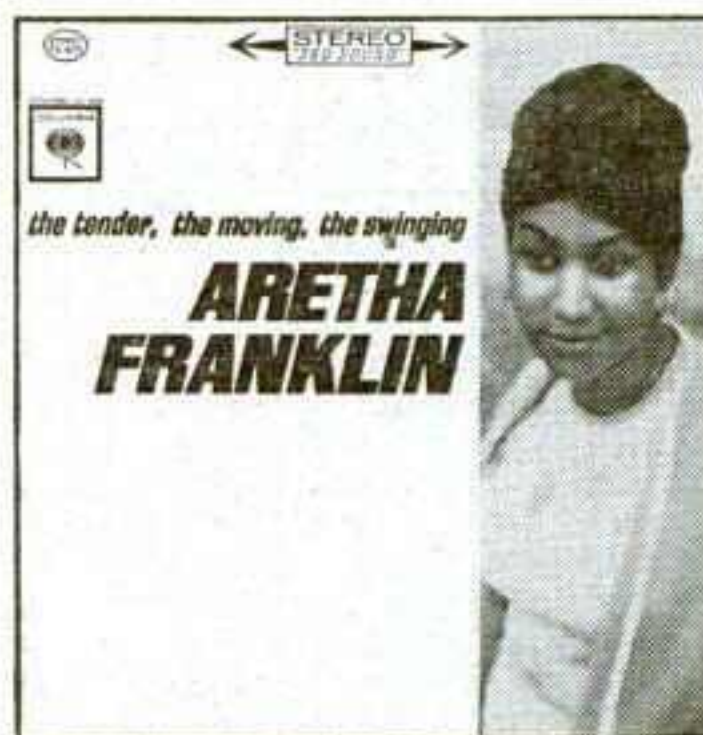
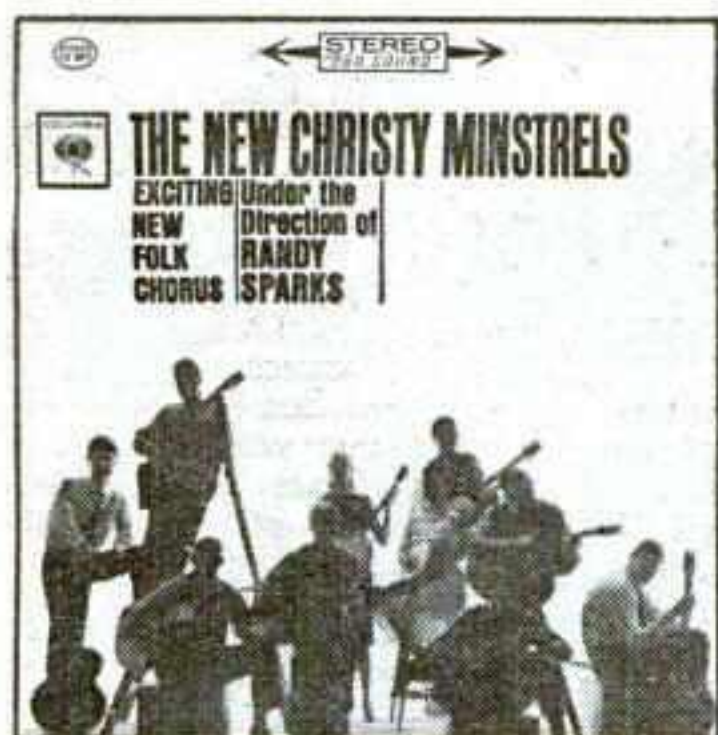
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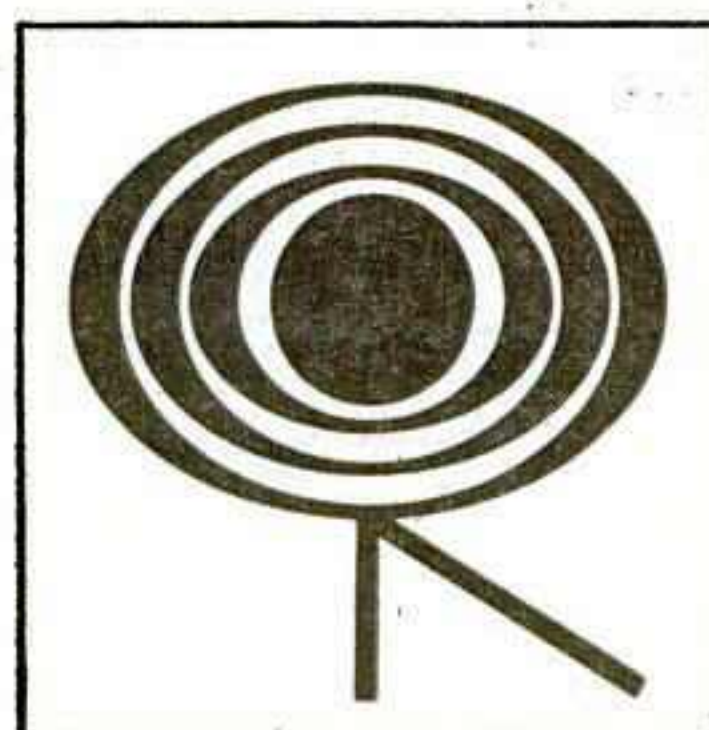
NEW ALBUM RELEASES



FROM THE WORLD OF ENTERTAINMENT



ON COLUMBIA RECORDS



Columbia Records presents
the exciting talents of
the world's finest artists.

WEEKLY MARKET ANALYSIS

Continued from page 1

Company. Since Paris is ordering locally, distributors are not upset with the operation. Some, in fact, feel that a discount operation running ads on disks helps record excitement in town. Stores seem to be doing well with records since they have reordered a number of times in little over a week. In addition to LP's, Thrift City stores are also carrying good spreads on singles, due to the hot singles business.

Hot new record in town is the Springfields' recording of "Silver Threads and Golden Needles" on Philips, which is starting to make it both country and pop. And the new Ray Stevens album on Mercury is also catching sales. Stevens' "Ahab the Arab" single, according to Hopkins Equipment, has sold close to 50,000, and the Stevens LP is setting another hot sales pace. New local item starting to grab some action is Dorothy Berry's "I Say You're Driving Me Crazy" on Little Star.

DJ, 17, Takes Over Philly Air Spots

PHILADELPHIA—Deejay doings shared the spotlight here last week with news of continued fast movement of single records, the latter highlighted by the emergence of several new fast-breaking records to continue the early pace set by Bobby Vinton's "Roses Are Red."

On the jockey front, two well known local spinners, Rockin' Robin and Bill Curtis, both have left WHAT, leading r.&b. disk outlet here. Robin has departed for Baltimore, where he'll take up a spot on WEBB there. Curtis' plans have not yet been disclosed. Both were on the air during evening hours and their spots have been taken by 17-year-old Buddy Dee, who runs now from 7 p.m. to midnight. Dee's mother has a spiritual record show on the same station.

On the dance scene, meanwhile, the city continues its position as one of the most hop-minded in the nation. Jerry Blavat, young phenom of WCAM, tapes his nightly show in the morning and has been managing to do a hop virtually every night. WIBG's Jack Starr has been doing a series of hops in the Pocono Mountains, a resort area about 100 miles north of here, while Jerry Stephens and Hy Lit, other top WIBG jocks, have continued doing weekend hops.

Lit's activity with hops reached the point where he was personally staging three to four each Saturday night, with other jocks contracted to sit in and run the show for three of the four. During the recent summer weeks, he has cut himself down to one a week, but following Labor Day, the schedule is expected to pick up again.

On singles, a number of newer records are shaking here, including "Royal Queen," by Clarence Williams on the Throne label; "The Dance Is Over," by Little Billy and the Essentials on Landa, and "Do You Love Me," by the Contours on Gordy. For a time, an older disk by Jesse Hill on the Minit label, "Whip It On Me, Pretty Baby," was drawing as much as \$15 a copy in local stores specializing in old singles. The price is down to normal now, according to local sources, since a new supply came in. Meanwhile, "Sherry," by the Four Seasons, is described as the hottest of the current crop.

Business on the album front is talked of in more conservative terms by most tradesters here, but several outlets report solid activity on Patti Page's "Golden Hits of the Boys."

Everest Brings Out New Subsid Label

HOLLYWOOD—Everest Records last week launched a subsidiary label, Alcor, to be devoted primarily to the rhythm and blues and rock 'n' roll fields. Alcor will debut with an Eddy Williams single, "Have a Heart."

Alcor will be handled by Everest distributors. Concurrent with the Alcor unveiling, Everest is issuing

a single under its own banner, "Ring Telephone," featuring J. J. Jackson and the Jackals, general manager Murray Cohen announced.

Everest has made three distributor changes. In Los Angeles it will be handled by California Records Distributors, coming from Cosnat Distributing. Bold Distributing, Miami, is getting the line which formerly was handled by Pan-American. In San Francisco, Mainland Distributing was awarded the line heretofore handled by Melody Sales.

UREY STAYS ON AS DOT ADVISER

HOLLYWOOD—George Urey, who recently resigned his Dot Records post as vice-president in charge of the label's branches, is being retained by the firm to serve it in an advisory capacity in marketing.

He will accompany Randy Wood, Dot president, to Chicago to attend the National Association of Record Merchandisers convention, August 26-30 at the Edgewater Beach Hotel.

Copyright Bill Out of Committee

WASHINGTON—Representative Celler's bill to extend expiring copyrights for another three years has been reported favorably out of the Senate Judiciary Committee. The New York Congressman's House-passed bill will lengthen to 1965 present renewal terms due to expire on works copyrighted around 1906. The bill will save many old-time ASCAP standards from falling into public domain.

The Celler (D., N. Y.) bill was designed as an equalizer in view of the hoped-for revision of the Copyright Act, which is expected to extend copyright term to 76 years as against the present 56-year span, bringing the U. S. in line with international copyright practices.

A rough draft of the proposed revision is now being readied by the Library of Congress for consideration by the 88th Congress. The draft revision of the 1909 Copyright Act is the product of five years of study and discussions in which the Copyright Office, copyright attorneys, industry and government representatives have taken part.

Liberty Opens Chi Branch With Party

CHICAGO—More than 300 record distributors, dealers, record store personnel, radio and TV personalities helped celebrate the opening of Liberty Records Distributing Corporation of Illinois at a Sheraton cocktail party Tuesday (21).

Liberty President Al Bennett was in for the opening with other executives from the firm's Los Angeles headquarters. Also on hand were Don Blocker, assistant to the president; Ken Rivercomb, assistant sales manager; Bob Skaff, national promotion; Snuffy Garrett, a.&r., and Ray Hill, Midwest promotion manager.

Fred Cassman, formerly with Columbia and London, will head

NEW ON THE TOP LP'S

Continued from page 1

- MONO**
- 82. **A YOUNG MAN'S FANCY** . . . Johnny Crawford, Del-Fi DFLP 1223
 - 97. **SINATRA & SWINGIN' BRASS** . . . Frank Sinatra, Reprise R 1005
 - 99. **ROY ORBISON'S GREATEST HITS** . . . Monument M 4409
 - 102. **ONLY THE LONELY** . . . Frank Sinatra, Capitol W 1053
 - 105. **EDDIE CANO AT P.J.'S** . . . Reprise R 6030
 - 107. **HERE'S THE MAN** . . . Bobby Bland, Duke DLP 75
 - 110. **CHAD MITCHELL TRIO AT THE BITTER END** . . . Kapp KL 1281
 - 111. **SOUL OF SPAIN, VOL. 1** . . . 101 Strings, Somerset P 6600
 - 113. **DID YOU EVER?** . . . Dave Gardner, RCA Victor LPM 2498
 - 116. **THE WAH-WATUSI** . . . Orions, Cameo C 1020
 - 120. **MOM'S MABLEY BREAKS IT UP** . . . Chess LP 1472
 - 121. **TWO OF US** . . . Robert Coulet, Columbia CL 1826
 - 123. **FREDDY CANNON AT PALISADES PARK** . . . Swan 507
 - 125. **GEORGE CHAKIRIS** . . . Capitol T 1750
 - 126. **JULIE & CAROL AT CARNEGIE HALL** . . . Julie Andrews & Carol Burnett, Columbia OL 5840
 - 129. **GOLDEN HITS OF THE BOYS** . . . Patti Page, Mercury MG 20712
 - 132. **WHERE ARE YOU** . . . Frank Sinatra, Capitol W 855
 - 136. **MASHED POTATOES AND GRAVY** . . . Ventures, Dolton BLP 2016
 - 139. **FILM ENCORES, VOL. 1** . . . Mantovani, London LL 1700
 - 140. **THE STRIPPER & OTHER BIG HITS** . . . Si Zentner & His Ork, Liberty LRP 3247
 - 141. **ANOTHER DAY, ANOTHER WORLD** . . . Jonathan Winters, Verve V 15032
 - 142. **ABOVE THE STARS** . . . Mr. Acker Bilk, Atco 144
 - 144. **ALL THE HITS** . . . Bobby Rydell, Cameo C 1019
 - 149. **SONGS FOR YOUNG LOVERS** . . . Frank Sinatra, Capitol W 1432

- STEREO**
- 39. **SOUL OF SPAIN, VOL. 1** . . . 101 Strings, Stereo Fidelity SF 6600
 - 40. **EDDIE CANO AT P.J.'S** . . . Reprise R9-6030
 - 42. **IT KEEPS RIGHT ON A-HURTIN'** . . . Johnny Tillotson, Cadence CLP 25058
 - 45. **WALK ON THE WILD SIDE** . . . Elmer Bernstein, Choro AS-4
 - 47. **EL CID** . . . Sound Track, MGM SE 3977
 - 48. **ABOVE THE STARS** . . . Mr. Acker Bilk, Atco SD 144

the new Chicago branch. With Cassman are salesmen Sal Lembo, Sid Kahn and Jack Wajer, and promotion man Harvey Goldstein.

Julie London, Bobby Vee, Felix Slatkin and Nick Noble were Liberty artists on hand.

Herbie Mann Wins Damages Suit

NEW YORK—An award of \$500 in damages has been made to Herbie Mann, jazz flutist and band leader, by New York Supreme Court. On the paying end was Charlie Colin, music distributor, who the court decided had used, without right, Mann's picture and name on a book titled "Salute to Jazz—Herbie Mann," as well as music taken from Mann's records. Justice Henry Clay Greenberg also found that Colin had no official permission from Puma Publishing Company, which got up the music from Mann's waxings.

Danny Kaye to Cut Dodger Skit for Reprise

HOLLYWOOD—Reprise Records has set Danny Kaye to cut a single in his skitter-talk manner about the Los Angeles Dodgers.

Reprise plans to cash in on the Dodgers' popularity by having it played and peddled at the ball park, in addition to regular retailer channels.

CHANGES IN BUYERS' GUIDE LISTINGS

Following are additions and corrections to Billboard Music Week's 1962-1963 Buyers' Guide and Market Data Report, which was distributed as part of the August 4, 1962, issue of BMW. These changes should be clipped and filed with copies of that volume to keep copies up to date until the publication of next year's edition. All companies whose listings change due to a new address or change in categories for which eligible, are urged to send corrected listings to BMW for inclusion in this column as well as in next year's Buyers' Guide.

- **Broadcaster Programming Aids**
 - RADIO PROGRAMMING SERVICES**
French Broadcasting System, 972 Fifth Ave., New York, N. Y.
 - Orben Publications, 111 E. Carpenter St., Valley Stream, N. Y.
 - World-Wide Programming Corp., 291 Delaware Ave., Buffalo, N. Y.
 - RADIO NEWS SERVICES**
French Broadcasting System, 972 Fifth Ave., New York, N. Y.
- **U. S. Services & Supplies**
 - PROMOTION & PUBLICITY**
Dick Gabbe-Seymour Heller, 233 S. Beverly Dr., Beverly Hills, Calif.
 - Tim Gayle, 830 N. Wabash, Chicago 11, Ill.
 - TRADE ASSOCIATIONS**
American Guild of Authors & Composers, 158 W. 55 St., New York, N. Y.
 - Magnetic Recording Industry Assn., 110 Wacker Dr., Chicago, Ill.

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Cash Box Pick of the Week!

Only Forever

Jamie Horton

J-266

The "Bongo Stomp" Boys Have a New One!

BONGO GULLY

Little Joey and the Flips

J-268

From Detroit—The Master Everyone Wanted—We Got It!

Back To An Empty Room

Lee Caron

J-267

We Did It Again in Philadelphia—With This Master!

HEART BREAKER

Dean Christie

Select 715



JOY RECORDS

EDDIE JOY, (PRES.)

1619 Broadway
New York 19, N.Y.

FOR INVENTORY AND PROGRAMMING

TOP LP's BY CATEGORY

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

VOCAL LP's

Title (Label) Top LP Rank
(Stereo) Mono

Male Vocalists

- **ALL THE HITS (CAMEO)**144
- All the Way (Cap).....37 75
- Paul Anka Sings His Big 15 (ABC)..... 40
- Belafonte at Carnegie Hall (RCA)..... 91
- **FREDDY CANNON AT PALISADES PARK (SWAN)**123
- **GEORGE CHAKIRIS (CAP)**125
- **RAY CHARLES GREATEST HITS (ABC)**.....(22) 22
- **RAY CHARLES STORY (ATL)** 26
- Come Dance With Me (Cap).....106
- **COME FLY WITH ME (CAP)**.....(24) 127
- Come Swing With Me (Cap).....(50) 138
- Crying (Monu)..... 56
- Danny Boy & Other Songs I Love to Sing (Col).....135
- Do the Twist (Atl)..... 65
- Doin' the Twist at the Peppermint Lounge (Rou)..... 35
- Don't Knock the Twist (Park)..... 94
- **VINCENT EDWARDS SINGS (DEC)**.....(33) 14
- For Teen Twisters Only (Park)..... 59
- Heavenly (Col)..... 52
- **HERE'S THE MAN (DUKE)**107
- Buddy Holly Story (Cor)..... 51
- Hymns (Cap).....143
- **I HAVE BUT ONE HEART (COL)**.....115
- **I LEFT MY HEART IN SAN FRANCISCO (COL)**..... 24
- In the Wee Small Hours (Cap).....109
- **IT KEEPS RIGHT ON A-HURTIN' (CAD)**.....(42) 8
- It's My Funny Way of Laughin' (Dec)..... 57
- Johnny's Greatest Hits (Col)..... 27
- Jump Up Calypso (RCA)..... 49
- Live It Up (Col)..... 96
- **LOVERS WHO WANDER (LAURIE)**..... 12
- George Maharis Sings! (Epic)..... 36
- **MEET CLAUDE KING (COL)**..... 90
- The Midnight Special (RCA).....(20) 61
- Modern Sounds in Country & Western Music (ABC) (2) 1
- Moon River & Other Great Movie Themes (Col).....(23) 17
- Nice 'n' Easy (Cap)..... 58
- No One Cares (Cap).....118
- Only the Lonely (Cap).....102
- **ROY ORBISON'S GREATEST HITS (MONU)**..... 99
- Point of No Return (Cap).....(26) 18
- **POT LUCK (RCA)**.....(18) 5
- **ROSES ARE RED (EPIC)**.....(19) 6
- Runaround Sue (Laurie)..... 74
- Sinatra & Strings (Rep)..... 72
- **SINATRA & SWINGIN' BRASS (REP)**..... 97
- **SINATRA SINGS . . . OF LOVE AND THINGS (CAP)**.....(21) 34
- Songs for Swingin' Lovers (Cap).....101
- Songs for Young Lovers (Cap).....149
- A Swingin' Affair (Cap).....117
- This Is Sinatra (Cap).....130
- Twist (Park).....147
- **TWO OF US (COL)**.....121
- **BOBBY VEE MEETS THE CRICKETS (LIB)**..... 81
- Where Are You (Cap).....132
- **A YOUNG MAN'S FANCY (DEL-FI)** 82
- Your Twist Party (Park)..... 31

Female Vocalists

- Joan Baez, Vol. I (Van)..... 16
- Joan Baez, Vol. II (Van)..... 19
- **BEWITCHING-LEE (CAP)**134
- **CONNIE FRANCIS SINGS (MGM)**.....131
- **THE GARLAND TOUCH (CAP)**..... 71
- **GOLDEN HITS OF THE BOYS (MERC)**.....129
- It's Mashed Potato Time (Cameo)..... 44
- Judy at Carnegie Hall (Cap).....(16) 46
- **JULIE & CAROL AT CARNEGIE HALL (COL)**.....126
- **SHELLEY (COLP)**137

Duos and Groups

- Baby, It's You (Scep).....122
- Best of the Kingston Trio (Cap).....(12) 20
- College Concert (Cap).....(31) 37
- Encore of Golden Hits (Merc)..... 60
- **THE GOLDEN HITS OF THE EVERLY BROS. (WB)** 80
- Dave Guard & the Whiskey Hill Singers (Cap)..... 92
- **MASHED POTATOES & GRAVY (DOLT)**.....136
- **CHAD MITCHELL TRIO AT THE BITTER END (KAPP)**110
- Once Upon a Time (Cap)..... 50
- **PETER, PAUL AND MARY (WB)**.....(7) 4
- Sing Out (RCA).....146
- **SOMETHING SPECIAL (CAP)**.....(29) 48
- A Song for Young Love (Cap)..... 47
- Through Children's Eyes (RCA)..... 39
- Tonight in Person (RCA).....112
- **THE WAH-WATUSI (CAMEO)**116

Choruses

- Family Sing Along With Mitch (Col)..... 93

Mixed Voices

- **MURRAY THE "K's" GASSERS FOR SUBMARINE RACE WATCHERS (CHESS)**.....128
- Oldies But Goodies, Vol. I (OS)..... 67
- Oldies But Goodies, Vol. IV (OS)..... 30

() Positions in Parenthesis Indicate relative strength of stereo LP's

CLASSICAL & SEMI-CLASSICAL LP's

Title (Label) Top LP Rank
(Stereo) Mono

- Summer Festival (RCA)..... 98

INSTRUMENTAL LP's

Mood and Dance

- **ABOVE THE STARS (ATCO)**.....(48) 142
- American Waltzes (Lon).....(32)
- **BEYOND THE REEF (DEC)**.....(17) 62
- Chapel by the Sea (Dot).....(35) 70
- **DRUMMIN' UP A STORM (IMP)**..... 87
- Drums Are My Beat (Imp).....133
- **FOR THE NERO MINDED (RCA)**(49) 42
- Let There Be Drums (Imp).....100
- Maria (Kapp)..... 53
- Moon River (Dot).....(41) 55
- New Piano in Town..... 95
- 'S Continental (Col).....150
- Soul of Spain, Vol. I (Som/SF).....(39) 111
- **SPAIN (LON)**(46)
- Stereo 35/MM (Com).....(14)
- Stranger on the Shore (Atco).....(9) 10
- **THE STRIPPER (MGM)**.....(3) 3
- **THE STRIPPER (LIB)**140
- Tonight (UA).....(28) 103
- "Tuff" Sax (Hi)..... 85
- **WORRIED MIND (CAP)**(34) 63
- Young World (Dot).....(44) 68

Jazz

- **BASHIN'-THE UNPREDICTABLE JIMMY SMITH (VERVE)**(25) 15
- **EDDIE CANO AT PJ'S (REP)**(40) 105
- **COUNTDOWN TIME IN OUTER SPACE (COL)**(36) 45
- **PETE FOUNTAIN'S MUSIC FROM DIXIE (CORAL)**114
- **HERBIE MANN AT THE VILLAGE GATE (ATL)**..... 78
- Midnight in Moscow (Kapp)..... 77
- Midnight Special (B-N)..... 88
- Time Further Out (Col)..... 54
- Time Out (Col).....(30) 38
- What'd I Say? (Atl)..... 64
- Nancy Wilson/Cannonball Adderley (Cap)..... 32

SHOW MUSIC

Original Cast

- Camelot (Col).....(6) 21
- Carnival (MGM)..... 84
- **A FUNNY THING HAPPENED ON THE WAY TO THE FORUM (CAP)**.....104
- How to Succeed in Business Without Really Trying (RCA)..... 89
- Milk and Honey (RCA).....148
- Music Man (Cap).....(38) 66
- My Fair Lady (Col)..... 29
- No Strings (Cap).....(13) 43
- Sound of Music (Col).....(15) 23
- West Side Story (Col).....(10) 7

Sound Track

- Blue Hawaii (RCA).....(27) 25
- **EL CID (MGM)**(47) 69
- G.I. Blues (RCA).....124
- **MUSIC MAN (WB)**(5) 9
- Rome Adventure (WB).....(8) 11
- State Fair (Dot).....(43) 76
- West Side Story (Col).....(1) 2

Music From Musicals, Films and TV

- Breakfast at Tiffany's (RCA).....(4) 13
- Film Encores, Vol. I (Lon).....139
- **HATARI! (RCA)**(11) 28
- Original Motion Picture Hit Themes (UA).....145
- **WALK ON THE WILD SIDE (CHOREO)**.....(45) 73
- West Side Story (UA).....(1) 2

COMEDY LP's

- **ANOTHER DAY, ANOTHER WORLD (VERVE)**..... 141
- Button-Down Mind of Bob Newhart (WB).....119
- **DID YOU EVER? (RCA)**113
- Knockers Up (Jub)..... 33
- Moms Mabley at Geneva Conference (Chess)..... 79
- **MOMS MABLEY BREAKS IT UP (CHESS)**.....120
- **MAD TWISTS ROCK 'N' ROLL (BIG TOP)**.....108
- Mike Nichols and Elaine May Examine Doctors (Merc) 86

564 Dealers in Disk-by-Wire Plan; Goal Is 2,000 by Dec.

HOLLYWOOD—A total of 564 record dealers have signed up to participate in the TeleRecord disk-by-wire plan, Don Orsatti, president of the new firm, told BMW last week. Orsatti is shooting for at least 2,000 dealers by December 1 when the plan goes into operation.

TeleRecord is a disk adaptation of the long-established flowers-by-wire, and the more recent "candy-gram" and booze-by-wire plans.

TeleRecord has been selling membership to its plan via a network of 25 independent record distributors. Disk distributor salesmen receive \$25 per dealer they bring into the fold. In addition, the membership drive has been personally waged by TeleRecord's own officers and sales representatives.

Orsatti has hit several key markets in lining up dealers.

Marvin E. Anderson, TeleRecord's vice-president in charge of sales, has been on the road talking to dealers. TeleRecord is sending Robert Carr to Dallas where he will head its regional sales office. It recently named Ray Meinberg to serve as an Eastern sales director with headquarters in New York.

How It Works

For a dealer to join the TeleRecord group, he is charged a \$75 initiation fee (cut to \$35 during the charter membership drive), and annual dues of \$50. In addition, he either leaves a \$200 performance deposit with TeleRecord or pays TeleRecord an annual \$20 whereby the disk-by-wire firm assumes performance responsibility.

BOSSA NOVA WAVE LOSES NOTHING IN TRANSLATION

NEW YORK — The world of jazz—or at least some parts of it—is flipping over a new dance rhythm called the Bossa Nova. It comes from Brazil (and some say Argentina as well) it's a samba rhythm, and it is played as pop music in that South American republic. According to Charlie Byrd, whose album with Stan Getz called "Jazz Samba" on Verve is grabbing a lot of action already, the Bossa

Nova bears a close affinity to jazz, has a 4-4 rhythm and can be played as pure jazz.

The Byrd-Getz album was the first of the slew of Bossa Nova albums released or in the process of being released shortly. Last week two albums on Reprise called Bossa Nova were issued, one with Shorty Rogers and another with Barney Kessel and his ork. This week Colpix is issuing a record called "Recado Bossa Nova" with the Zoot Sims crew.

There appears to be no direct translation of the term Bossa Nova. Some say it means a new interpretation of something traditional (like a samba); others say it merely means "something new."

But whatever it means, there is no doubt that it has created nothing but excitement in the jazz field. There are new albums coming out on many labels featuring the Bossa Nova, the hottest thing to hit the jazz market since Third Stream music.

2 New Vocalists Inked by Mercury

CHICAGO—Two more male vocal artists have been signed by Mercury. Michael Allen, 23-year-old baritone whose mother was secretary to the late President Roosevelt, is the first of the pair. The other is Ray Smith, pacted for the Smash label. Smith, who scored strongly with "Rocking Little Angels" on NRC, was recorded last week by Shelby Singleton in Nashville. On another Mercury vocal front, Dickey Lee, currently active with "Patches" on Smash, is on a promotion tour of major eastern cities.

Seville Takes On Some New Talent

NEW YORK—Wraps have been lifted from new expansion plans of Seville and President lines by Marv Holtzman, a.&r. director. Signed for the President label is Charlie Gracie, of "Butterfly" fame, with his first release, "Night and Day, U. S. A." b-w "Pretty Baby," now out. Teen thrush Marcie Blane has signed with Seville, as has arranger-conductor Bill Roxy. New also to President is Ricky Shaw, a singer-guitarist. Seville and President are both distributed by the London American group.

New Price Deal For Soria Disks

NEW YORK — RCA Victor's Soria series of classical packages will now sell for only \$1 more than regular Red Seal albums, regardless of the number of records in each album.

Previously, the Soria series sold for \$1 more a record over other Red Seal releases.

September's Soria Series packages, all subject to the new pricing deal, include "Die Walkure," Heifetz-Piatigorsky Concerts, and a recording of Berlioz' "Romeo and Juliet," with the Boston Symphony. In October there will be a Victor Soria release honoring Darius Milhaud, including "La Creation du Monde" "Suite Provencale."

Mt. Vernon Taps Lou Capone as Sales Manager

NEW YORK—Lou Capone has been named national sales manager of Mount Vernon Music. The firm, formerly known as Treasure Productions, is headed by John Severino, president. Former appointees to the firm were Paul Livert as vice-president and Burt Portnoy as art director. Severino said this completes the re-organization of the firm.

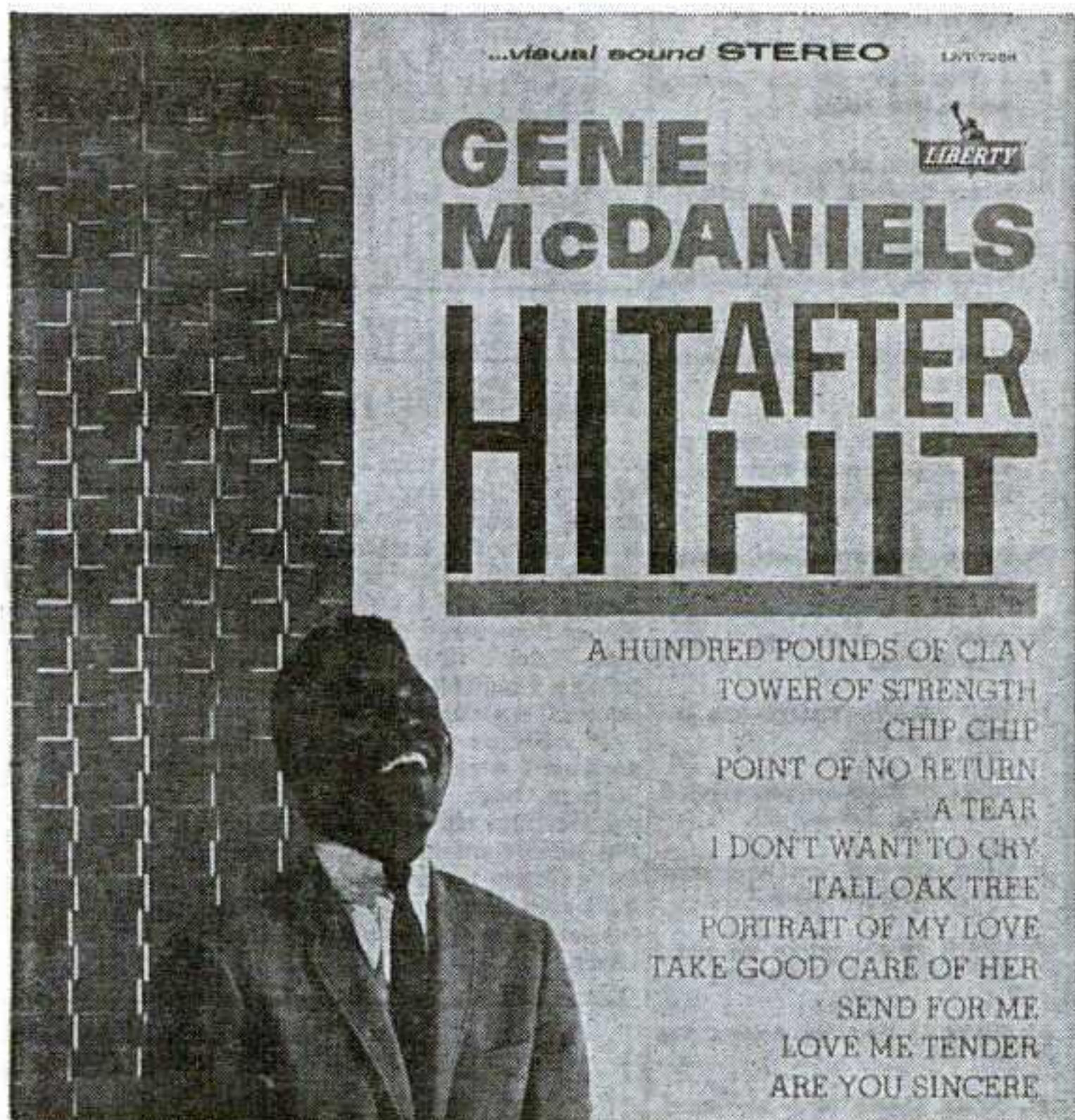
Capone, former sales executive with the Jesse Selter Ransel Trading Company, left Ransel last week along with Sam Klein. Klein was appointed field sales manager in the new Mount Vernon setup.

The labels that Mount Vernon will produce are all budget lines. They include the Treasure, Fortune, MVM and the Goosey Gander kiddie line. A new pressing facility with 32 presses will begin operations in Mount Vernon in October, giving the firm a very large capacity for the various budget labels. Firm is also mulling a number of standard \$3.98 price lines. Sixty new LP's will be issued this fall on the various labels.

POINT OF NO RETURN

GENE MC DANIELS'
SMASHING SINGLE

#55480



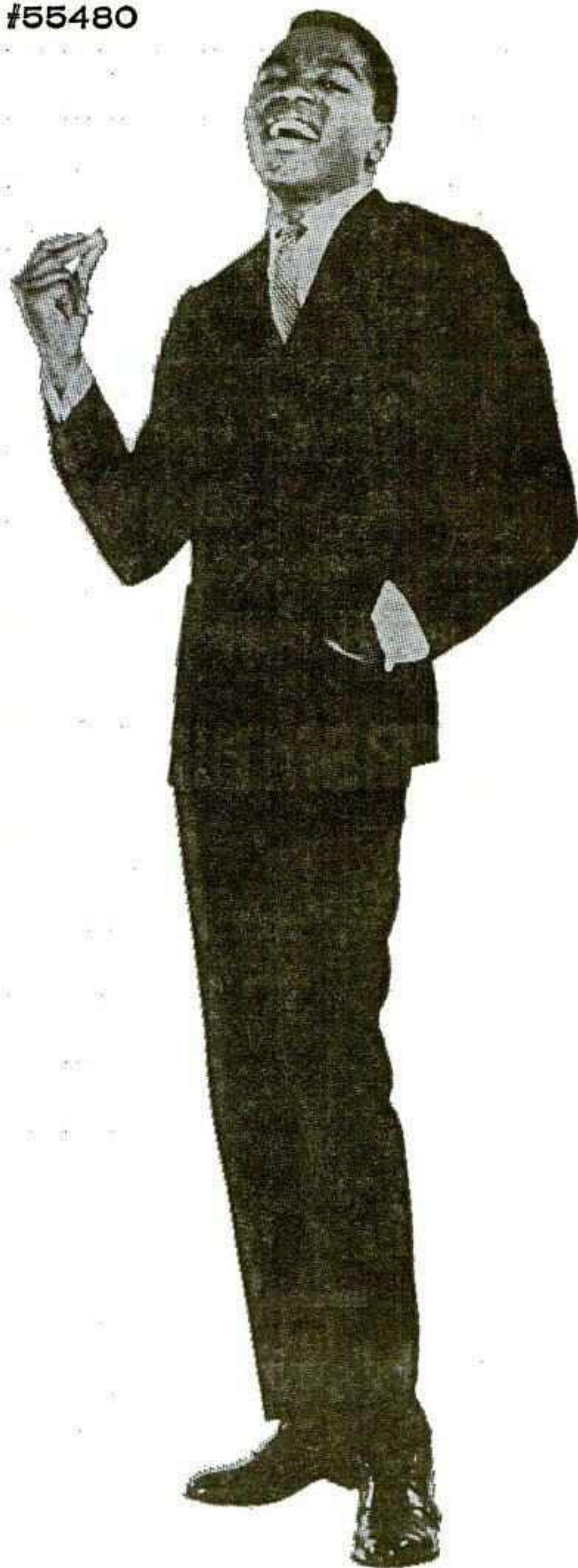
NEW LP RELEASE

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER 1

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1		1 LOCO-MOTION	By Goffin-King—Published by Aldon (BMI)	7
2	6	6 SHEILA	By Tommy Roe—Published by Eager-Nitetime (BMI)	4
3	2	2 BREAKING UP IS HARD TO DO	By Sedaka-Greenfield—Published by Aldon (BMI)	9
4	5	5 YOU DON'T KNOW ME	By C. Walker-E. Arnold—Published by Hill & Range (BMI)	5
5	7	7 PARTY LIGHTS	By C. Clark—Published by Rambed (BMI)	6
6	3	3 ROSES ARE RED	By P. Evans-A. Byron—Published by Lyle (ASCAP)	11
7	9	9 SHE'S NOT YOU	By Pomus-Stoller-Leiber—Published by Presley (BMI)	4
8	4	4 THINGS	By Darin—Published by Adaris (BMI)	6
9	12	VACATION	By Hunter-Francis-Weston—Published by Merna (BMI)	3
10	10	10 LITTLE DIANE	By Di Mucci—Published by Disal (ASCAP)	5
11	8	8 AHAB THE ARAB	By R. Stevens—Published by Lowery (BMI)	8
12	20	20 WHAT'S A MATTER BABY	By Otis-Byers—Published by Eden (BMI)	3
13	24	24 RAMBLIN' ROSE	By Joe Sherman-Noel Sherman—Published by Comet (ASCAP)	2
14	23	23 A SWINGIN' SAFARI	By Bert Kaempfert—Published by Roosevelt (BMI)	4
15	30	30 YOUR NOSE IS GONNA GROW	By J. Hooven-H. Winn—Published by Maravilla (BMI)	2
16	11	11 THE WAH-WATUSI	By Mann-Appell—Published by Kalmann, Lowe (ASCAP)	10
17	26	26 RINKY DINK	By Clowney-Winley—Published by Arc-Cortez (BMI)	3
18	16	16 SEALED WITH A KISS	By Udell-Geld—Published by Pogo (ASCAP)	10
19	25	25 DEVIL WOMAN	By M. Robbins—Published by Marty's (BMI)	2
20	—	TEEN AGE IDOL	By Jack Lewis—Published by Nelson (ASCAP)	1
21	—	YOU BELONG TO ME	By P. King-R. Stewart-C. Price—Published by Ridgeway (BMI)	1
22	27	27 MAKE IT EASY ON YOURSELF	By H. David-B. F. Bacharach—Published by Famous (ASCAP)	2
23	19	19 CALL ME MR. IN-BETWEEN	By Harlan Howard—Published by Pamper (BMI)	4
24	13	13 BRING IT ON HOME TO ME	By Sam Cooke—Published by Kags (BMI)	4
25	—	SHERRY	By B. Gaudio—Published by Bobob (ASCAP)	1
26	21	21 TWIST AND SHOUT	By P. Medley-R. Russell—Published by Mellin (BMI)	8
27	15	15 YOU'LL LOSE A GOOD THING	By Barbara Lynn Ozen—Published by David-Crazy Cajun-Jamie (BMI)	7
28	—	SEND ME THE PILLOW YOU DREAM ON	By Hank Locklin—Published by Four Star (BMI)	1
29	—	TILL DEATH DO US PART	By Leiser—Published by Carolyn (ASCAP)	1
30	—	ALLEY CAT	By Bjorn—Published by Meteorion (BMI)	1

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. LOCO-MOTION**—Little Eva, Dimension 1000.
- 2. SHEILA**—Tommy Roe, ABC-Paramount 10329.
- 3. BREAKING UP IS HARD TO DO**—Neid Sedaka, RCA Victor 8046.
- 4. YOU DON'T KNOW ME**—Ray Charles, ABC-Paramount 10345.
- 5. PARTY LIGHTS**—Claudine Clark, Chancellor 1113.
- 6. ROSES ARE RED**—Bobby Vinton, Epic 9509; Ella and Fella, Zenith 62235.
- 7. SHE'S NOT YOU**—Elvis Presley, RCA Victor 8041.
- 8. THINGS**—Bobby Darin, Atco 6229.
- 9. VACATION**—Connie Francis, MGM 13087.
- 10. LITTLE DIANE**—Dion, Laurie 3134; Timmy Reynolds, Twin Hits 2020.
- 11. AHAB THE ARAB**—Ray Stevens, Mercury 71966.
- 12. WHAT'S A MATTER BABY**—Timi Yuro, Liberty 55469.
- 13. RAMBLIN' ROSE**—Nat King Cole, Capitol 4804.
- 14. A SWINGIN' SAFARI**—Billy Vaughn, Dot 16374.
- 15. YOUR NOSE IS GONNA GROW**—Johnny Crawford, Del Fi 4181.
- 16. THE WAH-WATUSI**—Orlons, Cameo 218; Ricki Anders, Twin Hits 2018.
- 17. RINKY DINK**—Dave (Baby) Cortez, Chess 1829.
- 18. SEALED WITH A KISS**—Brian Hyland, ABC-Paramount 10336; Timmy Reynolds, Twin Hits 2017.
- 19. DEVIL WOMAN**—Marty Robbins, Columbia 42486.
- 20. TEEN AGE IDOL**—Rick Nelson, Imperial 5864.
- 21. YOU BELONG TO ME**—The Duprees, Coed 569.
- 22. MAKE IT EASY ON YOURSELF**—Jerry Butler, Vee Jay 451.
- 23. CALL ME MR. IN-BETWEEN**—Burl Ives, Decca 31405.
- 24. BRING IT ON HOME TO ME**—Sam Cooke, RCA Victor 8036.
- 25. SHERRY**—The Four Seasons, Vee Jay 2570.
- 26. TWIST AND SHOUT**—Isley Brothers, Wand 124.
- 27. YOU'LL LOSE A GOOD THING**—Barbara Lynn, Jamie 1220.
- 28. SEND ME THE PILLOW YOU DREAM ON**—Johnny Tillotson, Cadence 1424.
- 29. TILL DEATH DO US PART**—Bob Braun, Decca 31355; Billy Fox, Comet 2148.
- 30. ALLEY CAT**—Bent Fabric, Atco 6226.

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

NIGHT CLUB

'7 Come 11' Still a Natural

"Seven Come Eleven" returned to the Downstairs at the Upstairs Club in Manhattan two weeks ago. The original version of this night club revue, produced by Julius Monk, won audiences for some 450 performances last season at the Upstairs at the Downstairs. Recast, reassembled and redirected by Ben Bagley, this new version of the show playing Downstairs at the Upstairs is hilarious.

Bagley's production is practically a new show. He has retained some of the better vignettes from the former production, and has added much new material. He has also reduced the cast from seven to four to fit the more confining limits of the Downstairs room.

The material retained from the original production of "Seven" is some of the best that show had to offer. "Don't You Feel Naked Not Drinking," "The Princess and the Toad" and the "John Birch Society" bits still rate as some of the best revue material around. The last one with its telling line "If Your Mommy Is a Commie—Then You Have to Turn Her In" is still a show-stopper. The tune, of course, saw fine sales in a version by the Chad Mitchell Trio on Kapp.

Among the wide variety of new material is a self-explanatory "We Miss Ike"; a witty revival meeting which tells the Billie Sol Estes story, "How to Succeed in Business by Really Trying"; a wild commentary on the new Germany called "Auf Weidersehen," and a mad singing solo by Cy Young called "A Simple Tune." This piece of madcap imagery covers modern music like a blanket, ranging in take off from Stravinsky to Berg to Ornette Coleman. These few mentioned barely touch the wealth of new material being presented in the show.

New, too, is the cast which consists of the aforementioned Cy Young (most recently in "Subways Are for Sleeping"), Hal Buckley, Sudie Bond and Myra de Groot. Each contributes much to the total effect of the show with great comic delivery and substantial singing.

JACK MAHER

★ ★ ★

NIGHT CLUB

The Price Is Right in Pittsburgh

Lloyd Price, backed by a 16-piece orchestra, and vocalist Erma Franklin gave the Peppermint Lounge West, Pittsburgh, its biggest weekend since Teddy Randazzo opened the lounge last March. Price closed an eight-day stint on August 25.

The 29-year-old Price displays a wealth of showmanship, an ingratiating personality and a lot of voice as he delves into the many ABC-Paramount record hits he has had in recent years.

The overflow crowd opening night was with him all the way, bursting into instantaneous applause at the opening bars of practically everything Price attempted. Beginning with a rousing "Well All Right, Okay, You Win," he changed tempo with "Just Because," based on Verdi's "Caro Nome" from "Rigoletto," and swung into his best selling "Stagger Lee."

At the opener he scored also with "No Ifs ands or Buts," a particularly effective version of "I Wanna Get Married," "Lucky Old Sun" and "Little Volcano." Judging by the business and the mood of the audience, it's a safe bet to say that "The Price Is Right."

LEONARD MENDLOWITZ

NEWS REVIEW

New Golden Set Worthy Buy

Golden has released six new elaborately packaged "book and record" albums as its current contribution to the burgeoning kiddie album field. Though these sets carry a suggested list price of \$3.98, higher than many competitors, the built-in audio-visual appeal, encompassing a booklet with each record, makes them worth the price.

In addition to the 12-inch LP, each set has a handsome illustrated 36-page book which carries in printed form either the same material as that on the disk, or something closely tied in. The sets are in book-fold form and are neatly tucked in a slot inside the front cover.

The current release contains a varied enough selection to appeal to almost any child, ranging from about age three or four to perhaps 12. All have colorfully dressed up front and back covers and qualify as splendid gifts.

The packages are as follows: Golden 00001, "Golden Treasury of Bedtime Stories"; Golden 00002, "Golden Treasury of Mother Goose"; Golden 00003, "Yogi Bear Songs and Stories"; Golden 00004, "Golden Treasury of Christmas Songs and Stories"; Golden 00005, "Golden Bible Songs and Stories"; Golden 00006, "An Introduction to the Instruments of the Orchestra."

REN GREVATT

LATE POP SPOTLIGHTS

CHUBBY CHECKER

LIMBO ROCK (Twist, BMI) (2:22) — **POPEYE THE HITCHHIKER** (Kalmann, ASCAP) (2:25)—Checker is still on the dance kick and he has two solid salable sides. First up is a strong vocal version of the recent instrumental hit by the Champs and it can go. Flip is another highly danceable, twist-styled outing that just could revive the popeye.

Parkway 849

THE TAMS

UNTIE ME (Lowery, BMI) (2:26)—A fine new disk produced by Bill Lowery and Ray Stevens of "Ahab the Arab" fame. This one is a slow rock ballad pleader done with much style by the lead man. Side also sports a solid arrangement. Watch this. Flip is "Disillusioned" (Law-Ab, BMI) (1:58).

Arlen 11



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the tradition of such greats as "Bridge On The River
Kwai" & "Sink The Bismark"

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Produced by: Don Costa Productions, Inc.



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ANTHONY QUAYLE

A COLUMBIA PICTURE PRESENTS

COL-PIX
RECORDS
711 Fifth Ave.
New York, N.Y.

Distrib Future Topic at Chi Meets

• Continued from page 4

"The way it is today, we have to scrounge all over the place to get the best price. Because we want a fair price we in effect encourage transshipping. We'd like to have an end to transshipping. We prefer to keep our business local and do business with the guys we know. We want to see them (the distributors) all stay in business. We simply want a fair shake and it's up to the manufacturers to bring that about."

In line with this, an all-afternoon meeting has been scheduled for Friday (31) between attending one-stops and manufacturer representatives. At this time, the one-stops are expected to lay their problems and their needs on the line.

Action Promised

A promise of action is indicated by the fact that 28 of 40 one-stops, invited from all over the nation, have already indicated that they'll be present. Among these are such figures as Stan Stone, Galaxy, New York; Sammy Ricklan, California Music, Los Angeles; George Freeman, Northern Record Sales, Cleveland; Raoul Shapiro, Budisco, Miami; Herb Slotkin, Philadelphia; N. A. Gribble, Sixth Avenue Records, Portland, Ore.; Lou Boorstein, Leslie Distributors, New

York; Dave Walson, Western One-Stop, Oakland, Calif., and reps from L & F Dollos, and Uptown Music, St. Louis, among others in addition to Cohen and Perlman.

A private meeting of one-stop members only will be held Thursday (30), also in the Palmer House, to lay the groundwork for the next day's session with manufacturers. In addition there will be a banquet Friday evening in the Crystal Room of the Palmer House. On the docket for the banquet is a floorshow. Already signed for this is Dot's Jimmie Rodgers with the Fairmount Singers.

Though both one-stops and racks profess to want to see distributors remain in a healthy state, it is a fact that the growth of each has caused serious inroads into the normal areas of distributor business. Distributor business in many areas has become heavily concentrated among a very few rack and one-stop accounts.

Distributor salesmen have a decreased importance in the picture and in some cases they have quit their jobs. Problems of this type are expected to occupy considerable attention at the ARMADA meet, where the matter of hiring an executive secretary will also be taken up.

FOLK TALENT & TUNES

By BILL SACHS

Roy Drusky, while prepping material for his next Decca session, is getting in some stick time with fellow pilot, Randy Hughes, who recently purchased a Commanche 250. Randy holds the reins for Patsy Cline. . . . Thanks to jet-age travel, Darrell McCall, young Phillips recording artist, was able to cover Philadelphia, Denver and Seattle deejays, one-stops and juke box operators the past week, while doubling on show dates as well. McCall made the jaunt to drumbeat his latest release, "I Can Take His Baby Away," which he says is creating considerable interest. Jocks needing a copy may write to Darrell at 616 Exchange Building, Nashville.

Sonny Burns (United Artists) kicks off a tour Tuesday (28) that will take him to various points in New Mexico, Colorado and Oregon. Burns is slated to tour for Billy West-ern Productions into early October. Walt Breeland, Burns' booker, reports that the singer's new release, "Bricks and Mortar," is doing well in both sales and radio play. Walt advises that he also has available deejay copies of "I'm Still in Love With Kay," by Country Johnny Mathis, and "I'll Still Search for You," by Elsie Holly. His address: 8618 Anacortes Street, Houston 17. . . . Texas Bill Strength made the New York scene last week, calling on deejays and other trade folk.

Charlie Williams, of Cliffie Stone Associates, Hollywood, announces the signing of Mac Wiseman (Capitol) to an exclusive management contract. . . . Clyde Beavers scored a double last week with the new George Jones gospel album, which carries Clyde's tune, "He Is So Good to Me," and Obrey Wilson's new single, "Say it Again" on Liberty, which Clyde penned in collaboration with Marijohn Wilkin. Clyde and his band, the Eager Beavers, recently made the ballyhoo tour with Tennessee's gubernatorial candidate, Frank Clement, during which they traveled more than 10,000 miles in six weeks, covering some 125 towns.

Johnny Cash's itinerary, from August 31 through September, stacks up as follows: Arnold's Park, Mason City, Ia., August 31; Danceland, Cedar Rapids, Ia., September 1; Buck Lake Ranch, Angola, Ind., 2; New River Ranch, Rising Sun, Md., 3; Dick Clark TV show, Philadelphia, 4; Madison, Wis., 6; Green Bay, Wis., 7; Metropolitan Stadium, Minneapolis, 8; Kentucky State Fair, Louisville, 9; White Horse Academy, Trenton, N. J., 21-22; Lone Star Ranch, Reeds Ferry, N. H., 23; East Moline High School, Moline, Ill., 29, and Civic Center, Hammond, Ind., 30.

Barney Vardeman, who spins the c.&w. wax at KSFA, Nacogdoches, Tex., recently conducted a survey to determine the most popular c.&w. artist in the station area. The survey, Barney says, was made via cards, letters and telephone calls, with the following results, in order: George Jones, Barney Vardeman, Buck Owens, Johnny Cash, Marty Robbins, Hank Snow, Elvis Presley, Jim Reeves, Hank Williams and George Hamilton IV. "Being c.&w. deejay here," writes Vardeman, "I can figure why I made it, but we haven't figured out how Elvis got in. Several other artists received votes but not enough to tabulate."

when answering ads . . .

Say You Saw It in Billboard Music Week

BILLBOARD MUSIC WEEK HOT C & W SIDES

This Week	Last Week	By special survey for week ending 9/1 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	2	DEVIL WOMAN, Marty Robbins, Columbia 42486	5
2	1	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	18
3	6	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	4
4	7	A LITTLE HEARTACHE, Eddy Arnold, RCA Victor 8048	10
5	8	MAMA SANG A SONG, Bill Anderson, Decca 31404	6
6	11	SUCCESS, Loretta Lynn, Decca 31384	9
7	4	THE COMEBACK, Faron Young, Capitol 4754	12
8	3	ADIOS AMIGO, Jim Reeves, RCA Victor 8019	15
9	10	EVERYBODY BUT ME, Ernest Ashworth, Hickory 1170	10
10	9	SHE THINKS I STILL CARE, George Jones, United Artists 424	21
11	14	CRAZY WILD DESIRE, Webb Pierce, Decca 31380	11
12	16	IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418	11
13	26	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU, George Hamilton IV, RCA Victor 8062	2
14	12	WILL YOUR LAWYER TALK TO GOD, Kitty Wells, Decca 31392	5
15	—	I'M GONNA CHANGE EVERYTHING, Jim Reeves, RCA Victor 8080	1
16	29	AFTER LOVING YOU, Eddy Arnold, RCA Victor 8048	5
17	24	SO WRONG, Patsy Cline, Decca 31406	2
18	18	LEONA, Stonewall Jackson, Columbia 42426	7
19	5	TROUBLE'S BACK IN TOWN, Wilburn Bros., Decca 31363	17
20	—	SALLY WAS A GOOD OLD GIRL, Hank Cochran, Liberty 54461	1
21	15	SAVE THE LAST DANCE FOR ME, Buck Owens, Capitol 4765	6
22	13	OPEN PIT MINE, George Jones, United Artists 462	7
23	20	I'M LOOKING HIGH AND LOW FOR MY BABY, Ernest Tubb, Decca 31399	3
24	22	ONE LOOK AT HEAVEN, Stonewall Jackson, Columbia 42426	10
25	25	WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034	11
26	30	SILVER THREADS & GOLDEN NEEDLES, Springfields, Philips 40038	2
27	19	IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425	8
28	21	FOOTSTEPS OF A FOOL, Judy Lynn, United Artists 472	3
29	—	WILLIE THE WEEPER, Billy Walker, Columbia 42492	1
30	23	SLOW POISON, Johnny & Jack, Decca 31397	4

Ray's Short Show Angers Denver Crowd

HOLLYWOOD — The more than 10,000 Ray Charles fans who jammed Denver's Red Rocks outdoor theater last week sought their money's worth (they paid \$2.75 and \$3.50 per ticket) by staging a rhubarb after the artist cut short his performance. The Ray Charles concert was sponsored by Station KIMN, Denver's Top 40 station, and was presented by Denver show promoter, Hugh Hooks.

On Wednesday (22) KIMN aired a taped "editorial," read by Ken Palmer, the station's vice-president and general manager, which blasted Charles and apologized to KIMN's listeners for the Red Rocks situation. Palmer called on all those who attended the affair to hold on to their ticket stubs, and promised that the station would admit them free to a similar affair now being planned.

According to Palmer, after a series of on-again-off-again appearances, the crowd was angered by the fact that it received so short a show and displayed its displeasure by staging the rhubarb. Beer bottles

Big Run for Cap Catalog

HOLLYWOOD — Capitol will distribute 300,000 copies of the illustrated section of its newly revised catalog to dealers October 1. These will be sent to retailers for consumer circulation. The illustrated section is from the label's 441-page triple-indexed paper-bound book listing all of the firm's recorded wares, including the Capitol and Angel LP lines, its international "Capitol-of-the-World" series, children's packages, singles, EP's and four-track stereo tapes.

For an annual subscription fee of \$10, Capitol will furnish perpetually up-dated bi-monthly editions of the catalog. This replaces Capitol's loose-leaf catalog system heretofore used. It marks the first catalog to be issued in bound form by the label in five years.

and cans and other missiles within reach were tossed at the empty stage, damaging the piano and whatever else had been left on stage.

ONE FOR THE SHOW!

THE MIRACLES
NEW RELEASE

"WAY OVER THERE"

b/w

"IF YOUR MOTHER ONLY KNEW"

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TWO FOR THE MONEY!

EDDIE "JAMIE" HOLLAND

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

Motown #1031

MARVIN GAYE

"I'M A STUBBORN KIND OF FELLOW"

Tamla #54068

LET'S GO!!!

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RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



ARGENTINA
(Courtesy Escalera a la Fama)

This Week	Last Week	Title	Artist
1	2	PALOMA	Roberto Yanes (CBS); Quilla Huasi (Philips); Andarigos (Tonodisc)—Korn
2	5	RITMO AFRICANO	Bert Kaempfert (Polydor)
3	1	MIDNIGHT IN MOSCOW	Stirlin Brandy (Tonodisc)—Tyler Music-Novell
4	8	CUANDO CALIENTA EL SOL	Los Marcello Ferial (Microfon); Tony Vilar (CBS); Siro San Roman (Music Hall)—Edami
5	3	MULTIPLICATION	Bobby Darin (Atco); Los Salvajes (CBS)—Adaris Music-Fermata
6	4	THE NIGHT I CRIED	Brian Hyland (Ariel)—Pogo Music-Fermata
7	10	A STEEL GUITAR AND A GLASS OF WINE	Paul Anka (Victor)—Spanka-Fermata
8	6	EL POETA LLORO	Los Fernandez (Odeon)—Korn
9	—	KING OF CLOWNS	Neil Sedaka (Victor)—Aldon-Fermata
10	12	EL CIGARRON	Hugo Blanco (Polydor)—Fermata

AUSTRALIA
(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	THE YOUNG ONES	Cliff Richard (Columbia)—Allans
2	—	THE STRIPPER	David Rose (MGM)—Chappell
3	—	I REMEMBER YOU	Frank Ifield (Columbia)—Chappell
4	—	ROSES ARE RED	Bobby Vinton (Coronet)—Leeds
5	5	A TASTE OF HONEY	Martin Denny (Liberty)—Pincus Gil
6	2	DO YOU WANT TO DANCE	Cliff Richard (Columbia)—Chappell
7	11	LIMBO ROCK	The Champs (London)—Davis
8	8	THE SAVAGE	The Shadows (Columbia)—Allans
9	1	WOLVERTON MOUNTAIN	Claude King (Coronet)—Chappell
10	7	DARDANELLA	Ray Price Quartet (Coronet)—Alberts
11	10	COME OUTSIDE	Mike Sarne (Parlophone)—Southern Music
12	3	SOUTHERN 'RORA	The Joys Boys (Festival)—Essex
13	6	I CAN'T STOP LOVING YOU	Ray Charles (Festival)—Acuff-Rose
14	—	ROUTE 66 THEME	Nelson Riddle (Capitol)—No Publisher
15	13	I'LL NEVER DANCE AGAIN	Bobby Rydell (Columbia)—Tucon

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

This Week	Last Week	Title	Artist
1	1	I REMEMBER YOU	Frank Ifield (Columbia)—Chappell
2	2	SPEEDY GONZALES	Pat Boone (London)—Budd Music/Macmelodies
3	4	THINGS	Bobby Darin (London)—Burton
4	5	GUITAR TANGO	Shadows (Columbia)—Mills Music
5	8	ROSES ARE RED	Ronnie Carroll (Philips)—Leeds
6	3	I CAN'T STOP LOVING YOU	Ray Charles (HMV)—Acuff-Rose
7	10	ONCE UPON A DREAM	Billy Fury (Decca)—Filmusic
8	16	SEALED WITH A KISS	Brian Hyland (HMV)—Sheldon Music
9	12	BREAKING UP IS HARD TO DO	Nell Sedaka (RCA)—Aldon
10	11	LET THERE BE LOVE	Nat King Cole/George Shearing (Capitol)—Chappell
11	9	PICTURE OF YOU	Joe Brown (Piccadilly)—Michael Reine
12	7	DON'T EVER CHANGE	Crickets (Liberty)—Aldon
13	6	LITTLE MISS LONELY	Helen Shapiro (Columbia)—Lorna Music
14	17	VACATION	Connie Francis (MGM)—Merza Music
15	13	ROSES ARE RED	Bobby Vinton (Columbia)—Leeds
16	—	SO DO I	Kenny Ball (Pye)—Peter Maurice
17	26	DANCIN' PARTY	Chubby Checker (Columbia)—Hill & Range
18	24	I'M JUST A BABY	Louise Cordet (Decca)—Francis, Day & Hunter

GERMANY
(Courtesy Automaten-Markt, Braunschweig)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PARADISO	Connie Francis (MGM)—Schneider-Francon; TU MIR NICHT WEH—Connie Francis (MGM)—Gerig
2	2	SWEETY	Peter Kraus (Polydor)—Gerig
3	3	LADY SUNSHINE UND MR. MOON	Conny (Columbia)—Gerig
4	4	ICH SCHAU DEN WEISSEN WOLKEN NACH	Nana Mouskouri (Fontana)—Schaeffers; EINMAL WEHT DER SUDWIND WIEDER—Nana Mouskouri (Fontana)—Schaeffers
5	7	EIN DUTZEND ANDERE MANNER	Gerd Botzcher (Decca)—Montana
6	5	HEISSER SAND	Mina (Polydor)—Gerig
7	15	LINDA	Gus Backus (Polydor)—Gerig
8	6	SCHLAFST DU SCHON?	Gerhard Wendland (Philips)—Melodie der Welt; SCHAU MIR NOCHMAL IN DIE AUGEN—Gerhard Wendland (Philips)—Melodie der Welt
9	8	GINNY, COME LATELY/GINNY, OH GINNY	Jan und Kjeld (Ariola); Brian Hyland (engl. ges.) (Philips)—Meisel
10	16	SPEEDY GONZALES/KLEINER GONZALES	Rex Gildo (Electrola); Pat Boone (London)—Schaeffers
11	13	WEINE KEINE TRANE UM MICH	Carlos Otero (Polydor)—Seith
12	9	GOOD LUCK CHARM	Elvis Presley (RCA)—Aberbach
13	10	CATERINA	Willy Hagara (Philips); Perry Como (RCA)—Seith
14	12	QUANDO, QUANDO, QUANDO	Caterina Valente u. Silvio Francesco (Decca)—Budde
15	14	AUF WIEDERSEHN MARLENE	Bob Moore (London)—R. M. Siegel
16	17	BLAUES BOOT DER SEHNSUCHT	Blue Diamonds (Fontana)—Aberbach; GOLDEN GLANZI DAS MEER—Blue Diamonds (Fontana)—Capriccio
17	11	AUF MEINER RANCH BIN ICH KONIG	Peter Hinnen (Ariola)—R. M. Siegel
18	20	LOST PATROL	Oberst Nickolson's Band (Carina)—Schaeffers
19	19	TAG FÜR TAG BEKOMME ICH DREI ROSEN	Heldi Bruhl (Philips)—Spanka
20	—	ROSEN SIND ROT/ROSES ARE RED	Bobby Vinton (Columbia); Caterina Valente (Decca)—Gerig

DENMARK
(Courtesy Qvan Musikbureau, Copenhagen)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HAWAII TATTOO	The Waikiki's (Palette)—Winckler
2	6	TOY BALLOONS	Jorgen Ingmann (Metronome)—Winckler
3	3	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)—Mork
4	2	LA NOVIA	Poul Bundgaard (Polyphon)—Winckler
5	5	GOOD LUCK CHARM	Elvis Presley (RCA)—Winckler
6	8	SPEEDY GONZALES	Pat Boone (Dot)
7	—	GINNY COME LATELY	Brian Hyland (ABC-Paramount)—Winckler
8	7	I'M LOOKING OUT THE WINDOW	Cliff Richard (Columbia)—Imudico
9	9	TANZE MIT MIR IN DEN MORGEN	Gerhard Wendland (Philips)—Multitone
10	10	A LITTLE BITTY TEAR	Helle Wilke (Triola)—Mork

EIRE
(Courtesy Teenage Express)

This Week	Last Week	Title	Artist
1	1	I REMEMBER YOU	Frank Ifield (Columbia)—Victoria
2	2	SPEEDY GONZALES	Pat Boone (London)—Keith Prowse
3	4	FOLLOW THAT DREAM (EP)	Elvis Presley (RCA)—17 Savile Row
4	6	PICTURE OF YOU	Joe Brown (Piccadilly)—Michael Reine
5	5	ADIOS AMIGO	Jim Reeves (RCA)—142 Music
6	9	YES, MY DARLING DAUGHTER	Eydie Gorme (CBS)—Chappell
7	—	THINGS	Bobby Darin (London)—Burton
8	3	I CAN'T STOP LOVING YOU	Ray Charles (HMV)—Acuff-Rose
9	7	LITTLE MISS LONELY	Helen Shapiro (Columbia)—Lorna
10	—	GUITAR TANGO	The Shadows (Columbia)—Mills

FRENCH (WALLOON) BELGIUM
(Courtesy Juke Box Magazine)
*Denotes local origin

Two Weeks Ago	This Week	Title	Artist
1	—	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)—Acuff-Rose
2	—	J'ENTENDS SIFFLER LE TRAIN	Richard Anthony (Columbia)
3	3	PETIT GONZALES	Danyel Gerard (Polydor)—Bens
4	10	LE CHARIOT	Petula Clark (Vogue)
5	4	SHOUT	Joey Dee (Roulette)—Lido
6	—	MADISON TWIST	Johnny Hallyday (Philips)
7	7	UN MEXICAIN	Marcel Amont (Polydor)
8	—	SI UN JOUR	Robert Cogoy (Philips)—World
9	2	HEY MAE	The Cousins (Palette)—World

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

This Week	Last Week	Title	Artist
1	2	CUANDO CALIENTA EL SOL	Hnos Rigual (RCA); Marcellos Ferial (Durium); Lina De Lima (Primary)
2	1	STAI LONTANA DA ME	Adriano Celentano (Clan)
3	4	DANIELA/ST. TROPEZ TWIST	Peppino Di Capri (Carisch)
4	3	EVELYNE	Nini Rosso (Sprint)
5	8	RENATO	Mina (Italdisc)
6	5	ABAT-JOUR	Henry Wright (GC); Petula Clark (Pye)
7	6	LA RAGAZZA COL MAGLIONE	Pino Donaggio (Columbia)
8	10	LASCIAMI IL TUO SORRISO	Nico Fidenco (RCA)
9	7	LA PALOMA	Elvis Presley (RCA); Connie Francis (MGM)
10	11	PINNE FUCILE ED OCCHIALI	Edoardo Vianello (RCA)
11	14	SOGNO D'AMORE TWIST	Peppino Di Capri (Carisch)
12	13	VIOLINO TIGANO	Connie Francis (MGM)
13	9	TORNA PICCINA MIA	Peppino Di Capri (Carisch)
14	12	TWISTIN' THE TWIST	Caterina Valente (Decca); Teddy Martin (VdP)
15	15	MOLIENDO CAFE	Mina (Italdisc); Digno Garcia (Palette)

MEXICO
(Courtesy Audiomusica, Mexico)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	VEN QUE TE QUIERO	Los Impala (Musart)—Marquez
2	2	EL GRAN TOMAS	Norman—Mayte (RCA)—Brambila
3	4	OYE (Hey There)	E. Guzman (Columbia)—Publication Pending
4	1	TRIANGULO	Los 3 Reyes (RCA)—Grever
5	5	VAGAR ENTRE SOMBRAS	Amalia Mendoza (RCA); Javier Solis (Columbia); Alvaro Zermeno (Orfeon)—Emmi
6	7	CUANDO VOLVERAS	Guinny Come Lately—Paco Canedo (RCA)—Brambila
7	8	EDI, EDI (Steady Eddy)	Angelica Maria (Musart)—Emmi
8	—	CAMINO DE LA NOCHE	Jose A. Jimenez (RCA)—Emmi
9	6	EL LOCO	Javier Solis (Columbia)—Pham
10	—	JOHNNY EL ENOJON (Johnny Get Angry)	Angelica Maria (Musart)—Publication Pending

HOLLAND
(Courtesy Platennieuws, Amersfoort)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DO YOU WANT TO DANCE	Cliff Richard (Columbia)—Basart
2	2	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)—Intl. Muziek
3	3	HEISSER SAND/BRANDEND ZAND	Mina (Polydor); Anneke Gronloh (Philips)—Benelux Music
4	4	GOOD LUCK CHARM	Elvis Presley (RCA)—Belinda
5	5	GINNY COME LATELY	Brian Hyland (ABC-Paramount)—Portengen
6	7	LIKE I DO	Nancy Sinatra (Reprise)—Top Music
7	6	ZWEI KLEINE ITALIENER	Conny Froboess (HMV)—Portengen
8	8	WONDERFUL LAND	The Shadows (Columbia)—Melodia
9	9	QUANDO, QUANDO, QUANDO	Pat Boone (London); Tony Renis (HMV)—Holland Music
10	10	JANUS PAK ME NOG EEN KEER	Paula Dennis (Artone)—Portengen

HONG KONG

This Week	Last Week	Title	Artist
1	—	AL DI LA	Giancarlo and His Italian Combo (Diamond)
2	5	SPEEDY GONZALES	Pat Boone (Dot)
3	3	STRANGER ON THE SHORE	Andy Williams (CBS)
4	10	BOYS' NIGHT OUT	Patti Page (Mercury)
5	—	TEENAGE IDOL	Rick Nelson (Imperial)
6	2	I CAN'T STOP LOVING YOU	Ray Charles (ABC-Paramount)
7	4	I'LL NEVER DANCE AGAIN	Bobby Rydell (Cameo)
8	1	LOVER COME BACK	Doris Day (CBS)
9	7	DANCIN' PARTY	Chubby Checker (Parkway)
10	—	BREAKING UP IS HARD TO DO	Neil Sedaka (RCA)

PHILIPPINES

This Week	Last Week	Title	Artist
1	7	AL DI LA	Emilio Pericoll (Warner Bros.)—Mareco, Inc.
2	4	I'D NEVER FIND ANOTHER YOU	Tony Orlando (Epic)—Mareco, Inc.
3	1	TONIGHT	Johnny Mathis (Columbia)—Mareco, Inc.
4	5	GOODNIGHT IRENE	Jerry Reed (Columbia)—Mareco, Inc.
5	—	IN OTHER WORDS	Jane Morgan (Kapp)—Mareco, Inc.
6	10	CALLIN' DR. CASEY	John D. Loudermilk (RCA)—Filipinas Record Corp.
7	6	SONG FROM MOULIN ROUGE	Connie Francis (MGM)—Mareco, Inc.
8	3	WAH-WATUSSI	The Ortons (Cameo)—Dyna Products, Inc.
9	—	NEVER LOVE AGAIN	Sue Thompson (Hickory Rec.)—Dyna Products, Inc.
10	—	GREASY KID STUFF	Janie Grant (Caprice)—Federal Manufacturer

Deutsche Vogue Switches Policy (Special to BMW)

MUNICH—The Deutsche Vogue label, which has just hired a new production chief, is embarked on a sweeping reorganization to concentrate output on German production. The new program emphasizing German authors and artists is being guided by Klaus Paulus, who comes to Deutsche Vogue as production chief from Ariola's Munich branch, where he was business manager. Paulus succeeds Karl-Heinz Ploetz at Ariola, Ploetz having resigned. Up to now, Deutsche Vogue has placed primary production weight on the adaptation of French and Italian music to the German market. Output has been concentrated on instrumental music with French artists and French and Italian top tunes sung by German vocalists. Vogue will now jettison this policy in favor of German compositions. Vogue in the future will work mainly with German top tunesmiths, with the aim of encouraging German-written music for export, as well as home, consumption. Reversing its past production policy, Vogue will hire top foreign singers to record German melodies, and not vice versa. The label has just signed British singer Petula Clark to record two German titles, and it is planned to sign a top French songstress to record German compositions exclusively for Vogue.

WARNER'S SET IN HONG KONG (Special to BMW)

HONG KONG — Warner Bros. Records has just clinched a deal with one of Hong Kong's biggest business houses, Jardine Matheson & Co. to handle its records both here and in Macao. Globe-trotting Bob Weiss, Warner's international director, set the deal. Weiss, who came through London, Hamburg, Zurich, Paris and India before arriving here, said that while in India he had completed a deal with EMI of Calcutta, "which has solved all our problems in the Far East with regard to singles." Weiss also announced that Warner's will be represented in Japan by Toshiba instead of Nippon Columbia.

Big Upheaval in Japan As Supermarkets Sell Disks

By J. FUKUNISHI
(BMW Correspondent)

TOKYO—There's a good chance that records will be sold in supermarkets here very shortly, which would mark a revolution in retail record sales in this country.

Up to now, records have been sold only in record shops that belong to the National Record Dealers' Union, an association of franchised record dealers. The NRDU composed of 2,000 dealers, has been strong enough to keep manufacturers from exploiting any other

types of retail outlets. The union has refused to accept membership from a non-member who might locate his store near a union member's shop.

The government's Anti-Cartel and Trust Division has demanded that records should be sold by diskeries to any retail shop that wants to handle them. A recent warning by the Anti-Cartel and Trust Division to manufacturers about selling only to NRDU shops, has manufacturers looking into other possible record outlets.

Manufacturers have conducted a survey in major cities here, and have decided that they will sell to outlets other than franchised members of NRDU. On August 18 they held a conference with the dealers' union and told them of this decision. Even if the dealers object, manufacturers are expected to break the dealer monopoly by serving formal notice that they are going outside the union.

American supermarkets, popping up everywhere in the country, would appear to offer manufacturers a golden opportunity to sell records in these outlets. Record clubs have already chalked up sizable mail-order sales here, especially the Reader's Digest Club and the Concert Hall Society Club.

flip side is an Aussie composition, "Gavotte Espresso."

Jack Neary has announced that the Kenny Ball tour will open in Perth October 22 and will then visit all capital cities. Neary has also booked two local acts to tour Australia and New Zealand with Helen Shapiro; Rob E. G. and Frankie Davidson. Sydney Stadium concerts have been organized for October 12-13.

BELGIUM

Belgians Flip For Edith Piaf

By JAN TORFS

Stuivenbergvaart, 37-Mechelen

The big auditorium of the Kursaal of Ostend was filled to see Edith Piaf. Everybody wanted to see the one they call "La môme Piaf," the "monument" of the French chanson. With her was Theo Sarapo, a Greek, the singer she is to marry.

A new label, Starlight Records, released "Madison in the Morning" and "Doctors Madison Bead," by Smiling Kid; "What a Kiss" and "No, No," by Bill Terra, and "I Love You," by the Horny Blowers b/w "Pimelou," by Cydi Hitt. The latest song is an old Flemish folk song, transformed into twist and may be the best one of them all.

Inelco (distributors of the RCA label) released the new Elvis Presley single, "She's Not You" and "Tell Her Jim Said Hello." Our teenagers rushed to get the record.

After "Le Chariot," by Petula Clark, another French record is strongly breaking through—even in the Flemish part of the country: "J'entends siffler le train" b/w "J'irai twister le blues," sung by Richard Anthony. Label is Columbia.

Newcomers this week with chances on success are: "Heart in Hand" and "It Started All Over Again," by Brenda Lee on Brunswick; "What's the Matter, Baby" by Timi Yuro, on Liberty, and

Madison Spain's Summer Delight

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

This is a summer's "Madison" at the Spanish Mediterranean beaches. In almost every night spot the Madison is billed by neon sign to get dancers' attention. Anyway, Paul Anka, the Duo Dinamico, Connie Francis, Los Cinco Latinos, the Duo Juvent's, Gilbert Beaud, Ray Charles, Bobby Darin and Elvis Presley are top names all over the country.

Monna Bell (Hispanvox), Fernando Monetegro (RCA), Jose Guardiola (HMV) and Ramon Calduch (Columbia) cut new renditions of the song already recorded by Gloria Lasso (HMV) and Caterina Valente (Decca), among many others.

Alejandro Algara of Mexico did his first EP here for Zafiro with "Tonight" and "Maria" (from "West Side Story") and two local hits by Guijarro and Alguero.

Venezuelan Enrique Quijano flew back to Caracas after being here almost one year and left the new rhythm "La Molienda" based in "Moliendo Cafe."

Los Tres De Castilla have just recorded "El Loco," the hit by Mexican Victor Cordero, and "Mami," which was a breakout in Argentina with Ambar La Fox.

Electrola Names Jung New Man in Cologne

COLOGNE—Electrola has appointed a new production chief, Wilfried Jung, to succeed Rolf Engleder, now Ariola's general manager. Jung has been manager of the Electrola branch office in Frankfurt. Hans Breunig, manager of the Electrola office in Munich, has been filling the post vacated by Engleder temporarily. Jung, 35, joined Electrola's Frankfurt office in 1950 and was named manager in 1956.

"Stranger on the Shore" by Andy Williams on Delta. For those who like the German records, Caterina Valente brings us a fine interpretation of Bobby Vinton's "Roses Are Red" under the German title "Rosen sind rot" on Decca. Flip side is the translation of "Johnny Get Angry" entitled "Johnny, komm wieder."

BRITAIN

Presley on Rise Again (Natch)

By DON WEDGE
News Editor, New Musical Express

Elvis Presley's consistency is so taken for granted that many of his achievements pass without notice. In Britain his "Follow That Dream" EP reached No. 13 in the singles chart during July, highest ranking of an EP. Victor is planning another potent issue coupling six of the seven songs from his film, "Kid Galahad," on one EP. No date has been set.

In London, film producer Hal Wallis saw a special sneak preview of Presley's "Girls, Girls, Girls" movie, completed only last month. This has a heavy musical score. Wallis said that audience reaction encouraged him to leave in more songs than he had originally planned.

Central Record Distributors issued its first albums from the U. S. Jazz Line catalog, following a recent deal. They sell in the high-price range at \$5.80 and are direct imports. First titles were "Bash!

Argentinian Seeks Labels On Continent

NEW YORK—Currently visiting here en route to the Continent is M. Kennard Davis of Famous Records, Buenos Aires, Argentina. Davis is meeting here with U. S. label people whose product his firm distributes in Argentina, such as ABC-Paramount and Colpix.

On his trip to Europe, Davis is especially interested in arranging distribution of Argentina-made recordings in both the Latin-American and folklore fields. He is also interested in getting in touch with labels abroad which are seeking distribution arrangements in Argentina.

After leaving New York on August 27, he will be in London until September 14, and can be reached there care of Mrs. F. K. Caulback at 69 Cadogan Gardens, London S.W.3. He will then be in Paris from September 14-19 at the Hotel Tamise, 5 Rue D'Alger. His itinerary thereafter is not yet definite, but will include stops in Amsterdam and Rio de Janeiro.

the Dave Bailey Sextet" and "Hush! the Duke Pearson Quintet."

Musicians' Union general secretary Hardie Ratcliffe has given six months' notice, his resignation becoming effective in February. He has held the post since 1948 and in the following year became president of the International Federation of Musicians.

Visitors

RCA-Victor execs George Marek and Dario Soria are due to spend a week here. . . . Gene Vincent, now working out of London, has cut a twist version of his 1956 hit "Be-Bop-A-Lula" for Capitol. . . . At the end of the month, the Danish duo Nina and Frederik cuts its first disks here for EMI under Norman Newell's direction. Newell cuts an album with the couple in December in Stockholm. The Danes normally record for Metronome and their masters are licensed to EMI (Columbia) here. . . . Oriole was recording the Swedish group The Spotnicks in London on August 24 and again on September 9. . . . Acker Bilk is now set to visit the U. S. to take part in the Ed Sullivan Show October 28. Cliff Richard is set for the program on September 29. . . . Helen Shapiro was flying to Rome for Italian TV recording August 29. . . . Jimmy Justice had planned a promotional visit to America this month but British dates restricted its length and it is now off until December at the earliest. . . . Eden Kane tele- vises with Werner Muller from Hamburg October 8.

Record Business

Ember has acquired the "Porgy and Bess" album set made by Mel Torme, Frances Faye and the Duke Ellington Orchestra for Bethlehem. It will be issued next month coinciding with the October 2 London premiere of the movie and launching of a new Ember Celebrity series of deluxe double-pack albums selling at \$5.60. . . . Decca-London issued Jimmie Rodgers' first Dot single, "No One Will Ever Know." . . . RCA put out Duane Eddy's theme from his film "The Last Westerner" as the coupling to "The Ballad of Paladin" though the film is not due until Christmas. . . . Stanley Black has been invited to become a life fellow of the French International Institute of Arts and Letters. . . . EMI-Columbia has grouped the previously issued nine Klemperer-Beethoven symphonies together in a presentation box, complete with illustrated booklet; it sells for the same price as the nine LP's purchased separately—\$50.40. . .

Despite the summer slack, Frank Ifields (Columbia) chart-topping "I'll Remember You" is now in the 700,000 sales region! . . . EMI has been giving exceptional promotion to Connie Francis' MGM release, "Vacation." . . . Andy Stewart has signed a new contract with EMI which will continue his association with the HMV label for at least five years.

EIRE

Dublin Going for 'West Side Story'

By KEN STEWART
Teenage Express, Dublin

"West Side Story" is doing tremendous business at the Savoy, Dublin. Consequently, the track album released through Irish Record Factors is chalking up healthy sales. Dealers in the Dublin area have given the disk generous window and in-store display.

Pye Records chief John Woods held a reception at the International Hotel, Bray, County Wicklow, to introduce Kenny Ball to dealers and press. Ball and his jazzmen, who have had several hits here, were on a short nationwide tour. The outfit's current seller for Pye is "Green Leaves of Summer." A new disk, "So Do I," has just been marketed.

With "Lovers Must Learn" showing at the Adelphi, Dublin, the track EP, which includes Emilio Pericoli's original version of "Al Di La," has been released by I.R.F. on Warner Bros. EMI issued a single of Eddie Calvert's instrumental of the song, on Columbia.

GERMANY

U. S. Pop Wave Arrives in Town

By JIMMY JUNGERMANN
102, Ismaninger Street, Munich 27

A new wave of U. S. pop music has arrived on the German market. To start with, the Philips label offers Claude King with "Wolverton Mountain," b-w "Little Bitty Heart," and Brian Hyland with "Sealed With a Kiss" b-w "Summer Job." Aberbach published "Things," sung by Bobby Darin on Atlantic, and "Alley Cat," played by Bent Fabric on Metronome. And three German versions of Paul Anka hits have been issued: Rene Kollo sings on Polydor "Mandoline Und Roter Wein" (A Steel Guitar and a Glass of Wine), Wyn Hoop sings on Decca "Wenn Ich Wusste, Wie Du Heisst" (I Never Knew Your Name), Jorgen's sister Grethe Ingmann sings "Nur Du Bist Der Mann" (At Night) on Metronome. These three Anka hits are published in Germany by Meisel.

Eva Astor sings on Electrola "Wo, Wo?" (Why, Why?), the new hit by Cy Coben. One of the most popular U. S. studio outfits in Germany is John Buck and his band. Warner Bros. offers "Jalisco" b-w "Black Is the Color of My True Love's Hair." Pat Boone has a big success here with "Speedy Gonzales" on London, but the German versions by Caterina Valente and Silvio Francesco on Decca, and by Lou Van Burg on Polydor and by Rex Gildo on Electrola are most promising. The Missouri sing "Und Die Sonne Brannte Heiss," German version by Trude Hofmeier.

AUSTRALIA

EMI Distributing Dimension Label

By GEORGE HILDER

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

Lucky Starr, who enjoyed chart ratings with "I've Been Everywhere" on the Festival label, has now released his follow-up version "June in June." The prospecting team of Starr and Aussie composer Geoff Mack are hoping that they have struck gold again with this trad jazz-slanted single in the Australian place name idiom that proved such a worldwide success with "I've Been Everywhere."

Starr's manager Bill Watson has lined up an ambitious promotion campaign to launch the disk nationally and has arranged week-long trips to interstate capital cities with a supporting line-up of top recording names including Johnny Devlin, Judy Cannon and Jay Justin. The town of June mentioned in the lyrics of the song will be a focal point of the promo activity.

EMI-N.K. Deal

EMI, through English Decca, arranged a single records deal for the new Nevins-Kirshner label Dimension and plan to issue (September 6) "Loco-Motion" by Little Eva on the London label. Also negotiations are going ahead for the release of Carol King's "It Might as Well Rain Until September," which is receiving considerable air play via import disks.

Publishing

Leeds Music acquired the sole representation rights for Australia and New Zealand of the Henry Alder, Inc. . . . Singing star Robyn Alvarez has cut her first single under her EMI contract for release on the HMV label, "No More Heart" coupled with "How Many Fools." The latter title was penned by Joe Halford, of Castle Music. Two other local compositions from the Castle stable, "I'll Be Thinking of You," by Noel Balfour, and "When You Find Your True Love," by Ray Swinfield, were recently recorded by Patsy Ann Noble.

"The Stripper" seems to be catching on fast in all States, the MGM version has already climbed to 13 on the National Top 40 and is receiving air exposure on all radio stations. . . . A.R.C. rushing out the Warner Bros. "77 Sunset Strip" by Mel Henke.

The Joy Boys, whose last hit is still very active, "Southern Rora," have come up with something entirely different for the next release in September. For the first time on record in Australia they have included a string section as part of the front line, reviving Tchaikovsky's "Waltz of the Flowers." The

ter of Tillotson's hit "Golden Hill" on Telefunken.

RCA offers Elvis Presley with "Just Tell Her Jim Said Hello" b-w "She's Not You." "Nothing New" b-w "Dance With Mr. Domino" is this month's Fats Domino record on London. Los Machucambos sing and play "Chico Cha Cha Cha" b-w "Amor" on Decca. The Browns sing "The Old Master Painter" b-w "It's Just a Little Headache" on RCA. And two of the newer favorites of the German record fan have new records on the market, too: Bob Moore and Floyd Cramer. Bob plays on London "My Adobe Hacienda" b-w "Mexicali Rose," Floyd plays on RCA "Hot Pepper" b-w "Portuguese Washerwoman."

Madison Arrives

Two years ago the Bavarian radio station had a special feature on the air: "The Madison" with music by Ted Heath, John Warren and Victor Silvester, dancing lessons by Silvester. But nobody around here was interested, and the Twist arrived. Now, after two years, the Madison enters Germany by way of night clubs in Munich. Polydor and RCA are on the beam with two Madisons. They rushed out the Checkers with "Scotch Madison" and Ted Herold with "Du Bist Viel Zu Schade."

NEW LP's: Metronome issued four LP's from the States and from England: Slide Hampton's "Jazz With a Twist" on Atlantic, "Ann, Man!" by Ann Richards on Atco, "No Strings by Richard Rodgers, "An After-Theatre Version" by La Vern Baker, Chris Connor, Herbie Mann, and Bobby Short, and "Stranger on the Shore" by Mr. Acker Bilk, featuring among others Bilk's new single record success "Mean to Me." . . . Capitol offers "Sing-Along With Mickle" by Mickey Katz and Der Ganser Gang. . . "Judy Garland at Carnegie Hall" on Capitol and "Peter Nero—New Piano in Town" on RCA are best selling LP's here. They also get good play from all radio stations.

EMI, Philips Form Tape Firm

EMI, world's largest record organization, and Philips have formed a tape manufacturing company together after both firms had been co-operating on color TV for several years. The EMI tape manufacturing factory in Hayes/Middlesex shall be enlarged. Control and administration, however, will still be covered by EMI.

Distribution will be covered separately and under both firms' own labels.

Changes

As reported earlier, one of Germany's top recording artists and movie stars, ex-G.I. Bill Ramsey, who had his greatest hits in Polydor, changed over to Electrola. He will be out soon with his first recording, "Ohne Krimi geht die Mimi nicht ins Bett," written by the writer team Heinz Gietz-Hans Bradtke.

Austrian TV and film star Peter Weck joined Electrola, too. It is the recording company of his fiancée, Conny Froboes, the No. 1 teen-age songstress here. His first record will be a duet with Conny. . . Heavyweight boxer Bubi Scholz, who made profit of his great publicity in several films and TV shows, as well as the recording "Sie hat nur Bluejeans" on Decca several years ago, has now signed a contract to Metronome Records. His first two titles: "Du bist mein Talisman" and "Die Rita vom Sportverein."

Sales

More than half a million have been sold internationally of the Philips series, "Moderne Musik," within one year. These are modern classical works.

Continuing the flood of foreign talent on the German market, producers have now discovered Indonesia as a promising land of discovery for vocal group talents. After the tremendous million success of the Blue Diamonds (Ramona, Philips), the group went into the Army. Now Philips has discovered another Indonesian singing couple, the Candy Kids (11 and 13 years old), and are now introducing another duo from that island country, the Padre Twins, who are started with German version of the Bobby Vinton hit, "Roses Are Red." Ariola, too, is introducing a singing and guitar playing Indonesian boys couple, the Tielman Brothers.

HOLLAND

Critics Shout Benzi's Praises

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

Roberto Benzi (25-year-old French conductor) and wife, soprano Jean Rhodes, paid their first visit to Holland. Benzi conducted the Hague Philharmonic Orchestra in concerts at Scheveningen. Critics described the conductor as "a real maestro." . . . Mozart's four-horn concertos (from 1786) were recorded for Philips by the Vienna Symphonic Orchestra conducted by Paumgartner with Erich Penzel as the soloist. . . The Fifth Annual Dutch Jazz Competition at Loosdrecht brought forth two winners: one in the traditional style (the South Jazz Band-Tilburg) and the other in the modern style (guitarist Hans van Leeuwen-Rotterdam).

Bovema's Gramophonehouse will pick up its share of publicity from the Columbia International motion picture, "It's Trad, Dad," featuring artists Chris Barber, Acker Bilk, Helen Shapiro, Graig Douglas, Gary (U. S.) Bonds, Gene Vincent.

Disk Shorts

Delta released the first LP of Edwin Rutten and his jazz combo featuring pianist Rogier van Otterloo, son of famous Dutch conductor Willem van Otterloo. . . Bill Evans' magnificent piano-jazz album, "Waltz for Debby," on Riverside, was released in stereo this week (Phonogram). . . Also released by Phonogram on the Philips label was "Chansons de Coeur. . . Chansons de Tete," one of the best recordings of Caterina Sauvage, a live recording at the Theatre de la Gaité Montparnasse, accompanied by her pianist Jacques Loussier.

HONG KONG

Geri Big in Russia—But No Rubles

By CARL MYATT
27 Estoril Ct., Garden Road

Back in Hong Kong after what she called a satisfying professional "if not financial" success behind the Iron Curtain, Geri Scott is here for nightclub and television appearances. She gave over 65 concerts in 12 Iron Curtain countries.

Miss Scott said that over four million of her records were sold in Russia during her three-month singing engagement, but that she had not received a ruble in royalties.

Australian singer Tony Brady is in the process of winding up an engagement in Hong Kong and is due to leave here shortly for Manila, where he is to appear on the Steve Lawrence show at the Arraneta Coliseum. His manager John Hol-

berton went ahead to complete arrangements for this show as well as for the Connie Francis concert in early October. Brady also has a booking at the Mikado, one of Japan's top nightclubs.

JAPAN

Russian Singers Make Blossom Tour

By J. FUKUNISHI
108 Kakinokizaka,
Meguroku, Tokyo

The 100-voice USSR State Russian Choir, led by A. Svenshnikov, will make a 35-day musical tour of Japan. Nippon Grammophon is releasing an LP embodying "Mother Volga" and 12 other selections by this choir.

Trio Los Calibes of Mexico, Ronex Records of Belgium, is arriving September 2 for a two-month tour. Debut will take place at Hibiya Public Hall September 10. King Records is marketing one EP.

Trade News

Nippon Columbia announced a 75 per cent increase of its capital totaling \$9,700,000. Finances will be invested in new record production equipment as well as equipment for stepping up production of TV sets, stereo phonographs, radios and other electronic merchandise.

Nippon Victor held a sales campaign on Elvis Presley's "Blue Hawaii" in tie-in with Paramount picture of the same name from May 1 to July 20. The total sales of all tunes from the movie reached 150,000, involving 108,000 Presley's stereo and mono LP's.

Teichiku Records decided to make the initial releases of Foniol (Italy) and Request (U.S.A.) September 1. The firm has also closed a deal with Caltimex of Rumania. EMI's Statewide label will take a bow through Toshiba Records September 5; six singles are to be released.

George Chakiris arrived to play in a new movie to be shot here with Yul Brynner. Capitol Records lost no time in releasing an LP embodying "Tonight," "Mister Lucky," "Maria" and other Chakiris selections.

In line with the arrival of Societa Corelli, Nippon Victor decided to market four LP's containing works of Purcell, Horst, Bach, Martini and Vivaldi performed by the group September 20. Nippon Grammophon is also merchandising one LP embodying Dvorak's "Piano Quartet A Major, Op. 81" early September in connection with the appearance of Janacek String Quartet in Japan.

Diskeries

First batch of Riverside labels comprising four 12" stereos and three 12" monos is set to be put on the market through Nippon Victor. New World Records announced the first release of Soviet Russian stereo: Shostakovitch's "Symphony No. 12 by Leningrad Symphony Orchestra.

Nippon Victor's second plant at Yamato is to be completed in September with a monthly production capacity of 500,000 12" LP's. When the label's two pressing plants are added, the total production capacity will reach 1,200,000 discs in all categories.

MEXICO

Festival Song Judging Begins

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

The first Festival of the Mexican Song will culminate in a special ceremony at the Fine Arts Palace (December 4), where prizes for the

12 winners will be given out. More than 5,000 songs were received by the publishers and 638 will be judged by directors of the five leading record companies. The 60 best melodies will be entered in the two public contests to be held at the Auditorio Nacional. Nearly \$10,000 will be given out in prizes.

Disk News

Gamma Records acquired the exclusive rights of distribution for the Imperial label and will issue LP's by Fats Domino, Rick Nelson, Ray Martin and Sandy Nelson. The same company is also building up an international catalog of classical music and will locally press a first package of 22 recordings from the Vanguard catalog and an equal number of Soviet recordings.

Cuban composer-director Chico O'Farrill recorded his first LP of tropical dance music for Columbia of Mexico, in which he uses unusual instrumental combinations. . . Pan Americana de Discos will present the Warner Bros. catalog here. Among the first LP's pressed locally appeared several recordings by pianists George Greeley and Buddy Cole, along with a record by Bill Haley and His Comets.

NORWAY

British Thrush Switches Labels

British songstress Lorne Lesley has quit Polydor and is now singing exclusively for the Norwegian diskery, Viking Music, founded only seven months ago. Her first recording for Viking is "I Cried Last Night," a translation of the winning song from this year's Norwegian TV Melodie Grand Prix, "Kom sol kom regn."

Record is distributed by Norsk A/S Philips, and in all other countries than Norway the label changes from Viking to Fontana.

Another foreigner now exclusively singing for Viking Music, is American-born Jack Dailey, who had his debut on the Norwegian Top Ten this week with "No ol, no vin, no dram" (No Beer, No Wine, No Liquor), originally a German tune.

The Teldec group within RCA Victor International met in Oslo, August 13-16, for their semi-annual year repertoire meeting. The group was led by Vice-President P. F. Baumberger of RCA International in Geneva, and among the participants were Alfred Leonard of New York and Arnold Klein, London, who is field man in Europe.

Competition

A dozen new songs will be brought to the Norwegian market this month when the local Red Cross arranges its "Melodie Grand Prix." The prizes are considerable bigger than at the TV Grand Prix competition, and the songs that have been sent in much better. This will be a stimulation to the Norwegian part of the platter market, dominated by foreign disks as it is.

New Winner

Elvis Presley's RCA record "Good Luck Charm" managed to stay atop of the Norwegian charts 11 weeks, but was last week surpassed by Pat Boone on Dot singing "Speedy Gonzales."

SPAIN

Duo Dinamico Takes Song Prize

By RAUL MATAS
32 Av Jose Antonio, Madrid 13

First prize in the Third Song Festival of Gijon was won by Duo Dinamico. Manolo and Ramon won the contest singing their own "Somos Jovenes" (We are young)

written with Antonio Guijarro. Prize was 75,000 pesetas (\$1,250). Second place went to "Regalo a Dios" (A Present to God) by Daniel Montorio y Blanca Flores. In third place was "Donde estas" (Where Are You?) by Rafael Moro Collar, and fourth went to "Eres Como La Brisa" (You Are Like the Breeze) by Argentino Costales and Emilio Sanchez. Alejandro Algara came from Mexico to participate in the festival and immediately recorded an EP for Zafiro.

Talent Tours

Gloria Lasso and Domenico Modugno came from Paris and Rome for a TV engagement in Barcelona. . . Sacha Distel will leave St. Tropez to perform here at the Pavillon. Italian vedette Serenella came back from Argentina, had a recording session here at RCA, drove to Italy and will be back soon again with composer husband Jose Luis Sanesteban.

Precision to Press On Both Coasts

NEW YORK—Precision Radiation Instruments, Inc., is expanding its LP custom pressing operation in both Los Angeles and New Jersey, according to new president Larry Finley. Finley also announced the appointment of Frank Sherwood as executive vice-president, in a move to beef up the firm's operating personnel in handling expansion plans.

Plans now are for development of custom pressing facilities on both coasts. Recently the firm divested itself of a seven-inch disk injection pressing plant in Los Angeles. This plant was sold back to Allied Records, former owner. The U. S. Government, J. J. Little and Ives, World Broadcasting and Seeco Records are among the customers now being serviced in the plants.

Sherwood, Finley said, was formerly in the soft drink industry.

McElwaine, Jacobs PR Firms Merged

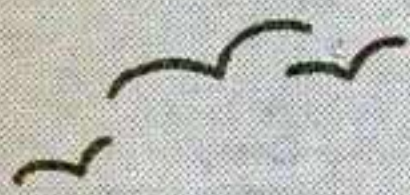
NEW YORK—Guy McElwaine Associates and the Arthur P. Jacobs Company, large public relations firms, have merged to form Jacobs, McElwaine and Springer, Inc. Springer, former director and vice-president of the Jacobs office in New York, has been made a partner in the new company. David Gershenson, formerly McElwaine's partner, will act in the same capacity in the new operation.

Executive personnel of the two firms will remain intact with Howard Haines continuing as executive assistant to Springer.

On the overseas scene, a new contract with Nadi Marculescu, for the past nine years vice-president in charge of the Jacobs Paris office, has been concluded. She will operate in the same capacity for the new firm as well as being over-all director of overseas operations. New contracts have also been signed by Pat East and Alfred Hunt, representing J. M. & S. clients in London, and E. G. Conti, representing the new company in Rome.

WB'S MAITLAND AT INT'L MEET

HOLLYWOOD — Warner Bros. Records foreign licensees will meet the label's president, Mike Maitland, for the first time at the company's third annual international meeting in Amsterdam, Holland, September 13-14. The sessions will be conducted by WB label's international director, Bobby Weiss, and will be devoted to the unveiling of its fall and winter product.



*A Soaring
SMASH!*

GOLDEN WINGS IN THE SUN

c/w

CINDERELLA AFTER MIDNIGHT

31420

BERT KAEMPFERT

AND HIS ORCHESTRA

on

DECCA  RECORDS naturally

Just Released!

An Exciting NEW Album
containing Bert Kaempfert's original
recording of his own composition

A SWINGIN' SAFARI



DL 4305 MONO
DL 74305 STEREO

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

ALBUM REVIEWS

Pop

PARTY LIGHTS



Claudine Clark. Chancellor CHL 5029—The young thrush has caused plenty of excitement with her recent debut on the singles charts, "Party Lights," and here is a generous helping of the same kind of rocking, twisting dance party kind of music. In fact, four of the titles are musically keyed into the idea of parties. In addition there is "Happy Birthday Baby," "My Turn to Laugh" and a good weeper tune, "Disappointed."

TWANGY GUITAR, SILKY STRINGS



Duane Eddy. RCA Victor LPM 2576 (M); LSP 2576 (S)—Here is Duane Eddy, the exceptionally talented guitar man, showcased effectively with strings and voices on a program of familiar melodies. Several, like "High Noon," "Secret Love" and "Moon River" are from the movie field, and there are a couple of listenable originals by Eddy, "Miriam" and "Memories of Madrid." Fine music here that can fill the bill for teens as well as adults.

RAMBLIN' ROSE



Nat King Cole. Capitol T 1793 (M); ST 1793 (S)—Tremendous interest is now focussed on Nat Cole, in view of his recent 25th anniversary in show biz, and also in view of his smash new single hit, "Ramblin' Rose," his first big one in a long time. All this combines to give Cole powerful new appeal, and here's a bright album, full of fine, country-based tunes, to fill the bill. The hit, of course, is here as the title song, but also, listeners will find, "He'll Have to Go," "Wolverton Mountain," "Skip to My Lou," "When You're Smiling," etc. Strong, highly spinnable and salable wax.

THE VIKINGS-ELMER GANTRY

Sound Track. United Artists DF 6 (M); DFS 56 (S)

I WANT TO LIVE-ODDS AGAINST TOMORROW



Sound Track. United Artists DF 3 (M); DFS 53 (S)—Two-for-one album deals have a way of paying off, as more than one disk firm has discovered of late, and UA, may well enjoy the same result with this pair of newly released twofer sets. With sound tracks from top recent motion pictures, dual-packaged in this way—including new numbers—the label can most assuredly expect considerable action. Original covers are used on front and back in each case, affording double display value for the packages.

LOVE AMONG THE YOUNG



James Darren. Colpix CP 428 (M); SCP 428 (S)—A truly impressive performance by young movie and disk star, Jimmie Darren. Until now, the lad has been identified with rocking teen single wax such as "Goodbye Cruel World." Here he does an almost complete about-face, essaying very much the languid, relaxed Sinatra approach to a flock of tunes having to do in general with the idea of young people in love. Title tune is a sample and so are "Hello Young Lovers," "Only the Very Young," "You Make Me Feel So Young," etc. Backings by Stu Phillips are top drawer. A fine album.

ROME REVISITED



The Ray Charles Singers. Command RS 839 SD—A supreme example of impeccable good taste in the vocal department and a standout job of recording voices. This is not the first by the Ray Charles group for Command but it certainly rates every consideration by dealers. The tunes are all of the Adriatic caste, and include "Vieni Vieni," "Tell Me That You Love Me," "Volare," "Non Dimentia," "Arrivederci Roma," etc. The arrangements are light and feathery—featuring accordion, guitars, bells, etc. — and they provide an ideal, non-competing background for the mixed voices.

BY REQUEST



Perry Como. RCA Victor LPM 2567 (M); LSP 2567 (S)—This is one of Perry Como's best albums and one that should sell strongly to his many, many followers. It contains songs that have been requested on his TV show, making a potent list of material. Set includes such favorites as "The Sweetest Sounds," "Maria," "Lollipops and Roses," "Once Upon a Time," "Moon River" and "Can't Help Falling in Love." Lovely backing by the Mitch Ayres ork and the Ray Charles Singers helps much, and the packaging is an eye-catcher.

NEED YOUR LOVIN'



Don Gardner and Dee Dee Ford. Fire FLP 105 (M)—Dee Dee Ford and Don Gardner are hot right now and they should get sales on this album on the basis of their single hits. Set contains their smash "I Need Your Lovin'," as well as a flock of other items featuring Ford and Miss Gardner. There are up-tempo items and bluesy efforts on this LP, and the duo handles them all with feeling. Strong tracks are "Now It's Too Late" and "You Said."

THINGS AND OTHER THINGS



Bobby Darin. Atco 146 (M); SD 146 (S)—Although this is not one of Bobby Darin's strongest LP's, the title tune—his current hot single—is sure to help it sell. The rest of the sides are good, but none of them are outstanding or as exciting as Darin sides usually are. Of the other tracks, strongest are "I'll Be There," "You're Mine" and "Sorrow Tomorrow."

FOLK MATINEE



The Limelites. RCA Victor LPM 2547 (M); LSP 2547 (S)—The happy and exuberant Limelites come through with another bright and lively album here as they romp through a collection of folk items from all over the world. Cutest side is one of their own called "Funk," plus "Sing Hallelujah," "Sweet Water Rolling" and "Wake Up Dunia." Fun set with the usual slick performances from the trio.

DANCING THEATER PARTY



Lester Lanin and his Ork. Epic LN 24016 (M); BN 26016 (S)—This is one of Lester Lanin's brightest albums in some time. It features the society ork performing some of the top tunes from current and recent Broadway hits. These include "Maria," "The Sweetest Sounds," "I Ain't Down Yet," "A Lot of Livin' to Do" and "Hey, Look Me Over." The ork, featuring the dancing pianos, has never sounded more lively and the sound itself is excellent. Good wax here.

THE UNAVAILABLE 16 HITS OF YESTERYEAR



Various Artists. Vee Jay LP 1051—Dealers who specialize in oldies but goodies should do solid business with this collection of old rock and roll hits. It contains 16 sides by such old powerhouse names as the Quintones, Five Echoes, the Impressions, the Magnificents, El Dorados, The Orchids, the Delegates, the Flamingos and the Moonglows. Label claims none of these sides have been available on LP previously which adds to the value of the album. A set sure to please the serious rock and roll collectors.

ELVIS PRESLEY IN KID GALAHAD



RCA Victor EPA 4371—Here's Presley with the six tunes he does in his latest picture, "Kid Galahad." The tunes here are all taken from the soundtrack, and in effect, this is a complete track package. "King of the Whole Wide World," is the big plug tune and it's a hot enough side to make the EP step out fast. Other titles include "This Is Living," "Riding the Rainbow," "Home is Where the Heart Is," "I Got Lucky," and "A Whistling Tune." Colorful cover shot helps too.

(Continued on page 30)

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

RAMBLIN' ROSE—Nat King Cole (Capitol T 1793, ST 1793) "Sing Another Song (We'll All Go Home)" (2:19)

TWANGY GUITAR SILKY STRINGS—Duane Eddy (RCA Victor LPM 2576, LSP 2576) "High Noon" (ASCAP) (3:05); "Secret Love" (ASCAP) (2:37)

PARTY LIGHTS—Claudine Clark (Chancellor CHL 5029) "Disappointed" (Demar, ASCAP) (2:42)

LOVE AMONG THE YOUNG—James Darren (Colpix CP 428, SCP 428) "Hello Young Lovers" (Williamson, ASCAP) (2:21)

NEED YOUR LOVIN'—Don Gardner — Dee Dee Ford (Fire FLP 105) "Now It's Too Late" (Fast, BMI) (2:53)

THINGS & OTHER THINGS—Bobby Darin (Atco 146, SD 146) "Sorrow Tomorrow" (Rumbalero-Adaris, BMI) (2:23)

A SWINGIN' SAFARI—Billy Vaughn and His Ork. (Dot DLP 3458, DLP 25458) "Glow Worm March" (1:34)

DANCING THEATRE PARTY—Lester Lanin and His Ork (Epic LN 24016, BN 26016) "The Sweetest Sounds" (Williamson, ASCAP) (2:24)

FOLK MATINEE—The Limelites (RCA Victor LPM 2547, LSP 2547) "Funk" (ASCAP) (2:15)

BY REQUEST—Perry Como (RCA Victor LPM 2567, LSP 2567) "Maria" (ASCAP) (3:25)

I REMEMBER HANK WILLIAMS—Floyd Cramer (RCA Victor LPM 2544, LSP 2544) "Jambalaya" (Acutt-Rose, BMI) (2:04)

ROME REVISITED—The Ray Charles Singers (Command RS 839 SD) "Non Dimenticar" (Hollis, BMI) (3:24)

JAZZ

THE GERRY MULLIGAN QUARTET—(Verve V 8466, V6-8466) "Getting Sentimental Over You" (Mills, ASCAP) (5:01)

INTERNATIONAL

I FEEL SO ALIVE—Dalida (Verve V 8467) "Garde Moi La Dernière Danse" (Rumbalero, BMI) (2:35)

★★★★ STRONG SALES POTENTIAL

★★★★ SCREAMIN' SAXES
Bill Ramal. MGM E 4051 (M); SE 4051 (S)—Bill Ramal, who has made a name for himself via his arrangements for many recent hit singles, shows off his versatility with this driving set aimed at the youngsters. The ork spotlights driving, rocking saxes, swinging a flock of rock and roll items like "Hard Times," "Cloud Burst," "Walkin'"

(Continued on page 35)

EPIC'S NEXT BIG ONE!

BUDDY GRECO'S MR. LONELY 5-9336

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

SINGLES REVIEWS

Pop

BARBARA LYNN



LETTER TO MOMMY AND DADDY (Crazy Cajun-Dandelion, BMI) (2:31) — **SECOND FIDDLE GIRL** (Dandelion-Crazy Cajun, BMI) (1:57)—Miss Lynn follows up her sock hit ballad "You'll Lose a Good Thing" with two powerful sides. Topper is a ballad she penned herself, about a wandering girl come home; while the flip, a rocker, is handed a lively performance. Backing is in the groove. **Jamie 1233**

JIMMY DARREN



HAIL THE CONQUERING HERO (Aldon, BMI) (2:17) Jimmy Darren tells a sad tale of losing his girl to another, backed by a spirited march rhythm on this bright, swinging side. Could be a big one for the lad. Flip is "Too Young to Go Steady" (Robbins, ASCAP) (2:29). **Colpix 655**

SHELLEY FABARES



THE THINGS WE DID LAST SUMMER (Styne-Cahn, ASCAP) (2:19)—**BREAKING UP IS HARD TO DO** (Aldon, BMI) (2:09)—Two sock sides by Shelley Fabares should prove to be double winners for the lass. The updated version of "The Things We Did Last Summer" is sung prettily while the chorus chants neatly behind her; flip is a girl's version of the Neil Sedaka hit that could happen all over again. **Colpix 654**

EMILIO PERICOLI



ROMANTICO AMORE (M. Witmark, ASCAP) (2:58)—The Italian singer, who recently had a big hit with "Al Di La," follows up with a warm and romantic ballad here that could also happen. He sings the tune in Italian, while a soft-voiced lass talks the English lyric at the end of each phrase. Flip is "Tango Italiano" (Southern, ASCAP) (2:16). **Warner Bros. 5303**

YOLANDA AND THE CHARMANES



HOOTCHY COOTCHY GIRL (Mother Bertha, BMI) (2:18)—Yolanda tells her boy friend that he's going to make a mistake if he falls for a "Hootchy Cootchy" girl, on this driving dinking with a solid teen dance beat. Lead sells it with style and it could appeal to the young crowd. Flip is "There Oughta Be a Law" (Arkay, BMI) (2:25). **Smash 1777**

THE MIRACLES



WAY OVER THERE (Jobete, BMI) (2:48)—The group has been swinging lately and here's a side that can keep up the string. The lead pours out his heart on a rockaballad with solid gospel chant answers from the group. Fine performance and it can move. Flip is "If Your Mother Only Knew" (Jobete, BMI) (2:39). **Tamla 54069**

BOB CROSO



BAD, BAD WOMAN (Music Corp., BMI) (2:09)—**MY POCKETS ARE FULL** (Music Corp., BMI) (2:24)—Two standout efforts by the new chanter. First up is a driving rocker done to a stomping band backing. Flip, equally effective, is done with great excitement to a relentless, Bo Diddley type backing. Watch both. **Philips 40035**

BOBBY HART



LOVESICK BLUES (1:34) — Here's a bright, effective novelty outing, with the chanter using interesting voice breaks and hiccup style, not unlike that of the late Buddy Holly. He has a real touch here and the side should go. Flip is "I Think It's Called a Heartache." (Mayde-Garcliff, BMI) (2:45). **Infinity 022**

THE BROKEN HEARTS



TEN LONELY GUYS (Roosevelt, BMI) (2:58)—Here's a mighty catchy story, with a good melody, about 10 remorseful guys. They join hands here in relating how they're all still in love with the same girl. Cute, imaginative wax. Flip is "Shining Star" (Tobi-Ann, BMI) (2:13). **Diamond 123**

SOLOMON BURKE



I REALLY DON'T WANT TO KNOW (Hill & Range, BMI) (2:58)—Burke has another fine country ballad of some years back here, somewhat on the kick of his recent hit, "Just Out of Reach," and he handles it for equal effect. Good performance and fine arrangement could bring a lot of action. Flip is "Tonight My Heart She Is Crying (Love Is a Bird)" (Nom, BMI) (2:18). **Atlantic 2157**

RAY ANTHONY



TROUBLED MIND (Moonlight, BMI) (2:45)—**I ALMOST LOST MY MIND** (St. Louis, BMI) (2:35)—Anthony is hot right now with the hit album, "Worried Mind," which was also a single hit for the trumpet man. Here are two more solid sides, featuring the horn with appealing piano and band support. Both sides can grab plenty of play. **Capitol 4834**

Country & Western

GEORGE JONES AND THE JONES BOYS



BIG FOOL OF THE YEAR (Jat, BMI) (2:26)—**A GIRL I USED TO KNOW** (Glad-Jack, BMI) (2:36)—The great chanter is back again, with two more winning sides. Both are clever weepers and both get the all-stops-out performance with much heart that's typical of Jones. Either side could go. **United Artists 50**

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

THE TEMPERANCE SEVEN

★★★★ **HOME IN PASADENA** (Edgar Leslie-Fred Fisher-Four Jays, ASCAP) (2:39) **KAPP 484**

★★★★★
STRONG SALES POTENTIAL

SHIRLEY BASSEY

★★★★ **What Now My Love**—UNITED ARTISTS 503—A tremendous performance by thrush Shirley Bassey on the big European ballad, once a hit for Jane Morgan. Sock side has a fine arrangement and it should grab a lot of plays. (Remick, ASCAP) (2:52)

★★★★ **What Kind of Fool Am I**—The lovely tune from the British show "Stop the World" receives a warm and touching performance from the lass aided by a fine arrangement. If the tune catches on, this dinking could grab a share of the action. (Ludlow, BMI) (2:38)

THE FANTASTIC FIVE KEYS

★★★★ **From the Bottom of My Heart**—CAPITOL 4828—The old Chuck Willis hit is sung smartly here by the boys over

bouncy backing. A side with a chance to break through. (Tideland, BMI) (2:40)

★★★★ **Out of Sight, Out of Mind**—The pretty Ivory Joe Hunter-Clyde Otis tune receives a smooth and tender performance from the Keys backed by a chorus and ork arrangement. Worth spins. (Nom, BMI) (2:15)

IKE AND TINA TURNER

★★★★ **I Idolize You** — SUE 768 — Tina screams out the gospel blues message here, with a solid chorus answering in convincing style. Good dance side that could grab play. (Saturn, BMI) (2:29)

★★★★ **Tina's Dilemma**—Tina's sure the cat loves her, as she relates on this wild and shouting wax. She and the gal chorus wail out in frantic rocking style. (Placid, BMI) (2:12)

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.

LITTLE TOMMY AND THE ELGINS
 ★★★★★ **I Walk On** — ABC-PARAMOUNT 10358 — A strong rockaballad performance by the new artist. The chanter is aided by a good arrangement and fine support from the Elgins. Side is worth watching. (Mured, BMI) (2:30)

★★★★ **Never Love Again**—Here's a trip-let-backed ballad, full of wild sounds and philosophical meaning. This side could also grab action. (Mured, BMI) (2:20)

JACKIE WILSON
 ★★★★★ **Baby, That's All** — BRUNSWICK 55233—A medium-paced ballad, with Wilson working effectively with organ and chorus. He shouts this all the way. (Merrimac, BMI) (2:27)

★★★★ **Forever and a Day**—A new ballad lyric has been adapted to the tune of "If You Are But a Dream" here and Wilson sings it with much feeling against a lush string arrangement with chorus. (Merrimac, BMI) (2:56)

HANK CRAWFORD AND HIS ORK
 ★★★★★ **Don't Cry Baby** — ATLANTIC 5022—Attractive, bluesy instrumental effort is played with feeling by Crawford while the band supports him closely. It has a good sound and a chance to take off in the pop as well as the jazz field. (Advanced, ASCAP) (3:02)

★★★★ **The Peeper**—Catchy instrumental spotlights Crawford on horn backed solidly by the ork. Side moves and could happen in
 (Continued on page 22)

EPIC'S CURRENT BIG TWO!



THE AMES BROTHERS
LOVE ME WITH ALL YOUR HEART
 5-9530



FLORRAINE DARLIN
LONG AS THE ROSE IS RED
 5-9529



Reviews of New Singles

Continued from page 21

the pop field if it gets enough exposure. (Progressive, BMI) (3:06)

CHASE WEBSTER

★★★★ I'll Light a Candle—DOT 16384—Attractive ballad is sung with much heart here by Chase Webster aided nicely by chorus and ork in the backing. Side is in the country-pop vein and could happen in both markets. Inspirational touch could help sales, too. (Acuff-Rose, BMI) (1:52)

★★★★ Like I've Never Been Gone—A strong medium tempo with a good melody is handed a first-rate performance by the singer, sparked by a fine arrangement and strong production. This could take off. (Shapiro-Bernstein, ASCAP) (1:59)

TONY ROSSINI AND THE CHIPPERS

★★★★ New Girl in Town—SUN 380—Young Tony Rossini turns in a potent performance here of a lilting rockaballad, sparked by bright backing. Lad has a sound and the disk has a chance for action. Watch it. (East, BMI) (2:36)

★★★★ You Make It Sound So Easy—A bright and catchy rockaballad is sung in attractive style by the chanter as he explains why he doesn't want to get caught in a girlfriend's net. Cute and aimed at the teen crowd. Could happen. (Jack, BMI) (2:11)

ARCHIE BLEYER AND HIS ORK

★★★★ Moonlight Serenade — CADENCE 1426—A very pretty version of the old Glenn Miller favorite by the Archie Bleyer crew. It is sure to get a lot of airplay and could get strong sales. (Robbins, ASCAP) (2:59)

★★★★ Sunrise Serenade—Another Glenn Miller favorite is performed with style by the Bleyer crew. Both instrumentals will get spins and spins on good music stations. (Jewel, ASCAP) (2:35)

MARK DINNING

★★★★ I Catch Myself Cryin' — MGM 13091—Nice country sounding side here. The lad sings the lyric with much feeling against easy background of guitar, strings and chorus. The weeper is handled nicely. (Tree, BMI) (2:34)

★★★★ She's Changed—Dinning sings of his lost love who has found a new love. The lyric has an interesting theme and the lad sings it in a tender, sad way against strings and chorus. (Acuff-Rose, BMI) (2:32)

THE TEMPERANCE SEVEN

★★★★ Home in Pasadena—KAPP 484—England's well-known trad band plays in the old Paul Whiteman 1920's style here in a medium-paced oldie ditty with tuba, banjo, etc. A solid programming item. (Fisher-Four Jays, ASCAP) (2:39)

★★★★ Everybody Loves My Baby—(Pickwick, ASCAP) (2:34)

ERNIE ROYAL AND HIS ORK WITH THE MUTINEERS

★★★★ Ballad of the Defiant—COLPIX 653—Here's a martial song with chorus and rolling drums, inspired by the pic "Damn the Defiant." Could get action. (Gower, BMI) (2:46)

★★★★ Soul Beat—(South Mountain, BMI) (2:19)

THE JANETTES

★★★★ He's Crying Inside—GOLDIE 1102—The gals, who are in the style of the Crystals and the Marvelettes, sell this infectious item with feeling, sparked by a strong performance by the lead. Side has the feel of "Uptown" and has a chance for sales and spins. (Armada, BMI) (2:10)

★★★★ We Belong to Each Other (Armada, BMI) (2:25)

LITTLE JOEY AND THE FLIPS

★★★★ Bongo Gully—JOY 268—Here's a wild rhythm side with a beat close to the hully gully. The lead man gives it a good ride over enthused backing by the group and the combo. Solid follow-up to the recent Smash, "Bongo Stomp." (Joy, ASCAP) (2:19)

★★★★ It Was Like Heaven—(Drury Lane, BMI) (2:14)

BUDDY GRECO

★★★★ Mr. Lonely — EPIC 9536 — Pretty

tune penned by Bobby Vinton is sung with feeling by the chanter over smooth support by the ork. Side has a good sound and should win many spins. (Ripley, BMI) (2:23)

★★★★ Sentimental Fool—(Harriet, ASCAP) (2:25)

JUNE VALLI

★★★★ Is It Right or Wrong—UNITED ARTISTS 490—A first-rate piece of material is handed a powerful performance by the thrush over simple and very effective backing. This is a side that should grab a lot of programming on many stations. (Karolyn, ASCAP) (3:03)

★★★★ I Forgot More Than You'll Ever Know—(Travis, BMI) (2:32)

KEELY SMITH

★★★★ What Kind of Fool Am I—DOT 16386—Keely Smith turns in a soft but heartfelt reading of the much-recorded song from Tony Newley's "Stop the World." Touching performance could help this get action. (Ludlow, BMI) (2:27)

★★★★ If I Should Lose You—(Famous, ASCAP) (2:39)

JERRY FULLER

★★★★ Why Do They Say Goodbye—CHALLENGE 9161 — Jerry Fuller comes through with a strong reading of a tearful ballad, that bears some resemblance to Rick Nelson's "Travelin' Man." Lad sells it well and the backing is in the groove. Has a chance. (4-Star, BMI) (2:23)

★★★★ Let Me Be With You — (TAJ, ASCAP) (2:03)

THE JOURNEYMEN

★★★★ Loadin' Coal — CAPITOL 4829—Folksy effort is sung with enthusiasm by the lads over simple guitar support. Side could attract attention. (American, BMI) (2:30)

★★★★ What'll I Do? — (Irving Berlin, ASCAP) (2:30)

JIMMY ELLEDGE

★★★★ A Golden Tear—RCA VICTOR 8081—A soft and pretty weeper ballad is done with much effect by Elledge against a simple and highly effective backing with piano, guitar, strings and voices. Side has potential. (Tree, BMI) (2:08)

★★★★ I'll Get By (Don't Worry)—(Tree, BMI) (2:08)

DON CRAWFORD

★★★★ What's Bigger Than You—MIKE 200—A neat little rocker that builds, due to

Crawford's performance, has a chance for some action in the field. Lad can sell a song and the backing swings. Watch it. (Rhythm, ASCAP) (2:08)

★★★★ You're Gone — (Rhythm, ASCAP) (2:03)

THE ROLLER COASTERS

★★★★ Spanish Twist — HOLIDAY INN 110—Touch of Latin mixed with the contemporary sound on this interesting disk. Side features much fine organ work on an unusual melody. (Belak, BMI) (2:24)

★★★★ Wild Twist—(Belak, BMI) (2:00)

NINA SIMONE

★★★★ He Needs Me — BETHLEHEM 3031—Fine juke box wax in this old side, cut for the label by Miss Simone some time ago. Her soft, touching vocal style is mighty effective and could get wide radio play on stations dedicated to softer sounds. She is backed by her own trio. (Mark VII, ASCAP) (2:19)

★★★★ My Baby Just Cares for Me—(Bregman, Vocco & Conn, ASCAP) (3:33)

SCREAMIN' JAY HAWKINS WITH PAT NEWBORN

★★★★ Nitty Gritty—CHANCELLOR 1117—Screamin' Jay returns to the disk scene after a long absence with a strongly r.&b.-oriented rocker side, based on a new dance, the Nitty Gritty. Good beat here and the chanter is worth some play. (Rambled, BMI) (2:27)

★★★★ Ashes—(Rambled, BMI) (2:26)

★★★ MODERATE SALES POTENTIAL

THE VIBRANTS

★★★★ Wildfire (Delvy) (1:40) — ★★★ Scorpion (Delvy) (2:30), TRIUMPH 101

JEB STUART AND THE CHIPPERS

★★★★ I Ain't Never (Cedarwood, BMI) (2:09) — ★★★ In Love Again (Knox, BMI) (2:37), PHILLIPS 3580

CAROL LEE

★★★★ I'll Always Love You (Halkey, BMI) (2:34)—★★★ Just One Kiss (Sherman DeVorzon-Jaf) (2:27), TRIUMPH 104

OTIS BLACKWELL

★★★★ Kiss Away (Aberbach, BMI) (2:05) —★★★ Granddaddy of Them All (Brenner, BMI) (2:26), MGM 13090

DANNY WELTON

★★★★ Margie's Tune (Lansdowne-Winston, ASCAP) (2:04)—★★★ The Beach-

comber (Lansdowne - Winston, ASCAP) (2:20), ENITH 715

MARK MURPHY

★★★★ Fly Me to the Moon (In Other Words) (Almanac, ASCAP) (2:56)—★★★ Why Don't You Do Right? (Mayfair, ASCAP) (2:26), RIVERSIDE 4526

THE VALUES

★★★★ Return to Me (J. Fisher, ASCAP) (2:05)—★★★ That's the Way (Kim Fowley Music, BMI) (1:55), INVICTA 1002

WADE DONALD JR. AND BROOKS COMBO

★★★★ I Love You, So Come On Home (2:05)—★★★ You Know How I Feel (3:10), BROOKS 3106

THE CALENDARS

★★★★ You Don't Fall in Love (Conto Music, BMI) (2:24) — ★★★ September Song (Crawford Music, ASCAP) (1:45), CHATTAHOOCHEE 722

THE FAIRLANES

★★★★ The Dagwood (Ashwood-Fame, BMI) (2:09)—★★★ I'm Not the Kind of Guy (That Gives Up Easy) (Top Talent-Fame, BMI) (2:03), ZONK 1001

BRUCE CLOUD

★★★★ My Book (Pattern, ASCAP) (2:19) —★★★ Lucky Is My Name (Sherman DeVorzon) (2:02), ERA 3087

KEY BROTHERS

★★★★ Maybe You're Right (Lyn Lou) (2:19)—★★★ From Now On (Lyn Lou) (2:12), GIL-KEY 1002

COLIN JAMES

★★★★ (Ooh Looka There) Ain't She Pretty (Leeds, ASCAP) (1:48) — ★★★ Doesn't Anybody Make Short Movies Anymore (Hollyjo-Leeds, ASCAP) (3:07), LONDON INT. 45-10605

O'NITA HAMMOND

★★★★ Mighty Fine (Pandora, BMI) (2:20)—★★★ I'll Have the Blues (Over You) (Pandora, BMI) (2:24), BETHLEHEM 3020

JIMMY FOSTER

★★★★ Moving Up to Love (Wilson & Foster, BMI) (2:10) — ★★★ Hey Little Lover (Roly, BMI) (2:06), HOLIDAY INN 111

DAVID LUCAS

★★★★ So Until I See You (Lerner, ASCAP) — ★★★ Bala Vlnaka (Lerner, ASCAP), ARWIN 1010

JESSE LEE TURNER

★★★★ Ballad of Billie Sol Estes (Neil) (2:30)—★★★ Shotgun Boogie (Century Songs) (2:05), NP CRESCENDO 188

J. C. DAVIS

★★★★ Shake With Me (Arc Music, BMI) (2:05)

(Continued on page 24)



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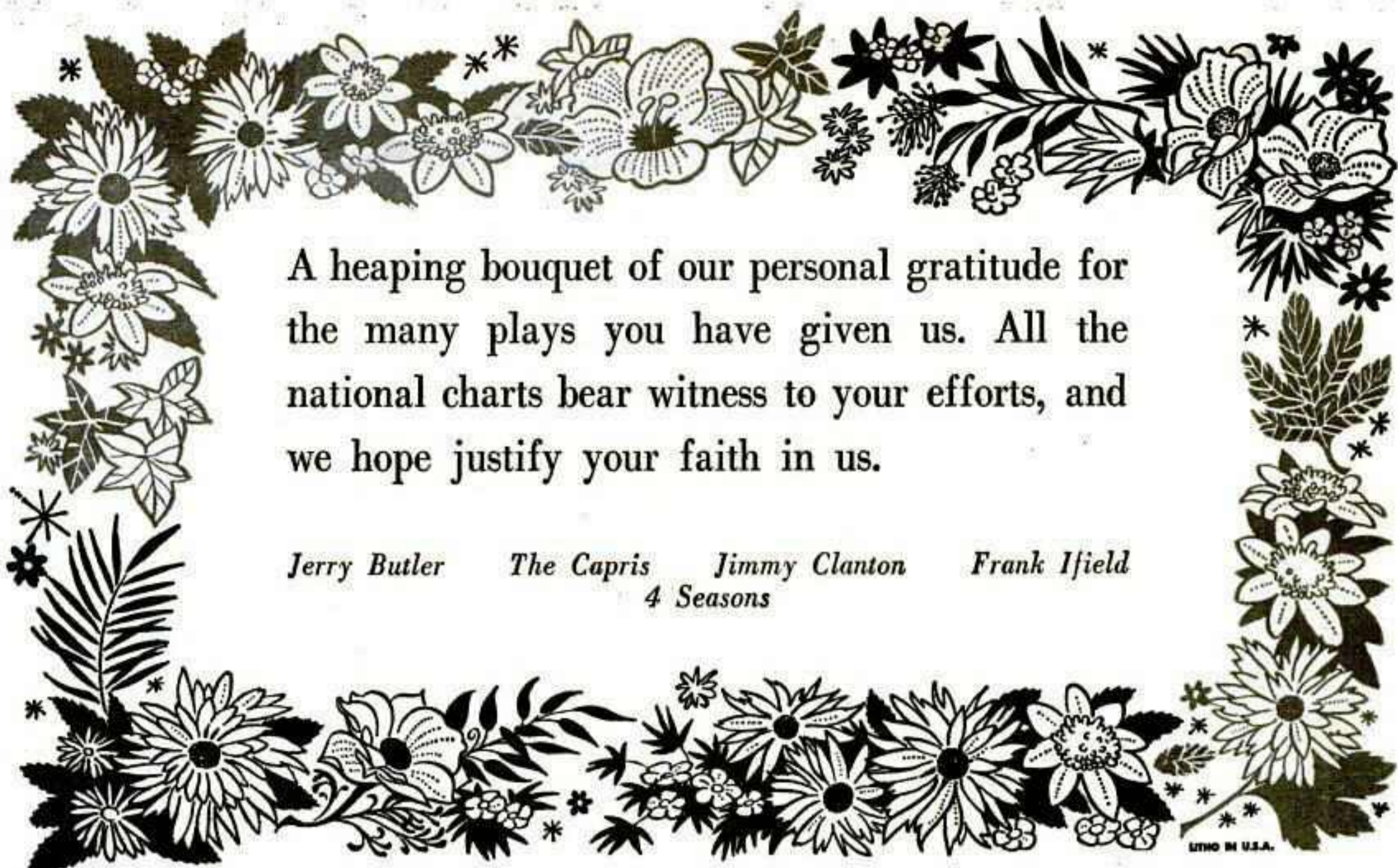
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Reviews of New Singles

Continued from page 22

(2:05)—★★★ The Chicken Scratch (Arc Music, BMI) (2:34). CHESS 1831

THE WONDERS
★★★ Please Don't Cry (Ace-Cee-Mumm, BMI) (2:28)—★★★ With These Hands (Ben Bloom, ASCAP) (2:34). BAMBOO 523

THE WOBBLERS
★★★ The Wobble (O'Cal-Briarcliff, BMI) (2:08) — ★★ Blow Out (P-Cal-Fore-Site, BMI) (2:15). KING 5585

PAUL KNIGHT
★★★ Once a Fool (Rob-Ann-Pandora, BMI) (2:27)—★★★ Fortune Teller (Rob-Ann-Pandora, BMI) (2:17). BETHLEHEM 3022

THE CORDIALS
★★★ I'm Not Crying Anymore (Pandora, BMI) (2:25) — ★★ What's the Matter With Me (Pandora, BMI) (1:40). BETHLEHEM 3019

MERLENE GARNER
★★★ The Answer Is Yes (Walker, BMI) — ★★ Calendar in Blue (Glad, BMI). DAVCO 8265

RAY SAWYER
★★★ I'm Gonna Leave (Treetop, BMI) — ★★ You Gave Me the Right (Treetop Music, BMI) (2:20). SANDY 1037

VINCE ADAMS
★★★ I Met You at My Birthday Party (Rob-Ann-Pandora, BMI) (2:11) — ★★ Tic-Tac-Toe (Rob-Ann-Pandora, BMI) (1:55). BETHLEHEM 3021

MARSHA LYNN
★★★ Walt a Little Longer (Astrojet, BMI) (2:07) — ★★ What Ya Gonna Do? (Astrojet, BMI) (1:45). STRUT 4270

KRIS ARDEN
★★★ Too Late (Jabar, BMI) (2:55) — ★★ I Looked, I Saw, and I Knew (Jabar, BMI) (3:19). JABAR 709623

THE LAKEWOODS
★★★ Everlasting Love (Faire, BMI) (2:23)—★★★ The Golden Locket (Faire, BMI) (2:08). ASSOCIATED ARTISTS 1660

BILL KEVIN
★★★ Cat Tale-The Cat's Meow! (Intermountain, BMI) (2:31) — ★★ I Saw You Crying in My Arms Last Night (Intermountain, BMI) (2:18). HUMMINGBIRD 1717

RAY MARTIN AND ORK
★★★ Sunday in Paris (Compton) (2:22) — ★★ The Happy Blacksmith (Zodiac) (2:28). UNIVERSE 1000

WALT MADDOX
★★★ The Greatest Love (Columbia Pictures, ASCAP) (2:37)—★★★ Let's Fall in Love (Bourne, ASCAP) (2:19). COLPIX 650

THE EMPIRES
★★★ Punch Your Nose (Hill & Range, BMI) (2:00)—★★★ Time and a Place (Hill & Range, BMI) (2:20). EPIC 9527

CONNIE LANE
★★★ Love Is Sweeter Than Wine (Cardinal-Ardmore, ASCAP) (2:07)—★★★ The Breaks of the Game (Cardinal-Ardmore, ASCAP) (2:30). DYNAMIC SOUND 501

ELTON ANDERSON
★★★ That's How It's Been (Shuler-Tek, BMI) (2:30)—★★★ Shed So Many Tears (Golden State-Shuler, BMI) (2:27). CAPITOL 4830

MOSE ALLISON
★★★ Your Mind Is on Your Vacation (Audre Mae, BMI) (2:35)—★★★ Don't Worry About a Thing (Audre Mae, BMI) (2:17). ATLANTIC 5021

CHARLIE GRACIE
★★★ Night and Day, U.S.A. (Syndicate, ASCAP) (2:05)—★★★ Pretty Baby (Syndicate, ASCAP) (2:03). PRESIDENT 825

SHARON STRAUSS
★★★ Don't Let Him Know (The Truth) (Pogo, ASCAP) (2:25) — ★★ Don't Keep Our Friends Away From Me (Pogo, ASCAP) (2:31). ABC-PARAMOUNT 10349

BIG RIVERS
★★★ No One Else (Madchen-Kansoma-Cape Ann, BMI)—★★★ Land of Make Believe (Madchen-Kansoma-Cape Ann, BMI). POP-LINE 1209

SAM FLETCHER
★★★ Me and the One That I Love (Chalet, ASCAP) (2:30) — ★★ The Answer to Everything (Dolfi, ASCAP) (2:37). RCA VICTOR 8076

DEBBIE AND THE DARNELS
★★★ Mr. Johnny Jones (Safety, BMI) (2:25) — ★★ Daddy (Republic, BMI) (2:10). COLUMBIA 42530

CHARLES DeFOREST
★★★ Where Will You Be? (2:40)—★★★ Don't Fight, It's Chemistry (1:35). PURIST 1

BILL DEAN
★★★ Maybe It's Because (I Love You Too Much) (Irving Berlin, ASCAP) (2:48) — ★★ Changing Partners (Porgie, BMI) (2:15). CORAL 62331

THE SYLTE SISTERS
★★★ The Ballad of Lover's Hill (Dickson, ASCAP) (2:45) — ★★ Should I? (Robbins, ASCAP) (2:12). COLISEUM 601

★★★ STRONG SALES POTENTIAL

SPIRITUAL

PROF. HAROLD BOGGS
★★★ Tell It Like It Is—NASHBORO 738 — Emotional performance by Prof. Harold Boggs here as he tells everyone who preaches about the Lord to tell it just like it is, with nothing added or taken away. A fine side. (Excellorec, BMI) (2:44)

★★★ Someone's Gone Home—Another solid reading by Boggs, on a tune that brings out some first-rate vocalizing. Both sides have solid potential. (Excellorec, BMI) (2:56)

SONS OF JEHOVAH
★★★ Gonna Travel On — NASHBORO 737—Jubilee spiritual is sung with enthusiasm by the boys over strong rhythm backing. Can pick up sales in the market. (Excellorec, BMI) (2:37)

★★★ Our Troubles of Today — Same comment. (Excellorec, BMI) (2:36)

SUPREME ANGELS
★★★ Drinking of the Wine — NASHBORO 739—The spirit is on the group as they perform this moving spiritual with feeling. It's a strong side for the market. (Excellorec, BMI) (2:37)

★★★ He's By My Side—Another potent piece of gospel music receives a first-rate reading by the group. Lead singer sells it with meaning. (Excellorec, BMI) (2:12)

THE SALLY MARTIN SINGERS
★★★ I Need Him—VEE JAY 908—Lead singer performs this gospel effort with much expressiveness and feeling aided solidly by the fem chorus. Good wax for the field. (2:57)

★★★ Old Ship of Zion—Familiar spiritual shows off a wonderful blend of the girls' voices on this attractive sides. Both sides are strong and both could pull sales. (Hill & Range, BMI)

THE STAPLE SINGERS
★★★ Swing Low—VEE JAY 912—The renowned group offers their fine interpretation of one of the great spirituals. It's done in slow, soulful tempo with an interesting guitar background. Fine performance.

★★★ Sit Down Servant—A wonderful and exciting shout and chant performance of this message of supplication. Guitar again provides the backing. Two standout sides.

THE SWAN SILVERTONES
★★★ What About You? — The Swan Silvertones turn in a sincere and meaningful performance of a moving gospel work. They sell it strongly and it should appeal to their many fans. (2:20)

★★★ Amazing Grace — A slow, tender religious effort is sung effectively by the group on this attractive side. Both have merit for the market. (2:39)

THE PATTERSON SINGERS
★★★ Brightly Beams—VEE JAY 910—A highly effective femme solo highlights this stirring side, with organ and piano backing to match the caliber of the singing. The entire group moves in for the crescendo. (2:18)

★★★ When the Saints Go Marching In — A rousing group shout performance of the familiar tune. This one builds and builds. Two sides that should sell and sell. (2:17)

RHYTHM & BLUES

JIMMY DOTSON
★★★ Feel Alright — HOLE OF THE BLUES 244—Chanter sells this Ray Charles styled effort with feeling over good backing. Worth exposure. (Hara, BMI) (2:00)

★★★ Search No More—(Hara-Lou, BMI) (2:15)

JOHNNY AND JACK
★★★ Thirty Six-Twenty Two-Thirty Six DECCA 31423—The boys turn in a bright description of their latest flame. Cute wax done in bright, happy tempo, with sparkling guitar work and it could grab spins. (Sure-Fire, BMI) (2:43)

★★★ What Do You Think of Her Now? — A weeper ballad, done to a medium clip, with neat fiddle and guitar spots. The boys hand it a convincing job. (Pamper, BMI) (2:45)

LEFTY FRIZZELL
★★★ Stranger — COLUMBIA 42521—Frizzell, in his first outing in a spell, turns

in a meaningful job on a strong weeper, on the "Walk On By" theme. A message here and the chanter makes it sound real. (Cedarwood, BMI) (2:25)

★★★ Just Passing Through — Another good weeper ballad idea, somewhat along the lines of "Funny How Time Slips Away." Frizzell gives this one an equally appealing reading. (Martin, BMI) (2:36)

★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

PAT TORPEY
★★★ Hold Tight the Hand (That I Hold Out to You) (Earl Barlow, BMI) (2:22) — ★★ Three Little Wishes (Champion, BMI) (2:15). EPIC 9531

BOB HAMBLEN
★★★ Midnight Train (Leivas, BMI) (2:20) — ★★ Come Sit Beside Me (Leivas, BMI) (2:40). SAM 113

THE COUNTRY COUSINS
★★★ Don't Stay Out Late (In the Moonlight) (C.D.A.) (2:32)—★★ I Just Thought I'd Call You Up (And Let You Know) (C.D.A.) (2:57). SOUVENIR 1009

RAY JOSEY
★★★ The Eleventh Hour (Donart, BMI) (2:00)—★★ Tomorrow Has No Meaning (Without You) (Donart, BMI) (2:49). ABC-PARAMOUNT 10339

C&W LIMITED SALES HOWARD VOKES
Mountain Guitars (Acuff-Rose) (2:05)—It's All Right Now (Acuff-Rose) (2:15). DELRAY 209

BILL WHITLEY
Fool Fool Fool (Whitley, BMI) (1:33)—Do You Ever Cry? (Whitley, BMI) (1:38). AMBER 2672

SPIRITUAL

THE SINGING LARKS
★★★ God Is Real (Cora, BMI) (3:25)—★★ Stand by Me (Cora, BMI) (3:10). FINK 1562

FOLK

HOYT AXTON
★★★ Greenback Dollar (Davon, BMI) (2:37)—★★ Crawdad Song (Stork, BMI) (2:32). HORIZON 351

SACRED

ROCKY RIDGE QUARTET
★★★ The Heaven Bound Way-We Don't Have Time (2:35, 3:05) — ★★ John Fourteen-Sing for the Glory of God (3:14, 3:13). STONE 2006

LIMITED SALES POTENTIAL

PRISCILLA PAGE
My Letter (Brown & Green, BMI) (2:49) — Dreaming (Brown & Green, BMI) (3:12). ROSE-G 500

ROCKET-TONES
Fireball (Myers, ASCAP) (1:50)—Everybody's Doin' the Twist (Myers, ASCAP) (1:55). OPERATORS 2015

RICK JARRARD
No Love of My Own (Juba, ASCAP) (2:05) — Live, Laugh and Love (Juba, ASCAP) (1:45). PLEBE 102

DICK BARTON AND THE REBELS
Hold Me, Hold Me Tight (Tex Sound, BMI) (2:17)—P.S., I Love You (Lasalle, ASCAP) (2:40). SOUND TEX 62710

BOB AND BARRY WITH BRIAN BERCOV



The Peppermint Mash (Sound, BMI) (2:11) —The Itch (Sound, BMI) (2:14). ACCENT 1078

BUDDY JACK WITH ROSE FAMILY
Picture on the Mantel (Arlen) (2:13) Magic Moon (Arlen) (40). ARLEN 1009

BUDDY JACK WITH ROSE FAMILY
A Little Boy's Plea (Arlen) (1:19)—My Mother (Arlen) (2:53). ARLEN 1010

JAMES CARTER
They All Say I'm the Biggest Fool (Northern, ASCAP) — Hey, Baby, Hey (Ford, BMI). TUXEDO 943

ELMORE GLORY
The Name of the Snake Was Temptation (Valley, ASCAP) (2:00)—Seven (Valley, ASCAP) (2:43). WARNER BROS. 5304

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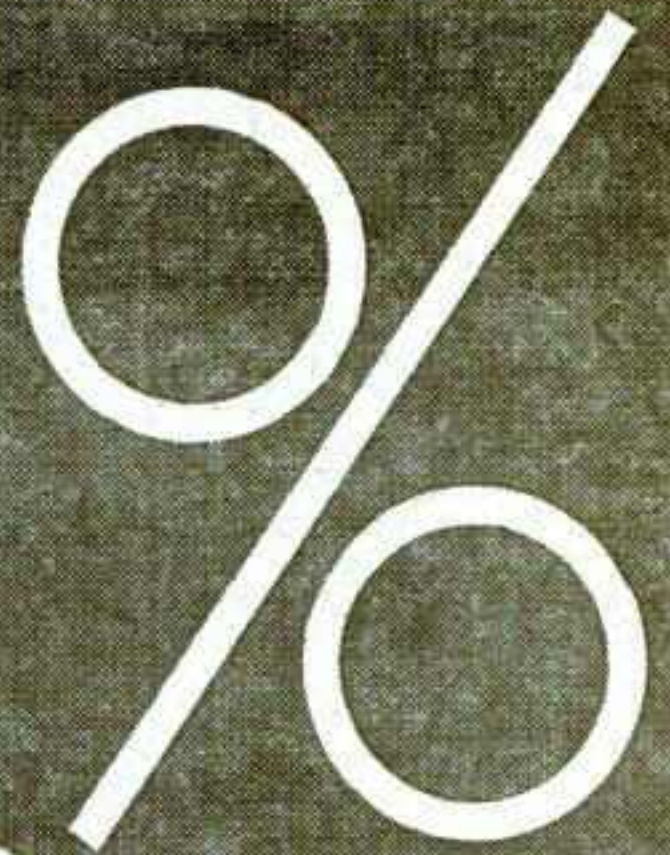
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Radio as 2d Tongue For TV Simulcasts

By CHARLES SINCLAIR

MIAMI — Radio's newest programming trend is to function as a "second-language" sound track for TV in U. S. markets where there is a large population segment speaking a foreign language. So far the trend is only in its infancy, but it may develop to the point where it has an influence on several forms of programming and commercial production.

In Miami, long a market with a large Spanish-speaking element, Spanish-language radio is no novelty. But lately more than one radio station has sought a way to relate to the younger electronic medium, TV. The most obvious "bridge" has been in the realm of TV newscasts.

Starting September 3, WCKT (a channel 7 NBC-TV affiliate) will carry what amounts to "simulcast" versions of its 6 p.m. and 11 p.m. newscasts under the title "Telmigo." WCKT's newscasts will be in English, but while they're on the

air newscaster Manola de la Torre will be heard on WFAB-Radio, giving a simultaneous Spanish translation of the same news script, keyed to the TV station's news format and cue sheets.

Little Conflict

There's little or no conflict between the two stations. Miami now has some 200,000 Spanish-speaking residents, mainly from Cuba, in the area. The Spanish sound track in radio is likely to add a new audience to the TV channel, rather than dilute it.

The WCKT-WFAB deal is actually the second such plan to come along in Miami in recent weeks. First plunge in United Nations-style simultaneous translations was announced by WLBW-TV (L. B. Wilson's Channel 10 outlet) and WMIE-Radio, wherein WMIE will carry a running Spanish version of a WLBW-TV nightly newscast.

By all indications, the bilingual TV-radio idea is going to spread, if it catches on in Miami. Stations

(Continued on page 28)

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:

How can recording artists make on-the-air interviews more effective?

THE ANSWERS:

RON LUNDY
WIL, St. Louis

Interviews with recording artists can be made more effective if a jockey plays deejay between records during the personality's program. The very term "interview" itself denotes old-fashioned radio. The modern deejay approach to radio should consist of brief, interesting and quick-witted remarks between records. Such an arrangement during talks with recording stars will keep the tempo and pace of the program at its usual level.



FRED WOLF
WXYZ, Detroit

Simple! An interview is only as effective as the interviewer makes it.

BILLIE LINDER
KAPE, San Antonio

One of the main problems is how to ask a question in order to obtain a sufficient answer. Some of the answers are a short "Yes," "No" or "Gosh, I don't know." Some ramble on for as long as two or three minutes. Answers which are short, but not too short, and precise produce a more efficient interview. Pre-discussion of questions to be asked helps.



H'wood's KFAC Changes Hands

HOLLYWOOD — All-classical-format station KFAC, which can point to program sponsors who have been on its roster for as long as 22 years, is changing hands in a \$2,100,000 cash buy.

Purchaser is Cleveland Broadcasting Company, currently owner of two stations in Ohio, and the seller is E. L. Cord, once famed as the manufacturer of a line of "classic" sports cars. Cord will remain in the broadcast field, however. Calvin J. Smith, station manager of KFAC since it bowed as an indie outlet in 1931, will remain in his present post.

Among KFAC's long-term bankrollers is giant Southern California Gas Company, which sponsors a two-hour nightly classical show and has been a client for nearly a quarter century. No changes in station programming or 24-hour longhair format are anticipated under the Cleveland banner.

Say You Saw It in
Billboard Music Week

VOX JOX

By JUNE BUNDY

SUMMER STUNT SEASON: Deejays around the country were spin-dizzy in a most literal sense last month following usual seasonal outbreak of zany promotional stunts. Last year it was marathon broadcasts from fallout shelters. This year it's roller coasters. Spinners are vying to determine which jockey can ride longest and farthest at local amusement parks. Jockeys from WGH, Newport News, Va.; KNUZ, Houston; KOIL, Omaha, and KISN, Portland, Ore., are among those who have staged roller coaster marathons.

Bill Western, KISN, completed 264 consecutive orbits in 13 hours, and 25 minutes strapped in his own personal roller coaster car at Portland's Jantzen Beach Amusement Park. Ken Grant, program director of KNUZ, says two of his deejays rolled 543 miles on a coaster. A jockey at KIOL claims to have bettered this mark with a record of 17 hours and 45 minutes. Meanwhile, KNUZ has scheduled a "World Championship Coaster Contest" for August 31 in Houston, and has invited any deejay who wants to try for the title to file an entry. Tickets for the rides will be free. Now all they have to do is wire the cars for sound so the jocks can continue their emcee chores while doing loop-the-loops.

OFF HIS ROCKET? Some of his fellow jocks thought Stan Roberts, WTRY, Albany, N. Y., was witless as well as weightless when he agreed to be harnessed in a huge nylon net (stuffed full of helium-filled balloons) and was launched some 150 feet into the air August 11. Roberts sparked the idea when he told his audience he would like to experience weightlessness such as experienced by the U. S. Astronauts. Roberts was launched by a professional crew and tethered by means of a nylon rope to the bumper of the WTRY mobile unit in order to keep from sailing out over the Hudson River. The deejay carried a microphone with a 200-foot cord to describe his reactions to dialers. The stunt drew a crowd of 1,000.

CHANGE OF THEME: New staffers at WAVI, Dayton, O., include action program director Jerry Melloy, ex-WPHI, Terre Haute, Ind., and operations director Chuck Breece, formerly with WFBM, Indianapolis. . . . Jim Terrell named manager of KTVT-TV, Fort Worth, by WKY Television System, Oklahoma City, new owners. Terrell comes from WKY-TV, where he was assistant manager. . . . Neil McIntyre, former program director for WHK in Cleveland, leaving to join Pittsburgh's KQV. He will be program director. . . . Jeff Field new manager of WECB, Emerson College station, Boston. Field, a junior at Emerson, works at WLLH, Lowell, Mass., in the summer. He emcees three record hops per week. . . . Chuck Brinkman has returned to KQV, Pittsburgh, after a year's army service. He'll handle the 7:15 p.m. to midnight time seg at KQV. . . . Bill Nelson is the new public affairs director at WHLI, Hempstead, Long Island, N. Y. . . . Frank Barron has taken over as promotion-exploitation chief at KHJ, Hollywood. . . . Bill Atkins is leaving KRBC, Abilene, Tex., and will return to KDOK, Tyler, Tex., in his old a.m. slot the first week of September.

Charlie Monk, on active duty with the National Guard for the last 10 months, returned to WKRG, Mobile, Ala., this month and would like to hear from old friends. . . . David J. Bennett was appointed to the newly created post of FM operations director for the five Triangle Stations. . . . Johnny Sax, WBAY, Green Bay, Wis., is dropping his four-year-old requests format and broadening his programming to include "not only the top rock but music which will be easy on all listeners."

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 2, 1957

1. Tammy, Debbie Reynolds, Coral
2. Diana, Paul Anka, ABC Paramount
3. Teddy Bear, Elvis Presley, RCA Victor
4. That'll Be the Day, Crickets, Brunswick
5. Bye Bye Love, Everly Bros., Cadence
6. Whole Lotta Shakin' Goin' On, Jerry Lee Lewis, Sun
7. Send for Me, Nat King Cole, Capitol
8. Honeycomb, Jimmie Rodgers, Roulette
9. Love Letters in the Sand, Pat Boone, Dot
10. Searchin', Coasters, Atco

POP—10 Years Ago August 30, 1952

1. Auf Wiederseh'n Sweetheart, V. Lynn, London
2. Half as Much, R. Clooney, Columbia
3. Wish You Were Here, E. Fisher-H. Winterhalter, RCA Victor
4. Botch-A-Me, R. Clooney, Columbia
5. You Belong to Me, J. Stafford, Columbia
6. High Noon, F. Laine, Columbia
7. Here in My Heart, A. Martino, BBS
8. Somewhere Along the Way, Nat King Cole, Capitol
9. Delicado, P. Faith-S. Freeman, Columbia
10. Walkin' My Baby Back Home, J. Ray, Columbia

RHYTHM & BLUES—5 Years Ago—September 2, 1957

- Teddy Bear, Elvis Presley, RCA Victor
Short Fat Fanny, Larry Williams, Specialty
Searchin', Coasters, Atco
Send for Me, Nat King Cole, Capitol
Whispering Bells, Del Vikings, Dot
Stardust, Billy Ward, Liberty

- Farther Up the Road, Bobby Blue Bland, Duke
Whole Lotta Shakin' Goin' On,
Jerry Lee Lewis, Sun
Rockin' Pneumonia, Huey Smith, Ace
To the Aisle, Five Satins, Ember

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.

THE MAJORS (Imperial)



PERSONAL MANAGER: Bill Fox. NAMES: Ricky Cordo, lead; Idella Morris, Frank Trout, Ronald Gathers and Eugene Glass. Ages: Ricky, 23; Idella, 19; Frank, 22; Ronald, 21; Eugene, 23. HOME TOWN: Miss Morris, Trout, Gathers and Glass are from Philadelphia, and Ricky Cordo is from Baltimore. EDUCATION: High school. HOBBIES: Sports. BACKGROUND: The group was organized about a year ago and along with their personal

manager, Bill Fox, carefully put together an unusual selection of material for recording. After four or five months searching for the right tune and constant rehearsing, the Majors waxed the tune that has now streaked up on the Hot 100 chart to bring them recording fame. Imperial Records chief Lew Chudd heard the disk and immediately picked up the master. Deejays should take note that the high lead tenor voice heard on the disk is not the lass of the group, but actually is Ricky Cordo, a different kind of tenor voice. The Majors are currently making the rounds of the radio and TV shows to plug the record, and will shortly appear in New York in a rock and roll show.

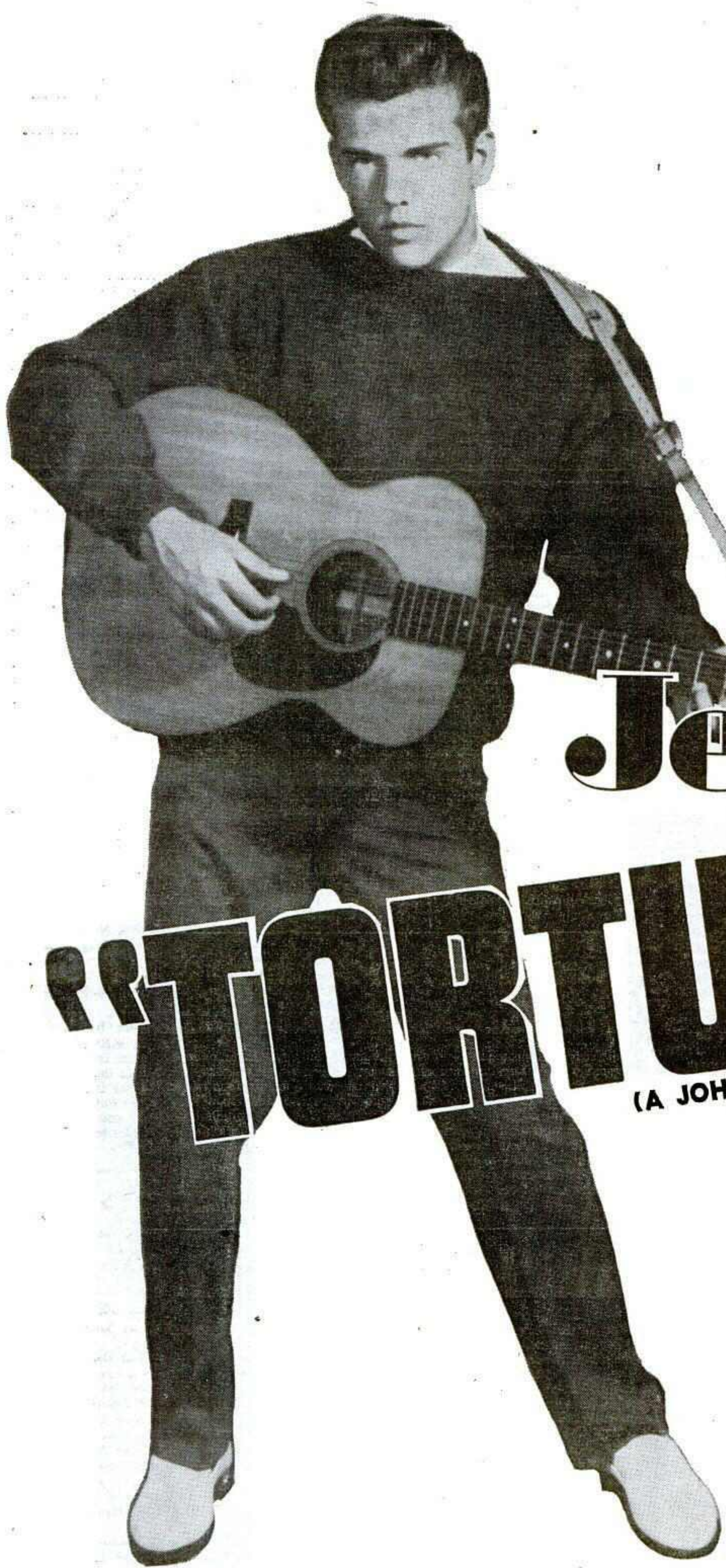
LATEST SINGLE: "Wonderful Dream" spinning on the Imperial label breaks into the top 50 of the Hot 100 as a Star Performer in the No. 42 slot.

BOOKER T. (and the MG's) (Stax)



REAL NAME: Booker T. Jones. BIRTHDAY: November 12, 1944. HOME TOWN: Memphis. Booker T.'s first musical instrument was a string bass, but soon he switched to the organ, which he began to play professionally at the age of 14. In high school he concentrated on the study of music theory and harmony and was the director of the school band for four years. He organized a high school orchestra, which played prom dates throughout the mid-South for three years. In 1962 he was named to the "Who's Who" list in high schools of America. Booker T. began his recording career in 1959 as a staff musician for the Stax label, and recorded with such groups as the Mar-keys and the Triumphs. His first disk with solo billing, "Green Onions," is currently climbing the Hot 100. The MG's, translated as "Memphis Group," is simply the group used to back Booker T. on his Memphis recording date. The Stax label is distributed by Atlantic Records.

LATEST SINGLE: "Green Onions" moves into the No. 40 slot this week on the Hot 100.



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SEATTLE
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c/w

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WEBSTER SAYS...
 assagai, assegai (Pg. azagaia, of Berber origin.) 1. A slender hardwood spear, usually tipped with iron, used by tribes in South Africa; a kind of light javelin. 2. A South African tree (Curtisia faginea) of the dogwood family, from whose wood these spears were once made.

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 Pete Fountain • Coral
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when answering ads . . .
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RADIO-TV BRIEFS

WSAI Makes Appointments

CINCINNATI — Lee C. Hanson, recently supervisor of broadcast activity for MacManus, John & Adams, Bloomfield Hills, Mich., has been appointed general sales manager of WSAI-AM-FM here. Hanson spent several years in a supervisory capacity at WILS and WILX-TV, Lansing, Mich., and WKMH, Detroit. Lu Bassett has been appointed regional sales manager and director of merchandising for WSAI. He was formerly national sales manager and account executive for the station.

Coleman in QXR Slot

NEW YORK — The QXR network, which is making plans to increase its affiliate operations into 50 markets this year, has named Roger Coleman vice-president and general manager. The new executive comes to the QXR network from WABC-FM. Prior to that he was sales manager for the Concert Network.

WABC Public Affairs Show Set

NEW YORK — WABC, one of the city's top-rated pop music stations, will soon begin a new series of public affairs shows titled "Challenge: '62." The shows will center on problems of the Metropolitan area and will delve into such subjects as education, housing, science, traffic, minority groups and the changing face of the city's show business. First broadcast in the series will be aired September 23.

Ky. Gov. Names Pete Mathews

CINCINNATI — Pete Mathews, WLW announcer and host of "Music 'Til Dawn," is one of nine men appointed to the Kentucky Educational Television Authority by Gov. Bert T. Combs. The Authority was set up by the State Legislature early this year to work out a plan for educational television requirements for Kentucky and to set up a Statewide network of 11 stations and six production centers. Mathews' appointment is for a four-year period.

Radio 2d Tongue

Continued from page 26

in other markets where there is a large Spanish-speaking element (New York, Chicago, San Antonio, San Diego) are already eyeing the plan.

Million Market
 In New York, which has nearly 1,000,000 Spanish-speaking residents, mostly from Puerto Rico, F&M Schaefer Brewing Company is considering a bilingual TV-radio deal of its own.

For the past two years a sponsor of Spanish-language baseball sports-casts on WHOM-Radio, New York, Schaefer is now considering an October-through-December buy wherein WPIX (independent Channel 11 TV outlet) will carry hour-long video-taped highlights (in English) of Puerto Rican League games on Sundays while WHOM will carry a running Spanish commentary. Commercials would be similar, but bilingual; that is, when the English-language TV commercial is being televised, a Spanish version of it will be heard—including musical jingles—on radio.

There's even a reverse switch possible, and planned. This fall New York's new educational Channel 13 (formerly WNTA-TV) will

POETRY LOVERS WRITE VOLUMES OF PROSE, TOO

NEW YORK—Never underestimate the public's interest in spoken-word performances—would seem to be one lesson for the record industry in the aftermath of CBS-TV's hour-long "Americans: A Portrait in Verses," a one-shot poetry special televised August 16.

During the show a large cast (James Whitmore, Peggy Wood, Kim Hunter, et al.) read 32 selections from 23 American poets against a background of original music by George Kleinsinger. The format of the show, produced by the Public Affairs Department of CBS News, was montage, with no identification of the poets and titles at the end of the show. Viewers who wanted a permanent list of what they'd heard were told to write to CBS.

And that's just what they did. CBS News executives originally figured they'd receive a few hundred letters. By August 22 a total of 53,000 requests had arrived, with more coming all the time. Interestingly, though album deals were "discussed" according to CBS, no firm release deal was set as BMW went to press.

S. C. Station Gets 30-Day Reprieve

WASHINGTON—A 30-day stay of execution has been granted Station WDKD, Kingstree, S. C., while the Federal Communications Commission considers Owner E. G. Robinson's petition for review of its July 25 decision against renewal.

Less fortunate was KPSR-FM, Palm Springs, Calif. The FCC's revocation of its license for "violations and misrepresentations" to the Commission has been made effective.

The Kingstree station was trounced for double-meaning jokes on the Charlie Walker broadcasts. Owner Robinson's claim that he was unaware of what was going on carried no weight against the FCC's decision not to grant renewal of the station license. In the absence of the full Commission during August vacation, Commissioners Lee and Ford acted as a board in the Robinson temporary reprieve.

Fair to Hold Clinic For Programmers

CHICAGO—A two-day clinic for radio program managers will be a feature of the consumer-oriented World's Fair of Music & Sound in this city September 5 and 6, and will cover such topics as development of station personalities, FM stereo, station music patterns and format overhauls.

In charge of the series of radio program clinics, which are open only to broadcasters, will be Larry Haeg, general manager of CBS-owned WCCO, Minneapolis and Thad M. Sandstrom, manager of WIBW, Topeka. George Skinner, director of radio programming service for the Katz Agency (station rep firm), will address the meeting on the topic of "How to Know When Your Programming Needs Overhauling."

carry a French-produced program of readings from the works of Albert Camus. The TV sound track will be in French. For linguistic squares, a simultaneous English version will be heard on educational FM outlet, WRVR.

BILLBOARD MUSIC WEEK EASY LISTENING

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	Hot 100
1	1	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	6
2	3	SHE'S NOT YOU, Elvis Presley, RCA Victor 8041	5
3	2	ROSES ARE RED, Bobby Vinton, Epic 9509	13
4	8	RAMBLIN' ROSE, Nat King Cole, Capitol 4804	5
5	7	A SWINGIN' SAFARI, Billy Vaughn, Dot 16374	7
6	12	TEEN AGE IDOL, Rick Nelson, Imperial 5864	4
7	6	CALL ME MR. IN-BETWEEN, Burl Ives, Decca 31405	7
8	13	SEND ME THE PILLOW YOU DREAM ON, Johnny Tillotson, Cadence 1424	4
9	11	TILL DEATH DO US PART, Bob Braun, Decca 31355	7
10	4	HEART IN HAND, Brenda Lee, Decca 31407	9
11	5	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	15
12	9	THE STRIPPER, David Rose and His Ork, MGM 13064	17
13	15	BABY ELEPHANT WALK, Lawrence Welk, Dot 16364	13
14	16	A TASTE OF HONEY, Martin Denny, Liberty 55470	8
15	10	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 13075	14
16	20	I LEFT MY HEART IN SAN FRANCISCO, Tony Bennett, Columbia 42332	4
17	17	LOVE ME AS I LOVE YOU, George Maharis, Epic 9522	5
18	14	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	18
19	19	THEME FROM A SUMMER PLACE, Dick Roman, Harmon 1004	5
20	—	RAIN, RAIN GO AWAY, Bobby Vinton, Epic 9532	2

FCC to Tighten Overlap Air Rule

WASHINGTON — The FCC proposes to tighten its multiple ownership rules to prevent overlap situations, where more than one commonly owned radio or TV station serves a common area. For television, overlap will be measured by a station's Grade A Service contour. Approximately the same degree of overlap would be prohibited for mutually owned AM or FM stations, and would be based on signal strength.

No divestiture of existing facilities would be required under the rules proposed. They would apply substantially to applications for new stations, major changes and transfers of control. However, if the owner of more than one station with overlap wanted to sell, he would have to find separate buyers.


The AM radio rules would apply to Class IV (local) stations desiring to increase power to a maximum of 1 kilowatt, or to non-commercial educational FM and TV stations. Overlap would be considered on a service basis; that is, AM overlap over other AM's; TV over other TV stations. It would not apply to a mutually owned group of TV, AM and FM stations.

GAC Names Tony Ford

NEW YORK—General Artists Corporation has a new TV talent boss who will supervise guest shots of GAC talent and record artists in all TV areas. He is Tony Ford, row named TV talent vice-president of the agency. Ford was formerly free-lance TV producer and was recently an executive of Television Artists Corporation. Ford's TV area will include regular shows, specials, variety shows, commercials and transcriptions.

Breaking on the
 National Charts
The Wah-Watusi
The Orlons
 Cameo LP #C1020
 Cameo/Parkway Records, Inc.
 1405 Locust Philadelphia, Pa.

The hit single from
STOP THE WORLD - I WANT TO GET OFF
 By the star of the show
ANTHONY NEWLEY
 What Kind Of Fool Am I b/w
 Gonna Build A Mountain
 LONDON 45-9546

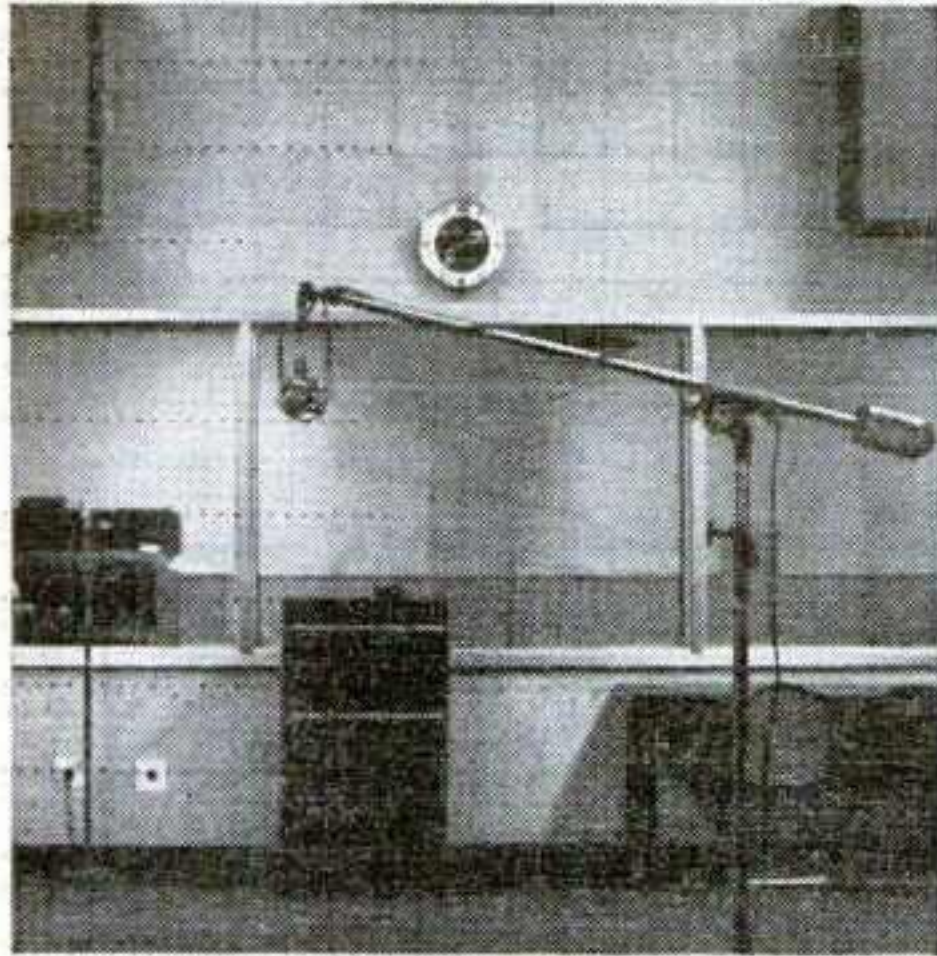


BREAKING!
 What'll I do?
 b/w
Loadin' Coal
 #4829
The Journeymen



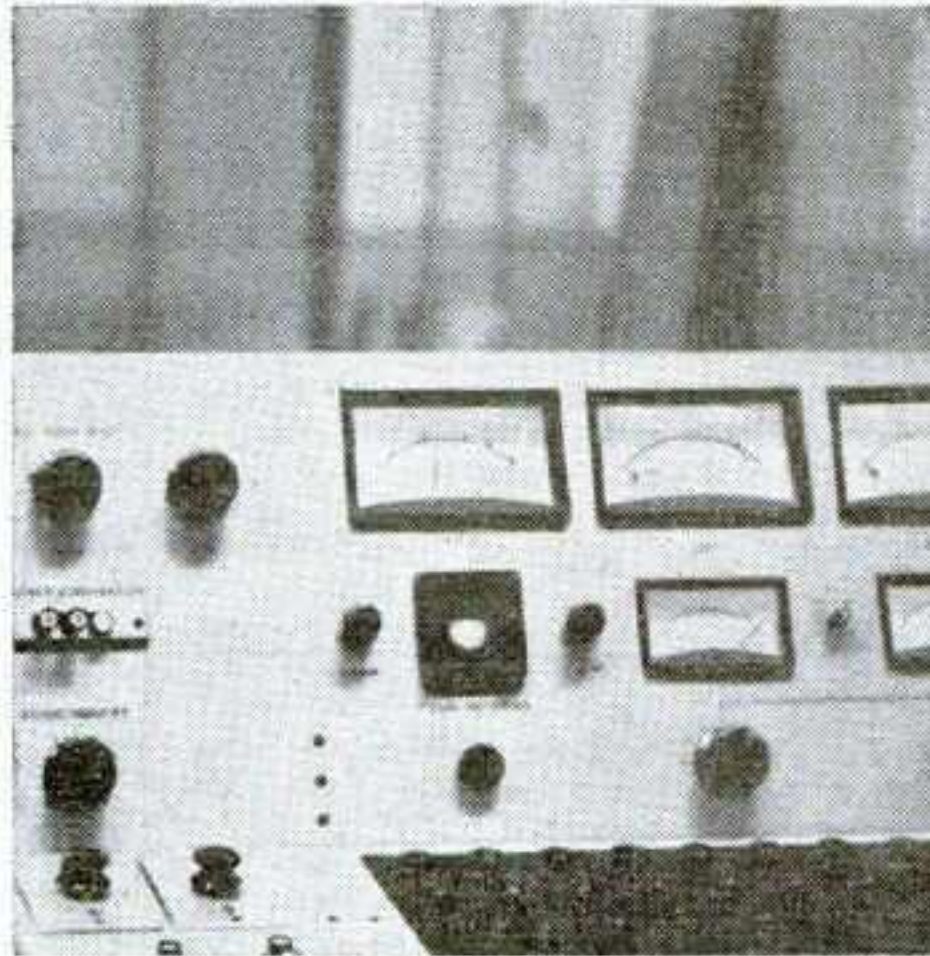
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(newly redesigned, rebuilt, refurbished, re-equipped in New York, Chicago, Nashville, Hollywood)



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(new, ultra-modern, multi-channel consoles can provide up to 16 mike input positions)



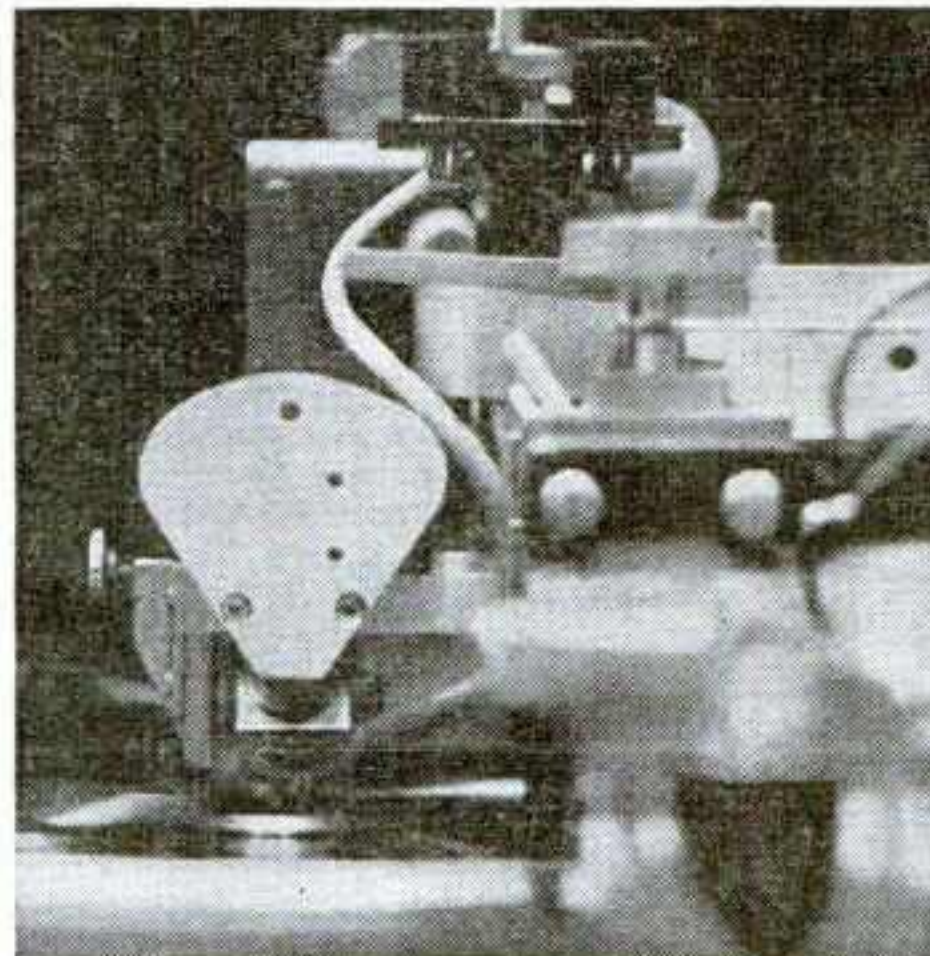
ENGINEERS

(only experts with many year's experience in recorded sound are at the controls)



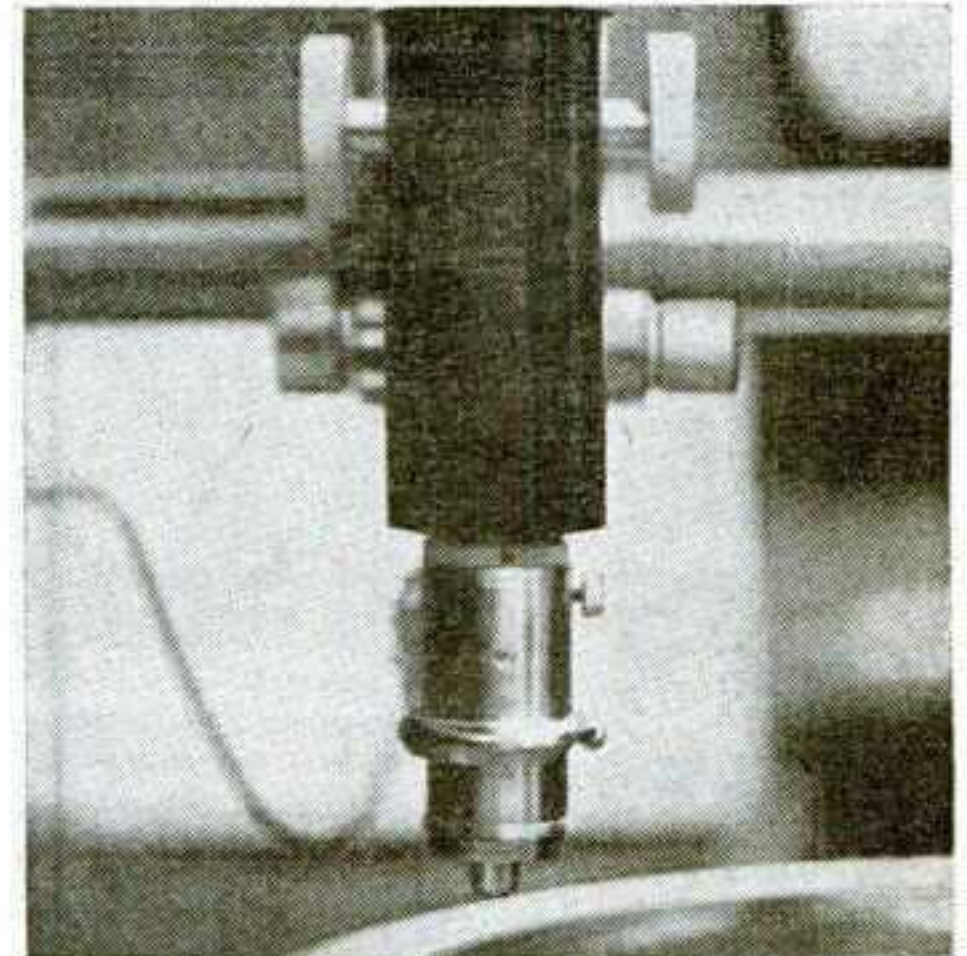
TAPE MASTERING

(new, top-secret RCA-designed equipment offers the absolute ultimate in flexibility)



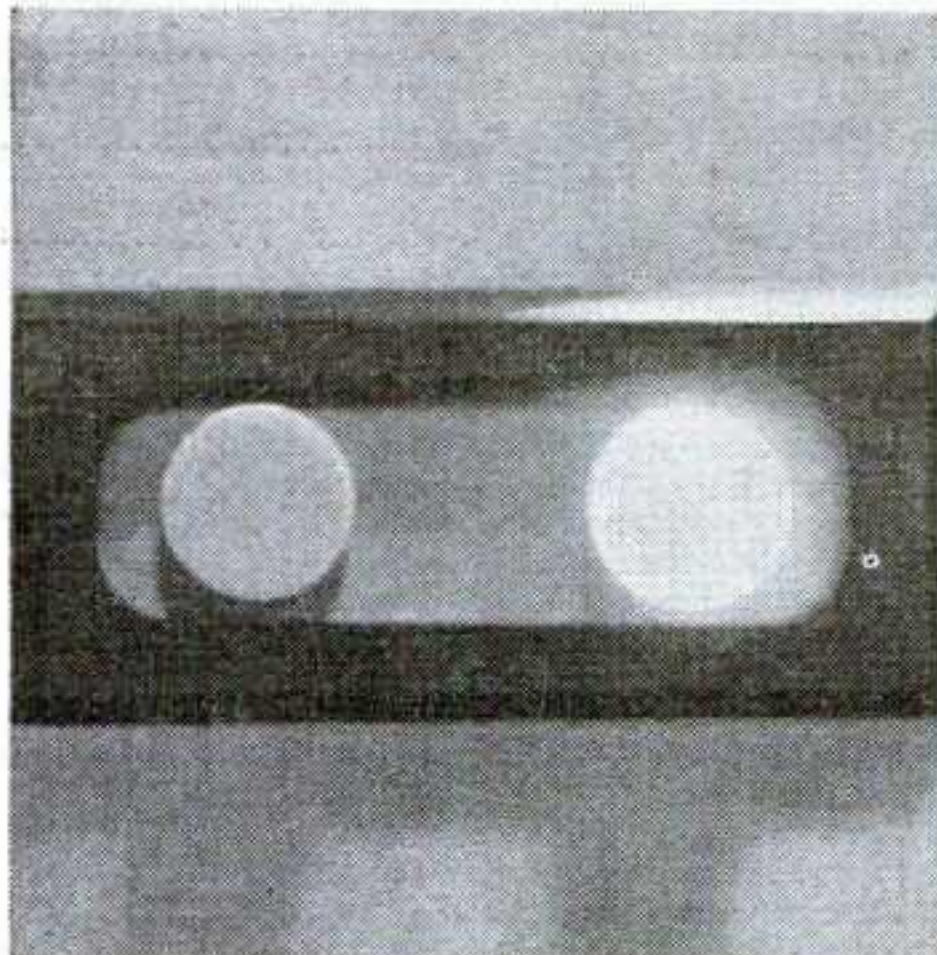
LACQUER CUTTING

(new "thinking" device speeds lacquer cutting and cuts overall recording costs)



INSPECTION

(a team of experts checks the surface of every lacquer, microscopically inspects every groove)



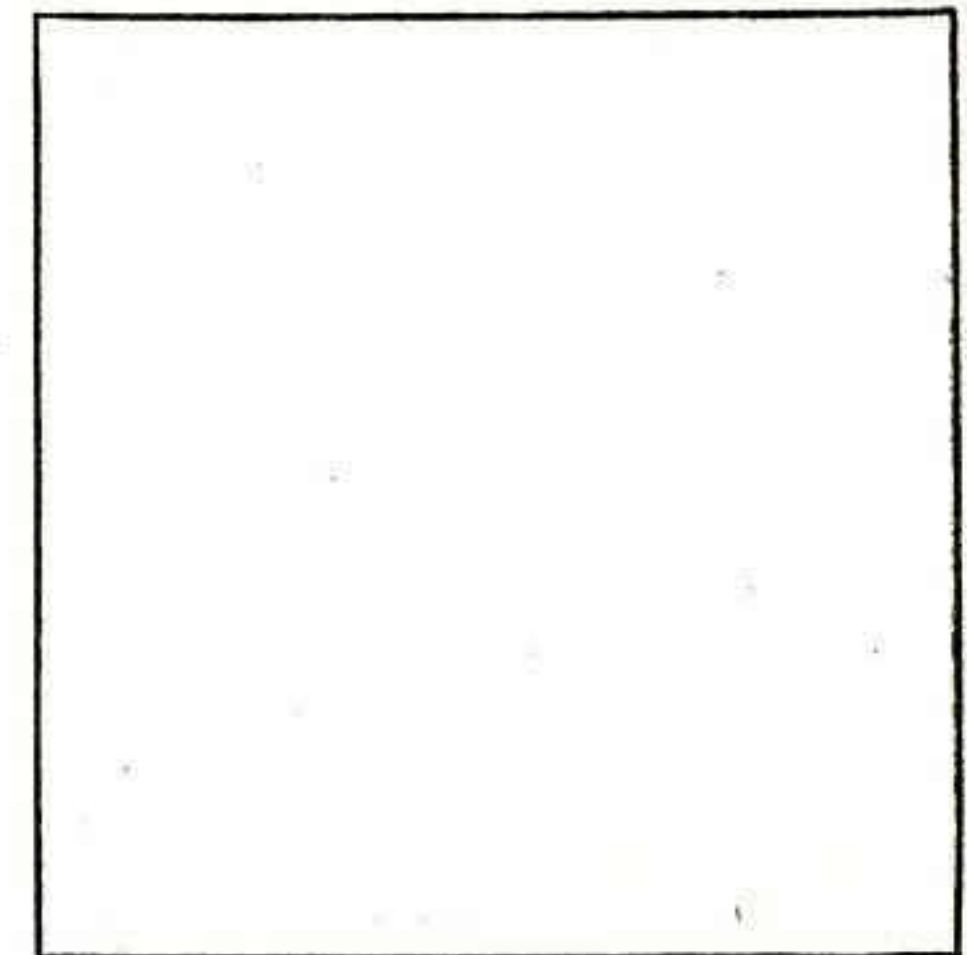
COMPARISON

(RCA-designed consoles make instantaneous A-B comparison between tape source and lacquers)



SERVICE

(new completely personalized service caters to every artist's individual needs)



SOUND

(new! new! new! nothing can show it . . . you've got to hear it to believe its startling presence)

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 AND MANY MORE!

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 PFC.
 RITCHIE



ADAMS
 Now playing W. Germany for Uncle Sam

THE WANDERERS
 Sing
"THERE IS NO GREATER LOVE"
 MGM K 13082

MGM Records

JAMIE

Climbing!
 LITTLE BILLY & THE ESSENTIALS
"THE DANCE IS OVER"
 Landa #691

GUYDEN
 RECORDS 1330 W. Girard Ave. Phila. 23, Pa. CE 2-3333

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.

SOLOMON BURKE
"I REALLY DON'T WANT TO KNOW"
 b/w
"TONIGHT MY HEART SHE IS CRYING"
 ATLANTIC 2157
ATLANTIC RECORDS
 1841 B'way New York 23

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 20

A SWINGIN' SAFARI

Billy Vaughn and his Ork. Dot DLP 3458 (M); DLP 25458 (S)—Stylish performances of such items as the title tunes and a good collection of standards makes this new Vaughn set a potent LP. In addition to his recent hit, the album includes catchy versions of "It's No Sin," "In the Chapel in the Moonlight," "Love Letters in the Sand" and "Glow Worm March." Attractive cover adds to the set's appeal.

Low-Priced Pop

LIVING VOICES ON THE CAMPUS

Camden CAL 715 (M); CAS 715 (S)—Here's a natural for the fall selling season just ahead. The good selling group turns its attention to college styled songs, the old, general appeal favorites like "Drink a Highball," "Stein Song," "Halls of Ivy," "Sweetheart of Sigma Chi," etc. Great glee club type wax that should sell well on all racks and in stores, and particularly in college towns.

LIVING STRINGS PLAY TENNESSEE WALTZ AND OTHER COUNTRY FAVORITES

Camden CAL 716 (M); CAS 716 (S)—This satisfying new package by the solid-selling ensemble, is handsomely set off with a beautiful photo of a Southern mountain scene. In the grooves, there are such great country songs as "Walkin' the Floor Over You," "Please Help Me I'm Falling," "Have I Told You Lately That I Love You," etc., all played in the silken fashion of the Living Strings. Mighty fine mood wax here.

Jazz

THE JERRY MULLIGAN QUARTET

Verve V 8466 (M); V6-8466 (S)—Here's a jazz album that will appeal to all jazz fans, from mainstream to modernists. It features wonderful performances by the Gerry Mulligan Quartet, a winning combination of Mulligan, Bobby Brookmeyer, Bill Crow and Gus Johnson. They tackle such tunes as "I'm Getting Sentimental Over You," "Lost in the Stars," and such Mulligan originals as "Piano Train" and "I Know, Don't Know How," to well-nigh impeccable results. Delightful jazz wax here that should sell solidly for a long time.

International

I FEEL SO ALIVE

Dalida. Verve V 8467—Here's a lovely set of love songs from one of Europe's more impressive artists. The lass sings in both French and Italian on this album, and among the material are some of Europe's biggest hits. "Come Une Symphonie," "24 Mila Baci," "Theme D'Aimez Vous Brahm's" and "Pepe" are typical examples of the lass' abilities. Large ork with strings accompanies the vocalist. Of special interest to jockeys will be the foreign lyric version of "Spanish Harlem" (Nuits D' Espagne) and "Save the Last Dance for Me" (Garde Moi La Derniere Danse).

Country & Western

I REMEMBER HANK WILLIAMS

Floyd Cramer. RCA Victor LPM 2544 (M); LSP 2544 (S)—This tribute to Hank Williams is unusual only in that it is made by a pianist rather than a vocalist. But the pianist happens to be the Nashville-based hit-maker, Floyd Cramer, who should help spread Hank Williams tunes to even more corners of the world via this fresh and attractive-sounding LP. Cramer plays Williams' sad tunes with feeling and his happy songs with a joyful lilt. Set includes "Cold, Cold Heart," "Jambalaya," "Your Cheatin' Heart" and "Kaw-Liga."

Children

POPEYE

Jack Mercer and Mae Questel. Golden EP 690—Here's a series of lessons in sugar-coated pill form, as Popeye and Olive Oyl (the TV voices of Jack Mercer and Mae Questel) give lessons in safety, health and manners, via a series of five songs. These characters are among the all-time TV favorites and the disk (a 49-cent, three-for-one special) could turn out a buyer's favorite.

SPECIAL MERIT ALBUMS

Pop

MERMAN ... HER GREATEST!

Ethel Merman. Reprise R 6032 (M); R 9-6032 (S)—Some of the great songs in Ethel Merman's show business life are re-created with the help of Billy May and his band. The set includes a host of great Merman standards, among them "I Got Rhythm," "Blow Gabriel, Blow" and "You're the Top." The strong, vibrant Merman style soars on this set, and strings and brass fill out the background roundly. Set should get special attention by jockeys on other than rock format stations.

BILLBOARD MUSIC WEEK HOT R & B SIDES

This Week	Last Week	By special survey for week ending 9/1 TITLE, ARTIST, LABEL & NUMBER	Weeks on Chart
1	1	LOCO-MOTION, Little Eva, Dimension 1000	5
2	7	TWIST AND SHOUT, Isley Brothers, Wand 124	12
3	3	YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamle 1220	11
4	2	BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036	11
5	4	PARTY LIGHTS, Claudine Clark, Chancellor 1113	8
6	8	STOP THE WEDDING, Etta James, Argo 5418	5
7	13	BEECHWOOD 4-5789, Marvelettes, Tamla 54065	3
8	11	LOOKIN' FOR A LOVE, The Valentinos, Sar 132	6
9	6	YOU DON'T KNOW ME, Ray Charles, ABC-Paramount 10345	3
10	5	I NEED YOUR LOVING, Don Gardner & Dee Dee Ford, Fire 508	13
11	25	GREEN ONIONS, Booker T & the MG's, Stax 127	2
12	9	THE WAH-WATUSI, Orlons, Cameo 218	11
13	—	YOU BEAT ME TO THE PUNCH, Mary Wells, Motown 1032	1
14	23	YIELD NOT TO TEMPTATION, Bobby Bland, Duke 352	2
15	15	RINKY DINK, Dave (Baby) Corlez, Chess 1829	5
16	30	DO YOU LOVE ME, Contours, Gordy 7005	2
17	12	ROSES ARE RED, Bobby Vinton, Epic 9509	10
18	20	SHEILA, Tommy Roe, ABC-Paramount 10329	3
19	18	REAP WHAT YOU SOW, Billy Stewart, Chess 1820	4
20	—	MAKE IT EASY ON YOURSELF, Jerry Butler, Vee Jay 451	1
21	28	YOU CAN'T JUDGE A BOOK BY THE COVER, Bo Diddley, Checker 1019	2
22	10	AHAB THE ARAB, Ray Stevens, Mercury 71966	8
23	14	HAVING A PARTY, Sam Cooke, RCA Victor 8036	11
24	—	BREAKING UP IS HARD TO DO, Neil Sedaka, RCA Victor 8046	1
25	—	WHAT'S A MATTER BABY, Timi Yuro, Liberty 55469	1
26	16	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	16
27	—	JIVIN' AROUND, Al Casey Combo, Stacy 936	1
28	17	MONEY, Jennell Hawkins, Amazon 708	5
29	19	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	16
30	22	I JUST CAN'T HELP IT, Jackie Wilson, Brunswick 55229	5

SATIN AND LATIN, SOFT AND SILKY, SMOOTH AND SWINGING

George Shearing Quintet. MGM E 4041, E 4042, E 4043—These three albums of George Shearing re-issue tracks are being sold singly and contain some of the best of this artist's early material. The individual disks that form these LP's have been collected into highly desirable packages that highlight the different aspects of the artists playing prowess: swing, Latin and soft ballad. There are some memorable performances on the LP's for the swinging set contains "Jumpin' With Symphony Sid" and "Pick Yourself Up"; the soft LP "The Continental" and "I'll Remember April" while the Latin set contains "Mambo Inn." Bound to grab sales from Shearing fans new and old. Beyond this the covers on each are real eye-catchers.

Jazz

THESIS

Jimmy Giuffre Three. Verve V 8402 (M); V 6-8402 (S)—This is the type of album that will stir up much controversy, but it will please jazz buffs who like adventurous and uncharted jazz stylings. The jazz here is free, with the soloists changing tempo or key as they desire. It all adds up to imaginative, and often introspective jazz, with noteworthy performances by leader Giuffre, and trio members Paul Bley on piano and Steve Swallow on bass. Tunes include "Goodbye" (not as B. G. used to play it), and originals by Giuffre including "Whirr," "Sonic," "Flight" and "The Gamut." Buffs on a far-out kick will dig this set, as may classical modernists.

(Continued on page 35)

when answering ads . . .

Say You Saw It in Billboard Music Week

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)



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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
\$201 AND \$300**

Pos. This Issue	Pos. 6/2/62 Issue	Pos. 3/3/62 Issue	Brand	% of Total Points
1	1	1	Magnavox	38.5
2	7	2	RCA Victor	11.4
3	2	4	Motorola	8.0
4	3	—	Curtis-Mathes	6.2
4	—	—	Emerson	6.2
6	5	3	Voice of Music (V-M)	4.6
7	—	—	Philco	3.1
			Others	22.0

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

6/2/62 Issue: Zenith (4); Webcor (6); Stromberg-Carlson (7).

3/3/62 Issue: Zenith (5); Stromberg-Carlson (6).

**Radio Spots Spark Co-Op
To Big Scores in Sales**

JERSEY CITY, N. J.—Dealers in Sound Corporation, a dealer buying co-op known in the local trade simply as DISC, has enjoyed its most successful year to date, with members chalking up increased sales and profits, due to the organization's recently launched radio advertising series.

Lou Shapiro, of Music Center here, and treasurer of DISC, reported that DISC sales to members during July and August were triple those of the same period a year ago. All 40 member dealers and particularly those 15 who signed into the original series of radio spots, have hailed current summer business, particularly in singles, as the best in years.

The unique merchandising idea of DISC was born here out of the rough discount situation which has obtained for several years in the New York market. Since the firm was founded, others have been tried in various territories but none is believed to have had the kind of success enjoyed by the local body.

Bigger Station

On the radio front, the initial time buys were on a small station in suburban Jersey City. When results from this failed to pan out, a shift was made about six weeks ago to WABC, New York, and things immediately began to happen.

According to Shapiro, DISC has

**SPECIAL DISKS
FOR OLYMPIC**

NEW YORK — Olympic Radio and TV Sales Corporation has signed an agreement with Command Records calling for specially produced disks to be used as demonstrators and premiums with Olympic phonos.

Under the arrangement, Command President Enoch Light will produce and manufacture special records to be used by dealers for demonstrating the equipment. Purchasers will be given a record as a special bonus. Command is already producing demo records for Magnavox, Motorola, Philco, VM, GE, Westinghouse and Packard Bell.

OFF TO LONDON

**Jersey Clerk Wins
Mantovani Event**

NEW YORK — A nationwide contest to name the title of the next Mantovani LP, sponsored by London Records, has been won by Angelo Ruggiero, a supermarket clerk from Milford, N. J. Ruggiero's prize is an all-expense trip to England for two.

The contest, which was held earlier this year, was open to all buyers of Mantovani's album, "American Waltzes," in which a contest blank was inserted. London officials screened the entries here with Mantovani making the final selection. The winning title was "Latin Rendezvous." All entrants in the contest received a special, six-selection LP by Mantovani.

The winner will leave for London with his wife on September 15. He will be greeted at London airport by the maestro himself. Then the couple will attend recording sessions of the album and will be taken on sight-seeing and night club tours of London by London's national sales chief, Joe Bott and his wife.

been running 36 spots a week on the ABC network affiliated outlet, with airings concentrated in the afternoon and evening hours. With each spot, names of participating dealers were mentioned and specials were offered to listeners who called at DISC stores. If they could identify the stations and the jockey heard making the offer, they were given the special deal.

These deals have included one-week specials of, for example, all singles at 59 cents, the Ray Charles country and western album at \$1.79, a Mantovani album for \$1.79 and a Jubilee rock LP, "The Paragons Meet the Jesters," at 99 cents.

New Forms

Starting September 3, a new format of programming will start with a 15-minute nightly show at 11 p.m. as a part of the Bruce Morrow teen-slanted seg. Some spots will be continued during the day but the major emphasis will be with the Morrow slot.

DISC, which has so far been involved in records and its own line of needles and disk accessories, has now brought out its own phono line, to consist of eight portable models with list prices ranging from \$15.95 to \$119.95.

Considerable ballyhoo has already been built up on the new phonographs, in connection with a party which was scheduled for Palisades Park, N. J., on Saturday (25) sponsored by DISC and emceed by Bruce Morrow. A DISC phono, listing at \$49.95, was to be given away as a door prize.

In another gambit, DISC has compiled a special catalog of

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.

STARDAY—Expires August 30, 1962. Started July 16, 1962.

Three free albums for each 10 purchased. Applies to entire catalog and includes dated billing and 100 per cent exchange privilege.

ARTIA-PARLIAMENT—Summer Dividend Days deal for distribs and dealers is extended through August 31, 1962.

SUN—Extended through August 31, 1962. Started July 16, 1962. Buy 10 LP's of any selection and get two of the same selection free. Affects entire Sun catalog.

ATLANTIC-ATCO—Expires August 31, 1962. Started July 1, 1962.

Fifteen per cent discount on new album releases plus entire catalogs of both labels.

CAMEO-PARKWAY—Expires August 31, 1962. Started March 1, 1962.

Plan features a prepack of 80 LP's assorted of best-selling catalog and new releases with minimum quantities of both mono and stereo, in a browser box. Dealers may purchase complete package initially at "unusual discounts and under stipulated conditions and may earn 12½ per cent reorder privilege for six months." Specific details are available through distribs.

DOT—Expires August 31, 1962. Started August 1 1962.

Optional Discount Plan. Label is offering either 2-for-10 or a straight 15 per cent cash discount on albums. Also 15 per cent discount on the label's "All Time Hits" singles series offered in prepacks at 15 per cent cash discount.

CONTEMPORARY—Expires August 31, 1962. Started July 21, 1962.

Two LP's free for every 10 purchased on entire catalog plus new releases. Offer covers Contemporary, Good Time Jazz, Contemporary Composer and Society of Forgotten Music labels.

KING—Expires August 31, 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.

PHILIPS—Expires August 31, 1962. Started July 31 1962.

Label is offering a 10 per cent discount on five LP's. See separate story, August 11 issue, for details.

UNITED ARTISTS—Expires August 31, 1962. Started June 27, 1962.

Label is offering 10 per cent discount on all new releases. Available through distributors.

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 distribs 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 distribs 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 distribs three free LP's for each five purchased.

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 distribs 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 distribs, 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 distribs 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.

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.

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.

oldies-but-goodies-type single records, which Morrow has offered free to anyone writing in. So far hundreds of requests have been received from points as far away as Montreal, Washington and cities in Ohio. Those who get the catalog will be able to order records through Morrow who will turn the orders over to DISC for mail-order servicing.

Meanwhile, the co-op, which has been limited largely to New York dealers, now has members in Washington, Providence and De-

troit, with requests for membership received from dealers in Chicago and other distant cities.

HOLLYWOOD — The Jimmy Wakely-Margaret Whiting top-selling duo of more than a decade ago is being reunited for an LP to be independently produced by Wakely for major label release later this year. The album, to be recorded in October, will be set for release by Bill Loeb, Miss Whiting's manager, who is now negotiating with various labels.

ALBUM COVER OF THE WEEK



AS YOU LIKE IT (William Shakespeare)—Various Artists, The Shakespeare Recording Society SRS 210. Here's a handsome package with plenty of eye-appeal to draw customers to the spoken word sections. The cover, designed by Ben Robinson, depicts two pretty porcelain pieces painted in lovely colors and set on a black background. Both are in the collection of the Walters Art Gallery, Baltimore.



SWINGIN' DOWN THE LANE—Ralph Burns & His Orchestra, Epic BN 26015. This is an extremely attractive and brightly colored cover that presents an engaging young lady in a vivid setting. The cover aptly projects action and excitement and should prove to be a stimulating display piece. Photo was made by Columbia Records photo studio's Henry Parker.

A BRAND NEW LABEL!



presents

REFRESHING NEW TALENT!



Deanna Joan Deanda

The SYLTE SISTERS

SHOULD I?

B/W
Record
Number
CM601

BALLAD of LOVER'S HILL

Music by **CAMARATA**

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(ED 3-3210)

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Summit Distributors, Inc.
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Herman Enterprises
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(DU 1-1563)

CLEVELAND 13, OHIO
Benart Distributing Co.
1480 W. 9th Street
(Main 1-4547)

DALLAS 7, TEXAS
Best Record Dist. Co.
1327 Chemical St.
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Pan American Record Supply Co.
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DETROIT 38, MICHIGAN
S & L Distributing Co.
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Seaboard Distributors, Inc.
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M. B. Krupp Co.
309 S. Santa Fe St.
(KE 2-4961)

HONOLULU 17, HAWAII
Microphone Music Co.
605 Coral Street (502-188)

HOUSTON 4, TEXAS
Texas Record Distributors, Inc.
4106 Dennis (CA 8-3489)

LOS ANGELES 6, CALIFORNIA
Hart Distributors, Inc.
1845 S. Orchard Street
(RI 8-2281)

MADISON 5, WISCONSIN
Toll Music Distributors, Inc.
2702 Monroe Street
(CElar 3-1540)

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Music Sales
1117 Union Avenue
(BR 6-1776)

MIAMI, FLORIDA
Record Dist., Inc.
6600 N. E. 4th Ave.
(PL 8-6738)

MINNEAPOLIS 3, MINNESOTA
Sandel Company
49 Glenwood Avenue
(FEderal 3-5531)

NASHVILLE, TENNESSEE
Music City Record Dist., Inc.
127 Lafayette Street
(AT 5-7315)

NEW ORLEANS 13, LOUISIANA
Walther Bros. Co., Inc.
1722 Poydras Street
(JACKson 2-7731)

NEWARK, NEW JERSEY
Laredy Record Dist. Co.
46 Green St. (MARket 3-5984)

NEW YORK 19, NEW YORK
Olympia Dist. Corp.
614 W. 51st Street
(CI 7-5911)

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B & K Distributing Co.
129 N. W. 23rd St.
(JA 5-7509)

PHILADELPHIA 7, PA.
Chips Distributing Co.
808 North Broad St.
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M. B. Krupp Co.
2519 North 16th St.
(ALPine 2-4013)

PITTSBURGH 19, PA.
Hamburg Bros.
213 Galveston Street
(FA 2-2400)

SALT LAKE CITY, UTAH
Great Western Record Dist. Corp.
P.O. Box 2063
1544 Redwood Road (486-0735)

SAN FRANCISCO 3, CALIF.
C & C Distributing Co.
1325 Howard Street
(UNderhill 3-2578)

SEATTLE 9, WASHINGTON
Stanley Distributing, Inc.
N. W. Record Center Bldg.
3711 South Hudson Street
(Parkway 5-0070)

ST. LOUIS 3, MISSOURI
Roberts Record Distributing Co.
1906 Washington Avenue
(MAIN 1-0470)

IN CANADA: RCA Victor Company, Ltd. - 1001 Lenoir Street - Montreal, Canada - WE 3-7551

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COMING SEPTEMBER 22...

**WATCH FOR IT...
PLAN FOR IT...**

The
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BILLBOARD MUSIC WEEK'S
FAMOUS . . .

**PUT IT TO WORK
FOR YOU!**

**BILLBOARD
MUSIC WEEK**

Spotlight on
record programming
featuring
today's top record talent

*This is the valuable 8½ x 11,
slick-stock reference work
used months on end by all
record buying and exploitation
elements of the music-record
industry and featuring the
popular . . .*

ARTIST BIOGRAPHY SECTION

*offering biographical, record
and talent-buying facts on
each of the 200 best selling
record personalities.*

PLUS ADDITIONAL FEATURES OF INTEREST

- 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*

BIG BONUS FEATURE BILLBOARD MUSIC WEEK'S 15th ANNUAL DISK JOCKEY POLL

*The Top Artists . . . The Favorite
Records as selected by the
nation's Disk Jockeys including:
Favorite Singles and LP's, Favor-
ite, Most Played & Most Promis-
ing • Vocalists, Male & Female •
Vocal Groups • Instrumental
Groups • Bands • Instrumentalists*

**DATED:
SEPTEMBER 22**

**ADVERTISING
DEADLINE:
SEPTEMBER 6**

SPECIAL MERIT ALBUMS

Continued from page 30

Children

KIDS SING THE DARNDDEST THINGS



High Hopes Children's Chorus. Reprise R 6041 (M); R 9-6041 (S)—Here's a happy, tuneful set that's sung by a children's chorus. The tunes are all familiar and should provide a happy 40 minutes of listening and singing-along for the junior set. "Do Re Mi," "Hush Little Baby," "This Old Man," "High Hopes" and "Who's Afraid of the Big Bad Wolf" should prove the most popular. Ork accompanies. Inclusion of Art Linkletter's name and picture should draw adult attention to the set.

A CHILD'S INTRODUCTION TO THE BALLET



The Pan-Harmonic Symphony Orchestra. Golden LP 85—An admirable offering for children, with Mason Adams, familiar TV actor, cast as narrator. Adams explains briefly the story line of the numerous ballets which are cleverly excerpted here—just enough narration to capture a child's fancy and his (or her) interest in listening more closely to the music. Passages are included from "Prince Igor," "Firebird," "Gaité Parisienne," "Nutcracker," "Swan Lake," "Coppelia," "Sleeping Beauty" and "Les Sylphides." A fine buy.

Reviews of New Albums

Continued from page 20

With Mr. Lee," "Castle Rock" and "Honky Tonk." This is not for the older folks, but the teens may take to it.

★★★★ HOLLYWOOD SOUND STAGE
Ornadel and the Starlight Symphony. **MGM E 4033 (M); SE 4033 (S)**—A lush and lovely album featuring the Starlight Symphony Orchestra under the direction of Ornadel, the English conductor. The tunes comprise both old and new movie favorites, including "Charmaine," "La Dolce Vita," "On Green Dolphin Street" and "Ruby." The arrangements are fresh and attractive, and the ork plays them all with immaculate ease. Strong item for radio programming, and a good mood set.

★★★★ SPLENDOR IN THE BRASS
Chuck Sagle and his Ork. **Reprise R 6047 (M); R 9-6047 (S)**—Here's a set that brings back memories of the days of the great bands. Not that this is imitative of the old orks but it has that big band sound as the Chuck Sagle crew prances through such items as "When Sunny Gets Blue," "A Taste of Honey," "Bernie's Tune," "On Green Dolphin Street" and "The Moon Was Yellow." Attractive wax.

★★★★ RHYTHM IS MY BUSINESS
Ella Fitzgerald. **Verve V 4056 (M); V 6-4056 (S)**—Ella has another swinging package for the fans, with arrangements—and great ones—done for the first time for the singer by Bill Doggett. Doggett's band does a sort of return to the big band era, with such sidemen as Ernie Royal and Taft Jordan sharing some of the spotlight honors with Ella. The tunes include everything from such oldies as "Runnin' Wild" and "You Can Depend On Me," to newer items like Ray Charles' "Hallelujah I Love Him So" and "Rough Ridin'." The singer is co-cleffer of the latter. This package rates a lot of play and counter action and could easily step out.

★★★★ THE PRESIDENT
Walter Brennan. **Liberty LRP 3241 (M); LST 7241 (S)**—Here is one of two new narrations on LP, featuring the well-known TV star and single record hit-maker, to appear this week. Brennan, in a sort of thumbnail history, tells of the concept of the U. S. Presidency, and the highlights of some of its more famous tenants. A stirring text has been written by Lenny Adelson, which also includes song tributes to a number of the Presidents, with music by Jerry Livingston. Joey Leahy provides moving choral and ork participation for the musical poem, which, incidentally, should have educational appeal for the younger grade school element.

★★★★ WALTER BRENNAN NARRATES A WORLD OF MIRACLES
Liberty LRP 3244 (M); LST 7244 (S)—Actor Walter Brennan narrates an effective original musical dramatization by Lenny Adelson, having to do with the great spiritual miracles of our history—including, as related in the Old and New Testaments, the story of Noah's Ark, the Birth of Christ, the Resurrection, the Ascension, and finally, the miracle of love itself. An effective and moving presentation by Brennan, with Joe Leahy effectively batoning the ork and chorus. Music was written by Jerry Livingston. One of two LP pieces by Brennan, newly released this week.

★★★★ THE PRIMITIVE AND THE PASSIONATE
Les Baxter and his Ork. **Reprise R 6048 (M); R 9-6048 (S)**—Exotic arrangements of a group of sophisticated tunes composed by Les Baxter make this album of more than usual interest. The Baxter ork performs the tunes with care, sparked by the

stylish use of instruments, and unusual and ear-catching sounds. Of the eight songs in the set by Baxter, "Bird of Paradise," "Fiesta Brava" and "Manchurian Melody" stand out, and they should help the LP grab a lot of air exposure. One of the four new Reprise "sound special" albums.

★★★★ BOSSA NOVA
Barney Kessel Plus His Band. **Reprise R 6049 (M); R 9-6049 (S)**—Barney Kessel's interpretation of Bossa Nova is a new treatment of something traditional and what he is trying to do on this big band date is to update the sound of his big band so that it is fresh and new. Tackling a flock of standards, he, Bob Florene and Chuck Sagle have come up with appealing new and rhythmic arrangements of such tunes as "Love for Sale," "They Can't Take That Away From Me" and "Heartaches." Infectious, swinging sides could help this set grab sales.

★★★★ JOHNNY BURNETTE ROSES ARE RED
Liberty LRP 3255 (M); LST 7255 (S)—Johnny Burnette turns in a fine group of performances here on a group of his recent singles outing ("Clown Shoes," "Girls" and "I've Got a Lot of Things to Do") along with some newly recorded items like "Lonesome Waters," "The Way I Am," and the title song. It's difficult to see why a title tune, so strongly identified with another artist was used here, since it can only play down Burnette's own importance. However, the chanter's singing efforts are as good as ever, and his fans will like the package.

★★★★ SOLOMON BURKE
Apollo ALP 498—Although this is old Solomon Burke material, it can generate some interest. The singing is comparable to his present efforts, but the background arrangements are, of course, very much dated. However, r.&b. oriented stores will find it a worthwhile addition to stock. Selections are varied in tempo and mood and include such titles as "No Man Walks Alone," "You Are My One Love," "Don't Cry," etc. Good wax for the faithful.

★★★★ PAUL LAVALLE AND THE BAND OF AMERICA MARCH FROM BROADWAY TO HOLLYWOOD
MGM E 4061—This group has a reputation dating back to the great days of the radio era, and fans will welcome this exciting new disk edition of the group, recorded under MGM's new super-audio "21 Channel" banner. The band selects a flock of the better-known hits from Broadway shows and hit movies, and plays them in martial arrangements, which bring out the full tonal color of a big marching band complement. Selections include "76 Trombones," "Moon River," "Never on Sunday," etc. Some sound a bit odd played in march tempo, but the sound quality is excellent.

★★★★ LAND OF ENCHANTMENT HAWAII
Ork and Chorus Directed by Jack DeMello. **Reprise R 6042 (M); R 9-6042 (S)**—Hawaiian material continues a popular commodity with a number of dealers, and in that market segment, this album with a different touch can have its special appeal. The treatments employ chorus and strings rather than the more expected ukuleles and steel guitars, and many of the numbers are not done in strict rhythm, but rather, in a more concertized setting. The songs, too, are of a more authentic and somewhat less familiar caste. Titles include "Pua Mana," "Makalapua," "Waipio" and the better-known "Hawaiian Wedding Song."

★★★★ JOHNNY SMITH
Roost LP 2248—One of the true guitar

virtuosos is heard in a program of solos which can draw plenty of pop as well as jazz interest and which figures as a natural for good mood programming. An unusually appealing selection includes "My Romance," "Little Girl Blue," "Black Is the Color," "Funny Valentine" and "Old Folks." Handsome stuff.

★★★★ BALLADS AND BLUES
Richard Maltby and his Ork. **Roulette R 25178 (M); SR 25178 (S)**—Carrying out the theme of the LP's title, Maltby devotes one side of this album to ballads and the other to blues. The ballads are handsomely and simply done, with "Maria" and "Theme From Exodus" two of the better offerings. Reeds and brasses are featured on both sides of the set, with some unusual effects with chimes on "Rock-a-Bell Blues." "St. Louis Blues" is another fine track. Album should make strong better music programming fare and good adult dancing material.

★★★★ GREAT LOVE THEMES
Dick Leibert. **Reprise R 6037 (M); R 9-6037 (S)**—Organ buffs will go for this set featuring Dick Leibert at the console of the Mighty Radio City Music Hall Wurliitzer. The themes are all familiar, and are almost all adapted from classical works. "Full Moon and Empty Arms," "Our Love" and "Till the End of Time" are typical.

★★★★ VOICES IN RHYTHM
Les Baxter, His Ork and Chorus. **Reprise R 6036 (M); R 9-6036 (S)**—Fine better music programming fare on this LP. The album showcases Les Baxter's voices and ork singing and playing a variety of standards. The rhythm is in a medium groove through most of the set and there's just a hint of Latin and rock in the beat which adds a bit more spice than might usually be found in such a set. "Pennies From Heaven," "It's Only a Paper Moon," "I Never Knew" and "Linger Awhile" are some of the better tracks.

★★★★ MEMORIES OF NEW ORLEANS
Mr. Acker Bilk and his Paramount Jazz Band. **Ascot AM 13006 (M); AS 16006 (S)**—Here is a different Acker Bilk than most Stateside listeners are used to hearing. This is strictly old-style Dixie, complete with tuba, banjo and such trappings, as opposed to the super-slick clarinet treatment with modern strings which was heard on his smash hit, "Stranger on the Shore" on another label. Fans of the trad sound of the likes of Kenny Ball and the Temperance Seven from Britain may well enjoy these tracks, which include "Careless Love," "Darkness on the Delta," "St. Phillip Street Breakdown" and others.

LOW-PRICED POPULAR

★★★★ MUSIC FOR THE QUIET HOUR
Jan August. **Mercury Wing MGW 12129 (M); SRW 16129 (S)**—Here are 10 old Mercury tracks repackaged and reprocessed for stereo featuring the cocktail-styled pianoing of Jan August with a rhythm accompaniment. It's music for the quiet hour or perhaps for the cocktail period, as August plays such moody items as "Mistrolu," "Intermezzo," "September Song" and "It's D'Lovely" in addition to Liszt's "Second Hungarian Rhapsody." Could account for some budget sales.

★★★★ EDDIE HEYWOOD
Mercury Wing **MGW 12137 (M); SRW 16137 (S)**—Eddie Heywood had a hit some years back with his single version of "Soft Summer Breeze," and that rendition and nine others, featuring the listenable piano man, are offered here. Working with rhythm section only, Heywood performs such pleasing items as "Young at Heart," "Tenderly," "Love Me or Leave Me," and five tunes in addition to "Soft Summer Breeze," which also stemmed from Heywood's own efforts. The tracks, incidentally, have been reprocessed for stereo.

★★★★ EVERYTHING'S SHAKIN'
Sil Austin and his Ork. **Mercury Wing MGW 12227 (M); SRW 16227 (S)**—This low price set should interest both teens and adults. It spotlights the Austin combo on such rocking items as "Everything's Shakin'," "Fall Out," "Late Show" and "I'm Back." Call it rock and roll, r.&b., or pop, the set shows off solid sax work by Austin and exciting support by the combo.

★★★★ THE SOUND OF MUSIC
Richard Hayman and his Ork. **Mercury MGW 12228 (M); SRW 16228 (S)**—With "The Sound of Music" still doing well on Broadway, this low price version of the show's charming music could pick up a lot of sales. It contains 10 of the best songs from the show, with Hayman's harmonica taking the place of the lyrics on this pretty instrumental set. Good value for the price, attractively packaged.

★★★ MODERATE SALES POTENTIAL

★★★ MORE OF OTHER WORLDS, OTHER SOUNDS
Esquivel. **Reprise R 6046 (M); R 9-6046 (S)**

★★★ THE PAUL SMITH QUARTET PLAYS THE MUSIC MAN AND OTHER MOTION PICTURE HITS
MGM E 4065 (M); SE 4065 (S)

★★★ TRUMPET EXODUS
Don Goldie and Ork. **Verve V 8475 (M); V 6-8475 (S)**

★★★ GILBERT AND SULLIVAN: SAND GILBERT
Pick String People. **Parlay LP 1028-1029**

LOW-PRICED POPULAR

★★★ DICK CONTINO AND HIS ACCORDION
Mercury Wing **MGW 12122 (M); SRW 16122 (S)**

JAZZ LP'S

★★★ STRONG SALES POTENTIAL

★★★★ JAZZ POPS
Neal Hefti and his Jazz Pops Ork. **Reprise R 6039 (M); R 9-6039 (S)**—Neal Hefti and his ork, consisting of top West Coast jazzmen, do a fine job with a flock of well-known jazz and pop standards. These range from "Exodus" and "Like Young," to "Cute" and "Moanin'." The performances are solid and the big band has a lot to say on the tunes. Strong solos by the Candoli brothers, Shelley Manne, Al McKibbon and Larry Bunker help spark the side. Good jazz-pop wax.

★★★★ THAT SWING THING!
Terry Gibbs Quartet. **Verve V 8447 (M); V 6-8447 (S)**—This album, recorded live at Shelley's Mannehole, in Los Angeles, shows off some lightly swinging jazz by the Terry Gibbs group. Combo breaks no new ground, but each member plays with gusto, including Gibbs, Pat Moran on piano, Jimmy Bond on bass and Gary Frommer on drums. Tunes include "Moanin'," "Stella by Starlight" and "Let My People Blow."

★★★★ BOSSA NOVA
Shorty Rogers and his Giants. **Reprise R 6050 (M); R 9-6050 (S)**—This is a very interesting album by Shorty Rogers and his Giants. Bossa Nova mean in Latin America, "something new" and what is new here is

the combination of the Brazilian samba and jazz to create the Bossa Nova Samba. The Bossa Nova rhythm is carried by finger-style guitar, while Rogers, Bud Shank and the rest of the crew play the sambas in lightly swinging jazz style. Attractive tunes include "Lorito's Samba," "Melancholy Samba" and "One Note Samba." Catchy and infectious sides could interest both jazz and Latin-American fans.

★★★★ TIME FOR TWO
Anita O'Day and Cal Tjader. **Verve V 8472 (M); V 6-8472 (S)**—Fine teaming between vibes man Tjader and singer O'Day on this set. The album swings nicely and has a number of ballad highlights. Tjader kicks in with some strong instrumental choruses and his combo accompanies in high style whether playing straight or Latin time. The material is a bit out of the ordinary for both artists, ranging from standards to seldom heard tunes. "Just in Time," "Your Red Wagon," "Mr. Sandman" and "I'm Not Supposed to Be Blue Blues," are interesting tracks.

★★★★ MIST OF THE ORIENT
Sam (The Man) Taylor. **MGM E 4066 (M); SE 4066 (S)**—The tenor sax man with the big sound is back playing a variety of material recorded in Japan. The LP contains a number of Japanese songs and a wide-ranging group of standards. He is accompanied by a large string ork and organ and piano on some tracks. The music is lush, with the healthy tenor sound nicely placed in the arrangements. "Hokkiki," "Tara's Theme," "Danny Boy" and "Red Sails in the Sunset," come off as some of the better tracks.

★★★★ SERMONETTE
Billie Poole. **Riverside RLP 425 (M); RLP 9425 (S)**—This young lady is making her recording debut with this LP. Miss Poole possesses a large voice that has power and impact. She still has some things to learn about phrasing and lyrics, however, especially on standards. The lass does her

(Continued on page 36)

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Reviews of New Albums

Continued from page 35

best work on the blues and gospel-touched tunes. "Drown in My Own Tears" and "Young Woman's Blues" are two of the better tracks of this type.

★★★★ SOFTLY ... BUT WITH THAT FEELING

Herb Ellis. Verve V 8448 (M); V 6-8448 (S)—Guitarist Herb Ellis turns in another fine album performance on this LP, making with some mighty pleasing light swing and a variety of tempos. He is assisted on the set by Ronnie Zito, drums; Vic Feldman, vibes and piano, and Leroy Vinnegar, bass. The album features the guitarist playing standards and originals, with "One Note

Samba," "Jim's Blues" and "John Brown's Body" among the better tracks.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

POLKA

★★★★ ZIMA FAVORITES
Eddie Zima. Jay Jay LP 1045—Eddie Zima

takes the lead with his accordion on this assortment of popular polkas and waltzes. The Chicagoland favorites play such ditties as "Happy George," "Godfather's Polka," "Picnic Days Polka" and "Zima's Waltz." All but two of the dozen items are from the pen of Zima himself, a fact which should please his many fans.

★★★★ W.J.R.T. T.V. ALL-TIME POLKAS

Michigan Dutchmen. Jay Jay LP 1045—The Michigan Dutchmen give a sampling here of their usual offerings heard on WJRT-TV. The band features a trombone, tuba, and saxes with the regular rhythm section, on a dozen items equally divided between waltzes and polkas. The band, under the direction of John Cheek, has a lot of drive and excitement on selections like "Laughing Trombone Polka" and "We Left Our Wives at Home Waltz."

CHILDREN'S

★★★★ LET'S ALL SING LIKE THE BIRDIES SING

Mitch Miller. Golden LP 83—Erstwhile Golden music director, Mitch Miller, is featured here in a kiddie adaptation of the Miller adult sing-along success formula. This is a compilation of all-time favorite Golden disk items into one solid album buy. Included are the title tune, "Doggie in the Window," "Me and My Teddy Bear," "Little Shoemaker," "Gandy Dancers' Ball," and many others, all selected for maximum appeal.

★★★★ GOLDEN TREASURY OF NURSERY RHYMES

The Sandpipers and the Golden Ork. Golden LP 82—Here's the whole Sandpiper mixed chorus crew singing a vast number (40 in all) of famous nursery rhymes. All are done in sprightly tempo and arrangements specially turned out to appeal to the young. The ageless material includes "Daffy Down Dilly," "I Saw Three Ships," "There

Was a Crooked Man," "Tweedledum and Tweedledee" and many others. Enough here to more than match the average tot's span of attention.

★★★★ NURSERY FAVORITES

Golden Ork and Chorus. Golden EP 693—A real bargain, with seven rhyme tunes all packed onto one 49-cent disk. A mixed chorus and ork under the baton of Jim Timmens, offers "Mary Had a Little Lamb," "Peter Piper," "Little Boy Blue," "Oh Dear What Can the Matter Be," etc.

★★★★ THE BEST OF HANNA-BARBERA

Golden EP 692—A mixed vocal group here pays tribute to some of the heroes of the various Hanna-Barbera TV properties. Saluted in their turns are such characters—familiar to all kiddies—as Top Cat, Wally Gator, Dumm Dum, Touche Turtle, Hardy Har Har and Lippy. Cute stuff, though it lacks the punch of the actual voices of the animal personalities. One of Golden's 49-cent "three-for-one" values.

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FOLK

★★★★ MAKE WAY FOR THE RAMBLERS THREE

MGM E 4072 (M); SE 4072 (S)—These young folk singers have a fine package here. The set is nicely paced with soft ballad numbers balanced by rousing, banjo-strumming tunes. The boys also have taken some time with the arrangement of their music with the added, light triangle effects in "Night Winds" and "Della" making those tracks particularly effective. Other fine tunes are "Cumbalgha," "Aunt Rhodie" and "This Land Is Your Land."

★★★★ ALMOST AUTHENTIC FOLK SONGS

Dolan Ellis and the Inn Group. Reprise R 6038 (M); R 9-6038 (S)—A charming collection of 12 original folk tunes that show the wit and the satiric abilities of the artists. The music is done in a variety of styles—back country, Caribbean, baroque and just plain old commercial folk. Listeners should find much fun in these tracks. "Solitaire," "Sir Richard," "Sick in De Stomach" and "Joe Bean" are some of the funny tracks.

POLKA

★★★★ THE MICHIGAN DUTCHMEN GO BOHEMIAN

Jay Jay LP 1042—The Michigan Dutchmen have another fine set for their polka belt fans here. The set has zing and provides a plentiful helping of bright dance tunes that should spark a good many hops. The set is composed of instrumentals and mixes the fast-stepping polkas with a variety of waltzes.

★★★★ POLISH SING-A-LONG NO. 1

LPI Wally. Jay Jay LP 1947—A bright album that should appeal to polka fans, especially in the Midwest. The songs are in Polish. The album was recorded live, at Chicago's Carousel Halls, which adds to the excitement. A set that will sell steadily to polka fans.

★★★★ POLISH HOUSE PARTY—SPIEW POKSKE NA ZABAWE

Big Walter Solek and his Ork. Reprise R 6044 (M); R 9-6044 (S)—This is an exciting polka album by the Walter Solek ork, and it could, if exposed, turn into a steady seller in the market. Many of the songs are well known to polka fans, others have a chance to become so. The polkas, waltzes and obereks, played and sung in bright, happy-go-lucky fashion, should help get the dancing started at many Polish parties in the East, in areas like New York, Connecticut and Pennsylvania.

LATIN AMERICAN

★★★★ EL REY BRAVO

Tito Puente. Tico LP 1086—Tito Puente and his ork have turned out another exciting album for the Latin American trade. It has vitality and gusto and the orchestra plays each tune with sparkle. The songs include such foot-tappers as "Batacumba," ("Brazilian Beat"), "Oye Como Va," ("Listen How It Goes") and "Africa Habala." A stylish set for the market.

COUNTRY & WESTERN

★★★★ LONESOME COUNTRY SONGS

Billy Byrd. Reprise R 6040 (M); R 9-6040 (S)—Billy Byrd is perhaps best known for his sideman chores on many of Ernest Tubbs' record dates, on which he's been heard as featured guitarist. Here, he gets a chance to shine by himself, as he plays a flock of memorable recent country hits (and a few not so recent), including "Four Walls," "Born to Lose," "Oh Lonesome Me," "You Win Again," etc. Byrd's guitar

LP REVIEW POLICY

All albums received by Billboard Music Week are listened to and reviewed by the BWV Reviewing Panel. LP's 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 albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales potential. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are published for these.

THREE-STAR albums, having moderate sales potential, are listed thereafter; these frequently will be of particular interest to dealers with specialized clientele. Other LP's with limited sales potential are listed following the Three-Star albums.

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

All LP's 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.

is neatly surrounded with well-arranged vocals and a good rhythm combo. A fine, listenable program with almost as much pop as country appeal. It can easily sell in both markets.

INTERNATIONAL

★★★★ SING ALONG IN GREEK

Sebastos Venetoulls and his Corinthian Chorus. Reprise R 6043 (M); R 9-6043 (S)—Some fine singing and playing on this Greek album. The cast of characters includes a Greek chorus and some fine stringed instrument playing. The tunes are handled with simplicity which should add to the consumer interest in this block of the market. A sheet containing words is also enclosed in the package.

BLUES

★★★★ JUMPIN' THE BLUES

Joe Turner. Arhoolie R 2004—This LP should appeal to the jazz fan as much as they appeal to the blues collector. The sides were originally issued in 1948 and 1949 on the Swing Time label and they feature some standout blues singing by

Columbia Deals

Continued from page 5

nett to Guy Mitchell and Johnnie Ray.

The record of talent moving from a smaller label to a bigger one is inconclusive. Though some succeed many don't, and their success or failure is usually a credit or a bane to the company involved.

Ray Charles, going from Atlantic to ABC-Paramount, has developed into one of the top artists of the era. Hot as he was on Atlantic, he has become even hotter on ABC-Paramount. There is no need, of course, to relate Victor's success with Presley. At the same time, many artists have gone from a small label to a big one and not done well at all.

Many jazz names have traveled the route from small to large firms over recent years, like Dave Brubeck or Miles Davis. Recently Blue Note loaned out Jimmy Smith to Verve for an album, and Smith was just as hot for Verve as he has been for Blue Note.

Echoes of NARA

Continued from page 5

monthly newsletter carrying the word of other members.

Investigation leading to establishment of a pension and welfare plan on behalf of members, and to achieve greater job security for deejays.

Securing of adequate legal advice and counsel for NARA.

Provision for the executive committee with power to act on problems on behalf of the organization, between conventions.

Hollywood, Calif. was selected as the site for next year's convention, with the dates set for August 22-25, 1963.

Talk With Mitch

Continued from page 5

Hank Williams as well as many other country hits.)

Keep It Simple

"The fact that so many sessions held in Nashville do not use written arrangements helps country records sell well," he said. "When musicians don't use written arrangements they have much less chance to become popular because of this, and country writers stay in this catchy groove. Country a.&r. men have added a lot of pop-style production to their records, with strings and choruses, making the records sound fuller and richer. It's this production that helps country records sell to a large pop audience."

Turner and strong work at the piano by Pete Johnson. The tracks are collector's specials including "Trouble Blues," "Rocket Boogie 88" (Parts I & II), "Old Piney Brown's Gone" and "Wine-O-Baby Boogie." Jazz fans will be interested to know that the Farmer Brothers, Art and Addison, appear on some of the tracks.

★★★ MODERATE SALES POTENTIAL

FOLK

★★★★ TRAVIS ON HIS OWN

Travis Edmonson. Reprise R 6035 (M); R 9-6035 (S)

INTERNATIONAL

★★★ HOLIDAY WITH NEW GLARUS
Various Artists. Cuca K 2000

BLUES

★★★ ALEX MOORE
Arhoolie F 1008

RELIGIOUS

★★★ I KNOW A NAME
Ronnie Avalone. Word W 3145



going to Milwaukee?

the "downtown" location for businessmen, group meetings, or vacationists is at Michigan St. at Plankinton. Only downtown hotel with air-cond. guest rooms.

- Family rates • 3 fine restaurants • AAA recommended
- garage and parking lot adjacent
- close to the Stadium & Public Auditorium
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Rates from \$6.50

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James J. Stack, Gen. Mgr.



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America's Largest and Oldest

ONE-STOP RECORD SERVICE!

45 RPM 60c

ALL LP'S--REGULAR DISTRIBUTOR

WHOLESALE--NOTHING OVER

SAME DAY SERVICE

The MUSICAL SALES COMPANY

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RECORD PROCESSING AND PRESSING

45 R.P.M.—33 1/3 R.P.M., any quantities. Complete Record Service. Includes Labels—Processing—Masters. Send your tape—we do the rest!

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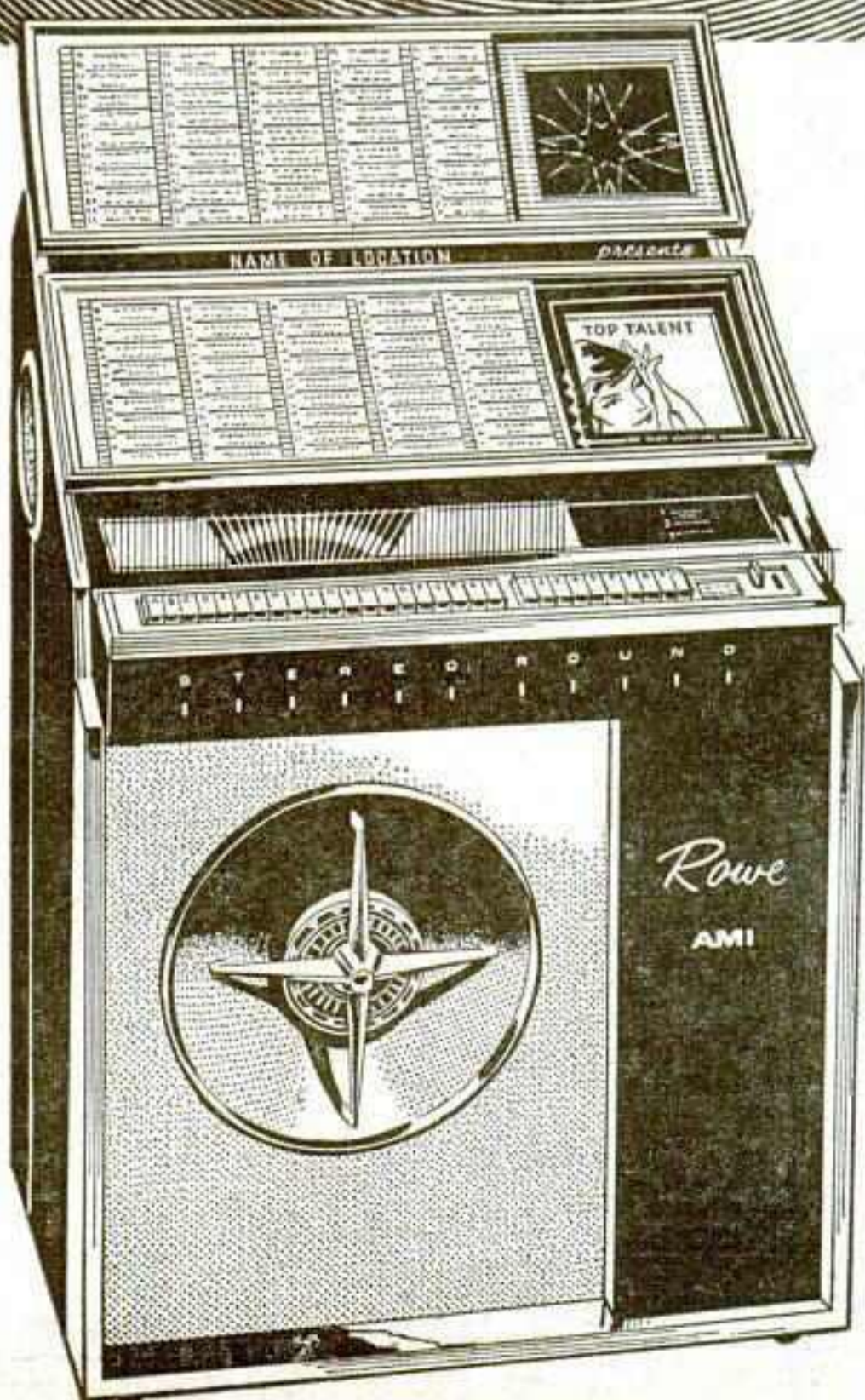
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POLYMAX PRESSINGS ADD A NEW SOUND DIMENSION

You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static. CREATED BY RESEARCH CRAFT CORPORATION 1011 NO. FULLER AVENUE LOS ANGELES 46, CALIF.



THE "THREE-IN-ONE" PHONOGRAPH WITH TOP TALENT TUNES IN STEREO ROUND

Whether you program 100, 160 or 200 selections, the new Rowe AMI builds play for you with exclusive Top Talent Tunes in true Stereo Round.* Album display panel actually draws people to the phonograph; stimulates play. Featured artist title strips are placed next to display album for fast programming.

Only the new Rowe AMI gives you so many sales-building features: Maximum appeal in moving color and design. New location identification. New keyboard. New record indicator. New changer mechanism. Front access for fast, easy operating convenience.

See the outstanding Rowe AMI at your distributor's today.

ROWE AC SERVICES
DIVISION OF AUTOMATIC CANTEEN COMPANY OF AMERICA
18 S. Michigan Ave., Chicago 3, Illinois

NEW Rowe AMI
PHONOGRAPHS

*Pat. pending

Coin Machine Exports

May, 1962

Country	New		Used		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	—	—	49	\$ 37,333	1,123	\$ 385,230	1,172	\$ 422,563
Belgium	187	\$139,396	278	70,693	546	111,145	1,011	321,234
West Germany	405	249,908	45	16,240	205	54,202	655	320,350
Canada	234	207,868	83	6,775	601	87,884	918	302,527
United Kingdom	—	—	53	28,869	577	166,564	630	195,433
Sweden	—	—	10	8,180	1,408	73,415	1,418	81,595
Switzerland	55	42,658	—	—	50	14,029	105	56,687
Italy	61	48,169	—	—	18	3,700	79	51,869
Australia	51	34,204	10	2,435	57	11,387	118	48,026
Japan	15	11,037	16	4,350	112	32,494	143	47,881
Nan Islands	—	—	72	36,099	7	3,000	79	39,099
Venezuela	—	—	—	—	115	32,215	115	32,215
Finland	—	—	9	1,800	46	25,510	55	27,310
Chile	25	20,198	—	—	28	5,861	53	26,059
Ethiopia	—	—	—	—	250	24,725	250	24,725
Netherlands	—	—	11	2,095	54	20,955	65	23,050
Bahamas	2	1,451	3	1,425	127	19,080	132	21,956
Other Countries	72	58,824	161	48,708	505	58,394	738	165,926
Totals	1,107	\$813,713	800	\$265,002	5,829	\$1,129,790	7,736	\$2,208,505

**Figures Confirm European Trend:
Make Own Phonos, Buy U. S. Games**

By AARON STERNFIELD

NEW YORK—United States exports of juke boxes and coin games for May rose slightly as compared with the preceding month, according to figures released this week by the U. S. Department of Commerce. Some 7,736 pieces valued at \$2,208,505 were shipped out of the country during the month, compared with 6,048 pieces valued at \$2,108,001 for April.

For the second time in three months, France was the biggest purchaser of U. S. equipment, with games accounting for most of the total.

The French bought 1,123 games valued at \$385,230. Total French purchases amounted to \$422,563. Not a single new juke box and only 49 used ones were shipped to France during the month.

Manufacturing Trend

The May figures emphasize the current manufacturing trend in Europe—self-sufficiency in music machines and virtual complete dependence on the United States for games.

With U. S. juke box manufacturers setting up overseas licensees, and with the Germans, French, Dutch and Belgians turning out low-cost phonographs, the European operator can get excellent values within the Common Market.

On games, of course, the Americans remain unchallenged. Even in the United Kingdom, where fruit machines are legal in many locations, some 577 units valued at \$166,564 were shipped during May. In the same period, the British bought no new U. S. juke boxes and only 53 used ones.

Oddly enough, West Germany, the major juke box producer on the Continent, remains the major buyer of new U. S. phonographs. In May the Germans bought 405 new music machines valued at \$249,908, nearly twice the amount of the next country.

U. S. Quality

While the low-priced domestic models will do the job on most German locations, the top stops take new U. S. machines. The Europeans can

(Continued on page 47)

**Substantial Federal Road Blocks Bar Operators
From Small Business Loans, But Mfrs. Entitled**

CHICAGO—A coin machine operator seeking a loan from the Small Business Administration would be wasting his time.

Not so the manufacturer of such equipment.

In turning down the hard-pressed operator, officials in SBA's Seventh Federal Reserve District offices in Chicago would point to an apparently immovable rule: "Loans will

not be granted if the purpose of the loan is to finance the construction, acquisition, conversion, or operation of recreational or amusement facilities, unless the facilities contribute to the health or general well-being of the public."

Location Loans

Nor does the SBA help to solve the operator-to-location loan problem in imposing this Chinese Wall

of an obstacle against the needs of the operator's principal customers: "Loans will not be granted if a substantial portion (50 per cent or more) of the gross income of the applicant is derived from the sale of alcoholic beverages."

An SBA official here added: "One major objection to the granting of loans to coin machine oper-

(Continued on page 43)

**EUROPEAN
NEWS BRIEFS**

We'll Ship Phonos Soon, Reds Say

COPENHAGEN—The Soviet trade mission here reports that Russia expects to put the first Soviet-produced juke box, the Radoct (Joy), into production this autumn. It is a 40-selection box, designed as an all-purpose compact—for either wall or floor placement. The Radoct is mentioned on a list of new products soon to be available for export to Western countries. However, Soviet trade officials here could give no firm date for export shipments of Russia's first phonograph. They said firm export arrangements would depend upon demand for the box. Trade sources here believe it will be several years before the Soviets attempt any large-scale export trade in phonographs, primarily because of competition from Western boxes, but also because there is a huge potential phonograph market within the Communist world.

Ops' Prestige Way Up in France

PARIS—There are now 1600 phonograph operators in France, and a trade survey shows that the big majority feel the operator's status in French society is at an all-time high. Of 300 operators polled, 72 per cent said they felt "more respected by fellow citizens than at any other time." Only 12 per cent professed to feel "more rejected." The remainder either detected no change or "are not interested in what people think of my business." The poll indicated that the French operator is more status conscious than ever before, 65 per cent saying they thought it important to be respected in the community against only 45 per cent two years ago.

Don't Tip the Juke Box Man!

BELGRADE—Yugoslavia's Tourist Association is requesting foreign visitors to refrain from tipping proprietors at juke box locations. Many of Yugoslavia's juke boxes do not have coin slots, but are operated simply by paying the location staff, including tips for selecting tunes. Tipping of juke box attendants has now run afoul of the Yugoslavia Tourist Association's anti-tipping campaign. Yugoslavia has urged other member nations of the International Union of Official Tourist Organizations (UIOOT) to follow its lead. At a recent gathering of tourism officials the Yugoslav representative recommended that tipping be condemned "as an inhuman form of remuneration." Juke box attendants who accept tips were assailed by the tourist organization as "debasement of an otherwise respectable occupation."

Sausage, Beer and Polkas

MUNICH—Bavarian sausage stands report that installation of remote selection phonograph units has provided "tremendous stimulation" for their business. The sausage stand formula calls for restricting programming to drinking-type music, traditional favorites as the "Beer Barrel Polka," "In Muenchen Steht ein Hofbraeuhaus" and "I Lost My Heart in Heidelberg."

Red Wall Tourists Lush Market

WEST BERLIN—The Communist wall has prompted a 360-degree spin on the part of West Berlin juke box operators. After the wall went up a year ago, operators' business declined rapidly. There was a general withdrawal of machines from the wall, since the East Berliners who in pre-wall days patronized them were walled inside East Berlin. However, there has been a

(Continued on page 45)

Europe to Hit U. S. With Film Juke Boxes

By OMER ANDERSON

ANTWERP—European producers are preparing to mount a full-scale sales invasion of the U. S. juke box market with four different versions of coin-operated cinema centers—film juke boxes.

European trade sources predict that the film centers will revolutionize American phonograph operation, even as they already are beginning to do on the Continent.

The four machines operate on the same basic principle of projecting film—in sound and color—instead of playing disks. They offer a choice of from 18 to 40 selections. The machines combine the advantages of the phonograph and television, and they permit the operator and locations to develop a new source of income supplementing collections: advertising.

Continental cinema center operators are feeling their way with the sale of advertising trailers, but the consensus holds that the advertising sale potential of the coin film machines is "tremendous."

Machines being primed for high-voltage promotion in the U. S. are:

Cinebox, an Italian-developed machine also manufac-

tured in France under license. Cinebox has stolen a march on its rivals, Don Twomey Associates, Inc., of New York, already having started promotion of the machine in the U. S. as American distributor.

Scopitone, a French machine manufactured by Compagnie d'Applications Mecaniques a l'Electronique au Cinema et a l'Atomistique (C.A.M.E.C.A.). The AMI distributor in West Germany, Helmut Rehbock, has been awarded the German Scopitone distributorship, but the company has made no announcement as yet concerning its U. S. distributor arrangements.

Telebox Caravelle, produced by the C.I.F.A. Company of Paris.

The Selectophone, which shows film slides instead of strip film. The Selectophone is the invention of the A. Verriest Company of Brussels, Belgian agent for the Pye electronics company of Britain.

Sales Rights

Scopitone, Caravelle and Selectophone are negotiating American sales rights, but are keeping progress of the negotiations confidential until their respective U. S. campaigns are ready for launching.

Their reticence about specifics does not prevent executives of the four companies from expatiating grandly on potentialities of the American market for film juke boxes.

Cinebox and Scopitone are winning large Continental audiences rapidly. Caravelle started late but is doing well. Selectophone, which is pioneering the "in-between" (cinema center and juke box) field, is almost brand-new.

Cinebox offers 40 selections, Scopitone 36, Caravelle 28 and Selectophone 18 slides. The film is all 16-mm. sound and color, and consists primarily of musicals. Scopitone is experimenting with the excerpting of material direct from hit musicals.

Programming

However, programming is entirely flexible, and Cinebox is emphasizing "spectaculars," films of sensational and exciting events with mass appeal. Selectophone at present is concentrating on original, movie-house-type advertising trailers synchronized with phonograph disks.

Continental locations claim fantastic results from all four machines. Paris bars with Scopitone, for example, report receipts have zoomed as much as 50 per cent.

Oversize Machines Reduce Service Calls

DENVER—A simple, but highly effective means of cutting down on the number of service calls which need to be made each month is changing to oversize machines which can accommodate 2,500 balls

of gum, according to Lou Malone, owner of Kap's Vending Company, Denver.

Malone, who bought a 1,000-location route from a retiring Denver operator several years ago, in-

herited all of the problems which come with a huge variety of machines, many of them no longer manufactured.

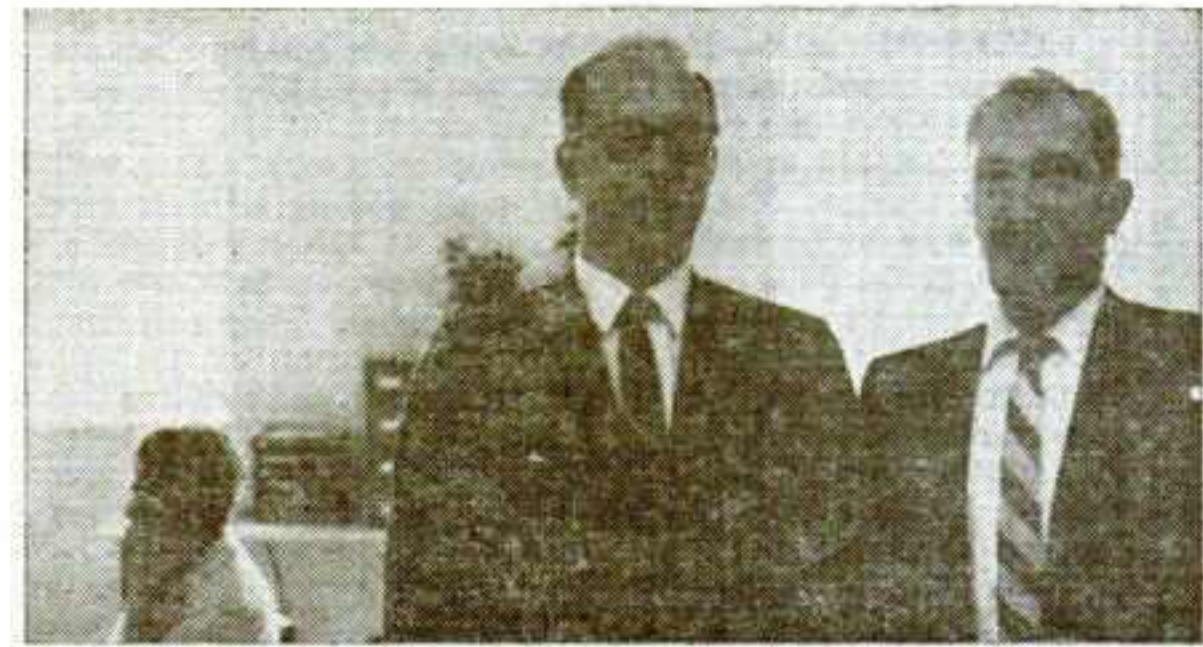
As Colorado's largest operator, he needed plenty of time to work on balky, old machines which often required making replacement parts by hand. Thus, anything which cuts down on the number of service calls required at any location is money in the bank for the Colorado operator.

Malone's highest-volume stop is Skaggs Drug Store in the Lakeside Shopping Center, a Denver suburb, which shows the highest traffic of any shopping center in the city.

Here Malone uses seven machines to display varmint in two heads, rings and charms in two machines, capsules in one 5-cent machine, ball gum and charm mix in another, and straight ball gum in an oversize unit which holds 2,500 balls of gum, amounting to about 18 pounds.

Since it is the ball gum, featured in the center of the bottom row, which pulls most traffic to the bulk-vending stand, Malone wants to make sure that whenever a customer with a sweet taste spots the

(Continued on page 41)



BOB GUGGENHEIM, LEFT, AND FRED LOEWES greet guests at the open house of Karl Guggenheim, Inc., last week. The firm moved into its new 7,400-square-foot building in Jamaica, N. Y., as operators and distributors throughout the metropolitan area inspected the new facilities of the charm manufacturing firm.



PAUSING FOR REFRESHMENT are, left to right, Irv Shilsky, Moe Mandell, Ed Flanagan and Art Bianco.



GUESTS SEEM RELAXED at the Guggenheim open house, with most of the day devoted to small talk and conviviality.

**MANDELL GUARANTEED
USED MACHINES**

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 18-Col. 1¢ Tab Gum Machine	18.00
N.W. Model #33, 1¢ Porc. Con.	
verted for 100 ct. B. G.	4.50
Silver King 1¢ B.G. or Mde.	8.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Model #33 Peanut, 1¢	4.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.64
Pistachio Nuts, Jumbo Queen, White	.57
Pistachio Nuts, Large Tulip	.42
Pistachio Nuts, Vendor's Mix	.55
Pistachio Nuts, Shell, Red	.50
Cashew, Whole	.65
Cashew, Butts	.40
Peanuts, Jumbo	.45
Spanish	.35
Mixed Nuts	.57
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's	.47

**Northwestern
MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

**IMMEDIATE DELIVERY
on the New
Northwestern
GOLDEN 60**

This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

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

STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN
SALES AND SERVICE CO.**

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

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
3-Column Card Machine, A-1, Used 27.50
"Papco" Original Bugs, \$25 to \$36 per M—Immediate Delivery

**MARK
DIST. CO.**

219 MONROE ST.
PASSAIC, N. J.

**Northwestern
MODEL 60**

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

**Northwestern
CORPORATION**

2921 Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

**Say You Saw It in
Billboard Music Week**

**Imitated But Never Duplicated!
GIANT SCARE 'EMS**

Going Stronger Than Ever!

Series consists of 16 assorted SCARE 'EMS, including SHRUNKEN HEAD, LARGE CENTIPEDE, TEXAS FLY, GIANT BEETLE, TERMITE, WATER DOG, SCORPION, SNAKE, EEL, etc., etc. Available in black and fluorescent colors for that real effect.

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

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

**AMCO
SANITARY
VENDOR**

The Finest for Vending Flat Pack Products

10c, 25c and 50c Operation

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

For Details and Prices Write, Wire, Phone Today.

J. SCHOENBACH

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

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PResident 2-2900

**NEW for 5¢
CAPSULE VENDING**

New-Wiggly
**FRIGHTNING
BUGS**

So Real-They Seem Alive!

Only \$25.00 per M in Capsules at your nearest dealer . . . or direct from

KARL GUGGENHEIM, INC.

159-07 Archer Avenue
P. O. Box 510, Jamaica 31, N. Y.

**The PROFIT is in 10¢
CAPSULE VENDING!**

FIRST THE WEIRDIES... NOW SHRUNKEN HEADS! . . . and more to follow!

MADE OF SOFT, BLACK, RUBBER-LIKE PLASTIC WITH TIE-ON LOOP.

PRICES { \$38.00/M CAPSULED
\$30.00/M BULK

Shrunken HEADS eerie, lifelike, a conversation piece

PLASTIC PROCESSES INC.
83 HANSE AVE., FREEPORT, N. Y.

**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

**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

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MEANS BUSINESS**

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Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

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2029 Prospect Ave. Cleveland 15, Ohio
Phone: TOver 1-6715

CASHEWS . . . CASHEWS

Finest Quality for Vending . . . Freshly Roasted

<p>VACUUM PACKED Packed in 5 Lb. Tins (6 to a Case)</p> <p>Cashews, Whole, 450 Ct. 66c per lb. Cashews, Butts 64c per lb. Cashews, Split 62c per lb.</p>	<p>Bulk Packed (30-Lb. Cartons)</p> <p>Cashews, Whole, 450 Ct. 62c per lb. Cashews, Butts 60c per lb. Cashew, Split 58c per lb.</p>
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Write for Charm and Merchandise List

KING & COMPANY
2700 W. LAKE STREET, CHICAGO 2, ILL. PHONE: KE 3-3302

JUMBO 5c ALL 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.

New concept of 5c all-charm vending. Especially designed large charms available only from Penny King. Machines will hold twice as many Jumbo Charms as regular capsules, thus doubling your profit.



**The
PENNY KING
Company**

2534 Mission Street, Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

**Penny-Nickel
ATLAS MASTER
Vendors**

Oversize Machines

• Continued from page 40

vending stand, there will always be some ball gum there.

By using a head which accommodates 2,500 balls of gum, Malone gets the traffic which will sell a lot of 10-cent varmint and capsules. Testing the king-size heads at several locations, Malone has found that he can often cut his service

J. SCHOENBACH

Distributor For
Oak Manufacturing Co., Inc.
715 LINCOLN PLACE, BROOKLYN 16, N. Y.
PResident 2-2900
PHONE or WRITE FOR PRICES

EPHY DOES IT AGAIN!

FROM THE LAND OF THE AMAZONS
Authentic replicas of NATIVE



Packed in Sealed Capsules,
\$42.00 per M.
FOB Jamaica, N. Y.
Available at our factory and
all our warehouses.


EPHY
CHARMS INC.
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The 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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THE MOST COMPLETE and FINEST LINE
of BULK VENDORS

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

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

PARKWAY MACHINE CORP.
715 Ensor St. Baltimore 2, Md.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

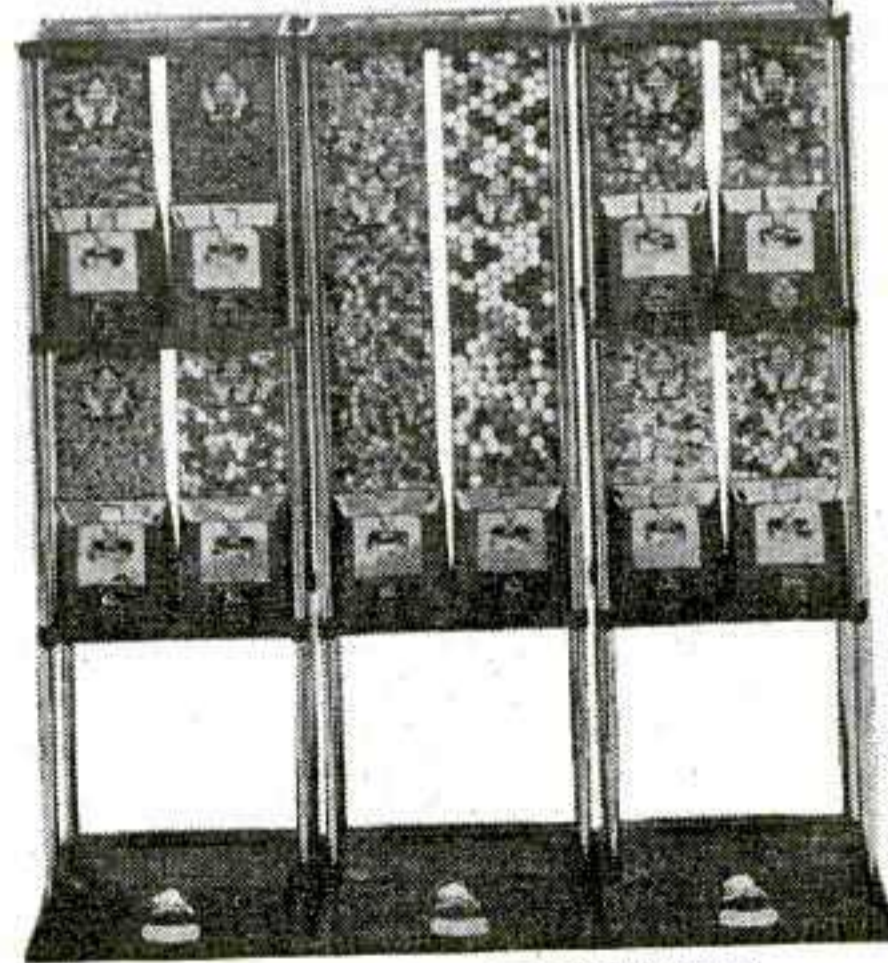


Fill in coupon, clip and mail to:
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Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.




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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

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.

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 _____

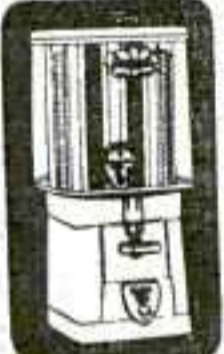
ADDRESS _____

CITY & STATE _____

"GOLD MINE"

Tab Gum Selector


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



"ACORN"

All Purpose Vendor


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



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MONEY Head Calls Juke Box Royalty Bill Monopoly Bid

NEW YORK—Albert S. Denver, president of the Music Operators of New York, this week charged that the formation of the Office of Performance Rights Trustees, to administer performance rights royalties on juke box play, would create a monopoly.

In a letter to Rep. Emanuel Celler, author of HR 12450 (a bill to remove the juke box exemption on performance royalties), Denver charged that the majority of authors and composers would prefer passage of a bill increasing mechanical royalties to a measure providing for performance royalties.

Noting Celler's activity against monopolies, Denver said: "I was therefore distressed and completely surprised when I noticed that Bill HR 12450 was introduced by you on behalf of the performance rights societies, the largest monopolies in the United States.

Consent Decrees

"It is common knowledge that these societies are operating under many consent decrees. It is also known that substantial royalties are only received by the motion picture industry, large publishers, and a select number of favored authors and composers. The great majority of the members of the performance rights societies receive little remuneration for their compositions.

"Over the years the income of



ALBERT S. DENVER

the societies has increased tremendously. However, the distribution of royalties has remained the same for those mentioned above. The majority of members still receive small royalties, if any. Due to the unfair and unknown method of distribution, chaos exists among its members."

Denver noted that the Copyright Law of 1909 provides for a mechanical royalty of 4 cents a record and he suggested that the authors and composers would prefer having this mechanical royalty increased

as against instituting a performance royalty.

Political Plum

He charged that the "Office of Performance Rights Trustees would be in reality the creation of another monopoly," and that "the position of a trustee would be a real plum given to a political constituent."

Denver said that this office would act as a collection agency for the performance rights societies, with the costs of management forced upon the small juke box operator.

He predicted that the passage of HR 12450 would reduce the number of juke boxes on location, result in decreased equipment and record sales, cut into the incomes of the operator and location owner alike, destroy the juke box industry as it exists today, and confiscate millions of dollars invested in new juke boxes.

Congressional Intent

Denver added: "Congress saw fit to protect expressly the phonograph operator from paying any tax, license or fee for performance rights, because they realized that the music operators were providing the greater majority of the public with good and inexpensive entertainment. Congress also realized at that time that the enactment of the Copyright Act would increase the sale of records, thereby increasing the income to the composer or author. Congress intended and wanted to keep it that way."

He concluded that the bill is unfair and unworkable and would be fatal to the music machine industry.

Call Horoscope Machine Card Gaming Device

WASHINGTON—While a conference committee of senators and representatives struggles to find a meeting date to iron out differences on the Eastland anti-gambling devices bill, Internal Revenue has ruled coin-operated horoscope machines to be "gaming" devices when they provide cash awards to winners.

IRS emphasizes that the ordinary horoscope or fortune-telling machine which dispenses just a card come under the classification of bona fide "vending machine." However, when the machine dispenses cards with winning numbers entitling the player to a cash award in the amount of the stamped number on the card, the machine becomes subject to the \$250 gaming tax.

As to the Eastland bill to tighten up the Johnson Act and broaden definition of gambling devices to include gaming pinballs, both houses have passed a version of the bill to ban such machines in interstate commerce. The final action required is agreement by conference committee members on wording of certain parts of the legislation before it can go to Presidential signature.

A meeting scheduled for August 20 by the conferees had to be canceled because of pressure of other legislation. The 87th Congress, still embroiled in major bills, is not expected to finish up its business before the end of September.



Midwest

CHICAGO CHATTER:

Mort Levinson, sales manager of National Coin Machine Exchange, is on his way to the Seattle World's Fair. He will make a real tour of it by visiting Lake Louise and Vancouver, B. C. Joe Schwartz, national president, and Ron Schwartz, another of the firm's executives, are holding down the fort in Mort's absence.

The United Manufacturing Company is recipient of its second U. S. defense contract. Billy DeSalm, the firm's genial executive vice-president, reports happily that "everybody is back from his vacation."... Joe Kline, First Coin Machine Exchange president, is beginning to feel the weight of solitude what with Fred Klein, sales manager; Sam Kolber, export manager, and Mrs. Mary Gray, secretary, away on vacation. Joe will be gone as soon as they get back—but won't tell where.

The Hy Polo Amusement Company has installed a swinging automatic telephone answering and message-recording device.... Casey Osio, vending service manager of Donan Distributing Company, returns from vacation this week while Norbert Paskon, the regular game service manager leaves for one. Mac Brier, the sales manager, explains that he can only afford to anticipate a vacation.... Mose Profitt, the boss at South Central Music, returns from a 10-day New York vacation.

Ed Doris, Rock-Ola sales manager, is back from a north woods vacation. He was gone for only a week. Art Daddis, Rock-Ola's Eastern regional manager, reports to Ralph Wyckoff, the firm's advertising manager, that sales activity on the current line is holding up and that "business is terrific." Accompanied by Dave Stern, Rock-Ola New Jersey distributor in the city, Daddis made a study of conditions in the area.

Clarinetist Bobby Gordon, 21-year-old son of Jack Gordon, Seeburg executive vice-president, follows a London House success here with his first national tour.... George T. Jarman, a retired Seeburg employee, died recently.... Seeburg also notes with sorrow the death of another long-time employee, Frank James Beckhoff, stricken recently with a heart attack.

JOE KLEIN

DETROIT DOINGS...

P. E. Westberg, partner in the S & W Vending Company, denied reports that his firm plans expansion in the operating field. The firm operates equipment in the Top Hat Restaurant organization.

Art Hebert, sales manager of Miller-Newmark Distributing Company, perhaps the most diversified distributing organization in this area, has returned from a three-week vacation in the Straits of Mackinac area. He reports business in the Michigan resort areas very poor for operators, but finds that both juke box and games operators in the Detroit metropolitan area are finding conditions just the reverse and enjoying the best summer in a couple of years.

Henry C. Lemke, formerly head of the Lemke Coin Machine Exchange and one of the city's leading operators of diversified routes for about 40 years, reports Mrs. Lemke in poor health.

MILWAUKEE MENTIONS...

Carl Betz, P. & P. Distributing Company form, is vacationing with his family in Ohio. Back on the job at P. & P. Distributing Company, are Dick Weber, recently returned from a year's service with the 32d Division in the State of Washington, and reservist Maurice Ebling from two weeks of Wyoming maneuvers.... Burglars broke into the Milwaukee Amusement Company headquarters this week. The loot, according to owner Clarence Smith included several transistor radios and about \$5 in cash.... Dick Bruss, G. & W. Novelty Company, is on the list of Army reservists currently putting in several weeks of active duty.... Carl Happel, Badger Novelty Company, flew to Los Angeles this week to attend funeral services of his sister-in-law, Martha Happel. She was the wife of Bill Happel, Carl's brother, who heads Badger Sales, coin machine distributing firm in Los Angeles.

The list of summer vacationists this week includes Harold Rohde, Hastings Distributing Company office manager, and Pat Gaffney, serviceman with the same firm.

What effect did crowds attending the Wisconsin State Fair have on music and games in the West Allis area? "It didn't mean anything one way or the other," claimed Jerome (Red) Jacomet, Red's Novelty Company.... Contractors have finally begun work on the new headquarters of the Pioneer Sales Company, reports Joel Kleiman. "It will take about five weeks before the remodeling job is completed," Kleiman says.... Visitors at the AMI distributor headquarters this week included factory engineer Cliff Bitting, from the Grand Rapids factory and field service engineer Hank Havenoor. Both made separate trips out into the State visiting coin machine operators.

Leo Dinon, H. & G. Amusement Company, came back from his vacation in the Rhinelander, Wis., area with a good-sized muskie as

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proof of his prowess as a fisherman. . . . Officers of the Milwaukee Coin Machine Operators are slated to hold a board meeting shortly, according to Sam Hastings, Hastings Distributing Company, president of the trade group. The first fall membership meeting will be held in mid-September, at the Ambassador Hotel. **BENN OLLMAN**

OUT MINNESOTA WAY:

Brown Bros., Inc., Minneapolis one-stop, is moving to new and expanded quarters at 2127 Washington Avenue N., according to Ray Brown, partner in the firm. Brown Bros. also is the distributor for Rock-Ola in the Upper Midwest.

Hunter Distributing Company, St. Paul, has changed hands. Percy Hunter has sold out to Odin Peterson, who formerly was associated with Automatic Games Supply Company, St. Paul. Hunter plans to retire.

Anne Brown is the new office assistant at All-Record Sales, Minneapolis one-stop. . . . Robert Bretz, shipper at Lieberman Music Company, Minneapolis, and his wife, Frieda, bookkeeper there, vacationed in Seattle where they took in the World's Fair.

Fred Fixel, operator at Pembina, N. C., was in doing some buying and taking in a Minnesota Twins game. . . . James Stolp, operator at Greenbush, Minn., and his wife also took in a couple of Twins games while in town. . . . Other operators in were Elmer Cummings, Brookings, S. D., and Nibs Peterson, Osceola, Wis.

Sol Rose, sales manager of Sandler Distributing Company, Minneapolis, made a swing through Southern Minnesota and Northern Iowa.

The Seattle World's Fair has pulled tourists through Minnesota and North Dakota in huge numbers this summer, but whether it has helped operators and resort owners is debatable. The established resorts with a regular clientele have been doing all right, but some of the others have been hurt. On the other hand, operators with machines at locations that serve "through" tourists have done quite well.

DON LYONS

South

TENNESSEE TEMPO . . .

Memphis memos: Operators talking about two colleagues who bought a race horse and hit it lucky. Drew Canale, Canale Enterprises, Inc., (music and cigars) and Louis Barsotti, partner in O. J. Barsotti Company (cigars) bought a horse for \$5,500. They raced him at several meetings. At last count, he had won four races, placed third three times and won \$18,000 for Canale and Barsotti.

Andrew T. Manning, City Novelty Company, his wife and two children spent their vacation visiting Great Smoky Mountain National Park. . . . Jimmy Wilkie, Wilkie Novelty Company, and his wife went to Hot Springs, Ark., for their vacation.

Three civic-minded operators are due thanks from their fellow citizens. The three will work in booths at the annual Boys Town Carnival on Labor Day to raise funds for the Nebraska institution. They are George Sammons, president of Sammons-Pennington Company; Drew Canale, Canale Enterprises, Inc., and Alan Y. Keller, Central Music Company.

Mrs. Celia G. Hodge, an enterprising lady who is a distributor, an operator and has half a dozen other business interests, recently set up an ultra-modern, stream-lined coin-operated laundry for a client through her laundry equipment company. One of the features: a machine which changes \$1 bills. It rejects everything else. The laundry also features use of tokens, and they can be charged in adjoining Dixiemart. Mrs. Hodge's partners: Wolf Lebovits, her nephew, and George Heard.

Around Tennessee: Sidney Rush, Rush Amusement Company, Jackson, added some pieces to his route last week. . . . Aubrey Webb, Webb Music Company, Ripley, predicts a big upswing in business this fall. . . . J. A. Butcher, Butcher Amusement Company, Dyersburg, was in Memphis shopping for equipment.

A. N. McBride, Paris Amusement Company, Paris, reports a big catch of fish on nearby Kentucky Lake (in Tennessee River) which included crappie and bass. . . . James White, Alamo Music Company, is thinking of expanding his route. . . . Bill Utz, Dixie Novelty Company, Covington, bought some new machines in Memphis. . . . S. E. Scott, Scotty Amusement Company, Jackson, reports a big increase in collections during the recent Miss Tennessee beauty pageant there.

ELTON WHISENHUNT



RONALD KOPP, left, newly appointed general sales manager of United, Inc., Wurlitzer and Tape-A-Thon distributor, is congratulated by Bert Davidson, Chicago, Wurlitzer regional sales manager. At right is Harry Jacobs Jr., president of United, Inc.

United, Inc., Names Kopp New General Sales Manager

MILWAUKEE — Ronald Kopp has been named general sales manager of United, Inc., Wurlitzer and Tape-A-Thon distributor for Wisconsin and Upper Michigan.

According to Harry Jacobs Jr., United, Inc., president, Kopp was hired because of a successful sales record in the background music field and intensive training in sound system installation work.

Kopp, a Texas University graduate, majored in physics. From

1952 to 1959 he was employed in basic research in the missile industry. He also served as an instructor in missile guidance systems at Fort Bliss, Kan. His background also includes work on development of capacitors for the Allen-Bradley Corporation here.

His keen interest in hi-fi as a hobby led him to employment at the Hi-Fi-Fo-Fum Shop, one of Milwaukee's top volume residential and commercial sound system firms. He served as sales manager at Hi-Fi-Fo-Fum for three and a half years, leaving that post recently to head the United, Inc., sales staff

Lee Krueger, also formerly with Hi-Fi-Fo-Fum Shop, left that firm to join the United, Inc., staff under Ron Kopp. He will handle equipment sales in the city territory.

Federal Road Blocks

Continued from page 39

ators is that his equipment is spread out on many locations and as collateral its value would remain indeterminable.

"Then, of course, there is the fact that so much of this equipment is in places where liquor is sold and we have that ruling on liquor operations."

He said he could not say whether the rule which banned loans for "recreational or amusement facilities" was intended to apply to coin-operated devices.

He was certain, however, that no loan had ever been made to a coin machine operator.

"Nor is it likely that one would ever be made."

Manufacturer Loans

But he was equally certain that a manufacturer of coin equipment would encounter no difficulty in obtaining a loan.

SBA, he said, considers a manufacturing concern small if its average employment in preceding four calendar quarters was 250 or fewer persons, including employees of its affiliates, and is considered large if its average employment in this period was more than 1,000 persons.

If its average employment was more than 250 but not more than 1,000 persons, it may be considered either small or large, depending on the employment size standard which the SBA has developed for its particular industry.

Vet Coinman Buys Into Auto Business

HOPE, Ark. — C. O. Temple, past president of Arkansas Music Operators Association and long-time operator, has taken on a partnership in the Pontiac-Oldsmobile dealership here.

The new company is named Temple-Taylor Motor Company.

Temple, who sold his route six months ago to Lester Godwin, of Dallas, also raises cattle on a ranch he owns. He plans to spend half his working time at the auto company and half at the ranch.

Temple had operated cigar, music and game routes for a number of years. Godwin, who had been an operator at Dallas for about 25 years, first moved to Arkansas two years ago when he bought out Lynn Farr, Central Amusement Company at Texarkana.

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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
BRING IT ON HOME TO ME AND HAVING A PARTY	SAM COOKE RCA Victor 8036
I WOULDN'T KNOW AND FOR ALL WE KNOW	DINAH WASHINGTON Roulette 4444
IF I DIDN'T HAVE A DIME AND ONLY LOVE CAN BREAK A HEART	GENE PITNEY Musicor 1022

Western-Flavored Tunes Getting Big Play on Milwaukee Juke Boxes

By BENN OLLMAN

MILWAUKEE — Juke box receipts here continue to hold at a solid level. The steady stream of hit singles—particularly Western ones—has kept juke box activity at a healthy pace, with business this summer running ahead of last year.

Disk one-stoppers claim that juke box mail orders have shown sharp improvement over a year ago.

"Ramblin' Rose," with Nat King Cole, has taken a solid hold on the juke box market, says Herb Wagner, G. & W. Novelty Company. He has covered his entire route with the Western-flavored number. Also pulling well on the G. & W. route is another Western hit tune, Marty Robbins' Columbia waxing of "Devil Woman." Big, too, is Tommy Roe's "Sheila."

According to Herb Wagner, the new Neil Sedaka, "Breaking Up Is Hard to Do" is bound to work its way near the top of his list of route favorites.

"Anything new in the Western field by an established artist is bound to make a hit nowadays on the juke boxes," says Arnold Jost, Arnold's Coin Machine Company. His top-ranking new number in recent weeks has also been the Nat King Cole "Ramblin' Rose." Running it a close second has been

Texas Phono Ops At Service School

AMARILLO, Tex.—North Texas juke box operators attended a Wurlitzer service school here Sunday and Monday (19 and 20), as Karel Johnson, Wurlitzer field service engineer, discussed the electrical circuits and mechanical components of the phonograph and answered questions from the floor.

Attending were Ray Grimes, Mac McClain, Harold Westmoreland, Gene Hill, E. H. Williams, Bill Robbins and Steve Hinojo.

The school was arranged by Ray Williams, president of the Commercial Music Company, Wurlitzer's Texas distributor, with headquarters in Dallas.

A few weeks earlier a similar school had been set up in Dallas for employees of the B&B Vending Company. Attending that session were Clyde Stovall, Ken Daubin, Thomas Cunduff, Gillis Breaux, Hank Mann, Gordon Youle, E. H. Williams, Ted Liles and Harvey Lodgston.

"Shame on Me," with Bobby Bare, on RCA Victor.

One-stopper Jerry Glassman, Third Street Radio Doctors, claims operators are tending to order heavier quantities of r.&b. selections. Jazz items are also on a growing number of operator buy sheets.

Heading the r.&b. column, says Glassman, is Dinah Washington's "I Wouldn't Know," b/w "For All I Know." His list also includes: "Twist and Shout," Isley Brothers, Wand; the Four Seasons' "Sherry," on Vee Jay, and "Lie to Me," with Brook Benton on Mercury.

Distributors Get Look at New Seeburg Phono

CHICAGO — Seeburg's soon-to-be-released new phonograph was shown to the firms North American and European vending and phonograph distributors at the corporation's international sales convention Sunday and Monday (19 and 20).

About 450 persons attended the convention at the Edgewater Beach Hotel.

Display and analysis of a "break-through" model and a completely new type of wallbox highlighted the sessions committed to the phonograph.

Distributors will place the new equipment on display in their home areas after Labor Day.

The new model was described as "truly revolutionary" by Edward F. Claffey, Seeburg's national sales manager of the phonograph division.

Stanley W. Jarocki, sales promotion manager, was in charge of arrangements for the convention.

Douglas Loftis Dies In Freak Shooting

COLUMBUS, Miss. — Douglas Loftis, 45, manager of Fairway Amusement Company since 1945, was accidentally shot and killed last week in a freak mishap at his home.

Surviving are Loftis' widow; a daughter, 19, and a son, 12.

Twin Cities So-So; Outstate Hums

By DON LYONS

MINNEAPOLIS — Operators in the Twin Cities report that collections these past couple weeks "average to slow" for this time of the year with the best action shown on "Sheila" by Tommy Roe on ABC-Paramount. Outstate operators, however, were smiling and said that collections had perked up considerably.

Twin Cities operators evidently have been affected by other forms of divertisement which have taken the amusement dollar such as sunshiny beach weather, big league ball games and a variety of outdoor sports and amusements.

Business at the one-stops continued to hold up well. Ray Brown, of Brown Bros., Inc., here, mentioned the following as his best selling disks: "Send Me the Pillow You Dream On," with Johnny Tillotson on Cadence; "Vacation," with Connie Francis on MGM; "The Answer to Wolverton Moun-

tain," with Joan Campbell on Cameo; "Things," with Bobby Darin on Atco; "She's Not You," with Elvis Presley on RCA Victor, and "I Remember You," with Frank Ifield on Vee Jay.

Dick Morbitz, of Acme Music Company here, said that he had done well with "Sheila"; "The Locomotion," with Little Eva on Dimension; "Sherry," with the Four Seasons on Vee Jay, "Sealed With a Kiss," with Brian Hyland on ABC-Paramount, and "Send Me the Pillow You Dream On."

Tom Prenevost, office manager of All-Record Sales here, said that his best selling disks were "Sheila"; "Patches," with Dicky Lee on Smash; "Rain, Rain Go Away," with Bobby Vinton on Epic; "If I Didn't Have a Dime," with Gene Pitney on Musicor, and "Sherry."

Jim Christensen, of Jim's Record Shop, St. Paul, listed the following as his best numbers: "Ramblin' Rose," with Nat King Cole on Cap-

itol; "Send Me the Pillow You Dream On"; "Sheila"; "She's Not You," and "Silver Threads and Golden Needles," with the Springfield on Phillips.

EUROPEAN NEWS BRIEFS

Continued from page 39

terrific tourist rush to the wall, which now ranks as West Berlin's foremost tourist lure. All along the wall refreshment and souvenir stands have sprouted, and the operators who pulled out their phonographs and games after the August 13 wall-off last year are now moving back equipment to the new wall-spawned tourist establishments. The locations are not precisely the same, but the tourist rush has boosted coin machine patronage along the wall area to very nearly pre-wall levels.

Hungary Would Buy West Machines

BRUSSELS—Hungary has stated its intention of buying "a substantial quantity" of Western phonographs and games. The Hungarian government made the announcement in asking the European Common Market authority here for "special consideration" in the drafting of Common Market tariffs against Hungarian exports. While the six Common Market countries are abolishing internal tariffs, they are proceeding with erection of a common tariff wall against non-member countries. Hungary, in pleading for special consideration, pointed out that 30 per cent of its exports go to Common Market countries, and that it is dependent upon the hard currency earned by these exports to finance imports from these countries. Coin machines were listed as among the items Hungarians desire to import.

Seek German Pro-Franco Vets

MADRID—Representatives of the German coin machine wholesale trade are conducting surveys in Spain of opportunities for the establishment of Spanish subsidiaries by German concerns. The surveys are based on the assumption Spain will be admitted to membership in the European Common Market, either as a full or associate member. Either form of membership would dissolve customs duties on German equipment sent to Spain, and enable German concerns to undertake development of the Spanish market, which the Germans rate as having the greatest potential of any European country. A number of German concerns are hiring veterans of the Condor Legion, Germans who fought with Generalissimo Francisco Franco's forces in the Spanish Civil War, to help break the ground for German coin machine enterprises in Spain.

TWIST MAKES ITSELF FELT ON BACKING OF ADULTS

NEW YORK—Juke box operators who think of twist music solely in terms of teen-age locations are making a big mistake, according to Morris Rood, sales manager of Runyon Sales, the local Rowe AMI outlet.

Operator reports reaching Rood indicate that summer collections in the New York area are holding up well, and the twist records are generally given credit for the healthy collection picture.

Most locations here are neighborhood taverns, catering exclusively to an adult patronage. And twist disks are doing almost as well in these stops as they are in the soda shops and teen-age hangouts, once considered the bailiwick of the hard rock.

Dancing is probably the key to the situation. The twist, and music of similar kidney, is the dance music of the adult as well as the teenager, and many taverns in the metropolitan area feature small dance floors where dancing is legal in bars.

Of course, twist music has failed to make any inroads in the sophisticated cocktail lounge, but these locations are in the minority here.

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**FTC Sees No Trust Threat
In Combine Backing City Law**

By JOE KLEIN

CHICAGO — Operators' combined agreements against loans to locations through unyielding compliance with the city's anti-loan ordinance would in no way constitute a violation of the anti-trust laws, the Chicago office of the Federal Trade Commission said here last week.

A compact aimed at rigid observance of the law through individual action could be negotiated without risk of conflict with the federal trade laws, it was explained.

However, in areas where no such ordinance or statute had been enacted, the risk of violation would become great. BMW was told shortly after the enactment of the Chicago ordinance last October.

Even the legality of the action by which Chicago operators organized for the attempt to pass the ordinance had been questioned in some quarters. But an FTC spokesman in Chicago said at the time that a trade group has every right to join in a lobbying activity. He pointed to a Supreme Court decision of February 1961, which upheld that principle in a case involving the railroad and trucking industries.

Increasing dissatisfaction has been voiced with the enforcement of the anti-loan ordinance passed by the Chicago City Council 10 months ago.

An amendment to the city's liquor control ordinance, the measure provides that no liquor licensee may "borrow money . . . or anything of value . . ." from any per-

son connected with the coin machine industry.

Mayor Richard Daley is the city's liquor commissioner by virtue of his office.

No Prosecutions

The Corporation Counsel's office, the Mayor's legal arm, reported last week that it has yet to prosecute a case under the 10-month-old ordinance.

Earl Kies, president of the Recorded Music Service Association, is among those who feels that the ordinance has fallen short of expectations.

"It has been of some help, of course," he said. "It enables the operator to tell the location that he can't make a loan because of the ordinance. But we know that the practice continues. This is especially true in competition for new locations."

**Compacts Ideal as Service Cars
When Op Goes Over the Mountain**

DENVER—What's the most economical means of servicing a large route, including more than 50 pieces in the mountains as far as 70 miles away?

Ben DeGarmo, of nearby Boulder, Colo., believes that the solution is a package purchase of three economy compacts, each designed for a different type of operation and highly economical both through the combination price original purchase and through low gas and oil consumption.

That's why DeGarmo settled on a four-door sedan, a pickup truck and a station wagon, all of the same make. The ruggedly built small cars are ideal not only because of their economy and original low cost, but because parts and service are available almost anywhere, DeGarmo pointed out.

Moreover, in constant everyday use he has found that the little vehicles, despite their small over-all size, will carry everything DeGarmo needs to carry by switching from one vehicle to another, and they can wend their way through heavy traffic, up narrow mountain-road driveways and resort service roads.

The station wagon is used for metropolitan servicing for the most part, carrying records, parts,

tools and small amusement machines in the back and the many small items necessary for both phonograph and amusement machine operation.

For moving phonographs DeGarmo simply switches to the pickup truck with its three-quarter-ton capacity, which is, of course, capable of handling the largest phonographs, a pair of pin games or heavy participation-type amusement machines without difficulty.

For rush calls, selling, location owner and goodwill building, DeGarmo simply tools around the city and his mountain routes in the four-door sedan—which, of course, is his personal car as well.

Maintenance

Using conventional gearshift and following a tight program of preventive maintenance, DeGarmo can be sure that his two mechanics won't have breakdowns on the road. In fact, he has learned that both of his mechanics qualify as better than average repairmen on the small cars.

DeGarmo is one of the few large-scale operators in the mountain area who feel that long-range routes in the high mountain resort sections are worth concentrated selling effort, and consequently he found himself dealing with almost virgin territory when he first began exploring the field. His mountain locations involve very few loans and very few requests for equipment too expensive to justify its position in the location.



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**Techno Reports Earnings
Of 18.3¢ Common Share**

NEW YORK — The Techno-Vending Corporation, manufacturer and operator of kiddie rides, coin amusement devices and vending machines, had operating revenues of \$631,889 for the fiscal year ended April 30, with a gross profit from operations of \$291,332. Net profit after depreciation and income taxes was \$47,690, with earnings of 18.3 cents a common share.

Techno-Vending is the parent company of Capitol Projectors, one of the pioneer kiddie ride manufacturers. The firm also operates kiddie rides, games and vending machines.

During the fiscal year, the firm's Auto Test, a coin-operated driving machine, was made with tape recordings in 11 languages. These recordings are synchronized with the operation of the machine.

Other Devices

Two other amusement devices—Midget Movies and Drive-In Theater—were also produced by the firm during the fiscal year. Three new devices aimed at the kiddie market—U. S. Marshal,

Squad Car and Fighter Pilot—are being location tested.

Route operations are playing an increasing role in the Techno-Vend picture. Gross income from operations for the first half was \$73,000. During the second half the take was \$185,000, for a total of \$285,000 for the year.

When Techno-Vend stock was first offered to the public in November, 1961, the company had 429 pieces of equipment in 160 locations. Currently, the company has 716 pieces in 383 locations.

Since the end of the fiscal year, Techno-Vend has acquired Ken-D Enterprises and Bowlers Amusement Company, with both firms operating as wholly owned subsidiaries. According to Sam Goldsmith, board chairman, several other acquisitions are planned.

The balance sheet shows that of the \$631,889 gross, cost of operations ran \$340,556, and selling, administrative and general expenses were \$183,488.

Book value of Techno-Vend assets was listed at \$897,526, as compared with \$342,977 a year earlier.

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Chicago Operators to Explore Shift to 60-40 Arrangement

CHICAGO—Plans for a change from the traditional 50-50 to a 60-40 commission arrangement will be explored at an October meeting of Chicago game operators.

Tentatively called the Chicago Amusement Operators Political Action Committee, the group will also consider other matters pertinent to the industry.

Hy Polo of the Hy Polo Amusement Company, a leader of the group, disclosed that the October gathering would have a four-point agenda.

Renegotiation of the 50-50 split would be the principal subject of consideration.

Legal Game

Second would be the need of a new low-priced legal game for Chicago.

A third topic would center on the possibility of a permanent Chicago game operators' association.

The fourth point on the agenda would involve a consideration of improved public relations through an industry representative capable of "building good will."

"Chicago's independent game operators have \$4 million worth of equipment on location," Polo said. "Surely this is an investment worthy of protection."

Polo does not feel that an agreement by operators to change to the 60-40 arrangement would constitute a violation of the antitrust laws.

"We have no organization," he said. "This wouldn't be an organized attempt. We would simply meet to consider our problems and to act accordingly."

Polo has been an operator for eight years. He says that business at the moment is "bad, very bad."

Old Equipment

"Never before have we needed a bigger split of coin box take, like 60-40," he said. "We can't afford new equipment. And business being what it is, we're really hurting with the old equipment."

Polo said that he tried to change the 50-50 contracts at his stops. But no one could do it alone, he laments.

"The 50-50 split is no good," he

said. "How could you cover the cost of new equipment plus license fees, plus moving charges, plus service charges for mechanics, plus other overhead expenses under such arrangement. Then you have a problem in promoting games in Chicago at the present. Then, of course, in addition to this obsolete 50-50 business some operators have loans invested in locations, which is very bad business."

Enforcement

Polo urged more stringent enforcement of Chicago's anti-loan ordinance.

"Lending is sapping the strength of our industry," he said. "When you lend, you lose. When you lend, you give up money you would spend on new equipment. It should be stopped. While it's not on our agenda at the moment, we may consider the lending practice at our October meeting."

Could new equipment tempt a location owner from his 50-50 split?

"I tried it," said Polo, "but when you have competitors..."

Neb. Music Guild Elects Frank Holys

OMAHA — Frank Holys was elected president of the Music Guild of Nebraska at the group's recent annual meeting here.

Other officers named were Ed Kort, vice-president; Ted Nichols, director, District 5 for three years; Mike Stangl, director, District 3 for three years; Jerry Witt, director, District 6 for three years; Harry Abramson, director, District 7 for one more year; Ralph Reeves, director, District 2 for two more years; Hugo Prell, director, District 4 for two more years, and Don Knox, director, District 1 for one more year.

Kort was the winner of the juke box donated to the Guild by Leroy Davidson of Davidson One Stop. Evelyn Lieberman of Lieberman One Stop contributed records for Kort's machine and a television set to the Guild.

Wurlitzer's Bert Davidson and Rock-Ola's Les Rieck were guests of honor at the meeting.

Video Show

Howard N. Ellis, the Guild's secretary and treasurer, announced the TV show "Behind the 8 Ball," produced in part by the Omaha Music Operators, is now being

shown in color. He said that the reaction to the show has been gratifying.

Ellis praised the action of the Music Operators of America committee in naming Robert H. Blundred as the organization's new managing director.

"I believe we will have hired a man we will all be proud to be associated with, and we hope to have him visit one of our meetings in the very near future," he said.

The organization will hold its next meeting in Lincoln during the first weekend in October. Stangl and Dick Taylor will act as hosts.

Ex-Prosecutor Fights State Effort To Get Tax Records of Indiana Ops

INDIANAPOLIS—A formal answer by former Lake County Prosecutor Metro Holovachka to the State's demand for the gross income tax records of six pinball operators was filed with the Indiana Supreme Court Tuesday (21).

The move countered an action by Attorney General Edwin K. Steers, who seeks the tax records for use in disbarment proceedings against Holovachka. Holovachka was convicted last February for federal tax evasion. He is appealing the sentence.

Through his attorney, Albert H. Gavit, Holovachka argued that the pinball operators were not involved in the case and not under the court's jurisdiction. "None of the

several parties whose records are sought to be examined and copied are parties to this proceeding," Gavit said in his brief.

Attorney General Steers is asking the tribunal for the tax records of six persons said to be connected with pinball operations in Lake County through the years from 1952 through 1960.

Steers said that he needs the information for presentation to Judge Newell Lamb, the commissioner appointed by the Supreme Court to hear disbarment charges against Holovachka.

The demand for the tax records was originally made by Francis Lynch, a former FBI agent and now director of the Northwest Indiana Crime Commission.

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Figures Confirm the European Trend

Continued from page 39

compete with the American product on price, but they still can't make a heavy-duty, multi-selection machine that meets American standards.

So when the location is good enough, and when equipment price is not a major factor, the U. S. machine will win out. The booming German economy supports enough of these top locations to maintain the market in new U. S. machines.

Canada is shaping up as a prime market for new U. S. juke boxes. In May, only West Germany bought more new units, and in total coin machine purchases from the U. S., Canada was topped

only by France, Belgium and West Germany. It is the only non-European country in the top eight.

And the new juke box market should continue to improve in Canada. Until recently, the Eastern Provinces, with their laxer liquor laws, took the great bulk of U. S. juke boxes. The Prairie Provinces were strict in allowing juke boxes in places where liquor was served.

But with the relaxation of the regulations in British Columbia, and with additional easing expected in Alberta, Saskatchewan and Manitoba, Canadian purchases should boom.

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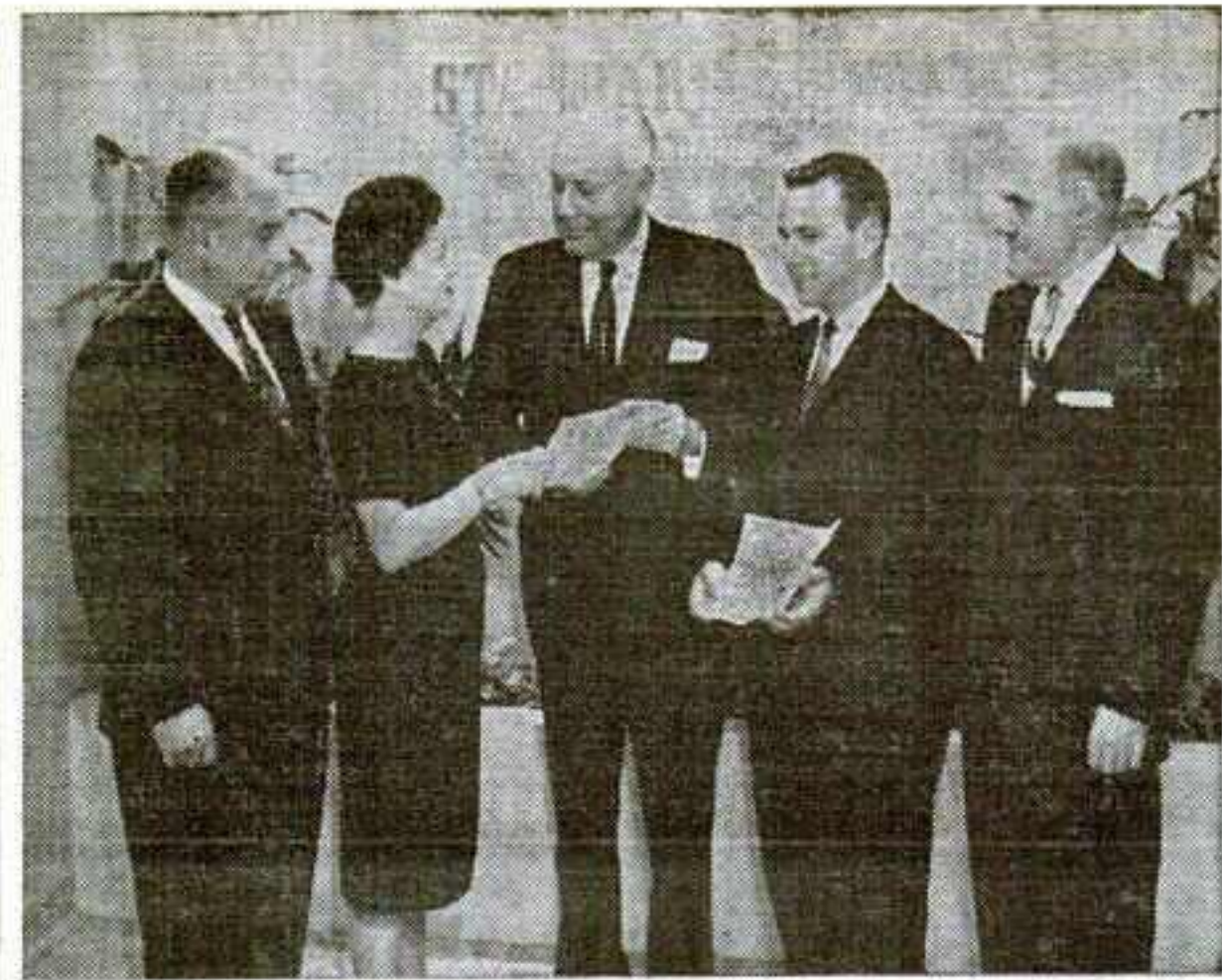
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THEODORE H. SILBERT, center, president of the Standard Financial Corporation, presents a share of the firm's stock each to Mrs. Marjorie Marcinek and Air Force Lieut. Theodore C. Sharpe. The pair was adjudged the leading female and male students in an investment banking course conducted by a brokerage firm. Standard Financial specializes in financing the coin machine industry. Flanking the winners are Milton F. Untermeyer, a partner in J. R. Williston & Beane, the brokerage house, and Lieut.-Col. Clinton A. Phillips, USMC retired, course co-ordinator. The brokerage firm chose SFC shares as the award.

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It's a matter of the active dollars which your Bonds provide. While they're growing up to return you a nice profit tomorrow, Uncle Sam puts them to work today to strengthen our economy at home and to stand up for free men all over the globe. So Bonds return you money—and more. They help defend your way of life, and help guard America's freedom now and tomorrow. Look at it this way: you are free to choose not to buy U.S. Savings Bonds. Pretty good reason to buy them, isn't it?—even if you already have all the money you need.

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Personal Appearances at Locations Earn Ops Applause and Good Will

By BOB LATIMER

DENVER—How often should a juke box operator make a personal call on his location owners? There are many answers to that question, of course, but all operators agree that it pays for the boss to put in an appearance now and then with the location owner, making himself known, spending some money if possible, and otherwise making sure that the location owner thinks of the juke box operator as more than a shadowy figure in the background.

Formerly one of Denver's most active operators, Jack Arnold was one of the few who actually programmed location owner calls, setting them up on an actual calendar schedule, which made sure that no operator went uncontacted for more than a month at a time.

As the system operated, Arnold merely used a large blank calendar sheet, and on the first of each month compared this with a list of operators, writing in one name for each date, to schedule a call on the operator concerned, for an average of 23 days a month.

Business Appointment

Each listing was then considered exactly the same as a business appointment—Arnold making it a point to stop at the location for a chat with the owner. As likely as not, the Denver operator would schedule lunch or dinner where a restaurant was involved, or take Mrs. Arnold or a friend around for drinks where a cocktail lounge is concerned.

In every case, Arnold would solidify his impression on the owner by bringing along an an-

tique phonograph record "just for laughs." For example, he got a lot of mileage from exhibiting an ancient Enrico Caruso record, one of the quarter-inch-thick platters which many location owners can remember vaguely from their own childhood.

A few minutes spent in looking over the record (and frequently playing it too) is enough to make sure that even the busiest location owner could visualize Arnold's face whenever the subject of juke boxes came up.

Delicate Problem

Naturally, there are instances in which a location owner will demand somewhat testily that Arnold and his employees eat regularly in a restaurant, or spend their cocktail hours at the location. This is a problem which requires delicacy, of course, usually met by simply reminding the location owner that there are many to be considered in operating a major route of phonographs and amusement machines.

At the start of each month, when making up the next calendar of social calls, Arnold reviews the previous month's calls, and where for one reason or another he was not able to visit a location owner, those names get top priority for the following month.

Among the results which patiently driving long distances to visit location owners has brought about has been a remarkably small amount of jumping on Arnold's routes, enthusiastic recommendations from existing location owners, anxious to give Arnold a hand because they appreciate knowing him personally, and better play in every stop, simply because the location owner takes more interest in the music, will make sage suggestions and otherwise see to it that the juke box gets a fair shake.

No 'Melancholy Baby' Calls in Dry S. C.

FLORENCE, S. C.—Mrs. Bette Melvin, head of Melvin Music Company here, feels that she has just about the easiest programming chore in the Southeastern industry.

In making up the music menus for 150 juke boxes on the Melvin route (which has been in existence for 33 years), Mrs. Melvin uses the same basic program, with only a few slight differences reflected in special requests.

Inasmuch as this is a dry area, with no bartenders or cocktail lounges involved, there are far fewer requests for special numbers here than in the average city.

Special Requests

In fact, there are seldom more than five special requests, all of which are immediately complied with, even though the tune requested may be unusual. The fact that Melvin Music Company operates a large retail record shop has been a substantial help, since the inventory includes many old-timers, most likely to be on the special request list.

Standard operating procedure for the South Carolina juke box operator includes scheduling the familiar Top 40, around 40 stand-by old favorites,

an equal number of instrumentals, and the rest split among hillbilly and novelty tunes.

Like many other operators of major size, Melvin Music Company would prefer to program more stereo records, but has been forced to hook up only one side of stereo phonographs due to the shortage of disks. The recent Ray Charles releases have been very helpful in this respect.

Mrs. Melvin insists that every record be left for a minimum of 30 days—on the theory that a period of this length is required for a record to show its actual return capability. "We are about a month behind in music taste," she admits. "A record which is a big hit in Atlanta, for example, won't hit its top in our area for from three weeks to a month. So we choose carefully, making use of all sources of preselected information, and then give the record a full month to show returns. In that way we often can produce excellent results during the last 10 days or so, even where a number gets off to a slow start."

The Florence phonograph operator changes records on the basis of three every two weeks, certainly a remarkably low percentage for a 150-stop operation. "We haven't tried to impress our own wishes on anyone, of course," Mrs. Melvin said. Things just have drifted into a serene situation.



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Illinois Puts Off Seizure Date

CHICAGO—Seizure of coin-operated games for unpaid State license tax has been deferred until September 15, the Investigation Section of the Illinois Department of Revenue announced last week.

At the same time, the office disclosed that its authority to confiscate equipment for the non-payment of the excise has been confirmed by a verbal ruling of the Illinois Attorney General. A written opinion will have been obtained by the September 15 deadline, an Investigation Section spokesman announced.

Payment on the machines was due on August 1. A 20 per cent penalty accrues on machines on which the tax was still unpaid on August 10.

Second Chance

"To give the operator another chance to pay up" was the explanation offered by the Section in delaying the execution of the pickup order. Originally, the drive to confiscate the machines was to begin before the end of August.

"We consulted the Attorney General and we were advised that we have every right to seize the machines when the owner is delinquent in the tax payment," said the spokesman.

"We will have obtained a written official opinion in a few days. We have been told that we are empowered to warehouse the equipment after confiscation and to release it only after payment of the tax, penalties and costs connected with the storage and trucking. Last year the State lost \$50,000 through non-payment of these taxes and Cook County about \$30,000. We're determined not to suffer these losses this year."

Exempted from the payment of the tax are bulk vending machines, juke boxes, coin-operated hockey games, baseball games, horse rac-

ing games, pool tables, mechanical horses and devices which do not need or have a photoelectric cell.

The penalty section of the statute which created the tax provides for a maximum \$200 fine "in addition to any other penalty provided by this Act."

The license year begins August 1 and ends July 31. A license may be issued for a fraction of a year, but not for less than a month. A fractional year license cannot be issued for one or more months ending with some date other than July 31.

In clarifying its position with respect to the relation of the tax to the gambling statute, the Department has ruled that "if an otherwise taxable amusement device is equipped to be operated by means of the insertion of coins . . . it does not cease to be a taxable device . . . because . . . the customers pay for the use of such device at the bar or in some other way which avoids . . . the coin receptacle."

"If the device has no coin-receiving mechanism at all, the device is not taxable under the Act," the Department ruled further, "but if such device provides for a right of re-play to successful players, it then is a gambling device under the gambling statute and is not removed from the provisions of the Act."

A right of re-play is not considered a "thing of value" under the amusement machine licensing law.

"But if a successful player of an otherwise taxable amusement device is rewarded with coins, tokens, merchandise or some other thing of value, the device is a gambling device and so is not a taxable amusement device," the Department has ruled further.

The agency has held, therefore, that gambling devices may not be licensed under the coin-operated amusement tax law. It has also asserted its right to revoke a license where equipment is converted to a gambling device.


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