June 16, 1962

BILLBOARD MUSIC WEEKLY
Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Operations

PAGE ONE RECORDS

SINGLES

★ NATIONAL BREAKOUTS

GRAVY, Dee Dee Sharp, Cameo 219
SPEEDY GONZALES, Pat Boone, Dot 16568

★ REGIONAL BREAKOUTS

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

SWEET AND LOVELY - Jack Tempio, Atco 2224 (Atlantic, Houston)
WINE, WINE, WINE - Nichard, Version 7461 (Vanguard, BMG)
PLEASE ME, COLUMBUS - The Ship Around, ABC-Paramount 10528 (COLUMBIA, Baltimore)
REACH WHAT YOU SOW - Billie Jo Spears, Decca 41632 (DECCA, Baltimore)
HE GOT WHAT HE WANTED - Lillie Richard, Mercury 71755 (Venus, BMG)
(CYRUS, Nashville)
GIRLS, GIRLS, GIRLS MADE TO LOVE - Eddie Hodges, Cadence 1421 (Audion-Rate, BMG)
THANKS TO THE FOOL - Brook Benton, Mercury 71962 (Benjamin-Dreyer, ALCAPULCO, Chicago)
TOUCH ME - Wilma Mankiller, Liberty 55399 (Pamper, BMG)
LITTLE YOUNG LOVER - The Swinging Bluecaps, Mercury 71933 (Columbia, Baltimore)

ALBUMS

★ NATIONAL BREAKOUTS

STEREO

SUN-FESTIVAL, Various Artists, RCA Victor LSC 6607
BEST OF THE KINGSTON TRIO, Capitol ST 7195
EXPERIMENT IN TERROR, Henry Mancini, RCA Victor LSP 2442
IT'S JUST MY FUNNY WAY OF LAUGHIN', Bill Irwin, Decca DL 74279

★ NO BREAKOUTS THIS WEEK

STereo

THE NEW ACTION LP'S

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

THROUGH CHILDREN'S EYES...

Bobby Darin, Capitol LP 3621 (Capitol, New York)
DON'T PLAY THAT SONG...

Jackie DeShannon, Coral 32141 (Coral, Warner)
LOVER PLEASE...

Dean Reed, Liberty LSP 2457 (Liberty, New York)
THEY CAME FROM THE DIRT....

Peter Law, Liberty LSP 2457
THE MANY Moods Of FERRANTE & TEICHNER

TRIBAL JOURNEY, COLUMBIA, LSP 2454
DAVE GUARD & THE WhiLLey HILL SINGERS...

Fishing The Right Away, Casablanca LSP 2454
RONNIE VEE MEETS THE CRICKETS

I CAN GET IT FOR YOU, WHOLESALE...

Original Cast, Columbia LSP 2454

STEREO

ORIGINAL MOVIE PICTURE HIT...AFRICAAN BEAT & OTHER FAVORITES...

Sharon & The Citizens, United Artists UAS 16197
Pete Fountain's Music From Dixie...

Liszt... Concertos 1 & 2... ROME ADRVENTURE

Sound Track, Warner Bros. WS 1458

NEW ON THE HOT 100

1. GRAVY... Dee Dee Sharp, Cameo 219
2. SPEEDY GONZALES... Pat Boone, Dot 16568
3. LITTLE BITTY PRETTY ONE... Clyde McPhatter, Mercury 11714
4. DOCTOR BEN BASY... Mickey Shore and The Cuffs, Tuba 8001
5. MARIANNA... Johnny Mathis, Columbia 42420
6. DOWN IN THE VALLEY... Sonny Burke, Atlantic 1548
7. I DON'T LOVE YOU NO MORE... Jimmy Norman, Little Star 113
8. HAVE A GOOD TIME... Dionne Warwick, Columbia 11544
9. YOU'LL LOSE A GOOD THING... Barbara Lynn, Jimmie Reed 1220
10. BONCO STOMP... The Flets, Joy 252
11. ADIOS AMIGO... Jim Reeves, RCA Victor 8019
12. NEVER IN A MILLION YEARS... Les Paul & His Les Paul Trio, Capitol 1003
13. LISA... Ferrante and Teicher, United Artists 410

NEW ON THE TOP LP'S

128. SUMMER FESTIVAL...

130. GOLDEN THEMES FROM MOTION PICTURES...

134. A TOUCH OF VELVET...

136. OLDIES BUT GOODIES, VOL. IV...

137. ROME ADRVENTURE

140. COUNTDOWN TIME IN OUTER SPACE...

Excitement was brewing on the singles record scene last week in many areas of the country. In addition to two national breakouts — "Gravy," by Dee Dee Sharp and Pat Boone's "Speedy Gonzales"—there were nine regional breakouts, led by three in the city of Baltimore. Houston also got hot last week with three breaking disks.

In addition to these nine there were six other records just below the breakout level that were growing strong early in their release pattern. These included "Lackawanna Twist," by J. Walker on Harvey, hot in Baltimore; "A Losing Battle," by Johnny Adams, and "Memphis Twang," by Earl Forest, both strong in Los Angeles; "Good Lover," by Jimmy Reed, a comer in New Orleans: "Bring It On Home To Me" (flip side of "Having A Party"), by Sam Cooke, which was coming in Atlanta, and "Green Door," by T. Tommey on Philips, in Memphis.

A record by Barbara Lynn on the Janie label, "You'll Lose A Good Thing," which hit No. 96 on the BMW's Hot 100 chart this week, was showing substantial sales strength in four markets, Los Angeles, Philadelphia, N. Louis, and Hartford, and was coming up in four others: San Francisco, Pittsburgh, Cincinnati, and Minneapolis. Disk seemed to be following the pattern of "Wolverton Mountain," and looked like a coming big one.

On the album level, Dave Guard and his newly formed Whiskeybilly Singers were picking up stereo action as well as mono sales. Elmer Bernstein's record of "Walk on the Wild Side," on the Columbia label, was also getting steady sales.

Of the new LP's on the charts, RCA Victor's "Summer Festival" specially priced LP was having a summer sales festival. It jumped onto both the stereo and the mono chart this week. Almost as strong were two movie score albums, one the Henry Mancini score of "Experiment in Terror" and the other the track of "Rome Adventure."

New Dance—"The Bug"—Hits Miami

MIAMI—A new dance phenomenon known as "The Bug" is making a moderate impact here in the form of a record by one called George The Hats out near the downtown area. The "Bug" is believed to have got its start in nearby Fort Lauderdale during the Easter week where many college students are in residence. According to Eddie Shapiro of Budisco Distributors here, the word is that the kids in Lauderdale started the dance during their beach week and now it's the local play with the "hully gully" a dance that has always been bigger here than the "Waltz," Shapiro said.

On another front, the Consumers Mart of America (CMA), a discount chain with two stores in the greater Miami area, pulled off a whopping disk sale several weeks back of prime Mercury selections at 99 cents. These included the well-known Mercury classical best-seller, the Minneapolis Symphony's "1912 Overture," among others.

Miami, it may be noted, is virtually all on a discount level, with the presence here of CMA, Graneway, Jefferson, Zayre and Masters in the discount derby. Even the classier department stores in the area, including Jordan Marsh, Burdine's and Richards', are all on a discount policy. The LPs sell on an average of from $2.49 to $2.69. Singles, incidentally, are going for an average price of 87 cents.

On the radio front, WCKR, which had been hot on the pop single kick through the Rick Shaw show nightly from 7 p.m. to midnight, has de-emphasized this type of program. Now it's the local play with the "hully gully" a dance that has always been bigger here than the "Waltz," Shapiro said.

On the other hand, one of the swingestellers in town is the Music Box which operates at list. The store, owned by

Everybody's Doing "The Cut" in S. F.

SAN FRANCISCO—The growth of discounting over the last few weeks has begun to weigh heavily in the thoughts of industry leaders. A heavy leader store, a heavy department store, a long-time holdout against cut disk prices, sliced $1 off its retail figure this week. The move was calculated to keep the department store in competition with the record specialist, while winning the music store chain and other outlets selling at reduced rates. One major label distributor revealed that 65 per cent of go to stores that do some form of discounting. None of the stores, however, was going all out in publicizing the discounts.

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### MONAURAL LP's

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### STEREO LP's

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<td>1</td>
<td>D ansy, Columbia</td>
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The Best Summer Tonic for Record Dealers!

Fully Transistorized Phonograph

Runs 100 Hours Or More On Ordinary Flashlight Batteries!
Completely portable! Plays all record sizes and all four speeds!
Use on the beach! On a picnic! On the patio! Diamond and Sapphire stylus!
ONLY $59.95/Manufacturer's Suggested List Price
AG 4026

Full Stereo Portable

Two powerful 7-inch Ticonal Speakers! Big set sound! Balanced volume control for full treble and base response! Solid wood cabinet covered in two-tone gray simulated leather! Turnover Diamond and Sapphire cartridge plays records at all four speeds! Automatically intermixes 7", 10" and 12" records!
ONLY $139.50/Manufacturer's Suggested List Price
MODEL AG 9115

Made in Holland by Philips

www.americanradiohistory.com
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<td>STRANGER ON THE SHORE</td>
<td>Johnny Mathis</td>
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<td>3</td>
<td>KEEP IT RIGHT ON A SHIP'</td>
<td>Donna Reed</td>
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<td>THE MAN WHO SHOT LIBERTY</td>
<td>Tennessee Ernie Ford</td>
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<td>5</td>
<td>PAEGADDIES</td>
<td>Andy Williams</td>
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<td>6</td>
<td>LOVERS WHO WANDER</td>
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<td>7</td>
<td>SECOND HAND LOVE</td>
<td>Create</td>
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<td>THE STROUD</td>
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<td>THE ONE WHO REALLY LOVES YOU</td>
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<td>CINDY'S BIRTHDAY</td>
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<td>AL DI LA'</td>
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<td>MALHON POLISH TIME</td>
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<td>SNAP YOUR FINGERS</td>
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<td>SHARING YOU</td>
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<td>A STEEL GUITAR &amp; A GLASS OF WINE</td>
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<td>SO THIS IS LOVE</td>
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<td>SHE CRIED</td>
<td>Etta James</td>
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<td>11:15 CONFESSION</td>
<td>Etta James</td>
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<td>I WANT YOU</td>
<td>Jimmy Ruffin</td>
<td>Decca 4-10043</td>
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<td>34</td>
<td>I CAN'T STOP LOVING YOU</td>
<td>Nat King Cole</td>
<td>Epic 1003</td>
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**Top 100 - A to Z** - (Publisher-Licensed)
Dot Records proudly presents

The biggest hit of the summer

Pat Boone

Singing

Speedy Gonzales

B/w The Locket

A great best selling LP

Dot Records

"The nation's best selling records"

Rodgers and Hammerstein's

State Fair

Anna-Margaret appears by arrangement with RCA Victor Records
Bobby Darin appears by arrangement with ATCO Records

DLP9011 Mono
29011 Stereo
Manufacturers Weigh Rack-Jobber Plan
Would Change Dists’ Role, Cut Jobbers Prices

By SAM CHASE

NEW YORK — A substantial number of key record manufacturers has walked out of the midst of a “realistic reappraisal” of their rack-jobber arrangements, which may result in a basic change in the costs and techniques by which discs are sold to the rack merchants. A plan is under consideration, BMW has learned, which would continue but drastically alter the function of distributors and middlemen between the manufacturers and rack-jobbers, while recognizing the rack-jobber as a full-retail wholesaler.

A 10-point plan now under study by a number of the rack-jobbers and its basic tenet the sale of records to rack-jobbers at wholesale cost. This is a major departure from present procedures, by which rack-jobbers would have been cut out, and would have been given only the same prices as do retailers, less a 10 percent discount for performing such services as purchasing, warehousing, picking and packing, providing inventory and display arrangements, and handling orders. The discount would be 10 percent on orders for 10 or more.

The basic thrust of the new plan would be to provide rack-jobbers with an incentive to push sales, by allowing them to sell to independent retailers at lower prices, or to obtain manufacturer’s trade or demonstrator copies, which would be sold in bulk to the independent retailer.

Ten-point Plan

1. Wholesale price to rack-jobbers: 10 percent discount off manufacturer’s price.
2. Independent retailers allowed to buy direct from manufacturer, at a discount of 10 percent off wholesale price.
3. Rack-jobbers allowed to sell to independent retailers at a price that is 10 percent off the manufacturer’s wholesale price.
4. Rack-jobbers may order directly from manufacturers, who will provide sample copies at cost.
5. Rack-jobbers may receive sample copies at cost, and may make such copies available to independent retailers.
6. Rack-jobbers may provide independent retailers with special promotional materials.
7. Rack-jobbers may provide independent retailers with special display materials.
8. Rack-jobbers may provide independent retailers with special advertising materials.
9. Rack-jobbers may provide independent retailers with special discount programs.
10. Rack-jobbers may provide independent retailers with special training programs.

The proposed plan would not eliminate the role of the distributor between manufacturer and rack-jobber. The latter would continue to service through and pick up shipments from distributors, who would in effect be serving a brokerage role. The distributor would receive an override or rebate of perhaps 6 to 8 cents off his normal price for all records sold to rack-jobbers, with manufacturers assuming the expenses for freight, billing and credit, or other costs. The rebate would go to 10 percent if distributors maintained these expenses. Under the plan the rack-jobbers probably would be billed directly by the manufacturers and would in all likelihood have their own contractual relations with the distributors.

WASHINGTON — Another bill would make functional discounts mandatory as between manufacturer and rack-jobber, if the rack-jobber also acts as distributor. The bill, introduced by Sen. Herbert Humphrey (D., Minn.), for a number of years in both houses, attempts to have been made to set up regulations that would force manufacturers to give a “functional” discount to the big-bag retailers, by amendment of the Robinson-Patman Act. The bill would force manufacturers to give functional discounts to bona fide wholesalers, putting them under a rule similar to that of the Robinson-Patman Act.

In addition to taking on some costs now borne by distributors and manufacturers, the retailers would have to pay the price of the entire operation, which would reallocate approximately 15 cents less per LP, cost of the rebate.

It must be emphasized that the above figures are all based upon the assumption that the rack-jobber would not be more than 10 cents less per LP. However, one leader in the rack-jobber business, including those with rack-jobbers, is on merchandise buying, which has subject to the above calculations. These, of course, have some variations that no standard deal can be. It is also worth noting that a few manufacturers may not present operate along lines similar to those under consideration with a rebate plan to distributors, and that their success has not simulated the move for universal adoption of the program.

New Bill on Discounts Introduced

BOB ROLONTZ

NEW YORK — King Features Syndicate has announced that King Features has been issued a motion picture to be released in the coming season. The film, titled “Kicks and Co.,” is produced by Dennis Marks and is a sequel to the previous success of “Blacks in Love.”

Marks Gets ‘Baker Street’ Rights

NEW YORK — E. B. Marks Music has acquired the publishing rights to the forthcoming Broadway musical comedy, “Baker Street.” This brings the Marks’ list of recent shows to include all major Broadway copyrights handled by the firm, which is also handling the release of the show for the next season. King Features, the film rights of the Baker Street, has been purchased by the company.

NARM Board Meeting to Plan Chicaco Confab

PHILADELPHIA — The Board of Directors of the National Association of Record Merchandisers (NARM) will meet at the Beverly Hilton Hotel, Los Angeles, June 30, for the organization’s mid-year meeting and person-to-person sales conference. The board will be held in conjunction with the Mid-Year Meeting of the California Association of Records Dealers, held in Los Angeles, August 26-29. In addition to setting programs for the four-day event, the board will also pass on resolutions and other important matters and procedures for the year's meetings. The board will also pass on resolutions and other important matters and procedures for the year's meetings. The board will also pass on resolutions and other important matters and procedures for the year's meetings.

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Bills Would Kill Loss-Leader Disk Practice, Quality Brands Head Says

GARY, Ind. — Loss leader practices in disk merchandising could be banned under the provisions of a bill before the Indiana Senate. A spokesman for the industry group said the legislation would make it illegal to sell any disk for less than the cost of the record. The measure was introduced by Sen. Hubert Humphrey (D., Minn.) and is expected to be given a first reading next week.

"The legislation would make it illegal to sell any disk for less than the cost of the record," said the industry spokesman. "This would level the playing field for all disk manufacturers and would ensure that consumers receive fair value for their money."

The proposal was introduced by Sen. Hubert Humphrey (D., Minn.), who said he was motivated by concerns about unfair competition and consumer protection. The bill would make it illegal to sell any disk for less than the cost of the record, and it would establish a minimum price of $2 for all disk sales.

"The bill is a common-sense approach to protecting consumers and ensuring fair competition," said Humphrey. "It will help level the playing field for all disk manufacturers, and it will ensure that consumers receive fair value for their money."

The industry group said it was pleased with the legislation and would work to ensure its passage. "We support the bill and will work to ensure its passage," said the industry spokesman. "We believe it is in the best interests of all disk manufacturers and consumers."

The bill has been introduced in both the House and the Senate, and it is expected to receive a first reading next week.

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COMPETITORS WAGE BATTLE OF WIRES

HOLLYWOOD — A flurry of telegrams from competitive labels, each asking the recipients to disregard the other’s message, served last week to inadvertently call more attention to a singles release than an on-purpose promotional stunt has created in many a moon. Wire warriors were Emile Farrel, Reggae Records’ national promotion manager, and his counterpart at Liberty Records, Bob Staff. Liberty’s promo was, under Staff’s direction, leveled at his own firm—singly, with a new Martin Denney single, “Taste of Honey,” and, in a move Brigitte, who had hired its Eddie Cano recording of “Taste of Honey” was also covered by the Infinity, with their Mark label bursts of Western Union to fight back. Reprise’s Farrel sent out the following wire over Bob Staff’s signature: “Flip the Martin Denney record. It’s the ‘Brighter Side all the way.’”

Telegrams were sent to disk jockeys and stations. When curious recipients called Staff to find out why Liberty went off the “Honey” side and was back on the flipside, instead Liberty traced the wire, and asked them to call the other label. This is the first time that Staff and Farrel have locked promotion horns. Both were friendly rivals when they had worked at Atlantic Inks New Producer; Atco Cats Ready Billk Single

NEW YORK—A flurry of activity at Atlantic Records this week broke news of a singles production deal, two new singles disks, and a change of distributors. The label signed a special arrangement with the Flippin’ Records, to produce future dates with singer Tommy Midnight and the Midnighters. The association is following the release of the lead’s “What’s for Me to Know” which was purchased from Posen. The Atrio wing of the company is set to release “What’s for Me to Know,” by Mr. Acker Billk, as a follow up to his smash, ”Mush. The Wonderful World of the ather Bluesman.” Another in

(Continued on page 24)
New Store Still in Good Health

NEW YORK — Though the glamour of the new Fifth Avenue Korvette has dissipated somewhat this week, the record department continued to do a healthy business, sparked by stamp collectors who flocked to the store to purchase records, a large percentage of which were old, non-commercial discs, to add to their collections. Korvette has been known for its large selection of classical records.

The search for new selling methods by distributors, was pointed out by record executives who noted that in the past, record sales were made to a small audience of record collectors and not to the general public. This week, Korvette has introduced a new method of selling records, namely, by mail order. The new system allows customers to purchase records at a lower price than those available in stores. This move is expected to attract a larger audience of record buyers and contribute to the store's sales figures.
The Big 3
Has Five Big Chart Hits!

WHERE ARE YOU
Recorded by DINAH WASHINGTON
on ROULETTE 4424

THEME FROM DR. KILDARE
(THREE STARS WILL SHINE TONIGHT)
Recorded by RICHARD CHAMBERLAIN
on M-G-M 13075

THE GREEN LEAVES OF SUMMER
Recorded by KENNY BALL and HIS JAZZMEN
on KAPP 460

LISA
Recorded by FERRANTE and TEICHER
on UNITED ARTISTS 470

NEVER IN A MILLION YEARS
Recorded by LINDA SCOTT
on CONGRESS 103

ROBBINS · FEIST · MILLER
and Subsidiaries
from Grand Award
TWO GREAT NEW ALBUMS
with a fabulous success story!

1
THE BEST OF THE ORIGINAL ROARING 20's

2
THE BEST OF KNUCKLES O'TOOLE

Selections from The Best of the Original Roaring 20's include:
- CHARLESTON
- YES, SIR, THAT'S MY BABY
- CHARLIE MY BOY
- SWEET, I'M SITTING ON TOP OF THE WORLD
- IF YOU KNEW SUSIE
- I'M JUST WILD ABOUT HARRY
- THAT CERTAIN PARTY
- I LOVE MY BABY
- MY BABY LOVES ME
- BUTTON UP YOUR OVERCOAT
- MA (HE'S MAKING EYES AT ME)

Selections from The Best of Knuckles O'Toole include:
- I'M LOOKING OVER A FOUR LEAP CLOVER
- OLD PIANO ROLL BLUES
- GEE, BUT IT'S GREAT TO MEET A FRIEND FROM YOUR HOME TOWN
- I WANT A GIRL
- GIVE MY REGARDS TO BROADWAY
- RAGTIME RAZZMATAZZ
- THE BAND PLAYED ON
- IN THE GOOD OLD SUMMERTIME
- BEER BARREL POLKA
- SMILE, DARN VA
- SMILE
- BYE BYE BLACKBIRD
- WALKIN' MY BABY BACK HOME
- PUT ON YOUR OLD GREY BonNET
- KITTEN ON THE KEYS
- THERE IS A TAVERN IN THE TOWN

ENoch LIGHT DELIVERS ANOTHER WINNER
In Prepack Display to Ring Up Sales plus SPECIAL OFFER

Special Introductory Offer! Reduced prices on the Albums, Free Goods for you!
Each album is prepacked in its own self-contained, printed display carton. Each
prepack contains 12 Stereo and 10 Mono records, ready to set up on your counter
and pull in the sales. Get these prepacks and get FREE GOODS. The biggest
promotion in Grand Award's history—the hottest promotion of the year.

FREE GOODS and PREPACKS. Get in on it today!

SENSATIONAL PRICE DEAL
CALL YOUR DISTRIBUTOR SALESMAN FOR COMPLETE
INFORMATION ON THIS RECORD BREAKING OFFER

MAIL FREE COUPON TODAY!

ATTENTION RADIO PROGRAM DIRECTORS
SPECIAL OFFER FOR RADIO STATIONS
MAIL FREE COUPON TODAY!
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.

**RECORDINGS AVAILABLE**

<table>
<thead>
<tr>
<th>Best Selling Record Listed in Gold Fame</th>
<th>Week Ending June 16</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. I CAN'T STOP LOVING YOU</td>
<td>5</td>
</tr>
<tr>
<td>2. STRANGER ON THE SHORE</td>
<td>10</td>
</tr>
<tr>
<td>3. IT KEEPS RIGHT ON A-HUSTIN'</td>
<td>4</td>
</tr>
<tr>
<td>4. THE MAN WHO SHOT LIBERTY VALANCE</td>
<td>4</td>
</tr>
<tr>
<td>5. LOVERS WHO WANDER</td>
<td>6</td>
</tr>
<tr>
<td>6. PALSIDES PARK</td>
<td>11</td>
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<tr>
<td>7. SECOND HAND LOVE</td>
<td>3</td>
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<tr>
<td>8. THE ONE WHO REALLY LOVES YOU</td>
<td>11</td>
</tr>
<tr>
<td>9. SOLDIER BOY</td>
<td>9</td>
</tr>
<tr>
<td>10. PLAYBOY</td>
<td>3</td>
</tr>
<tr>
<td>11. THE STRIPPER</td>
<td>5</td>
</tr>
<tr>
<td>12. DON'T PLAY THAT SONG</td>
<td>4</td>
</tr>
<tr>
<td>13. MASHED POTATO TIME</td>
<td>13</td>
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<tr>
<td>14. CINDY'S BIRTHDAY</td>
<td>8</td>
</tr>
<tr>
<td>15. THAT'S OLD FASHIONED</td>
<td>12</td>
</tr>
<tr>
<td>16. FOLLOW THAT DREAM</td>
<td>1</td>
</tr>
<tr>
<td>17. EVERYBODY LOVES ME BUT YOU</td>
<td>8</td>
</tr>
<tr>
<td>18. AL Di LA'</td>
<td>1</td>
</tr>
<tr>
<td>19. SNAP YOUR FINGERS</td>
<td>1</td>
</tr>
<tr>
<td>20. OLD BIRDS</td>
<td>8</td>
</tr>
<tr>
<td>21. CONSCIENCE</td>
<td>7</td>
</tr>
<tr>
<td>22. SHARING YOU</td>
<td>7</td>
</tr>
<tr>
<td>23. A STEEL GUITAR AND A GLASS OF WINE</td>
<td>14</td>
</tr>
<tr>
<td>24. SO THIS IS LOVE</td>
<td>8</td>
</tr>
<tr>
<td>25. SHE CRIED</td>
<td>11</td>
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<tr>
<td>26. VILLAGE OF LOVE</td>
<td>7</td>
</tr>
<tr>
<td>27. I SOLD MY HEART TO THE JUNKMAN</td>
<td>6</td>
</tr>
<tr>
<td>28. TEACH ME TONIGHT</td>
<td>6</td>
</tr>
<tr>
<td>29. TWISTIN' MATTARA</td>
<td>3</td>
</tr>
<tr>
<td>30. ANY DAY NOW</td>
<td>2</td>
</tr>
</tbody>
</table>

**JAZZ REVIEW**

**Jazz Package Touches All Bases**

Jazz collectors are in for a big bonus with the release of the new Artia-Parliament de luxe jazz package. The set, which is in LPs, includes several great titles, each containing some of the most famous jazz groups of the past. The collection, drawn from the catalog of Roulette Records, includes over 250 sides and over 60 artists, many of them near-perfect representations of a number of modern jazz groups. It is a great selection for those seeking a good jazz collection.

**NEWS REVIEW**

**Jazz-Longhair Marriage Hits Rocks**

WASHINGTON — The International Jazz Festival’s attempt to make a marriage between rock and jazz has been successful here last week, but the event did not come without its problems.

Everybody tried, and while some groups performed, others failed. The most notable failure was the opening day, which revealed a number of problems that plagued the weekend. With the event’s schedule spread across a week, it was clear that not everyone was ready for the challenge.

A final scattering afternoon concert featured the work of the Duke Ellington Band, Brubeck’s Quartet, and the George Shearing Sextet. Among others, we were warmly received. The band’s performance was nothing earth-shakingly new or different, but it added to the already impressive lineup of talent. The whole program had the benefit of strong promotion by TV, radio and the local press. Good music was played.

Other events included a rare clash between jazz and classical music, with the acclaimed London Philharmonic Orchestra performing. The performance was hailed as a highlight of the festival, and it was hoped to continue this in future years.
PRESENTING

PHILIPS RECORDS GROWTH-PROFIT PROGRAM

JUNE 1ST - JULY 15TH

INTRODUCING AN ARRAY OF STAR-STUDDED LP'S

Powerful product is the key to Philips Records GROWTH to date and now even greater GROWTH is indicated through the sales appeal of these new releases. From the great New Ruth Brown LP to the New unique swinging hand style of Tony Martell . . . you get a strong and varied product . . . a hard hitting merchandising program . . . increased consumer acceptance . . . plus a great pricing for PROFIT policy. Philips Records great "GROWTH-PROFIT" program . . . the program that means big PROFITS for you! For details contact your Philips Records representative.

GROWTH

$ PROFIT

GROWTH

1 PROFIT

PHILIPS RECORDS

35 E. WACKER DRIVE - CHICAGO, ILLINOIS
Would Change Distrib'rs' Role, Cut Jobber Prices

• Continued from page 4

normally between 8 and 10 per cent, according to manufacturers.

The plan consideration by record companies is understood to have originated privately with the National Association of Record Manufacturers, trade organization of the rack-jobbers. The NARM contract committee has long contended that present procedures do not provide sufficient room for the rack-jobbers to make a satisfactory profit considering both the volume of business now done through racks (estimated at 25 per cent of all disks sold), and the squeeze which the rise of giant discount houses has put on rack-jobbers as well as all retailers.

While NARM officials could not be reached for comment on the proposals, initial evaluation of the plan indicates that it is designed to cover a compromise that would improve the position of the rack-jobber, earning him full recognition as a wholesaler and yet not cutting out the distributor—as has been the trade fear—while maintaining the same prices for peaceable co-existence with distributors.

NARM's mid-year meeting in 1961 not to bypass distributors, and to continue recent NARM statements stressing their desire for peaceful co-existence with distributors, the way for the plan, and the way for the current proposals. It is also understood that many of the proposals in the plan, NARM officials told many manufacturers that they have neither the desire nor the ability to replace the distributor in exercising such functions as promoting records, servicing disk jockeys, etc.

The rack-jobber, in specifically proposing to order through distributors, is to be attempting finally to end all distrib fear that they are seeking a direct-order deal with manufacturers. Obviously, they are seeking a new permanent balance of forces involving recognition and acknowledgement of their role as that of a wholesaler or sub-distributor, and not as a form of retailer.

Inasmuch as the deal also would mean a reduction in distributor take from rack-jobber sales, the rack-jobber's diplomatic approach seems to imply their hope that distributors will accept this, though it may hurt, as a realistic profit for substantially reduced services they would be called upon to render under the suggested new buying procedure. The writer's profit margin which the rack-jobbers would obtain from the plan would be derived not only from distributors but from manufacturers (see accompanying box for details). But before the proposals will be accepted, manufacturers can be expected to study them carefully to determine what the ultimate plan is likely to be and whether the changes are a requisite for the maintenance of a truly healthy rack-jobbing industry.

Not all it's certain that the reduction in profits or rack-jobber orders is likely to be agreeable in return for elimination of the costs and problems deriving from functions now performed by distributors on rack-jobber orders, but which would be taken over by manufacturers, including bookkeeping, credit and returns.

The full 10-point proposal under discussion, in addition to items covering prices and return privileges, contains such other ones as:

• Provision for a rack-jobber advertising budget raised in collaboration with record manufacturers, and based on some such yardstick as percentage of gross business done by each rack-jobber;

• Regularly scheduled meetings between manufacturers and each rack-jobber under contract;

• Mutually satisfactory credit extension policy that stipulates whether the rack-jobber is to be billed directly or by the distributor;

• Drop-shipping of orders from the manufacturer to the local distributor under prepaid freight;

• Direct 60 to 90-day advance notice by the manufacturer to each rack-jobber of proposed cutouts;

• Accurate records to be kept to enable manufacturers, distributors and rack-jobbers to get an accurate analysis of sizes of orders and number of returns;

• Adjustments of manufacturer prices to rack-jobbers in the event list prices of exchanges after contracts are set, and.

• Direct notification by manufacturers to rack-jobbers of price, credit and freight allowance policies.
THE SMASH FOLLOW-UP SINGLE TO
"STRANGER ON THE SHORE"

MR. ACKER BILK

ABOVE THE STARS

ATCO 6230

From the MGM-Cinerama Picture "The Wonderful World of the Brothers Grimm"

Mr. Acker Bilk is Under Contract To Atco Records; All His Recordings Are Exclusively Available In The United States On Atco Records Only.
## HITS OF THE WORLD

### AUSTRALIA

<table>
<thead>
<tr>
<th>Country</th>
<th>Artist</th>
<th>Album</th>
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<tbody>
<tr>
<td>(Country Music Makers, Sydney)</td>
<td>(Parlophone)</td>
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### ARGENTINA

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### FRANCE

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### HONG KONG

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### JAPAN

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<td>(Parlophone)</td>
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### MEXICO

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<td>(Country Virides, Mexico)</td>
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### NORWAY

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<tr>
<td>(Country Music Makers, Norway)</td>
<td>(Parlophone)</td>
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### PERU

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<td>(Country Music Makers, Lima)</td>
<td>(Parlophone)</td>
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### Week Notes

- **Argentina**: Last Week's #1 song was "El Borracho" by Carlos Gardel. This Week, "La Vida es un Carnaval" by Carlos Gardel is back at #1.
- **Denmark**: The top song this week is "The Sound of Music" by The Sound of Music. A new entry is "The Impossible Dream" by The Impossible Dream.
- **France**: "La vie en Rose" by Alain Delon is the top song. "Un chanteur solitaire" by Charles Trenet is new at #2.
- **Hong Kong**: Top song is "Jian gong, jian gong, jian gong" by Raymond Chow. "Dong rose, dong rose, dong rose" by Kenneth Chow is new at #2.
- **Japan**: "Ike no tsugu" by Eddy Morita is at #1. "Kimi no nawa" by Eddy Morita is new at #2.
- **Mexico**: "El misterio" by The Mysterians is #1. "El alma de la ciudad" by Los Mysterians is new at #2.
- **Norway**: "Børneblomst" by The Børneblomst is at #1. "Jeg vil være din" by The Børneblomst is new at #2.
- **Peru**: "Un amor" by The Un Amor is at #1. "El beso" by The Un Amor is new at #2.

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### Other Notes

- **Argentina**: "Eterna La Noche" by Jose Delgado is a new entry at #2.
- **Denmark**: "I'll Be Seeing You" by The Andrews Sisters is new at #2.
- **France**: "Je m'en vais" by The Manouche is new at #2.
- **Hong Kong**: "Dong rose, dong rose, dong rose" by Kenneth Chow is new at #2.
- **Japan**: "Kimi no nawa" by Eddy Morita is new at #2.
- **Mexico**: "El misterio" by The Mysterians is at #1. "El alma de la ciudad" by Los Mysterians is new at #2.
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(Continued on page 37)
EASt BERLIN — Communist East Germany is boosting the importance of Western music by granting trade credits to Western musicians visiting the country with an estimated value of $250 million. East Germany is seeking the credits primarily for the purchase of coal, food, and machinery from Western Europe and the U.S.A. East Germans are attempting to sweeten the deal to Western musicians as a means to win support from them for the East German state.

East and West Germany do not trade at all, but have agreed to trade at last year’s levels of $350 million. The value of the new agreement is expected to be 200 per cent of last year’s trade.
HUNGARY
Kodaly Symphony Played in Venice
By PAUL GYONGI
Zoltan Kodaly just returned from the Festival of Contemporary Music in Venice, where his Symphony in C Sharp had its first Italian performance. The Rome symphony orchestra performed the work, conducted by Bruno Maderna. The music was performed in part by the American composer Earle Brown was led by two conductors, who together conducted the orchestra of sound impression. Kodaly feels, however, that composition of sound is only one of the kind of offerings of atonalistic and technical speculation. The music has been a byproduct of these calculations.

ISRAEL
Prep for Festival Of Music & Drama
By AZARIA RAPORTOF 73, Ahad Hamt St, Tel Aviv
Israel is getting ready for the second annual Jerusalem Music & Drama, to be held here from August 15 to September 16. Composer Igor Stravinsky, the 1 Music, Chamber Orchestra, pianist Van Vliet, soprano Van Vliet, soprano Joan Sutherland and Amuzenu Quartet and "Pirakom," the Greek Theatre Company, are among the international artists participating. Some of the best international opera and drama actors are also participating. The opera will be presented in Hebrew (Columbia and Decca), will be most prominently billed.

ITALY
U. S. Names Help Firms Face Field
By SAMUL STEINMAN
Piazza S. Annunzio, 1, Rome
Three companies appear to be holding their own against all others in the Italian market. These are Eni, the largest oil company, Battesti, and Caltrend-Paté, and CGC-GDG with their affiliated overseas group.

GERMAN DISKERIES URG
Yearly License Fee For Tape-Record Set
BONN—West Germany's diskeries have joined with GEMA, the German copyright organization, in proposing a new 1963 tape license fee for private tape-recorder owners of royalty license fees. The law as drafted by Chancel-lor Adenauer provides that tape-recorder owners shall pay a license fee of 2.50 marks ($0.19) a year to GEMA, which has not been in operation since 1961.

Norway
Minn-Keys Cop Silver Disk
By ESPEN EBKSON
Verdens-Gong-Oslo
A new silver disk has been awarded to music teacher Johnny Osby, vocal quartet, the Minn Keys and their leader, Egil Moss-Vennesland, at Oslo's annual Festival for recording of original Danish music and Danish folk music. (The Mill 1 Want to Come Home, with sales of 25,000 copies of "Oh Mama"
• "Oh Mama"

Netherlands
Munn Keys Cop Silver Disk
By Espen Ekbson
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Canada
Q&A
By ALVARO PENALVER
Arropando 3066, Caracas

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German diskeries are concerned over the upsurge of music taping and are pushing for a 1963 fee, which varied in sales, which in 1963 dropped sharply from those in 1960. The German Chamber of Industry fears that there is a "direct cause-and-effect relationship" between the slump in platter sales and the upsurge in tape recorder production.

Columbia is affiliated with the British producers, Polydor, Philips, and Decca, and issued several records abroad. The company's president is Dr. W.C. Rogers. Columbia's main competitors are Pathé, Sylvania, and Decca.

Recordings For 1964

Holland

The Netherlands is one of the typical Dutch street organ groups that has resulted in the release of an LP and EP on Philips (Phonogram) and a new LP on Columbia (Bovema). The Netherlands has an extended street-organ series, as part of the series "Take Holland Home," featuring music by many Dutch artists. The albums are presented in full-color sleeves and often include prints of organs in languages such as English, German, and French.

Brazil

Recordings To Be Made At The New Factory

By AMERICAN COMPANIES

The new factory is being constructed to accommodate growing demand for record and tape recordings, particularly in Brazil. The new facility will be located on the outskirts of Sao Paulo and is expected to be completed in early 1964.

Venezuela

Recording Firm Opens New Plant

By ALVARO PENALVER
Arropando 3066, Caracas

The new plant will be located in the eastern part of Caracas and is expected to become operational in early 1964.

CFD's Italian leaders are Betty Butler and Johnny Dorelli, Connie Francis, and Dolly Parton. The company has a large network of sound tracks on UA. CGD is featuring the Reprise recordings of Frank Sinatra, Dean Martin and Sammy Davis Jr. A special "Welcome to Mushroom" catalog was issued in honor of the former's recent p.f., which has received incipient interest in Milan and Rome.

HISTORY

Hostesses from six European air- lines were judges in the finals of the "Reggae Music Festival" in London. Six winners from a variety of countries were invited to the finals. The winners included Bing Crosby,ington by Gino Latif, "Stop This Night," from the "Italian" series are by Charles Armstrong and sung by the Italian "Chaste," and "The Summer of '62," by Edith Piaf and Britain's Cliff Richard.

Night club review

Anka Wows 'Em Again at Copa

Fifty-selt Paul Anka goes to be just a bit bigger every year in terms of showmanship and projection on a club floor. This he proved in the debut of his new act at New York's Copa.
BRUNSWICK'S BREAKING OUT!

Mr. Excitement!..... The Way You Like Him!

I JUST CAN'T HELP IT
c/w
MY TALE OF WOE

Jackie Wilson
55229

Tomorrow's Big Ballad with the Sound of Today!

TORTURED

Linda Hopkins
55226

A Coast-to-Coast Natural!

TEEN TOWN, U.S.A.
c/w
AIN'T THAT RIGHT

Buddy Lee
55228
SANDY NELSON: DRUMMIN' UP A STORM

This album is by Sandy Nelson and his band of swingers have another instrumental winner in this LP. Big feature of the set is an 11-minute musical world tour with Sandy supplying appropriate needs for each land visited. Nine other romping tracks fill out the album in high fashion with "Sunset," "I'm in Love Again" and "Can't Stop Blues" leading the way. Package is another strong chart contender for the drummer.

THE SWINGIN' SIDE OF NAT KING COLE

Capitol W 1724 (DO; SW 1724 (S)—Just as the title suggests it is a Swingin' Nat Cole, the kind of jazz in which many fans prefer to find the chaster. And a big, brassy, swingin' band, directed by Dave Carragher, lends a bright backing on "Avalon," "I Want a Little Girl," "Mood Indigo," etc. A recent Cole set with George Shearing is doing fine on the charts now and this one quickly follow suit, despite the fact that it's simply a retitled version of the earlier "Welcome to the Club" album.

IT'S TRAD

Kenny Ball and Jazzmen, Kapp KL 1285 (DO)—Rich "N" Ready copy of a jazz counterman, Askew Hill, have done well here with the "trad" Dixie sound with both singles and albums, and this newest Ball set should do just as well. It has a bright feel and it contains such previously released sides as "Green Leaves of Summer" and "Siamee Children," plus new items like "Saturday Night Function," "Corset Clop Busy," etc. Broad programming possibilities here.

CHOICE R&B OLDFRS

Various titles. Bonded B 777—This album, which is only distributed in the East at present, contains 20 old rock and roll hits, a solid line-up to appeal to the rock and roll trade. There are sides by William Harrison, Teen Chords, Dee Clark, the Harptones, Cathy Jean and the Midnighters, the Islanders, the Willowes, and the Monarchs. In the New York area, LP is called "Jockey's Choice R&B." As a whole, the set is titled "WILD'S Choice R&B. Oldies." Good teen wax.

SAN FRANCISCO SCENE

George Shearing Quintet. Capitol ST 1715 (M; T 1715 (S)—This album was cut when the Shearing Quintet played a concert in the Masonic Hall in San Francisco. The set is top, well recorded. The members get a chance to exhibit his solo ability. The star is Shearing, of course, who plays with wide improvisational skill through- out. The set contains good sides like "Jumpin' With Symphony Sid," "Lobal of Birdland," etc. Good teen wax.

YOU ARE MINE

Frankie Avalon. Chancellor CHL 5027 (MY; CHLS 5027 (DO)—This album is produced by the wake of the 'best single of the year." Frankie Avalon is a busy young idol and his young fans set a record with this album. His big recent smash, "You Are Mine," is a stock cover by the singer and this album is expected to do well. The set should be a strong seller in pop and jazz markets.

THE BEST TRACKS FROM THE SPOTLIGHT LP'S

These are the tracks selected for disk jockey programming by BMI's reviewing panel at the end of each week. Find this week's new 'Spotlight' on page 4.

THE MEETING

Meet Claude King. Columbia CL 1810 (M; CS 6810 (S)—A powerful new album by country-pop stylist Claude King, which features his current hit, "Wildwood Mountain," and his recent wangling "The Commandments." In addition, the chaster shows off his fine style on a strong group of tunes, best of which are "Little Blue Heart," "I'm Just Here to Get My Baby Out of Jail" and "Fistful Packin' Papa." Set that could grab sales both pop and country, since King is hot in both fields.

HAWAFI!

Henry Mancini, RCA Victor LPM 2559 (M; LSP 2559 (S)—Mancini, already an Academy Award winner in two categories, delivers "Guy's Breakfast at Tiffany's" at its again in this latest set, containing the complete score for the Howard Hawk's saga of durable ducks, "Make." One tune, "Baby Elephant Walk," is already a hit single for several different artists, and the Mancini version here rates plenty of attention. In addition, the pretty ballad, "Just for Tonight," by Johnny Mercer and Hoagy Carmichael also rates kudos. Album should step out.

VINCENT EDWARDS SINGS

Decca DL 74311 (S); DL 4311 (S)—The TV heart-throb, Vincent Edwards, has shown a warm singing style on this collection of romantic ballads. Although his singing style is merely adequate, his TV popularity partially with the form, is enough to make this album a solid seller. He does acceptable jobs on "I'll Walk Alone," "When I Fall in Love," "Lonesome Road" and "Unchained Melody." The track backings are smooth and lush.

BRAVO GIOVANNI

Original Cast. Columbia KOL 5900 (Stereo & Monoaural)—Columbia has released the original cast recording of "Bravo Giovanni" to market in a sumptuous and tasteful package, that should do well among original cast fans. The show albums highlights the exciting voice of Metopera star Cesario Stepe, who has the best songs in the show, including "Bravo Giovanni," "Ah Campaniere," and "Breach's Law." He is ably aided by Michele Lee, David Opalchon, and a flock of strong vocal performers. Recorded in top-notch studio facilities, this album, is highly recommended for the bright, logits and gaiety of the show. This could be a hit.

THE SELLERS

Award one. "Ain't Already Made My Mind Up," and "Enoch Of the Spotlight." TV David including star Original Decca LP 6915 (M) —Nelson and his band of swingers have another instrumental winner in this LP. Big feature of the set is an 11-minute musical world tour with Sandy supplying appropriate needs for each land visited. Nine other romping tracks fill out the album in high fashion with "Sunset," "I'm in Love Again" and "Can't Stop Blues" leading the war. Package is another strong chart contender for the drummer.

MEET CLAUDE KING

Meet Claude King. Columbia CL 1810 (M; CS 6810 (S)—A powerful new album by country-pop stylist Claude King, which features his current hit, "Wildwood Mountain," and his recent wangling "The Commandments." In addition, the chaster shows off his fine style on a strong group of tunes, best of which are "Little Blue Heart," "I'm Just Here to Get My Baby Out of Jail" and "Fistful Packin' Papa." Set that could grab sales both pop and country, since King is hot in both fields.

THE SWINGIN' SIDE OF NAT KING COLE

Capitol W 1724 (DO; SW 1724 (S)—Just as the title suggests it is a Swingin' Nat Cole, the kind of jazz in which many fans prefer to find the chaster. And a big, brassy, swingin' band, directed by Dave Carragher, lends a bright backing on "Avalon," "I Want a Little Girl," "Mood Indigo," etc. A recent Cole set with George Shearing is doing fine on the charts now and this one quickly follow suit, despite the fact that it's simply a retitled version of the earlier "Welcome to the Club" album.

IT'S TRAD

Kenny Ball and Jazzmen, Kapp KL 1285 (DO)—Rich "N" Ready copy of a jazz counterman, Askew Hill, have done well here with the "trad" Dixie sound with both singles and albums, and this newest Ball set should do just as well. It has a bright feel and it contains such previously released sides as "Green Leaves of Summer" and "Siamee Children," plus new items like "Saturday Night Function," "Corset Clop Busy," etc. Broad programming possibilities here.

CHOICE R&B OLDFRS

Various titles. Bonded B 777—This album, which is only distributed in the East at present, contains 20 old rock and roll hits, a solid line-up to appeal to the rock and roll trade. There are sides by Wilbert Harrison, Teen Chords, Dee Clark, the Harptones, Cathy Jean and the Midnighters, the Islanders, the Willowes, and the Monarchs. In the New York area, LP is called "Jockey's Choice R&B." As a whole, the set is titled "WILD'S Choice R&B. Oldies." Good teen wax.

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SINGLES REVIEWS

JUNE 16, 1962  BILLBOARD MUSIC WEEK 21

SPECIAL PULL-END

GUY MITCHELL

CHARLIE'S SHOES (Pamper, BMI) (2:02)—The Billy Walker country hit is a solid resulted by the chorus on his first outing for the label. He sells it with style. Flip is "Rusty Ole Halo" (Rynan, ASCAP) (2:16).

DREAMLOVERS

I MISS YOU (Alan K, BMI) (2:11)—An exciting performance from the vocal group marks this a potent disk. The rocker has swing and an infectious beat which adds up to a strong potential. It could be big for the lads. Flip is "If I Should Lose You" (Alan K, BMI) (2:23).

CATHERINE CARROLL

POOR LITTLE PUPPET (Alden, BMI) (2:35)—The young thrush has had other good sides, but this is easily her best. Material is strong and her performance has the winning sound. Stan Applebaum's backing is topflight too. Watch this one. Flip is "Love and Learn" (Arsenfier, BMI) (2:08).

VALLE.

HURRY HOME TO ME (SOLDIER BOY) (Ludis, BMI) (2:15)—Here's a clever idea with an attractive look. The by young thrush, Valle, over the original Shirelles' dashing of "Soldier Boy." The effect is packed with emotion and the side can score. Flip is "Jimmy's in a Harry" (Ludis, BMI) (2:31).

**DANNY PEPPERMINT**

MAYBE TOMORROW BUT NOT TODAY (Post, ASCAP) (1:59)— THE PASSING PARADE (Sheldon, BMI) (2:40)—Peppermint, who had one of the versions of "Peppermint Twist," has two fine sides, not identified with the twist. First flip is asnappy, up-beat, well-sung with a good feel. can assist. Flip, equally catchy, is a cute rhythm ditty with a good lyric line. Either way you're buying Columbia 7847.

JERRY BUTLER

MAKE IT EASY ON YOURSELF (Famous, ASCAP) (2:30)—IT'S TOO LATE (Cartoon-Conrad, BMI) (2:30)—Butler has two sides with plenty of potential. Leadoff item is a ballad done with a dramatic flair and an excellent backing. Big backing. The effect is topped off by a fine rhythm effort, done with an equally fine backing. Watch both.

Country & Western

FERLIN HUSKY

STAND UP (Central Songs, BMI) (2:09)—Here's a driving kind of tune, with pounding rhythm support behind Husky's exciting performance. Voices and combo are cleverly used in the backing. Side also has strong potential. Flip is "It Scares Me" (Husky, BMI) (2:51).

CAPPED 14779

**RHYTHM & BLUES**

GENE KENNEDY

DON'T TEAR MY PLAYHOUSE DOWN (Co-Par-Forrest, BMI)—An oldie hit tune swings again here through the solid interpretation of chorus Kennedy. He's nicely aided by a groove down-South harmonica backing and an orch that sets a great dance beat. Side has potential and it could also move in the pop field. Flip is "I Wish I Knew" (Hi-Hos, BMI).

Old Town 1121

***** STRONG SALES POTENTIAL

STEEL MILLER & GANG

MADE MILLER and the Gang are a Georgia all type performance of a country-music type item that could cash a million shot by the doylies. (Essen, ASCAP) (2:15)

****** Better Excitement — Another solid vocal performance for Mark and the Orch. Side is well done, but vocal may not catch on via a Dean John lover. Lead sings the tune with enthusiasm. A likely hit. Topflight backing behind the group and an easy Latin rhythm. (Sort Music, BMI) (2:40)

***** Teensides Follow Me—the group has a quick-stopping rocker that swings along nicely from the lead singer. The side is simply arranged with combo support. (Wither-Conn, BMI) (2:16)

**** The Mar-Keys

**** What's Happening—STAR 114— A grinding rocker here taken as a medium (Continued on page 30)

SINGLES REVIEW POLICY

All single records reviewed by the Panel are sold and reviewed by the BWM Reviewing Panel. Records are reviewed on their respective categories, according to their commercial potential, based on such factors as performance, vocal, background, artist's name value, recording quality, etc.

Putting Winners are judged to have the strongest potential. Records of all singles reviewed during the week and the week previous are included in the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. They are listed first. FOUR-STAR and Four-Star records have been based 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 also grouped following the Three-Star records.

SUNLIGHT WINNERS, in the opinion of the Reviewing Panel, have the best potential and deserve exposure.

All singles intended for review should be sent to the Billboard Music Week Reviewing Panel, c/o Billboard, Times Square Station, New York 36, N.Y.
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NEIL SEDAKA'S
"BREAKING UP IS HARD TO DO"

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For another winning deal, join the “Summer Festival of hit singles from RCA Victor!” Ask your distributor for details.

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WNBC Is Switching to Wide Pop Material Radio Format

NEW YORK — The switch this week of NBC's New York flagship WNBC from old standards to hit single programming raises a lot of interesting questions as to the future programs of other owner-operated stations in other key markets. WNBC moved away from an exclusive policy of standards last Monday (3). The move, according to Program Director William Schwartz, is just the first in a number of changes designed to strengthen the station's competitive position.

Schwartz said the change is strictly local and has no network implications. Schwartz noted that initial reaction to the change has been excellent. He said the station had received numerous calls and letters praising the switch. WNBC here, the ABC net station, had held its rating up with out and out Top 40 and rock and roll programming.

WNBC's rating progress is certainly local and has no network implications. Schwartz noted that initial reaction to the change has been excellent. He said the station had received numerous calls and letters praising the switch. WNBC here, the ABC net station, had held its rating up with out and out Top 40 and rock and roll programming.

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Albuquerque Station No Threat To ABC Radio Network, Says FCC

WASHINGTON—The ABC radio network will not suffer competitive damage if its New York flagship Station WABC begins directional antenna, to accommodate a New Mexico outlet on the same frequency. So ruled an FCC hearing examiner last week. Over protests by American Broadcasting Company.

Calif. AM Outlet Hits Air July 1
OROVILLE, Calif.—Station KAOR, a new non-clear-channel outlet, is scheduled to start broadcasting here July 1.

Owner-manager James E. Waller said that programming will consist of information programs and a basic middle-of-the-road music pattern. The new radio outlet will空气中1,140 kilocycles with 250 watts.

Waller is a veteran of 20 years in the broadcasting field, most recently general manager of KAGR, Yuba City-Martinsville, Calif.

At Sumbler, a veteran and associated with AM since 1937, he will be station manager. Sumbler was last with KXXK, San Jose, Calif., new FM outlet on the air.

Broadcast hours will be 5:15 a.m. to 11:15 p.m. Monday through Saturday, 6:30 a.m. to 11:15 p.m. on Sunday.

Station KAOR will be in the Orville Inn, with transmission from Avenue 1 and 16th Street.

YESTERDAY'S HITS

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

POP – 5 Years Ago

June 17, 1957

1 Love Letter In The Sand, P. Boone, Del
2 Bye Bye Love, Everly Brothers, Del
3 White Satin Stall, M. Boland, Columbia
4 So So Jone, Country Western Band
5 Teenager's Barrence, K. Nelson, Verve
6 Back Door, J. Moore, Del
7 Santeri, C. Halley, Verve
8 All Shook Up, E. Presley, RCA Victor
9 Little Rebel, Diamonds, Mercury
10 School Day, G. berry, Capitol

RHYTHM & BLUES – 5 Years Ago

June 17, 1957

Searche, Caterels, Alice
She Ain't Gonna Change, B. & C.
C. Mike, C. Willis
All Shook Up, E. Presley, RCA Victor
Yvette of Texas, F. Domingo, Imperial

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SUNLAND #5001

and the
MY HEART TO THE JUNKMAN

Career With Hix, Red Vikings, Del
Little Devil, Diamonds, Mercury
Just Hold My Hand, C. Moppett, Atlantic
Dance Party, D. & C, Del
Best Time Yet Man, L. J. Parker, R&B

And the
MY HEART TO THE JUNKMAN

Newtown

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GIVE US A CALL AT 313-724-8350
* Reviews of New Singles

**Continued from page 29**

**BERNIE MBUR:** Our Man in L.A.-BUY—This in- igo bird, tipped originally based on a local Houston label, has been taken over by the London group. It features an interesting mix of a hard-surfed tone which the group still is moving forward. Wash this one in. (Group) (BMI) (2:20)

**BOBBY DAVOUR:** Stack Ebony and Ivory—BUY—This intriguing take, especially catered to a local Houston label, has been taken over by the London group. It features an interesting mix of a hard-surfed tone which the group still is moving forward. Wash this one in. (Group) (BMI) (2:20)

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Patsy Cline's Golden Hits
5200/1200

3

GLORIA LYNNE
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b/w "It Just Happened To Me"
#20008

KETTY LESTER
"Queen For A Day"
b/w "I Said Goodbye To My Love"
#20007

PATSY CLINE
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b/w "I Don't Wanta"
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32 BILLBOARD MUSIC WEEK

JUNE 16, 1962

• Reviews of New Singles

GILY FERRANTE

'“LISA” FERRANTE & TEICHER

UNITED ARTISTS

723 BOWERY AVE. • NEW YORK N.Y.

Don't Forget:

THE PRUNE

LOOK-OUT

(TJC-720)

TENDERLOIN

DREAM THEME

(TJC-745)

NEW

GREAT DJ REACTION

LITTLE MATCHMAKER

TWISTEREE

SCRAPBOOK TWIST

JUDY JAE

AND THE MOONLIGHTS

JACOB-CARLE RECORDS

Suite 902, 20 E. Jackson

Chicago 4, Illinois

• Continued from page 26

Old Timey Love

EVEN THOUGH (A&M, R&B) (2:10)

RED SINNERS

"Big Red Bildy-Birdie, Part 1 & 2" (Marvin Gaye, G-M, S) (3:30, LUTE 1081)

CARL MANNION

"Get the Last of the World Go By" (Hank Mobley, G-M, S) (3:01, G-CEE 131)

THE CORONA KIDS

"The Big Ship Sails on the Afternoon Shore" (Peter Gershman, ASCAP) (3:02, REVERSO 435)

DAVID THORNE

"If You Should Ever Need Me (Maunder, R&B) (3:04, BSR 1969)

LOUIS HARRISON

"You're My Mole (Maunder, R&B) (3:13, TANGER 199)

BENNY ECKER

"Oh When You Come Home (Blond, R&B) (2:10, REVERSO 435)

BOBBY RUBINE

"My Teacher's All Right (DiMaggio, R&B) (2:15, APOLLO 103)

JAMES BRADLEY

"You're Just a Heartache (DiMaggio, R&B) (3:02, APOLLO 103)

BOBBY BROWN

"Do of Love (Maunder, R&B) (3:00, MIRRO 301)"

THE CROCKETTS

"Ain't That Good (Hattie) at the Beach" (Boss, R&B) (2:35, MARVEL 301)

MEL WINTERS

"Gonna Tell You About (Bum, R&B) (2:35, MARVEL 301"

JIMMY ROSELLE

"I'm Gonna Sing All Right Down and Tell You About (DiMaggio, ASCAP) (2:45)"

KERRY O'REILLY

"Talk To Me Baby (DiMaggio, R&B) (2:35, REVERSO 435"

GUY MITCHELL'S

GOT A BIG HIT!

CHARLIE'S SHOES

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"LOOKIN' FOR A LOVE"

Jr.33

BY THE VALENTINOS

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This one's a BLOCKBUSTER!!

LITTLE MATCHMAKER

If You Ever Need Me

GARNET BARKER

"Ain't That Good (Hattie) at the Beach"

The Brooklyn Dodgers

"Talk to Me Baby (DiMaggio, R&B)"

JACOB-CARLE RECORDS

Suite 902, 20 E. Jackson

Chicago 4, Illinois

COUNTRY & WESTERN

WILLIE NELSON

"Take a Look (Starday, B&B) (2:30, STARDAY 195)

"Well, You Lost That Love That You Wanted (Starday, B&B) (2:30, STARDAY 195"

RAHSONA JONES

"Father Joe (Starday, B&B) (2:30, STARDAY 195"

DENVER BILL

"The Next That Is West of the Rockies (Pinebox, B&B) (2:30, PROCESS 195"

CAITLIN BARKER

"Red Sunglasses That I Never Bought (Starday, B&B) (2:30, STARDAY 195"

"The Cavaliers"

"I Wanna Know (Cam, B&B) (1:50, B&B 195"

STEWARDS

"Who Was Movin' (Cam, B&B) (1:50, B&B 195"

SPIRITUAL

THE PATTISON SINGERS

"Sterns and Stars (Cam, B&B) (2:30, CAM 195"

"God's Own Father (Cam, B&B) (2:30, CAM 195"

THE KELLY BROS

"I Still Remember (Cam, B&B) (2:30, CAM 195"

CAITLIN BARKER

"I Still Remember (Cam, B&B) (2:30, PROCESS 195"

CALVOS

RICHIE DELAMORE

"The Troubled Soul (Cam, B&B) (2:30, CAM 195"

"An Old Soul (Cam, B&B) (2:30, CAM 195"

JAZZ

COY WOPOL

"Papa's Got A Brand New Pair Of Glasses"

JAZZ

JURRIS DEGETT

"Sterns and Stars (Cam, B&B) (2:30, CAM 195"

"Cross My Heart (Cam, B&B) (2:30, CAM 195"

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"The Troubled Soul (Cam, B&B) (2:30, CAM 195"

"An Old Soul (Cam, B&B) (2:30, CAM 195"
Does It Again!

MAKE IT EASY ON YOURSELF

Arranged by Bert Bachrach. Written by Hal David & Bert Bachrach. Published by Famous Music (ASCAP)

VeeJay #451

VEEJAY RECORDS
1449 S. MICHIGAN AVE., CHICAGO 5, ILL.
The pick of the new releases: **SPOTLIGHT ALBUMS OF THE WEEK**

**Classical**

Rigoletto

MacNeil, Sutherland, Cioni, Siepi, Corena Maggio, London Opera 1232—Artists of the most stellar caliber have been involved in full-length recordings of Verdi’s “La Traviata,” but this new packaging by Columbia is quite something. The soulful, yearning soprano of the moment, Joan Sutherland, is virtually certain to earn major acclaim. Carter MacNeil, Cesare Siepi and Renato Cioni are heard to advantage, but Miss Sutherland’s virtuosic performance is the one the buyers will seek. Informative notes and photos and a libretto are contained in an accompanying booklet.

**Jazz**

Just Jugh

Gene Ammons. Argo LP 698—Most consistently fine jazz of the season. Ammons solos on this album, Jugh (that’s his nickname) cooks with organist Eddie Bower and drummer Gerald Donaldson on the set, blowing a wide range of standards and blues on eight tracks. This is one of the best albums on which Frank Ocean has been on the scene, and is an exciting performance in which stereo clarifies the interplay between drum and reeds. The Ammons horn: “Please Send Me Some Love.”

**Semi-Classical**

Patience

The D’Olyrie Carte Opera Company. London 09A 1217—This is another in the label’s complete versions (signing as well as music) of Gilbert and Sullivan operettas. It is a fine-rate rendering of one of G&S’s bravest works and a grandly entertaining and humorous one. Backed by the orchestra and的背后 by the orchestra and under the direction of Isidore Godfrey is excellent. A superb album that should have steady sales.

**Country**

Home of My Favorites

Verlin Hunley, Capitol T 1720 (ML 1720)—Ferlin Hunley, a big country artist in the country world, turns up in his best effort. He’s got the talent and a good song. He’s a natural country talent, a great country talent to boot. The album is a big success, with a strong selling appeal.

The Great Ones

Various Artists, Capitol T 1718 (ML 1718)—This album includes some of the best country artists of the day. It is a very fine collection and a fine country effort.

Dear Hearts and Gentle People

Red Foley, Decca DL 4290 (ML DL 74290)—The album was recorded exclusively for the Decca label. It is a very fine collection and a fine country effort.

Porter Wagoner and Skeeter Davis Sing Duets

RCA Victor LPM 2529 (ML); ESP 2529 (S)—Two impressive young country artists team up for vocal duets on this album by RCA Victor. They are fine country artists and are sure to please country fans.

The backings on the 12-track set are in a comfortable country groove with the addition of a string section, and each track is satisfying listening experience. The two are great on most all tracks and they’ve got the talent and the ability to please country fans.

Gonna Find Me a Bluebird (S) and “Gonna Find Me a Bluebird (M)” are the outstanding tracks.

**Bach: the Art of the Fugue, Vol. 1**

Glenn Gould, organ, Columbia MS 6338 (SML 5728)—A startling sale was recorded a few summers ago by Gould’s recording of Bach’s “Great Fugues.” This disk has a good chance to duplicate that success, as the young Canadian organist turns to the organ for the first time. The album is a fine one, and is an important addition to the organ literature. The Gould organ: “Little Fugue,” “Fugue in C Major,” and “Fugue in G Minor.”

**Patent**

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**Cross Country**

Wells Peggy, Decca DL 4290 (ML DL 74290)—Sides split on a flock of beating tunes in its popular, high-spirited style. The material includes favorites by the Number One, “Waterloo,” “I’m Late For You,” “Somebody’s Coming,” and other romances. Five of the twelve are fine, and the other seven are fine. In all, it is a fine country album by all means.

**Sacred**

Singing on Sunday

Kathy Wells, Decca DL 4270 (ML DL 74270)—Miss Wells is more closely associated with songs of a secular nature having to do with the romantic complexities of daily life, but here in one of her dedications to the sacred, she proves equally skilled at turning a meaningful performance. The set, it can be said, follows in the fine tradition of an earlier album. Selections include “Singing on Sunday,” “Wings of a Dove,” “Footsteps of My Lord,” etc.

**Spoken Word**

Henry V 44127

The Marlowe Dramatic Society and Professional Players. London 09A 1415 (S)—The Marlowe Society along with the Professional Players give an intimate reading of Shakespeare’s Henry V. The recording was made under the auspices of the British Council. Leading parts are eloquently and masterfully handled by Gary Watson, Eddie Jones, Tony White, Denise McCarthy, Tony Church and the other members of the company.
**Cleveland M. S. Distributing Doing Business**

The Cleveland branch of the M. S. Distributing Company has moved into new quarters at 2289 11th Avenue. The new office is under the direction of Claude W. Titus, operating and doing business, according to Mac McDermott, of the firm's main office in Chicago.

**Judith Carter Engaged to Elliot Stone**

Judith Ellen Carter, daughter of Mildred and Harry Carter (his president of Music Suppliers, Inc., Boston) became engaged to Elliot B. Stone, son of Mrs. Blanche Stone, co-owner with his father of Bernie's Music Box, Cambridge, Mass. Wedding is set for October 20.

**Receiving A.M.C. Company Awards**

The American Composer's Association presented 1962 Gold Leaf Awards for "Achievement in Fostering and Encouraging Young American Composers." Selected were: Henry Cowell, Of Connecticut; and Carl Davidton, Of Women's Savings and Loan, Long Island. Mendelsohn, who received the award at the Juilliard Music School's commencement exercises June 1. The school has named composer Roger Sessions as guest lecturer, violinist Walter Traunfels as instructor in viola and chamber music, and Felix Galinait as chamber music director.


**Ticket Sales for "Danger," K.T.O.**

Tickets for "Danger," the Schola Cantorum's first big show in the city, are now available at two Chicago theaters. Starring Fredman, the opera opens September 29. Hulse, execs announced Tuesday.

**Tifco to Name Rio de Janeiro Director**

Tifco, the Latin American subsidiary of the Tofco Group, has appointed T. G. T. Theiss as managing director of the company's Rio de Janeiro branch, replacing Edward J. de Souza, who has been transferred to Caracas, Venezuela. Theiss has been with Tifco for 23 years, serving in various capacities in the company's operations.

**Judey's and Sunset Studio**

Sally of Sunset Studio, a division of Judey's, is reported to be moving from 825 N. Dearborn St. to the old Sunset Studio at 2120 N. Lincoln Park West. The move will cause some changes in the club's management and personnel.

**N.O.S. Records to Open**

The National Opera Society, a new label formed by the Broadway Guild of Opera Players, has announced plans to open a new record store in New York City. The store will be located at 151 Fifth Avenue, between 30th and 31st Streets, and will feature records of the highest quality.

**Tik-Tok Showcase**

A Tik-Tok Showcase, a new showcase for up-and-coming talent, will be held at the Tik-Tok Theatre in New York City. The showcase will feature performances by young artists and will be open to the public.

**Chicago**

Kai Winding's trombone chorus will be heard at the London House when Kai's septic return to the city (14). Kai will appear with his big band at the London House on Tuesday and Wednesday nights. The band will also be featured at the '21 Club on Thursday nights. 

**Cleveland**

Fred C. Manno, manager of the Cleveland branch of the Cleveland Pneumatic Company, will be a guest at the Cleveland Press Club's annual dinner on September 28th. Manno will discuss the company's latest products and services.

**Pittsburgh**

Wayne Bock's record of June 15 and 16 to be released by New York's Columbia Records. The record features a new round of hits from the iconic Wayne Bock catalog, including "You Belong to Me," "Always on My Mind," and "My Heart Will Go On." 

**Philadelphia**

Al Martino and Fabian autographed records for the opening of Nick Petrella's new record shop in South Philadelphia. The shop, which has been in operation for 10 years, will be housed in a new building on the corner of 3rd Street and Hamilton Avenue. Martino and Fabian signed records for the shop's opening.

**Discounts Bill**

By Bill Sadics

**Discounts Bill**

Discounts Bill, which was introduced in the mailing on Johnny Cash's new Sun Records album, "The Man Comes Around," has been reprinted as a copy by writing to Lincole Music, 301 W. 42nd St., New York 18, N.Y. A copy of the Discounts Bill, which is valid for 30 days after the mailing date, can be obtained by writing to Vaults Records, 100 East 42nd Street, New York 17, N.Y.

**Billboard**

Billboard is a weekly music trade publication that covers the music industry, including record sales, concert reviews, and music news. It is published by Billboard Publications, Inc., located at 235 West 45th Street, New York 36, N.Y. The magazine is available online at www.billboard.com.

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**SPOTLIGHT ALBUMS OF THE WEEK**

**Country & Western**

BLUESER RAMBOE
Bill Monroe and His Bluegrass Boys, Decca DL 4166

"Bluegrass fans, city or country, will consider this album a musical treat. Bill Monroe's bluegrass band is in top form. The songs are well chosen and are arranged with care. Good value."

**SHARPSHOOTER RAILROADS**
Four Deacons, RCA Victor LPM 1564

"Dixieland fans will enjoy this record, which is a collection of Dixieland standards. The group playing harmonizes on record, and the songs are well arranged."

**THE GOSPEL TRUTH**
The Nunn Leland Choir, RCA Victor LPM 1565

"A fine collection of songs that should appeal to the group's many followers."

**LOW PRICE POPULAR**

- **LAWRENCE WALKER**
  "The hits of this record include "On the 22nd of July," "Please Send Me A Lover," and "No More Cold.""

- **K. V. AND G. V.**
  "The collection of songs is well arranged, and the singing is good."

**SOUND OF THE TIMES**

- **Patriotic Songs**
  "The hits of this record include "God Bless America," "The Star-Spangled Banner," and "The Battle Hymn of the Republic.""

- **LINDOS ROCK**
  "The hits of this record include "Lindos Rock," "The Boy in the Mirror," and "The Girl Next Door.""

**MODERATE SALES POTENTIAL**

- **FRANKIE LAINE RINGING**
  "The hits of this record include "Ring-A-Ding Ding," "I'll See You in My Dreams," and "It's a Lovely Day.""

- **DANCE TO THE MUSIC FROM SOUTHERN"" 
  "The hits of this record include "Southern Boogie," "Jive at the Juke," and "Shake, Rattle, and Roll.""

**STRONG SALES POTENTIAL**

- **PETTY CARDINAL**
  "The hits of this record include "Cardinal," "Cardinal," and "Cardinal.""

- **THE SOUNDS OF THE TIMES**
  "The hits of this record include "The Stars and Stripes Forever," "The Battle Hymn of the Republic," and "The Star-Spangled Banner.""

**COUNTRY & WESTERN**

**THE STRONGER SALES POTENTIAL**

- **COUNTRY SHUFFLE**
  "The hits of this record include "Shuffle," "Shuffle," and "Shuffle.""

- **THE MODERNISTA**
  "The hits of this record include "Modernista," "Modernista," and "Modernista.""

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**Cortigl, president of the California Carnegie Association.**

This week's final tally of album sales potential is significant. The most promising are those that have sold over 50,000 copies. One album, in particular, has sold over 60,000 copies, making it the best-selling album of the week. This album's success is likely due to its catchy melodies and memorable lyrics, which have resonated with listeners across the country. The album's producer, known for his innovative approach to music, has also contributed to its success. The impressive sales figures showcase the album's popularity and the talent of those involved in its creation.

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**Country Music**

The chart this week is dominated by American country music, with several albums reaching the top of the sales list. One album, in particular, has sold over 50,000 copies, making it the best-selling country album of the week. The album's success is likely due to its catchy melodies and memorable lyrics, which have resonated with listeners across the country. The album's producer, known for his innovative approach to music, has also contributed to its success. The impressive sales figures showcase the album's popularity and the talent of those involved in its creation.

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**Spanish Music**

This week's Spanish music chart is dominated by Latin American artists, with several albums reaching the top of the sales list. One album, in particular, has sold over 50,000 copies, making it the best-selling Spanish album of the week. The album's success is likely due to its catchy melodies and memorable lyrics, which have resonated with listeners across the country. The album's producer, known for his innovative approach to music, has also contributed to its success. The impressive sales figures showcase the album's popularity and the talent of those involved in its creation.

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**Japanese Music**

This week's Japanese music chart is dominated by international artists, with several albums reaching the top of the sales list. One album, in particular, has sold over 50,000 copies, making it the best-selling Japanese album of the week. The album's success is likely due to its catchy melodies and memorable lyrics, which have resonated with listeners across the country. The album's producer, known for his innovative approach to music, has also contributed to its success. The impressive sales figures showcase the album's popularity and the talent of those involved in its creation.

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**General Music**

This week's general music chart is dominated by pop and rock artists, with several albums reaching the top of the sales list. One album, in particular, has sold over 50,000 copies, making it the best-selling general music album of the week. The album's success is likely due to its catchy melodies and memorable lyrics, which have resonated with listeners across the country. The album's producer, known for his innovative approach to music, has also contributed to its success. The impressive sales figures showcase the album's popularity and the talent of those involved in its creation.
Firms Ready New Phone Product in Build-Up For Display at Annual NAMM Show in N. Y.

Motorola Brings Out Stereo Line of 33 Models

CHICAGO—Motorola has introduced its largest stereo phonograph line in history, which will be displayed at the NAMM show in Los Angeles next month. Motorola 1963 line of 33 models, including 20 cassettes, six stereo phonos and seven portables will be shown to distributors at a sales convention here Monday (60). Price range runs from $55.95 for a "playroom" model to just under $1,000 for the Heritage "Custom con-"

One of the highlights of the line is the new 1963 Polonaise model, featuring a Fisher True light-weight turntable; a new and only one-inch seven-ounce force of ord- ed, another feature of the high- er-priced models is the built-in FM-AM-FM stereo radio unit.

New in Motorola’s Heritage line this year is the Heritage Room phone, known as American Changer. This unit was developed by Mahogany Association’s Grand Avenue Collection, a composite craftsmanship in the musical classical field.

Another feature of the 1963 line is the Decorator Home Entertainment Center. This three-piece divider model contains 19-inch TV, portable stereo console, table radio and record player in one complete unit beginning at $279.95.

Portable stereo model SP 43 will retail $99.95 and package will include 30-inch LP’s and a roll-about cart combination, all for $149.95.

RCA Victor Ups Budget

NEW YORK—RCA Victor’s home entertainment division, announced here two weeks ago, will get the benefits of an ad and promotion budget of $75 million in the first year, up from $4.5 million in 1962.

http://www.americanradiohistory.com

Magazine, and Dealers

BEST SELLING PHONOGRAHS, 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 telephone dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weighted votes received from all dealers responding. Point tabulations are based on the rank order of manufacturers’ sales at each dealer, and weighted by size of store. Only manufacturers earning 2% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $401 AND $500

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<th>Price</th>
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<tr>
<td>$401</td>
<td>RCA Victor</td>
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DIY DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering deals at special terms. Shown where available are the quantity levels, expiration dates, plus details on end of promotion. Please see page number of the original news story and/or advertisement for more information.


Summer album sales program. Label is offering 15 albums free for every 100 LP’s of Mercury, Capitol and ABC-Paramount albums sold.


Quipper Profit Highlights. A 10 per cent discount on new Quipper, plus write album catalog, LP’s and LP’s.


The firm of national distributor for Records, Recordings, WAXOY, and Gland and offers two free albums for every 10 ordered on all new releases and catalog releases. Deferred selling also available. Information kits, best seller lists and display materials also available on program.


International Music Label. Label is offering 15 per cent discount on complete international album catalog plus all international releases. Label is also offering 10 per cent on three top albums: "George Michael's Song," "Ray Hamilton's Hit," and "What About the Kids." These labels are also included in the program.


Audio-Visual World Month. One-fifth off all DE-L and Stereo LP’s.


Stereo LP’s 10 per cent off. One sixth off with orders over 100 LP’s.


Sundays At Sound. A 10 per cent discount on all sound material, including new albums.


Seventh week on the introductory rate of 11 LP’s in its newly Electronic Re-Channelled for Stereo series.

ALBUM COVER OF THE WEEK

Olympic Records-Files With SEC

For Stock Sale

WASHINGTON—Olympic Record Industries, formerly Olympia Record Corporation of New York, has filed a registration statement with the Securities & Ex-change Commission seeking regis-

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WILLIAM J. LUCAS, LUCAS PHOTOGRAPHIC

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WASHINGTON—Olympic Record Industries, formerly Olympia Record Corporation of New York, has filed a registration statement with the Securities & Exchange Commission seeking registration of 66,000 shares of Class A stock, to be offered for public sale at $5 per share. Underwriters and dealers are Company, Inc., and J. E. Hamburger Company, both of New York, will receive a 50-cent for each $100 raised.

Sales to date are at $1.08 LP will run from $2.77 to $2.97, depending on local conditions. This keeps us competitive but it is a good price, too.

This Racker Employed Airplane; Univac Do Well-Rounded Job

Continued on page 5

"We are in over 500 locations now and if you haven’t sold within 6 months that’s where the Univac comes in. We use this big installation to help you in sales and inventories from all locations, and it tells us exactly what’s needed in terms of merchandise."

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Continued on page 5
Olympic Records
Continued from page 38

Singles, go for about 80 cents in the P.C.'s, a little less in other stores.

"Right now we are in the P.C.'s and such chains as Murphy, Grant, Krane, McCrory and some food stores, including Grand Union. In the latter, we prefer budget priced product in general, with only the top bestselling singles and regular-price LPs.

"Transportation of the product, we have found, is best handled by buses. With the help of the bus lines, none of our locations are more than 24 hours away. Locally, in the Miami and South Florida area, we go one step further. We've found that weekends are the biggest time for record sales, and every Thursday, our girls get on the phone with every reasonably close account and check out their weekend needs. They get what they want quick.

We insist, by the way, that all accounts, from the $50,000,000 inventory down to the smallest, handle some budget priced product. It's an important part of the business today. But we try to avoid cut-outs entirely. We feel people are often more satisfied with the stuff and this gives them a basis for a complaint. We don't need that. We want them all to be happy."

1962 Dealer (NAMM) Conv. Issue dated June 30....ad deadline June 20
FOLK TALENT & TUNES

By BILL SACHS

George Riddle (sung artist) appeared recently in Hobbs, N. M., and San An-
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ago.

Jim McConnell, managing vice-
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Corporation, recently announced
the following bookings for June:

HANSFORD COMEDY LIQUID. TAINS

HELP WANTED

RECORD DISTRIBUTORS

AT UNBEATABLE PRICES!!
All Major Records...Top Artists
and Hard-To-Get Accessories
Any Quantity...Quick Delivery
Brand-New Singles, LPs, 45s
Concert...Test-Pressing
33\frac{1}{2}-78's-
Write or Phone For Free Catalog.
HAMIL I T Trading Corp.
1920 N. Broad St., Philadelphia 31, Pa.
Phone: Pilot 2-0535

FOLK TALENT & TUNES

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BILLBOARD MUSIC WEEK

OMONI’S JUMBER CHAMBER OF COMMERCE holding a country and western show for the 10th consecutive year at Music Hall, June 12, arranged by Harry (Papa) Pfeifer, Whistler, Ont., Canada. Ticket: $1.50.

Cable: ASymphn3’r¢xEt

THESE ARE THE ONLY WAYS TO COPY THIS PHOTO!
ECM to Aid Coin Trade

EINDHOVEN, Holland—The European Common Market will help to boost the coin box machine industry, according to Dr. J. C. Ramser, chief economist for Philips of Holland. Dr. Ramser says the Common Market will stimulate competition economically by directing the supply of goods to the operator and also the number of coin models. The stimulated competition should produce price cutting access coin box trade. Dr. Ramser believes that Britain will join the supermarket, despite current doubts and difficulties.

Location Jumpers Hit U. K.

LONDON—Britain's Phonograph Operators Association is studying steps to suppress the "poaching" of juke box locations. Local operators in particular complain they are being ousted by organized bands of outside operators who invade local territory and take over by offering exorbitant collection splits to the location operators. Efforts are being made to model contracts compatible with British law, but operators complain over local branches of suchKontrast contracts they are subjected to unpleasant harassment from disgruntled proprietors, who, not having a profit, can induce the operator to abdicate the location voluntarily in favor of the better-paying poacher.

W. Berlin Taxes Slashed

WEST BERLIN—Phonograph and game amusement taxes have been slashed by 50 per cent in West Berlin, a measure to ease the economic strain occasioned by Communist pressure on the city. West Berlin thus becomes the first area to heed nearly a decade of operator agitation for relief from the continuing tax pressure. West Berlin easing is in response to last summer's building of the Communist wall through Berlin, and following the threat to extend it to West Germany as a whole. On the contrary, authorities in the various German States seem determined to retain the amusement tax as an index to their economic stability.

Location Ownership Booms

ANTEWERP — Location ownership is still the preferred pattern for coin machine operation in Belgium, and the trade here sees no likelihood that new trends will replace it. Most trade authorities at this European coin machine trade conference believe, on the contrary, that operator ownership is likely to increase in U. S. and other countries. The trade's attitude here is illustrated by Verheela, the Seeburger distributor, who insists that concern is both a distributor and an operator—but a reluctant operator. It operates around 50 machines, but prefers to sell to locations and concentrates on Belgium, in the local trade's opinion, has refused all the U. S. trade arguments that such ownership depresses business and lowers the trade's image. On the contrary, joke box popularity continues to soar in Belgium, where bars, restaurants, and snack bars use the joke box to lure trade, proprietors competing in phonograph entertainment.

TRADING WINDS

CHICAGO—Williams Electronic Manufacturing Corporation last week unveiled its new pinball game, Trade Winds, which is adjustable for either three-ball or five-ball play and features bumper balls, a roll over button and kickout hole to advance players to various islands. The game starts out in San Francisco and advances through various islands will be automatic.

The game is equipped with a show judge and has stainless steel front and side rails. It is also available in single or twin chutes. Another feature of the machine is a metal door for access to coin box.

By MILDRED HALL

WASHINGTON — Extension of the Johnson Act to cover in-line pinball machines is now a virtual certainty. The Commerce Committee this week reported favorably on the amended Eastland Bill, and passage is expected at an early date.

A committee bill has already passed the Senate. As the Administration, and particularly Attorney General Kennedy, has been behind the Eastland Bill, the Presidential version is expected to be a carbon copy of the Senate version. Briefly, the Eastland Bill would expand the Johnson Act to cover all machines covered by the $250 federal gaming tax stamp. This means that in-bid and similar games would be barred from interstate commerce.

No Basic Difference

The House version of the bill specifically exempts amusement pinball. This it intends to do by making it the operator's choice whether to make the machines purely in-line or a combination type of game. There is no basic difference in the two versions. Also exempt from the amended bill to bar gambling devices in machines meeting the requirements of the amendment, and where the operator is the owner of the machine.

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Amusement Machine Exempt

Also, said to be barred by the Johnson Act are amusement machines, which are more comfortable and familiar to the consumer.

'30' Feature of New Game

The '30's feature of this new machine is a metal door for access to coin box for a show judge. The machines are produced by Williams of Chicago, a leading manufacturer of pinball games.

Coin Industry Hale & Hearty,
Banker Tells Virginia Ogs

RICHMOND, Va.—John Chand-ler, Robert Minor and John L. Berkley, Jr., who recently organized the 1962 convention of the Music Operators of Virginia, to be held at the Hyatt Hotel here Septem-ber 7-8. The trio will line up manufacturers and distributors to exhibit and participate in the convention.

Attendance at the MOV meet- ing here Sunday (27) was the largest in several years. John V. Boyce, executive vice-president of the Mountain Trust Bank of Roa-noke told the opportunity has based on his experience with coin machine financing, the industry is in its healthy condition and prospects for the rest of 1962 look bright.

By RABBI NATHAN SCHNEIDER

"I had a chance to go to the Holy Land last week, following the day of rest, and visited several of the most historic sites in the world. On the last day of our journey we decided to visit the Western Wall in Jerusalem.

The Western Wall is one of the most beautiful and historic sites in the world. It is located in the old city of Jerusalem and has been an object of religious significance for thousands of years. The wall is made of stone and has a height of about 30 feet. It is surrounded by a low wall of stone and has a series of arches and windows.

The wall is a symbol of the Jewish people and their connection to the land of Israel. It is believed to be the only remaining part of the Temple of Solomon, which was destroyed by the Romans in 70 AD. The wall has been a site of pilgrimage for Jews for centuries.

The Western Wall is a holy site for Jews and non-Jews alike. It is a place of prayer, meditation, and reflection. The wall is a place where people can express their feelings and emotions.

As we stood at the wall, I could feel the energy of the people around me. It was a beautiful sight to see so many people gathered together in such a holy place.

The Western Wall is a symbol of the Jewish people's connection to the land of Israel. It is a place of hope and prayer, and a reminder of the history and culture of the Jewish people.

This trip was a wonderful experience and one that I will always remember. I am grateful for the opportunity to visit this holy site and to witness the beauty and history of the Western Wall.
Trade Publishers Honored at Coin Machine UJA Banquet

More than 300 operators, distributors, manufacturer representatives and record company executives turned out at the grand ballroom of New York's Hotel Plaza Tuesday night (5) to honor Roger S. Littleford Jr., publisher of Billboard Music Week, and Joe Orleck, publisher of Cash Box. The occasion was the annual banquet of the Coin Machine Division of the United Jewish Appeal. Both publishers were cited for their support of UJA.
German GI's Go Ga-Ga Over Vendors' Wares

Coblizen, West Germany—West Germany's rearmament is coming German bulk vending. Much to the surprise of American bulk vending operators, the Bundeswehr is demonstrating an insatiable demand for bulk gum (with or without chum) and more.

Batteries of bulk vending machines have been installed in every Bundeswehr installation. Locations in Bundeswehr areas have become West Germany's prime spots, widely coveted and fought over.

Operators (and they were few) forsighted enough to anticipate the Bundeswehr's bulk vending boom have cashed in handily. The military is again a big German industry.

West Germany now has 385,000 men under arms, and the number is to rise to 500,000 by 1965. Moreover, there are an additional 200,000 civilians attached to the Bundeswehr.

Bundeswehr installations now cover the entire country, meaning that the bulk vending bonanza similarly encompasses the entire country. Various unusual factors have combined to build the Bundeswehr boom.

First, the new German armed forces are a "deprofessionalized" civilian military establishment. In the Prussian era a Landsman (German GI) would have been court-martialed on the spot for chewing gum or nibbling peanuts while on duty (in fact, gum was virtually unknown before the war).

But discipline has been relaxed tremendously in the new German armed forces, and guards are more relaxed in the matter of bulk vending machine patronage—on off-duty hours.

The Bundeswehr is composed mainly of draftees, fresh from civilian life, and a feature of Germany's "Americanization" has been the introduction of U.S.-styled bulk vending, which the draft does mean demand from the military.

Finally, there is the precept of the U.S. Armed Forces, which is an example for the German Landsmänner. By consuming prodigious quantities of gum and peanuts (all supplied by German bulk vendors).

Abby Deal Cues Full Public Sale

BROOKLYN — Abby Vending Company, custom manufacturer of bulk vending machines, is now a partially publicly owned company. Mark Mackoff, Abby president, disclosed this week that the firm has sold 100,000 shares of its common stock to Northfield Precision, Inc., with 44,000 shares of this amount to be distributed among Northfield stockholders on the basis of one share of Abby stock to every 10 shares of Northfield stock held. The remaining 56,000 shares will be held in the Northfield treasury. Northfield is traded over the counter.

Abby received in exchange about $100,000 and an undetermined amount of Northfield stock. The money will be used in the development of a bulk vending machine, which Abby expects to have on the market in about six months.

First Step

The sale of stock to Northfield may be the first step in a complete public ownership of Abby. The firm is expected to file with the Security Exchange Commission for permission to sell the balance of its stock to the public.

(Continued on page 52)
ANSWERS TO THE OPERATOR'S DREAM

- Has built-in cash box
- Multiple vending with minimum floor space
- Quick and easy to service

BEAVER VENDORS

MARK I DELUXE CONSOLE
Contains 3 complete sections, 10 units

BEAVER MARK I (waterproof)
Contains 8 units

Contains 4 units

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

Support the MEND Fund
Inquiries Invited
Capitol Fight to Kill Anti-Bulk Bills
Forges Op Organization That Lives On

By CAMERON DEWAR
HOUTON—Since last November bulk operators in the Commonwealth of Massachusetts have been on the hot seat. The industry was caught with its defenses down—no organization and no apparent method of battling a draft into its pockethole. Happily the panic is over. The proposed $10 annual per machine fee, and $50 per nickel vendors who has been killed in the Legislature.

The administration had proposed establishing supervision over the 200,000 coin-operated machines in the State with a view to raising $1 million annually from the source. The licensing had been proposed to cover from $10 a year on the highest machines and $125 annually on machines in that sold merchandise costing $1 or more.

The industry faced a crisis. But swift action by Richard Reim, vice-president of Cramer Gum Company of Boston, may have saved the day. He quickly set to work and called a luncheon meeting of the operators to which many members in the industry came, including several officers of the National Vending Association and the Fathe brothers. Reim also came from Walter Guild of the Guild Associates, whose first impression is to produce vending machines in a legislative capacity. The strategy was planned, and the New England Bulk Vendors Association was formed with Irving Pradoff as president.

Fradoff's energetic leadership resulted in the defeat of three separate bills designed, as he says, "to put the bulk operators of Massachusetts out of business." But operators also rallied to help themselves by contacting their own and other legislators by letter and in person.

The danger is now past, but out of the crisis came an organization, the first in the area, which will be ready to deal with similar emergencies in the future.

Oversized Bulk Stands Pay Off
As Crowds Storm Big New Stores

By BOB LATIMER
DENVER—Vending machines operators are learning to cope with the new discount department store threat, and they've discovered that conventional servicing methods don't work. In the last six months, a half dozen of these giant retail outlets have come into town, and more are in construction. The smallest of these units is 100,000 square feet. Operators realized the potential of these locations. For example, many discount outlets will pull crowds of 10,000 in a single day. Bulk vend operators must pass through a single exit. Under those conditions, the conventional vendor at the exit is simply not up to the task.

Operators like Charles Flowers soon found themselves servicing machines 24 hours a day, instead of once a week, as originally planned.

With curiosity, as well as actual bargains attracting record-breaking crowds, the discount market has made sharp changes in almost every operator's thinking.

Oversized Stands
For one thing, Denver operators are going into oversized stands which hold 24 machines, to keep up with the demand.

At location serviced by veteran operator Frank Gold, 18 machines, made of three double-deck stands, are being used, extending from the front entrance section of the store, from the "in" or "out" doors.

Here, small children are often left to wait while their parents pass through the machines, and the self-service section of the store has been found to be necessary to use these machines at least for basic items such as ball gum, penny charms, jelly beans and Boston baked beans, and to add more for new items, such as rings, novelties and 5-cent charms.

One Large Stand
Because customers habitually look for all dimes and nickels to be in one compact section. Thewald, like other operators, has found it wise to concentrate his entire line-up of bulk vend in one large stand, rather than setting them throughout the store.

Part of this is merely a matter of visibility, because, in the big, bright, bustling store, respondent with colorful signs, customers actually find it difficult to see vending machines in place.

By building up 18, 20, and 24-stand units in the store, uncluttered space represented by entrances, lobbies, and check-out sections, is far more visible, and it gets attention from the patronage of all—small children with time on their hands.

Shipment of Vending Machines
Register Gain of 4% in 1961

WASHINGTON—In 1961 manufacturers' shipments of vending machines totaled $171,000,000, an increase of nearly 4 per cent over 1960 shipments of $165,000,000, Commerce Department reports.

Value of concessionary and food machines rose a substantial 16 per cent, from $23,900,000 in 1960 to $27,800,000 in 1961. Beverage machines amounted to $112,400,000 in 1961, up 3 per cent from the $109,000,000 shipped in 1960.

Bulk vending machines increased in number to 98,518 in 1961, up more than 31 per cent over the 1960 shipments of 88,055. Value was $1,518,000, up from $1,406,000 in 1960 value.

Over-all number of concessionary and food vending machines increased to 170,841, up 1960 total of 152,671 machines.

Coffee vending machines shipped by manufacturers numbered 20,628, valued at $28,882,000, up over 1960 totals of 27,161 machines valued at $17,534,000. The fresh-brew, single cup machines accounted for 15,561 of the 1961 total, value being $16,001,000. (No breakdowns on types of coffee brewers were available for 1960.)

(Continued on page 53)

Electric Money Maker
Fantastic ACME
ELECTRIC MACHINE

Time pays favors for health and sound. Electric current increases value of will by playing. Don't delay your future, postpone for 1,500 to 3,000 plays.
Sample... $28.13
2 and up... $23.50
Floor Stand... $5.00

ORDER TODAY
J. SCHEINBERG
195 Lincoln Plaza, Brooklyn 16, N. Y. Phone President 2-2900

PROFIT MAKER!

25¢ OR 50¢ SANITARY VENDOR

For the Vending Authentic—Reliable—Frighteningly Low Starting Cost
New Machine $65.00 Each
NEW CERTIFIED 1,000 POUND NICKEL-MERCHANDISING SCALE
New Scale $65.00 Each
Nickel-Merchandising Scale
Incl. Stand, Key & Parts
New Scale $65.00 Each
Weighted for Sturdiness
New Scale $65.00 Each
NICKEL MERCHANDISING SCALE
NEW CERTIFIED 300 POUND NICKEL-MERCHANDISING SCALE
New Scale $65.00 Each
Nickel-Merchandising Scale
Incl. Stand, Key & Parts
New Scale $65.00 Each
Weighted for Sturdiness
New Scale $65.00 Each

The machine that will bring in extra profits for smart operators is this new Oak Vender. The machine holds 144 Nickel products. The Oak clip-on handle is standard equipment. The machine is self-service. It measures 26 3/4" high, 8" wide and 4 1/2" deep. The machine is rebuffed and is equipped with an Acme Bell style. The machine has been designed with a stop for use in coin machines. Your price (pat. pend.) simplifies servicing.

OAK MANUFACTURING COMPANY, INC., 215 2nd Ave., New York 3, NY.
'Roses Are Red' Blooms On & On In Milwaukee Juke Box Gardens

By BENN OLMAN

MILWAUKEE—Bobby Vinton's "Roses Are Red" continues to head the juke box disk buyers' shopping lists in the Beer City. This red hot single is pulling solid action for operators here as well as all over the State.

John Patsa, disk buyer for Triple A Amusement Company, says "Roses Are Red" is still his firm's top number.

"We're putting it on all of our machines this week that haven't been covered to date. We're getting excellent returns on every location where it has been used," Patsa said.

Patsa also forecasts juke box success for the new Leroy Van Dyke "Dim Dark Corner" and Joanie Summer's "Johnny Get Angry.

Darlene Poje, buyer for Bay's Amusement Company, concurs. "Roses Are Red" is the best recorded we've programmed on our route in a long time," she said.

Other items listed by Darlene Poje as strong action pullers include "The Stripper" with David Rose; "Lemon Tree," Peter, Paul and Mary, and the new Every Brothers' "That's Old Fashioned."

Tourist Rush

One-stoppers report that their operator volume continues to brighten as more up-state resorts get ready for the tourist rush.

In addition to the newest hit tunes, says Gordon Felzak, downtown Radio Doctors, operators are showing strengthened interest in the old standards. Juke boxes hereabout sport wider selections of cuttings by the big bands fronted by Henry Jerome, Jan Garber and Frankie Froska. Older like "Whispering," "It Had To Be You" and "Cherubino" are being ordered "by the box," according to Felzak.

Felzak also pegs these as prime juke box fare: "Swinging Coty" on Decca by Earl Grant; Andy Williams "Stranger on the Shore," and the TV medieo show themes, "Ben Casey" and Richard Chamberlain's "Dr. Kildare."

Folks Disks

Polka music also has revealed some recent resurgence interest in the juke box trade. Operators shopping Radio Doctors, says Gordon Felzak, have been buying grabbing quantities of Kenny Gooz's "Coffee Party Polka," on PolkaLand; Don Pacito's "Don't Bring Lulu," on Cadet; and the Bernie Roberts "Coon-Soo-Cee" on Pagant Records.

Jimm Mayer, Record City one-stop's juke box specialist, claims operators are sticking pretty close to the Top 40's and the old standards. Demand is also rising for two of the new Columbia Records four-record packages by Mitch Miller and the Harmonicats, Mayer said.

Youngster Cuts Disks—Dad Distributes Them

NEW YORK — Jack Gordon, vice-president of the Seeburg Corporation, has a son in the juke box business. The youngster, Bobby Gordon, is approaching the business from a different angle than that taken by his father. Young Gordon is a recording artist.

Gordon's first album release, "Old South, New Sound" on Dot, got a lot of it to the recently hot week's issue of Billboard Music Week.

Of particular interest to juke box operators are the 10 single sides taken from this album. Three of these sides—released as 33 stereo singles—are being distributed exclusively don has since among juke box operators in the Seeburg Artist of the Week program.

They are "Gentle Annie" and "Oh Susanna," "Beautiful Dreamer" and "Jeannie With the Light Brown Hair," "My Old Kentucky Home" and "Suwanee River," "Nellie Bly" and "Mama's in De Cold, Cold Ground," and "Ellen Bayesian" and "Camptown Races." Gordon, a band leader and clarinetist, started his musical career with his own jazz group at Manhatt (N. Y.) High School. In 1957 he won the Ted Mack National Amateur Hour and the following year his participation in Long Island's Great South Day Jazz Festival won critical acclaim in the trade press.

During the last three years, Gordon has worked in Bobbe Hackett, Wild Bill Davlson, Mannas and other well-known jazz combos, and his own combo recently appeared at the Bird House and at Basin Street in Chicago.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides...
Edward Ginsburg

We have always considered Billboard representative of the coin machine industry on an international level.

Nathan Feinstein

"Our weekly advertisements covering a span of more than 27 years confirms this belief."

"Substantial increase in our export business is attributable...to the arm that reaches them via our ad—Billboard."

"Inquiries from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard."

"Our program to reach the expanding export market in coin machines includes a continuation of our regular weekly advertisement in Billboard..."

Shown is a reduced reproduction of a typical Atlas Music Co. advertisement.

SPECIAL NOTE TO OPERATORS: You're sure of the most and the best in Coin Machine Equipment each week in...

BILLBOARD MUSIC WEEK

Edward Ginsburg

Nathan Feinstein

Mr. Richard Wilson
Billboard Music Corp.
300 N. Randolph St.
Chicago 1, Illinois

Dear Dick:

We have always considered Billboard representative of the Coin machine Industry on an International level. Our weekly advertisement in Billboard covering a span of more than 27 years confirms this belief.

The substantial increase in our export business is attributable not only to our ability to supply equipment that satisfies customers all over the world, but to the care that reaches them via our ad—BILLBOARD.

The name of firms from countries as far removed as Ghana, Mozambique, Japan, Hong Kong, to name a few, invariably mention having seen our ad in Billboard.

Prospective buyers as well as customers, have come to learn that Billboard advertisers are reputable, well established companies of integrity and experience, and that they can count on the assurance that equipment will be shipped as represent...
Shipwrecked Op Crew Pools Funds, Gets Feet Wet Playing the Market

By CAMERON DEWAR

BOSTON — Benjamin H. Ross who operates Grayven Vending & Coin Machine Corporation was not a man to give up the ship. Such an action would ill befit a boating enthusiast and the commodore of the Metropolitan Yacht Club in East Braintree.

When Massachusetts Music Operators Association scuttled its ship last year after six years of navigating in troubled waters, Ben decided that somebody or other the fleet and jaws must be picked up. As a director of the association, he took the initiative in interesting some of the operators in staying together, if for nothing else, just to be together.

Recently with Cyrus Jacobs, of Interstate Music Company of Roxbury, MMAO's last president, Lohn Shorter of Newton, and others, they made up a group of 12 music operators, began to meet socially. It was then that Ross had the idea that the group might as well do something constructive.

Investment Group

Aware that most of the operators in the habit of making small stock investment, he decided that they might pool their funds. Out of this thought and the ruins of the MMAO was born a music operators' investment group, specializing in stocks of all types. In all, the group grew to 25, with the addition of the operators' friends who include a doctor, a lawyer, a charter accountant, and an economist in a variety of businesses.

Ross was elected president of the group which is far nameless and which probably will continue on this informal basis. Feeling that there was some knowledge of conducting meetings was necessary, Ross is now taking lessons in parliamentary law from a professor of that study so that things will be run on a ship-shape basis.

The members meet at least once a month and sometimes more often if matters are critical and talk. Sometimes they talk among themselves, and at other times a speaker for perhaps an investment house will give them the benefit of his experience. At the moment the group is buying stocks on a co-operative basis, but the group may in time get around to doing the same thing with purchases in the music business. A new group seems to have been salvaged from the wreck of the MMAO.

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W. German Coin Operators Debate Whether to Pursue Legal Fight

COLOGNE - West Germany's Central Organization of Coin Machine Operators (ZOA) is weighing recommendations from trade sources that it abandon the nearly 10-year legal battle against the amusement tax.

West Germany's Supreme Court has just ruled that the tax is legal, up to 10 marks ($2.50) a month. But the court's ruling is vague on amounts over 10 marks. The operators fear that this will mean more taxes for smaller stands, and that the tax is of even higher importance for the higher-street operators.

Some trade strategists feel that if they can get a High Court ruling that amounts over 10 marks are accounted in the same way, then the operators will eventually be able to accept this decision and get the tax turned over. Palling this, the operators have at least achieved some kind of moral victory.

However, trade opponents, styling themselves as "resultants," are forming a barricade against this and wishing it away their energies and money pursues the object of the operators.

It would be wiser, they argue, if the operators reconciled themselves to paying the tax and concentrated, instead, on measures to stop the public relations "image" and to boost business.
Week-Long Showing of Rowe-AMI Machine Sparks Mid-South Sales

MEMPHIS—Southern amusement distributing company conducted a week-long showing of the new Rowe-AMI juice box recently, and officials got "very good" sales response.

The showing drew operators from Memphis and all sections of the Mid-South.

Charles V. McDowell, vice-president and general manager, reported he had received a number of orders for the new phonograph.

McDowell and Wulf Letovich, company secretary, conducted a one-day (31) showing of the new machine last week at Holiday Inn at Little Rock, attended by all the operators in the Little Rock area.

Three officials representing the manufacturer or sales firm were in Memphis for the showing. They were: Donald Pino, Vendo-O-Matic Sales Co., Minneapolis, and Hans Van Royen and John Pentecez, Rowe AC Services.

Operators attending the Memphis showing:

From Memphis:

From the Mid-South:

New Wave of Federal Raids Due; To Soak Machines That Pay Off

NASHVILLE—William P. Gray, head of the U. S. Internal Revenue Service office here, said last week his agents will conduct a series of raids on locations beginning July 1 and will confiscate coin machines which should have the federal $25.00 gaming stamp and do not.

Gray said his men had picked up a number of machines on raids in late May in three Tennessee towns, Paris, Dresden and Martin.

As a result of these raids, Gray said, his division has had applications for 26 of the $250 stamps. All came from the Paris, Dresden and Martin areas, he said.

Gray said each coin-operated machine "designed for making payoffs to players is required to have the stamp attached to the machine." He estimated there are 1,500 such machines in the state.

Most locations in Tennessee adhere strictly to the rule that only free reprints on a pin game can be seen, with no cash payoffs. Some locations have violated this rule however, and make cash payoffs in these areas with the IRS crackdown is directed.

Gray said new raids will start July 1 because that is the issuance date of the stamps for the fiscal year 1962-1963.

A. D. Bowers, Jr., assistant professor of education at the University of Tennessee, is conducting a study of the effects of coin-operated amusement games on students in Grades 4, 7, and 10.

He said the study will be completed in 1965 and will include a questionnaire for students and teachers, and will involve the collection of data from schools in all parts of the state.

The study is being funded by a grant from the National Science Foundation.

Rowe-AMI Machine Shown in Richmond For First Time

RICHMOND, Va.—Top brass from Rowe AC Services, including Jack Hutt and George Gottlieb, attended the first Richmond showing of the new Rowe-AMI phonograph at the William Royal Motor Inn Wednesday and Monday (26 and 27) night. Hourly were Jack Hutt, president, and Harry D. Moses, executive vice-president of the Roanoke Endicott Exchange.

Other Roanoke personnel at the showing included M. L. Mandie, Tony Conon, A. D. Sheffield, George Howard, D. W. Bishop, Robert Williams, Ed Bass and John W. Hawkes.

Operators attending included Pino, Lesnick, J. E. Chandler, L. G. Donovan, Charles Lesnick, Mrs. J. D. Chandler, Joyce Chandler and N. W. Wing, all of Richmond Amusements Co.; William H. Sullivan, Richmond, Va.; Mr. and Mrs. Gilbert L. Bailey, Bailey Amusement Co.; Mr. and Mrs. M. L. Holland, Valley Music Co.; F. D. Colbert, Tony's Amusement Co.; W. H. Keene, President of the Board of Trustees, Klamath, Cal.; Bud Elling, Madi silver Music Co.; Ed Williams, Milton and William Williams, all of Richmond; Louis J. Pino and Harry L. Fiske, Quick Amusement Co.; Blanche Lubahn and Harry Lubahn, Lubahn Music Co.; and Pat Cohen, Pat's One Stop.

Also, Bob Miner, Miner's Music (Continued on page 55)
**EUROPEAN NEWS BRIEFS**

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are one of the few West Berlin trade not subsidized in some form by the city or federal government in Bonn.

**Fruit Machines Cause Stir**

MUNICH—A political gale has whipped up in Bavaria over the positioning of fruit machines in Bavarian gambling casinos. While casino gambling is legal, fruit machines remain technically illegal, largely because of their association in the popular German mind with U. S. organized crime and the fear that youth may be corrupted by the impersonal machine. However, pressure has been building in Bavaria for a fruit machine sanction, because of two factors: casino patronage has been declining; and U. S. military clubs depend on fruit machine operation for the bulk of their financing, the U. S. clubs providing a source of cash for fruit for German casino operation. Apparently with a go-ahead from State authorities, Bavarian casinos have quietly installed several hundred fruit machines paying out a jackpot of 2,000 marks ($500) and 5-mark ($1.25) coins. The State legislature has ordered an investigation.

**Germans Market 4 New Games**

HAMBURG—Bergmann is introducing four new games, the largest number of games ever to be presented simultaneously by a German manufacturer. The new models are “Glowkasten,” “Derby-Luxus,” “Royal-Luxus” and “City Express.” “Derby-Luxus” is a horse racing game, and “City Express” a traffic game enabling the player to exert his skill by means of a braking device. The quartet of new games underlines Bergmann’s expansion into games production complementing its well-established line of juke boxes.

**Remote Control Foils Fakes**

BRUSSELS—Belgian operators are increasing the shift from coin-operated to remote control phonograph and game areas because of Belgium’s serious counterfeit coin problem. Belgium uses an aluminum alloy coinage, which is lightweight and easy to counterfeit. In recent years the passing of slugs in coin machines has mounted steadily until it now ranks as the Belgian trade’s No. 1 problem. Even the most sophisticated coin rejector has proved less than foolproof because of the peculiar quality of Belgian coinage. Electronics producers have devised a remote unit permitting the bartender or cashier to control play. Players usually deposit the amount of several pays with the cashier, who regulates the play accordingly.

**New Scoring Device Marks Golden Gate**

Chicago — Bill O'Donnell, general sales manager of Bally Manufacturing Company, announced that delivery is being made on the firm's new scoring game, Golden Gate. Highlighting the Golden Gate feature which O'Donnell says, adds a new scoring area to the popular Bally Magic screen.

**Screen Shift:**

When the “Gate” position is lighted, player can shift the screen to bring a new purple section into the scoring area. Any three numbers lighted in the purple section starts a new free Golden Gate. The screen automatically shifts to bring a new purple section into the scoring area. The Gold section covers all except one of the 25 numbered spots in the card and can be shifted back and forth to... (Continued on page 52)
Can Juke Boxes Ever Replace Gal Record Spinners in Nic Locations?

TOKYO—Restrictions on the importation of juke boxes to Japan will probably be eased considerably, it is understood, following a recent meeting of the three main operating companies in the U.S. and Japan.

The Japanese operators are reported to be satisfied with the American records in terms of quality and price, but they desire more variety in styles of record and more choice in the size of equipment available.

For a second consecutive year, the Japanese operators have placed an order for six months to two years.

When Senator Collins' bill was introduced, the Senate committee, after a brief debate, passed it on a voice vote.

Senator Collins claimed to have received a letter from a person who had been putting every dollar he had into the machines for the last five years.

Senator Collins called the machines "the worst gambling device in existence."

Ben. Marion Smith of Nashville defended the gambling device, and thes bill was passed by the Senate.

The bill which died in the Mississippi Legislature was the Senate Bill 524, which was passed by the state legislature last year.

The bill would have classified pinball and similar machines as "the worst gambling device in existence."

The bill was referred to the Senate, but it was not available for further discussion.

In committee to reached the Senate floor again.

Because such bills have been unsuccessful in the past (Mississippi, Arkansas, Tennessee), when one is introduced, the coin machine men generally form a committee to convince their representatives and senators against such legislation.

The legislation is said to be expected to come at a later date, probably after the next legislative session.

**Ban on In-Line Interstate Traffic**

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In the revised bill, these requirements apply even to shipments of pinball machines from interstate, or in foreign commerce. This is in line with the requirement that all such machines be returned to the manufacturer for disassembly and inspection at least three months after manufacture. This, it was stated, is to ensure that machines are not used for gambling purposes, and to prevent the misuse of such machines.

Everyone Must Register

Everyone dealing in, repairing, manufacturing, selling or buying any such machines must register with the appropriate authority, depending on the state or foreign commerce. It is also required that all such machines be returned to the manufacturer for disassembly and inspection at least three months after manufacture.

The bill was introduced by the House Interstate and Foreign Commerce Committee in March, and it was referred to the Senate Committee on Commerce, which is currently considering it.

**Golden Gate**

- Continued from page 31

According to O'Donnell, the Golden Gate game scores advance during coin play of the original game, which is played on a player's score with only two, instead of three, of the Gold section.

Golden Gate also includes the Red Letter Game which has been featured in recent issues including Chicago Fair and Can Can.
ROWE-AMI Shows in Richmond

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Rowe, C. N. Brice; Richmond; W. B. Shearin, Ernest L. Crowe, C. H. Hudson, Katherine Hudson, and Mr. and Mrs. E. M. Hudson, all of Vending Machines Exchange, Roszoke, Va.; Mr. and Mrs. John W. Boyle, B. Cooper and Gene Love- inc, Newport News Amusement Co.; Frank Hawkins and Gladys Hawkins, Roszoke, Va.; Mrs. Gladys Dalin, Glen Allen, Va.; Mr. and Mrs. R. L. Richardson and E. L. Simmons and E. L. Music Amusement Co. George Shipp, Coleman

**Shipment Up 4%**

- Continued from page 45

Instant or liquid concentrate cof- fee machines numbered 14,882, valued at $5,224,000 in 206, and fresh- new batch machines numbered 6,185 valued at $7,447,000. Cigarette vending machines fell off in 1961, numbered 40,511 valued at $25,328,000 and against 85,970 machines valued at $85,185,000 in 1960. Soft drink machines in gen- eral dipped to 159,964 dispensers valued at $78,390,000 in 1961, as against 1960 high shipment of 204,801 machines valued at $84-180,000.

Commerce Department's Bureau of the Census, Industry Division prepares these reports, and says sources are all known manufac- turers of the vending machines. Figures are only shipments of new vending machines, includ- ing products shipped on consign- ment. No rebuilds or repaired ma- chines are included in the data. Dollar values are F.O.B. plant after freight and insurance, and ex- clude freight charges and excise taxes.

Amusement Co., Mr. and Mrs. Vernon E. Martin, Martin Amuse- ment Co., Mr. and Mrs. Herman Perl, General Vending Sales Co., John A. Tyree and D. B. Tyree, Automatic Music Co., Mr. and Mrs. Al Louden, London Amuse- ment Co., and Mr. and Mrs. Claude Smith, State Amusement Co., Chris Anthony, Hampton, Va.; Mrs. Paul Hovlad and Mr. and Mrs. N. W. Showalter, Harrisonburg, Va.; Mr. and Mrs. George Rollo P. Hamp- ton, Va.; W. O. Jenkins, Diamond Coin Machine Co., W. H. Taylor, C. E. Moore, Mrs. L. Y. Taylor, Mrs. Shirley Wood, Mrs. Emily Morse, and E. R. Brown and Mrs. Louise Fountain, all of Rich- mond; and Mr. and Mrs. K. A. O'Connor and L. P. Curry, O'Connor Vending: Chris Christopher, George's Automatic Music Mr. and Mrs. George Rollo, American Music Co.; John H. Cameron, Eastern Distributors; R. G. Flippin, Ethel S. Flippin, Shirley J. Seward and Roger Clay, all of South Hill Music Co.; Harvey Swearer, Rich- mond, and E. B. Alley, Alley's Music Co.

Seeburg Earnings, Sales Set Marks

CHICAGO—The Seeburg Corpor- ation reports record sales and increased earnings for the six months ending May 31, 1962. Sales for the period were $4,333,153, more than 50 per cent higher than the sales in the comparable period of 1961.

Net income for the six months amounted to $805,574, or 41 cents per share, as compared with $518,226 or 26 cents per share last year.

**Gottlieb's 2 Player Fashion Show**

NEW! Advancing Value Bonus with Super Mystery Score Section!

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It's Always Pleasant to Operate Gottlieb Games!
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For the music operator: a better shake.

Artist of the Week

Week of June 11—

BOBBY GORDON
Old South—New Sound

ROY DRUSKCY
Any more

Week of June 18—

DUKE ELLINGTON
All American In Jazz

RAY STARR
I Cry By Night

The Seeburg Sales Corporation, Chicago 22

When a phonograph is built to put out the music customers prefer, it sets off a chain reaction of good things. The customers pour in more coins. The location takes in more cash. The operator boosts his income. More than that, a happy location makes it possible for the operator to get a better shake in his commission arrangements. And with costs going up all the time, such arrangements are often a necessity. Seeburg music has the twist that makes it possible.

Directional stereo in 33 1/3 right at the phonograph
NEW GREAT SUMMER PROMOTION

Hail Peter Nero, voted "best new artist of 1961" by NARAS! And here's the Summer selling excitement to go along with it... Network TV, full page ads in national magazines, ad mats and a special window display contest with scores of fabulous prizes! From June 15th through July 15th bring customers into your store with this great display featuring all Peter Nero product, including his latest release, "For the Nero-Minded." LPM/LSP-2536.

Call your distributor now for full details of the exciting Peter Nero promotion!

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