The surge in single record sales, which started early in June, continued into July, with more than 70 percent of the dealers reaching in major markets reporting strong business. From coast to coast, dealer comments reflected the enthusiasm. They described business as "good," "excellent," "sensational" and "terrific." Although the album business did not show the same hot action as did singles, dealers appeared to feel it was satisfactory for this time of year.

Hot cities for singles in the East included Boston, Buffalo, Hartford, New York, Philadelphia, Baltimore and Washington. In the Midwest, Chicago, Cleveland, Detroit, St. Louis, Cincinnati and Minneapolis also were strong. In the South and Southwest, there was good sales action in Atlanta, Memphis, Nashville, Miami, New Orleans and Houston. Singles were moving nicely in San Francisco and Los Angeles.

New albums were showing initial sales action in many markets. One of these was Ray Anthony's "Worried Mind." On Capitol. Another, especially in the South, was Bobby Bland's "Her Is The Man." On Duke. The Columbia album with Julie Andrews and Carol Burnett, called "Julie and Carol at Carnegie Hall," also was showing up well, especially in the East. Where the new Elvis Presley set, "Pot Luck," had been delivered to dealers it was selling pretty well.

The old rock and roll hit packages, including Volume IV of "Oldies But Goodies," were continuing their sales streak. In Pittsburgh, dealer Porky Cheddwick's new set on his own Rickety label, "Porky Cheddwick Presents Dusty Disks, Volume II," was a smash there. In New York, deejay Jocko Henderson's new LP of oldies also was selling well.

Atlanta Hasn't Forsaken the Twist

ATLANTA—Singles sales continued solidly here this week, giving a rosy hue to everybody's complexion. And while the Twist may have slowed down in some markets, it's still strong in this city. As evidence not only are there strong sales of Joey Dee and Chubby Checker records in the market but also the Roller Coaster' waxing of "Spanish Twist" on the Holiday Inn label showed growing strength. Holiday Inn is owned by the Hollywood Inn Motel chain. It is the firm's first hot single.

"Ahab the Arab," with Ray Stevens (who, happens to be an Atlanta boy) broke wide open in this city last week. According to executives at Hopkins Quincy, who collected here, 21,000 copies of the disk were sold last week and it is continuing to move.

Atlanta, which has become a hub for the entire South, has jumped from 1.2 to 2.9 singles market as its population has increased over the past decade. His singles continue to sell in increasing quantity, making distributors especially happy when they happen to be riding with hot ones.

Singles business also has been sparked by the competition between three Atlanta Top 40 stations, WAKE, WPLO and WXI. They in turn are being influenced by Station WFMF in Margate, Florida, which has taken only Top 40 but new R&B and country wax as well. Since the station covers Atlanta the station's three pick up on many hot items that are broken on WFMF.

A new discount store, with a large record department, is due to open in Marietta shortly. Store is called Thriftway, and it will have all leased departments including the record department. No one knows for sure, but it is believed that rackets Charlie Schlachter and Norman DeLoach, who operate the record department in the Miracle City store in Huntsville, Ala., has the inside track in taking over the Thriftway department.

St. Louis Locals Hit by One-Stops

ST. LOUIS—"Everybody's trying to get in on the other guy's act." That's the way one disk man described the record scene here last week. To confirm that statement, two different one-stop suppliers have been involved in taking over local accounts.

Leroy Davidson, a one-stop operator in Kansas City, has taken over the stocking of both singles and albums in 22 stores of the Katz drug chain, seven of which are in the metropolitan
### MONAURAL LP's

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>No. of Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>12 West Side Story A</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>11 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>10 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>9 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>4</td>
<td>8 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>5</td>
<td>7 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>6 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>7</td>
<td>5 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>8</td>
<td>4 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>9</td>
<td>3 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>2 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>11</td>
<td>1 Western Movies B</td>
<td>12</td>
</tr>
</tbody>
</table>

### STEREO LP's

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>No. of Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>12 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>11 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>10 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>9 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>4</td>
<td>8 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>5</td>
<td>7 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>6</td>
<td>6 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>7</td>
<td>5 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>8</td>
<td>4 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>9</td>
<td>3 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>2 Western Movies B</td>
<td>12</td>
</tr>
<tr>
<td>11</td>
<td>1 Western Movies B</td>
<td>12</td>
</tr>
</tbody>
</table>
Miss Dynamite! Explodes with a New Hit on DECCA Records naturally

BRENDA LEE

IT STARTED ALL OVER AGAIN C/W

HEART IN HAND

31407

www.americanradiohistory.com
## Best Selling Singles

<table>
<thead>
<tr>
<th>Record No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>16351</td>
<td>Continental Melody/Born To Be With You</td>
<td>Billy Vaughn</td>
</tr>
<tr>
<td>16351</td>
<td>Other Words (Fly To Me To The Moon)</td>
<td>Tony Martin</td>
</tr>
<tr>
<td>16351</td>
<td>The Best Of My Days</td>
<td>Jack Ross</td>
</tr>
<tr>
<td>16351</td>
<td>Humble, Take Me Along</td>
<td>Chase Webster</td>
</tr>
<tr>
<td>16351</td>
<td>Handful Of Friends, I Can't Walk Away</td>
<td>Lawrence Welk</td>
</tr>
<tr>
<td>16351</td>
<td>Runaway</td>
<td>Jack Ross</td>
</tr>
<tr>
<td>16351</td>
<td>Cinderella</td>
<td>Arthur Alexander</td>
</tr>
<tr>
<td>16351</td>
<td>You Better Move On</td>
<td>Billy Vaughn</td>
</tr>
</tbody>
</table>

## Best Selling Albums

<table>
<thead>
<tr>
<th>Mono Stereo</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1109</td>
<td>The Man With The Band</td>
</tr>
<tr>
<td>1109</td>
<td>Sweet Music And Memories</td>
</tr>
<tr>
<td>1109</td>
<td>The Golden Instrumentals</td>
</tr>
<tr>
<td>1109</td>
<td>The Ten Commandments</td>
</tr>
<tr>
<td>1109</td>
<td>Lure Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>Melodies In Gold</td>
</tr>
<tr>
<td>1109</td>
<td>My Bingo</td>
</tr>
<tr>
<td>1109</td>
<td>Pat's Greatest Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Music For The Golden Hours</td>
</tr>
<tr>
<td>1109</td>
<td>Gable's Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Hard, Cheap, Silly Moon</td>
</tr>
<tr>
<td>1109</td>
<td>Star Dust</td>
</tr>
<tr>
<td>1109</td>
<td>Billy Vaughn Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>Johnny Maddox Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>The Mills Bros. Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Mr. Music Maker</td>
</tr>
<tr>
<td>1109</td>
<td>Blue Hawaii</td>
</tr>
<tr>
<td>1109</td>
<td>Side By Side</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Saxophones By This</td>
</tr>
<tr>
<td>1109</td>
<td>Let Me Call You Sweetheart</td>
</tr>
<tr>
<td>1109</td>
<td>Louis And Keely</td>
</tr>
<tr>
<td>1109</td>
<td>Get Me Love</td>
</tr>
<tr>
<td>1109</td>
<td>Violet Time</td>
</tr>
<tr>
<td>1109</td>
<td>Best-Loved Catholic Hymns</td>
</tr>
<tr>
<td>1109</td>
<td>Songs Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>The Man With The Band</td>
</tr>
<tr>
<td>1109</td>
<td>Sweet Music And Memories</td>
</tr>
<tr>
<td>1109</td>
<td>The Golden Instrumentals</td>
</tr>
<tr>
<td>1109</td>
<td>The Ten Commandments</td>
</tr>
<tr>
<td>1109</td>
<td>Lure Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>Melodies In Gold</td>
</tr>
<tr>
<td>1109</td>
<td>My Bingo</td>
</tr>
<tr>
<td>1109</td>
<td>Pat's Greatest Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Music For The Golden Hours</td>
</tr>
<tr>
<td>1109</td>
<td>Gable's Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Hard, Cheap, Silly Moon</td>
</tr>
<tr>
<td>1109</td>
<td>Star Dust</td>
</tr>
<tr>
<td>1109</td>
<td>Billy Vaughn Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>Johnny Maddox Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>The Mills Bros. Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Mr. Music Maker</td>
</tr>
<tr>
<td>1109</td>
<td>Blue Hawaii</td>
</tr>
<tr>
<td>1109</td>
<td>Side By Side</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Saxophones By This</td>
</tr>
<tr>
<td>1109</td>
<td>Let Me Call You Sweetheart</td>
</tr>
<tr>
<td>1109</td>
<td>Louis And Keely</td>
</tr>
<tr>
<td>1109</td>
<td>Get Me Love</td>
</tr>
<tr>
<td>1109</td>
<td>Violet Time</td>
</tr>
<tr>
<td>1109</td>
<td>Best-Loved Catholic Hymns</td>
</tr>
<tr>
<td>1109</td>
<td>Songs Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>The Man With The Band</td>
</tr>
<tr>
<td>1109</td>
<td>Sweet Music And Memories</td>
</tr>
<tr>
<td>1109</td>
<td>The Golden Instrumentals</td>
</tr>
<tr>
<td>1109</td>
<td>The Ten Commandments</td>
</tr>
<tr>
<td>1109</td>
<td>Lure Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>Melodies In Gold</td>
</tr>
<tr>
<td>1109</td>
<td>My Bingo</td>
</tr>
<tr>
<td>1109</td>
<td>Pat's Greatest Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Music For The Golden Hours</td>
</tr>
<tr>
<td>1109</td>
<td>Gable's Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Hard, Cheap, Silly Moon</td>
</tr>
<tr>
<td>1109</td>
<td>Star Dust</td>
</tr>
<tr>
<td>1109</td>
<td>Billy Vaughn Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>Johnny Maddox Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>The Mills Bros. Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Mr. Music Maker</td>
</tr>
<tr>
<td>1109</td>
<td>Blue Hawaii</td>
</tr>
<tr>
<td>1109</td>
<td>Side By Side</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Saxophones By This</td>
</tr>
<tr>
<td>1109</td>
<td>Let Me Call You Sweetheart</td>
</tr>
<tr>
<td>1109</td>
<td>Louis And Keely</td>
</tr>
<tr>
<td>1109</td>
<td>Get Me Love</td>
</tr>
<tr>
<td>1109</td>
<td>Violet Time</td>
</tr>
<tr>
<td>1109</td>
<td>Best-Loved Catholic Hymns</td>
</tr>
<tr>
<td>1109</td>
<td>Songs Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>The Man With The Band</td>
</tr>
<tr>
<td>1109</td>
<td>Sweet Music And Memories</td>
</tr>
<tr>
<td>1109</td>
<td>The Golden Instrumentals</td>
</tr>
<tr>
<td>1109</td>
<td>The Ten Commandments</td>
</tr>
<tr>
<td>1109</td>
<td>Lure Of The Islands</td>
</tr>
<tr>
<td>1109</td>
<td>Melodies In Gold</td>
</tr>
<tr>
<td>1109</td>
<td>My Bingo</td>
</tr>
<tr>
<td>1109</td>
<td>Pat's Greatest Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Music For The Golden Hours</td>
</tr>
<tr>
<td>1109</td>
<td>Gable's Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Hard, Cheap, Silly Moon</td>
</tr>
<tr>
<td>1109</td>
<td>Star Dust</td>
</tr>
<tr>
<td>1109</td>
<td>Billy Vaughn Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>Johnny Maddox Plays The Million Sellers</td>
</tr>
<tr>
<td>1109</td>
<td>The Mills Bros. Great Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Mr. Music Maker</td>
</tr>
<tr>
<td>1109</td>
<td>Blue Hawaii</td>
</tr>
<tr>
<td>1109</td>
<td>Side By Side</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Hits</td>
</tr>
<tr>
<td>1109</td>
<td>Golden Saxophones By This</td>
</tr>
<tr>
<td>1109</td>
<td>Let Me Call You Sweetheart</td>
</tr>
<tr>
<td>1109</td>
<td>Louis And Keely</td>
</tr>
<tr>
<td>1109</td>
<td>Get Me Love</td>
</tr>
<tr>
<td>1109</td>
<td>Violet Time</td>
</tr>
<tr>
<td>1109</td>
<td>Best-Loved Catholic Hymns</td>
</tr>
<tr>
<td>1109</td>
<td>Songs Of The Islands</td>
</tr>
</tbody>
</table>

## All Time Hit Albums

<table>
<thead>
<tr>
<th>Record No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1109</td>
<td>The Green Door</td>
<td>The Little Man In Chatham</td>
</tr>
<tr>
<td>1109</td>
<td>Dark Moon</td>
<td>Big Mike</td>
</tr>
<tr>
<td>1109</td>
<td>You Cheated</td>
<td>Myron</td>
</tr>
<tr>
<td>1109</td>
<td>Only You</td>
<td>You And Me (You And Me)</td>
</tr>
<tr>
<td>1109</td>
<td>Melody Of Love</td>
<td>Sally Along Silly Moon</td>
</tr>
<tr>
<td>1109</td>
<td>Hearts Of Stone</td>
<td>Seventeen</td>
</tr>
<tr>
<td>1109</td>
<td>Make Me Stay</td>
<td>I'll Be Mine</td>
</tr>
<tr>
<td>1109</td>
<td>The Crazy Otts' Best Boot</td>
<td>Billy Maddox</td>
</tr>
<tr>
<td>1109</td>
<td>The Whirling Whirls</td>
<td>Sandy Part 1</td>
</tr>
<tr>
<td>1109</td>
<td>I Hear You Knocking</td>
<td>The Tower</td>
</tr>
<tr>
<td>1109</td>
<td>Runaway</td>
<td>Charlotte</td>
</tr>
<tr>
<td>1109</td>
<td>Almost Lost My Mind</td>
<td>Friendly Persuasion (The I Love)</td>
</tr>
</tbody>
</table>

## Mail Now to Your Nearest Dot Distributor

OR WRITE: Dot Records, INC., 1507 N. Vine St., Hollywood 28, California
Liberty Rack Pitch: 25% Off Catalog

Hollywood — Liberty Record Rack jobbers last week, offering racks a 25 per cent fractional discount during the period of one month, instead of the usual 10 per cent fractional. The special, which started June 15 and ends July 15, is offered exclusively to rack jobbers and carries the title "Rack Merchandisers Catalog Program."

Don Blocker said that the rack promotion was in order to bring to an attempt to get rackers to carry catalog merchandise. He pointed out that most racks do not carry catalog merchandise, and that the firm hopes its special program will get them to try it.

The Liberty 30-day deal to racks offers them, along with the 25 per cent discount on all catalogs, the advertising program, exchange privilege, and others that all merchandise ordered under the program is 100 per cent returnable.

Tailored to Fit

Liberty's rack jobber offer is interesting on a number of counts. It is a program that became an established regular price label sold only at the rack merchandiser, and tailored to specific rack problems—at least as far as the manufacturers are concerned.

It also comes at a time when racks have been pushing to obtain the same price for records as that paid by the distributor. Many manufacturers feel that the importance of records, have been trying to work some sort of program to get the discount off LP's and racks happy. The Liberty program plans to include in its catalog on racks, also could be looked upon as an exploratory program to do business with distributors who carry two lines and recorders.

Old Rocks Still Rock 'Em On Ol' Philly Air Waves

Philadelphia — The "old record" fever has hit the Quaker City and it is now a major factor in the music life of this city.

As has been reported, the rack industry has dropped New York and other markets in recent months. One of those responsible for the current interest in old rock hits here is the rack industry.

Record Museum is operated by record collectors, William Irving (Slim) Rose's Times Record, and Max Storer, who through an arrangement with disc jockey Alan Freed and others, is distributing a 25 per cent discount on merchandise ordered under the special program.

Jerry Blavat, a disc jockey on WCAM, Camden, one of the hot record sellers in New Jersey, is a former teen regular on the Blavat show. He now does TV shows, has been programmed his 9 p.m. to midnight radio show with old rock hits as his favorites, again mostly by vocal groups, and in April, he has sponsored the Record Museum.

The store is charging up to $2 a record, and a rare 40-cents, and the reports that customers have been in line outside the store on Saturdays, so heavy is the traffic.

In the wake of the interest, the Blavat show on WCAM, the city's leading outlet, Storer's WIRG, has swung over to increased side program. By his tight in on getting help of the oldies on his regular show, and on Sunday evening he devotes the

Berlin Show to Columbia

New York — Columbia Records has announced that it will mail their new Columbia catalog to record dealers, and has also reported to involve a near record record executive, the Columbia records.

Show, produced by Josh Logan, and starring Nantucket F. No. 9, will be shown on NBC stations, and will be held in the early weeks of October.

In another deal, Columbia has a new movie version of the 1930's Rodgers and Hart show, "The Student of Prague," due out in November.

I'll Sue 'Em, Says Sam Goodby

New York — Sam Goodby, sometime music record buyer for RCA Victor, has been ordered under the special program.

He has been working on this program for rack jobbers for many months, and that fact that racks, which constitute to an important measure, as record outlets, do not have much of a spread in stock and have a tendency to shy away from catalog. Many firms with a deepening desire to have been more interested.

Tailored to Fit

Liberty's rack jobber offer is interesting on a number of counts. It is a program that became an established regular price label sold only at the rack merchandiser, and tailored to specific rack problems—at least as far as the manufacturers are concerned.

It also comes at a time when racks have been pushing to obtain the same price for records as that paid by the distributor. Many manufacturers feel that the importance of records, have been trying to work some sort of program to get the discount off LP's and racks happy. The Liberty program plans to include in its catalog on racks, also could be looked upon as an exploratory program to do business with distributors who carry two lines and recorders.

Coast Store Ends Discounts

Hollywood — Civil Walton's Music City Stores (three) are phasing out of the discount policy after a month-long test proved that priced cutting had no effect on the old record sales.

The move was announced last week. Ethan Caston, who operates one of the record department, said that the stores found discounting only crippled the profit margin without delivering an increase in sales.

During the month the stores dropped their discounting policy, volume increased, proving discounting is not a factor in sales increases.

The store's operation is limited to LP's and high-priced stores, only, numbering 20 at a time. The store had a profit on several hundred packages.

A major portion of the show to them.

Send this, Fred Rockin' Robin Robinson on what is (Continued on page 46)

Hal Cook Is BMW Publisher; Record Source, Inc., Acquired

New York — Hal B. Cook will report to the Board of Directors of Record Source, Inc., on July 1, 1964, Bennett Group, Inc., the music record promotion service, has been acquired by The Billboard Publishing Company, Inc., of 4th Avenue and 56th Street, New York.

Mr. Cook, who heads the company, will be made a vice-president of The Billboard Publishing Company. In addition to Record Source, the company also publishes Billboard, Variety, Billboard Music Week, and Record World.

A company announcement completed the publication's reorganization, begun in January, 1964, when The Billboard was split into two magazines, Billboard Music Week and Amusement Business.

With Hal Cook heading the operation, "the management team is complete," said the firm's chief, who also announced that C. J. (Charlie) O'Connor, Circulation Director since August, 1964, and Tom Noorooz, who continues as Director of Research.

The "addition of Cook gives us the management strength we feel is needed to make Billboard Music World the major publication in the music industry," said Harry S. Storer, chairman of the publishing firm. "With the acquisition of the entire music-record-phonograph industry, it is important we maintain changing distribution patterns. Billboard's position as communication center in the music industry has never been stronger. Cook's appointment of record publication has extensive music industry experience. We will devote all his time to leading the magazine into new areas of reader service opportunity.

Cook has a wide and varied career in the record business. A native of Indiana, he attended the University of Indiana, where he majored in merchandising.

He entered the record business as Sales Manager for the old Vita-Vogue and Blue Angel, and became a regional promotion manager and touring salesman. In 1950 he moved to the Holly- don't-want-to-play. We're happy just to listen to the music."

The chart for the year 1964, which was presented last week, showed that the bandstand on WCAM, the city's leading outlet, Storer's WIRG, has swung over to increased side program. By his tight in on getting help of the oldies on his regular show, and on Sunday evening he devotes the

WB in All-Out Push for Disk Of 'Music Man'

Los Angeles — Warner Bros. is planning a full-scale promotion of its upcoming "Music Man" sound-track album, "Music Man" sound-track album, "Music Man," due out in November. The company announced last week, that "Music Man" will be one of the top key theaters around the country.

"We are going to make a real 'Music Man' day, kicking off a "Music Man" month with promotion utilizing AM and FM radio, newspapers and dealer tie-ins."

"Music Man" publishers, Frank (Continued on page 46)
1962 ARMADA CONVENTION
FONTALBEAU HOTEL, MIAMI BEACH, FLORIDA

PROGRAM

Registrations begin Thursday, June 28, at 3:00 P.M. in the lobby of the Fontainebleau and will continue on Friday the 29th beginning at 8:00 A.M. Meetings will be held in the East Ballroom. Official meeting begins Friday, June 29, at 9:00 A.M.

WEDNESDAY, JUNE 27, 1962
6:00 A.M.-Executive Board Meeting, Suite 1601
7:00 A.M.-MEETING
8:30 A.M.-Registration—LOBBY
9:00 A.M.-Executive Board Meeting, Suite 1601
12:00 A.M.-Meeting for Field Admittance
1:00 A.M.-Meeting for Field Admittance

THURSDAY, JUNE 28, 1962
6:00 A.M.-Registration—Lobby
6:00 A.M.-Breakfast, Fontainebleau Room
7:00 A.M.-Meeting of Officers—East Ballroom
9:00 A.M.-Installation of New Officers
10:00 A.M.-Adjournment of 1962 Convention
12:00 P.M.-Lunch at Fontainebleau.
1:00 P.M.-Dinner and Dance, La Redondo Room.

MANUFACTURER ACTIVITIES

TUESDAY, JUNE 26
UNITED ARTISTS RECORDS
6:00 P.M.-Cocktail Party—Suite 1461-23
Distributor and Field Men

WEDNESDAY, JUNE 27
UNITED ARTISTS SALES MEETING
8:30 A.M.-Breakfast
20th CENTURY-FOX RECORDS
5:00 P.M.-Sales Meeting and Cocktail Party—Cocktail Room

THURSDAY, JUNE 28
UNITED ARTISTS RECORDS
9:00 A.M.-Disc Jockey Promotional Men Sales Meeting— Pasteur Room

VEE JAY RECORDS
11:50 A.M.-Brunch, followed by meeting—La Verne Philippe Room

ATLANTIC RECORDS
10:00 A.M.-Sales Meeting—Lafayette Room

ATCO RECORDS
4:30 P.M.

ATLANTIC & ATCO RECORDS
5:00 P.M.-Cocktail Party Dinner—Valierre Room

FRIDAY, JUNE 29, 1962
ARMADA MEETING
SATURDAY, JUNE 30
REPRISE RECORDS
9:00 A.M.-12:30- Breakfast and meeting—Fontainebleau Room
9:30 P.M.-Synthetic Plastics—Sales Meeting—Pasteur Room

ARMADA Past Efforts Paying Off, Declares Art Talmadge

NEW YORK—On the eve of the annual ARMADA convention, President Talmadge, president of the organization, held a meeting for the trade and reviewed the accomplishments of the organization during the past year. He noted that ARMADA's efforts to reach a solution on the counterfeiting and bootlegging problems brought action on a legislative level and that he was certain that there would be federal legislation against such practices.

By LEN GREGIOTTI

NEW YORK—On the eve of the annual ARMADA convention, President Talmadge, president of the organization, held a meeting for the trade and reviewed the accomplishments of the organization during the past year. He noted that ARMADA's efforts to reach a solution on the counterfeiting and bootlegging problems brought action on a legislative level and that he was certain that there would be federal legislation against such practices.

ARMADA Past Efforts Paying Off, Declares Art Talmadge

NEW YORK—On the eve of the annual ARMADA convention, President Talmadge, president of the organization, held a meeting for the trade and reviewed the accomplishments of the organization during the past year. He noted that ARMADA's efforts to reach a solution on the counterfeiting and bootlegging problems brought action on a legislative level and that he was certain that there would be federal legislation against such practices.

By LEN GREGIOTTI

NEW YORK—On the eve of the annual ARMADA convention, President Talmadge, president of the organization, held a meeting for the trade and reviewed the accomplishments of the organization during the past year. He noted that ARMADA's efforts to reach a solution on the counterfeiting and bootlegging problems brought action on a legislative level and that he was certain that there would be federal legislation against such practices.
NEW YORK—Liberty Records tied RCA Victor for first place in the singles race for the first six months of '62. The label holds 18 top-five singles in the Top 50 of BMWM's "Hot 100," while RCA holds 19. This is the third time in the past three years that both labels have had an equal number of tunes in the singles field. Liberty, however, was at the top of the singles list for six months, from January 1 to June 30, 1962, far ahead of last year's pace.

Tied for second place in the singles race is ABC-Paramount, which holds 17 singles in the Top 50. Columbia Records, which held two No. 1 discs in 1960 and 1961, is tied with ABC-Paramount for second place in the singles chart for the first six months of '62.

Among the records tied with ABC-Paramount for second place is "The Banana Split" by Bobby Darin, "Rock Around the Clock" by Bill Haley & the Comets, "It's All Right" by Chubby Checker, "Grazing in the Grass" by Charlie Byrd, "Time of the Season" by Dion & the Belmonts, "Alligator Man" by the Mysteryians, "My Way" by Frank Sinatra, "Can't Help Myself" by Jimmy Ruffin, "Spanish Harlem" by Sammy Davis, Jr., and "The Magic Touch" by the Modern Folk Exponents.

The Top 50 singles for the first six months of 1962 included 18 Columbia releases, 16 ABC-Paramount records, 14 Liberty discs, and 10 RCA Victor singles.

BURLINGTON, Vt.—Four winners of Warner Bros., national promotion contests were announced last week. They receive an all-expenses-paid week's vacation in Hollywood, including a trip to the Artists' International, Dale Enterprises, piano, Bob Lilpert, Commercial Music, St. Louis, Carl Madonna, Best Distributing, Cleveland, and Joe Lipnik, Tell Music, Madison, Wis.

WB Records Names Calmer

BURLINGTON, Ca.—Calmer Distributing, the ABC Affiliate handling the Warner Bros. record line, in Dallas last week, Calmer, headed by Bill Caldwell and Bob Marquardt, also handles Warners in Oklahoma City.

Bonnies Records Formed

PHILADELPHIA—Bonne Records, a new label, was recently signed by Columbia Records. The label will release one classical and one pop album during 1962.
Trade Mills Milwaukee Shakeup

MILWAUKEE—The departure of two key air personalities from WOKY, leading singles-playing radio station here, has the record trade pondering the future.

Alphonso Chotin, program director and on the air from 3 to 7 p.m., leaves to join KTWI, Cleveland. Mitch Michael, on the air from 6 to 10 a.m., leaves for a post as station manager at WGBK, Seattle, Wash.

Station manager John Reddy has indicated there would be no change in the WOKY's programming style, since the record industry still is understoodly interested. WOKY is the big powerhouse for singles promotion here, and Stagg and Michael played key roles in the station's activities.

Reddy told BMW that no immediate replacement was contemplated. Programming, he said, will continue to be a "creativity" directed by management.

On the discount front, directors said the situation was static. Atlanta, which opened some two months ago, is the latest outlet in Milwaukee, and Moray opened a store in Madison. The discount price has been pegged at $2.87 (monaural) and $3.87 (stereo) for some time.

Dealers describe business as ahead of last year. At least one distributor credited more aggressive programming by radio stations as being responsible for the rise. Along this line, WOSH, Oaklith, recently reverted to a Top 40 format—much to the delight of the singles business.

Among some of the hottest of the new singles—according to St. Louis— include "Ahm the Arab Ray Stevens, Mercury (having BMI's Hot 100 in position 70 for the first time); "Baby Sitting Flag" Ralph Bendix, ABC-Paramount; and "Pretty One Party One" Clyde McPaster, Mercury, position 38 on BMI's Hot 100.

All's Fair in Seattle as Racks Grow

SEATTLE—Local distributors and dealers are facing a growing influx of discounting and rack jobber activity in this city. The large Seattle budgeted times and Fink's over accounts formerly handled by the Burke firm. The Savall company is one of the largest in the West, operating under the

"anyone--

In the Music-Record... Phonomag... Radio Programming and Coin Machine Operating business

who is without

BILLBOARD MUSIC WEEK is doing it the hard way!"
FIREWORKS FROM CAPITOL

RECORD-BREAKING REPEATERS

Primed to explode all over the charts

BETWEEN THE WINDOW AND THE PHONE B/W I MISUNDERSTOOD
★★★★★★★★★★★ WANDA JACKSON (#4785) ★★★★★★★★★★

RAGS AND OLD IRON b/w WORK SONG ★ ERNIE FORD (#4793)

BRIGHT NEW SPARKLERS

From hit-makers new to Capitol

SURFIN’ SAFARI b/w 409 ★ THE BEACH BOYS (#4777)

HOW DO I TELL MY HEART NOT TO BREAK? b/w TOO LATE TO WORRY, TOO BLUE TO CRY (#4783) ★ GLEN CAMPBELL

★★★★ STILL SKY-ROCKETING ★★

ROUTE 66 THEME ★ NELSON RIDDLE (#4741) ★ SCOTCH & SODA ★ KINGSTON TRIO (#4740)

WORRIED MIND ★ RAY ANTHONY (#4742) ★ HOW IS JULIE? ★ THE LETTERMEN (#4746)
A SMASH BY THE WORLD'S LARGEST DANCE ORCHESTRA

Scored by Don Costa

SONODOR RECORDS (A Product of Miller International)

A SMASH!

THE BELMONTS

with PETE BENNETT orch.

COME ON LITTLE ANGEL

(C. Marocco—T. Bogdany)

SAB 505

GLEN DEN MUSIC
ASCAP
505B
Time: 2:58

RECORDS

INTERNATIONALLY DISTRIBUTED
BY CANADIAN AMERICAN LTD.
150 W. 55th STREET, N.Y., N.Y.

PERSONAL REPRESENTATIVE
HARVEY G. WEISS
401 Bway, N.Y.C.
WHO ELSE HAS FOUR BIG PLANTS?

Only Columbia Record Productions has four custom-pressing plants — Los Angeles, Terre Haute, Bridgeport, and Pitman, New Jersey. Four plants mean coast-to-coast service and speed...get your records shipped when and where you want them. Four plants mean expert pressing of monaural or stereo records in any quantity and size, and any speed. Four plants bearing the name “Columbia” mean quality backed with years of experience. One telephone call to our nearest office will prove to you that we bid most competitively. Then we’ll start the action in one, two, three or four big plants.

COLUMBIA RECORD PRODUCTIONS
ARGENTINA

(Courtesy Escuela de la Pampa)【Denotes local origin】

This Week

1. MIDNIGHT IN MOSCOW - Erasmo Bravery (Tonodisc); Tale & The Devil (Universal)
2. ANGEL DRIVER - Johnny Del Ben (Columbia)
3. ANYTHING YOU QUEST - Tone (Tonodisc)
4. NEW YORK - Rafael Cerecino (RCA)

BRITISH WEST INDIES

(Courtesy News-Musik, Inc.)【Denotes local origin】

This Week

1. I CAN'T DANCE WITH THE BEST - Althea & The Arabian (Columbia)
2. BEAN - Joe Strange (Columbia)
3. DADDY, DADDY - The Everley Brothers (Columbia)
4. I'M SORRY - J. Miller (Liberty)

AUSTRALIA

(Courtesy Music Maker, Sydney)【Denotes local origin】

This Week

1. WEEK 3 - The Week (Columbia)
2. BILLBOARD - N.C. Good (GIEG)
3. GOOD LUCK CHARLIE - D. Eden (Phillips)
4. WHAT A NIGHT - Eddy Hawk (Decca)

BRITAIN

(Courtesy New Musical Express, London)【Denotes local origin】

This Week

1. CAN I BE YOUR GIRL? - Lee Hazlewood (Columbia)
2. I'M GONNA BE STRONG - Ike & Tina Turner (Columbia)
3. COME OUTSIDE - Mick Jagger (Decca)

ISRAEL

(Courtesy Kids Israel Broadcasting)【Denotes local origin】

This Week

1. WELCOME - Torrie Harris (Columbia)
2. GOOD LUCK CHARLIE - Erna Pfeifer (Columbia)
3. SHARON - Little Tony (Columbia)

NEW ZEALAND

(Courtesy Venus)【Denotes local origin】

This Week

1. GOOD LUCK CHARLIE - Erna Pfeifer (Columbia)
2. LOVE WAR - Pat Asta (Arts)
3. SLICK - Stray Cats (EMI)
4. THE WORLD - Cliff Richard (Columbia)

GERMANY

(Courtesy Anzeiger-Markt)【Denotes local origin】

This Week

1. KLEINES SIND - Miso (Eulenspiegel)
2. I'M YOUR BABY - Bobby Darin (London)
3. VERY DANCING - Bobby Darin (London)
4. ME - Frank Sinatra (London)

NORWAY

(Courtesy Venus)【Denotes local origin】

This Week

1. GOOD LUCK CHARLIE - Erna Pfeifer (Columbia)
2. CRABBY JOE - Tommy Overland (Columbia)
3. THE WONDER - Clive Davis (Columbia)
4. ME - Frank Sinatra (London)

PERU

(Courtesy La Presa, Lima)【Denotes local origin】

This Week

1. MUSIKAS - Gustavo Zermeno (Sono)
2. LOS AMORES - Orlando Alcivar (Radio)
3. ME - Mina (Sono)
4. EL SEÑOR DE LA MAU - Raul Alberti (Sono)

PHILIPPINES

This Week

1. THREE RIVERS - Miguel Redondo (Triumph)
2. I'M GONNA BE STRONG - Ike & Tina Turner (Columbia)
3. ME - Mina (Sono)
4. ME - Mina (Sono)
"COME ON BABY"

BRUCE CHANNEL

The "Crown Prince" of the Pop-Rhythm & Blues sound!

S-1769
Garner Special Observes 1st English Tour

LONDON — British Phillips is issuing a special edition of Errol Garner’s “Chop Suey” in Swing” LP to mark the pianist’s first concert tonight at the Waldorf Astoria in New York, which is produced by Garner’s own firm, Garner Records, and distributed but produced by Philips P.L. (Victor). This marks the first time that a major record company has added a recorded version of a hit out on the air to its own catalog. The tour, which is sponsored by the London-based Jazz Club, is expected to draw thousands of fans to the concert, and the record company is hoping to capitalize on the interest generated by the concerts.

The tour has been described as a major event in the world of jazz, and the pianist is expected to draw large crowds in Europe, where he is already a major star. The tour is being promoted heavily in the United States, and the record company is hoping to capitalize on the interest generated by the concerts.

Mills SCOUTS MUNICH SCENE

MUNICH—Iron Mills, the New York Mills Music Musician, who has just recorded a new jazz album, is expected to scout new talent and to develop new markets during his tour of Europe this tour of Europe. He has invited Leoland, Madsen and Leiden to his house for further stops includes:

Bilton Hotel, Jalta (July 1-3); Grand Hotel Brenta, Athens (4-7); Hotel Excelsior, Rome (9-12); Hotel Grand, Florence (10-13); Ho
tel Grand, Munich (14-17); Hotel Frankfurt Hoch, Frankfurt (20-23); Hotel Kempten, Berlin (23-Aug. 3); Grand Ho
tel Stockholm (1-4); Hotel Angletur, Copenhagen (4-6); Hotel Dorchestor, London (6-21).

Top-Selling Prado Arrives in Munich

By JIMMY JERGemann

Hill & Range Sets Disk Production

By DON WEDGE

Public Goes for Modern Musicals

By ARNE HANSEN

DENMARK

Not very long ago it was considered impossible to find a modern musical on stage in Denmark, but after the recent successes of the Norwegian musicals "Vinken” and "Can-Can" and the Danish musical "Jalousie” the trend is changing. The Norwegian musical "Vinken” and the Danish musical "Jalousie” have both been successful, and the trend is expected to continue.

In addition, the Danish musical "Jalousie” has been announced for a London cast of "West Side Story" the publication of the book has been announced, and the production is expected to be well received. The publication of the book has been announced, and the production is expected to be well received.

For more information, please visit www.americanradiohistory.com
THE THREE NEW BIG ONES FROM CUB HIGH FIDELITY

LET ME BE YOUR BOY
WILSON PICKETT
Cub K-9113

BOUQUET OF FLOWERS
JAMES VELVET
Cub K-9111

I'M THE PLAYBOY
THE PYRAMIDS
Cub K-9112

Call The CUB Distributor in your area now for these hot ones!

ATLANTA, GA.
Godwin Dbl. Co. 1229 Spring St. N.W. 876-5719

BALTIMORE, MD.
Manual of Md., Inc. 5 E. Mt. Royal Ave. Pica 2-4668

BOSTON, MASS.
Radio Dist. Inc. 1241 Columbus Ave. Highland 2-3509

BUFFALO, N.Y.
Pavone Record Dist. Co. 294 Main Street TL 6-3275

CHARLOTTE, N.C.
Hurts Sales Co. 374 W. Homestead St. Edison 4-4639

CHICAGO, ILL.
Music Dist., Inc. 3143 S. Michigan Ave. Webster 9-5474

CINCINNATI, OHIO
Supreme Distrib. Co. 500 Broadway Fort Wayne 1-0743

CLEVELAND, OHIO
Concord Dist. Co. 629 Franklin Ave. Main 1-2774

DALLAS, TEX.
Big Dbl. Dist. Corp. 1137 Chemical Street Main 1-1100

DENVER, COLO.
Walter slowly & Co. 115 S. Broadway Spruce 7-2645

DETROIT, MICH.
5 & 1 Dist. Co. 7117 Sycamore Rd. 2-1776

EL PASO, TEX.
Sonland Supply Co. 1100 F. Minter Ave. NE 3-3938

GREAT FALLS, MONT.
Music Service Co. 104 Ninth St. South Glendive 2-2734

HARTFORD, CONN.
Solo Music Dist. Corp. 417 Park Avenue Main 9-4549 (call cover Albany area)

HIALEAH, FLA.
Tonn Record Dist. 493 S.E. 10th Court Tuxedo 7-7546

HONOLULU, HAWAII
Kris of Hawaii 607 Coral Street 511657

HOUSTON, TEX.
United Record Dist. Co. 1643 St. Emanuel Capitol 2-1515

INDIANAPOLIS, IND.
Associated Dist., Inc. 229 E. Meridian Street Main 4-2591

LOS ANGELES, CALIF.
Record Sales Co. 2813 W. Pico Blvd. Main 1-9434

MINNEAPOLIS, MICH.
Harold W. Lieberman Co. 217 Plymouth Ave. W. Pe 3-1136

NASHVILLE, TENN.
Southern Record Co. 147 Lutestring St. Alpine A-1991

NEW ORLEANS, LA.
Wendy Dist., Inc. 270 Jackson Street Market 3-5845

NEW YORK, N.Y.
Associated Dist., Inc. 449 Avenue Street Main 1-8845

OKLAHOMA CITY, OKLA.
Else Record Co. 1201 Northwest 23rd EJ 8-5489

PHILADELPHIA, PA.
Duke Bros., Inc. 215 N. Broad Street CE 2-4995

PORTLAND, ORE.
Sundial Frontier Dist. 2715 Northeast 5th Street Market 3-5045

PITTSBURG, PA.
Standard Dist. Co. 1725 50th Avenue Atlantic 1-8331

SALT LAKE CITY, UTAH
Great Western Dbl. Co. 1544 South Broadway Road P. O. Box 2643 EM 3-3801

SAN FRANCISCO, CALIF.
Mile High Dist. Co. 235 South Broadway Underhill 1-1072

SEATTLE, WASH.
C & D Dist. Co. 3716 Broadway Street Parkway 5-0470

SHEPHERDTOWN, VA.
Shep's Record Shop 723 Town Street 422-7182

www.americanradiohistory.com
Schiff for such Santiago de Chile) by Alfredo Kraus, with the
same orchestra that they had sold the previous night. The
orchestra was also excellent. (Continued on page 33)

## International News

- Continued from page 18

- An agreement between the parties.
- Europhone Marlek announced the winners of the contest contest in 1962. About 600 radio stations were
t Www.americanradiohistory.com

### Irish Self-Taught Disks Hit in U.S.

**By KEN STEWART**

**Dublin Evening Mail**

Gael-Loin Records Inc., a new record company, recently announced that the "Teach Yourself Irish" set of eight records are selling
well in the U.S. than any other album of this nature that has emerged there. The company met the needs of students of the language who want to
study at home. The series includes 16 lessons, each with 16
tracks of Irish folk music. The lessons are taught by
Irish-speaking teachers. The program is available in both
CD and streaming formats. The company plans to launch a
new series of lessons on Irish history, culture, and
geography.

### What Every Needle Dealer Should Have...

**SHUTTLE**

**Duotone's new diamond needle dispenser!**

The Duotone's new diamond needle dispenser is a game-changer for
needle manufacturers and suppliers. The dispenser ensures that each
needle is properly aligned before it is inserted into the machine, resulting in
improved accuracy and reliability. The dispenser is easy to use and
maintain, making it a valuable addition to any needle workshop. The
new dispenser is available in a range of sizes to suit different
needle types and applications. Order now and take your needle
production to the next level.

### German

**Dr. Schulze Heads Parley Delegation**

By BRIGITTE KEEB

Automaat-Markt, Braunschweig

(Automaat-Markt, Braunschweig

Dr. Schulze, the General Manager of the company. He will
represent the company at the upcoming Parley Delegation in
Germany. The delegation will focus on the latest trends and
technologies in the automation industry. Dr. Schulze is
expected to make significant contributions to the
development of the company's automation solutions.

## HUNGARY

**Seven in Finals Of String Contest**

**By PAUL GONYO**

**Derekguta 6, Budapest**

The Hungarian Event International String Quartet Competition,
in which five Hungarian composers took part, 65 works were
submitted. The judges selected seven of the works to be
performed in a public concert in September. The winners will
decided after the competition. The judges will then choose
the best performers from these seven for the finals.

### Israel

**Interest Still High In Shalom Aleichem**

**By AZARIA RAPPORT**

**3 Atlas Hotel, Jerusalem**

Interest in the record containing excerpts from a Shalom Aleichem
story has continued to grow. The recording is available in both
LP and CD formats and has been well-received by both
Jewish and non-Jewish listeners. The book, originally written by
Sholom Aleichem, was published in the late 19th and early 20th
centuries and has since been translated into numerous
languages. The recording, produced by the leading Jewish
record label, features talented musicians and captures the
authentic spirit of the original work.

## Holland

**Big Things Seen For All-Star LP**

**By SAMT STEENKAMP**

**Radio Nederland, Amsterdam**

An All-Star LP, composed of 11 top-name artists doing the
selling, will be released in the fall. The LP, titled "Big Things Seen
For All-Star," is expected to be a hit. The artists include
Lucy Brown, Jack Johnson, and Bob Dylan. The LP will be
available in both standard and limited edition formats.

## Philippines

**Villar, Mabuhay! 33 EP's Debub**

**By LUIS M. TRINIDAD**

**264 Escolta, Manila**

A new record label, "Villar, Mabuhay!," will be introduced to
the public on the 23rd. The label, founded by the renowned
musician and composer, will release a series of new and
upcoming artists. The label's debut LP will feature a range
of genres, from folk to classical. The label aims to
promote Philippine music and culture.

## Italy

**Ballad on Poor Folk Selling at Top Rate**

**By H. KLEIN**

**55 Fox St., Johannesburg**

Netting over 30,000 sales in 10 days, a single release of "The Bal-
ad on Poor Folk" has become a fast-selling disk in South Africa.

Originally featured in a Musical Review, "The Ballad on Poor Folk"
has gained popularity among both the local and international
auditoriums. The song tells of a poor woman's struggles with
the challenges of life. It is written and sung by Joyce
Talara.

## South Africa

**Intercontinental**

**Ralph Route.**

**John Deere, Johannesburg**

Dealers Ortele, the Irish market, and another dealer, the company's
first representative in the country, has closed a deal with
Connie Young Ones, the company's representative in the
country. The deal was announced in a press release by
Dr. Mohring, the company's managing director.

### Galveston, Texas

**Seven in Finals Of String Contest**

**By PAUL GONYO**

**Derekguta 6, Budapest**

The Hungarian Event International String Quartet Competition,
in which five Hungarian composers took part, 65 works were
submitted. The judges selected seven of the works to be
performed in a public concert in September. The winners will
decided after the competition. The judges will then choose
the best performers from these seven for the finals.

Trotz der Mäntel, die auf das
Teilnehmerland nicht in geeigneter Weise zu erreichen
waren, werden die Vorläuferbeiträge in den nächsten Tagen
eingeholt.

## GERMANY

**Dr. Schulze Heads Parley Delegation**

By BRIGITTE KEEB

**Automaat-Markt, Braunschweig**

Dr. Schulze, the General Manager of the company. He will
represent the company at the upcoming Parley Delegation in
Germany. The delegation will focus on the latest trends and
technologies in the automation industry. Dr. Schulze is
expected to make significant contributions to the
development of the company's automation solutions.
$UMMER $MASH!

BURL IVES

MR. IN-BETWEEN

WHAT YOU GONNA DO, LEROY?

DECCA 31405
How to Bottle Elixir of Theater for Sales Binge

By Jack Mahler

NEW YORK—Record retailers looking for something to freshen up and invigorate the sales climate should keep an eye on the new line of stereo and portable phonographs and FM tuners added to the line of products from the German manufacturers. The line of line of equipment, which includes eight portable phonographs, seven consoles and two self-contained FM tuners, is designed to capture the attention of the record-buying public during the fall and winter holiday season.

In the tape field, the Regent and the Majesty both include MC and RF tuners. The Fair-Fi, Newfield and Edgarcord all are equipped with MC tuners, and, in addition, all the new tape players also carry the MC tuner. Also among the new consoles are the Montclair and the Manhattan.

Two new portable stereo phonographs, a new FM stereo tuner and the Compacta ($144.50) both feature detachable wing speakers and both play 33 1/2 and 45 revolutions per minute portable automatic units in the 14-inch class. Among the others are the Cameo ($79.95), the Economy ($79.95), the Magic ($79.95), the Monroe ($79.95) and the Music Man ($79.95). The entire line is marked down to a reasonable level, and there is a limited manual player, lists at $79.95. The Lark, at $39.95, is a manual stereo unit and the Edison at $34.95, is an automatic portable monaural machine.

List Sylvan De Luxe: 5G

CHICAGO—Sylvania Electric Products Corporation has introduced a new phonograph line consisting of six stereo consoles, four stereo phonographs, one monaural console and a dedicated home entertainment center to list.

The home entertainment unit consists of six separate electronic modules: a frequency-amplifier equipped with a twin-24-inch-tall speaker cabinet. Components include a 23-inch TV stereo recorder, a 15-inch stereo tuner, a public address system and a tour-30-mm, slide projector. Space is also provided for a closed circuit television and a microwave oven, and is channeled into the single hutch-styled cabinet and are operated from a single master control panel through pushbutton networks.

Design, Styling Mark 1963 Line For Symphonic

NEW YORK—Symphonic has introduced its 1963 line of portable and console phonographs with the emphasis on design and styling. Both of these trends are carried through all of the new models, and will be evidence in the against-heat, scratchless, al- lowed, cradles, inks and impact.

Six brands of Symphonic are available from $99.95 to $239.95 are in- cluded in the new line. One of these contain AM radio, three others have FM-AM radio, while several others are equipped with FM stereo and AM.

Some of the new models have hand-riveted stainless steel components of the chassis and/or grill. All of these are complemented by a deluxe stereo phonograph with FM stereo, with a brushed aluminum finish. In all, there is a choice for any taste.

Among the new models, there are two monaural and 10 automatic units of which seven are stereo.
Now that the shouting has "reverberated" away... hear this!

MAGNAVOX IS STILL THE ONLY REALLY PROFITABLE LINE IN THE INDUSTRY

Because its product advantages make it easiest to sell - because there are bigger profit margins that you can keep. Customers choose Magnavox because of obvious, tangible product benefits - recognizable superior values.

So Magnavox dealers sell more Magnavox than all other brands combined. How much more?

- In high quality Stereo about 50% of all, according to Billboard's survey. 25% of all Stereo High Fidelity radio-phonographs, as reported by E.I.A. 33% of Stereo Theatre combinations. More than one-fourth of all Stereo Theatre combinations. 33% of all in big picture TV (330 and 400 sq. in.) more than the rest of the industry combined. 33% in color TV - our hat's in the ring.

Bear in mind, this high percentage of the Industry's most profitable business is sold by fewer than 2% of the nation's dealers - that it's sold at the full price - that it's sold at a "money in the bank" profit.

The believability of all this depends on whether you are a Magnavox franchised dealer or one of the surviving "successful" dealers who reported a "profit on sales" increase from 0.02% in 1960 to 0.49% in 1961 (as reported by NARDA).

This year Magnavox will again lead in technological advancements - and in sales, because we are selling factual benefits that your customers can see, hear and touch - not just claims.

Here are but a few exclusive product advantages reserved for Magnavox dealers
IN TV—ONLY FROM MAGNAVOX

BIGGER, BETTER PICTURES — Magna-Vision 930 and Spectacular 400 Models at prices at or below smaller picture TV of other brands.

VIDEO-MATIC — the automatic TV that always gives you the best pictures, day or night — and without tuning or picture adjustments.

GOLD SEAL WARRANTY that provides one year on parts and service — three year picture tube warranty.

CHROMATIC (SEPRA) PICTURE FILTER that eliminates glare and reflections that cause eyestrain. Adds picture beauty.

HIGH RELIABILITY CIRCUITRY AND CONSTRUCTION, using the modern scientific techniques of this missile age — no old-fashioned, hand loomed wiring here — that's for the house!

TOTAL REMOTE CONTROL — with silent, all-function transmitter and automatic contrast and brightness control.

WIDEST CHOICE OF STYLING, PICTURE SIZE ... ALL encaised in beautiful furniture — ALL in popular price range — $170-260-270-330-400 sq. in. pictures.

IN STEREO HIGH FIDELITY

Do you have two hours? No? So we will give you the high spots in three minutes.

Only Magnavox offers these product advantages.

THE MICROMATIC RECORD PLAYER eliminates discernible record wear — because there is no "wear" the stylus lasts a lifetime too, so we guarantee it for ten years!

"No scratch" record changers are this year's fashion; since this is where the music (and distortion) starts, we will start here too. The Magnavox Micromatic automatic record player is not just the best — it's the only prelation mechanism now made. A claim? Just look at it from the top to the bottom — and hear it? — NO — all you'll hear is the music. What does it do that makes it so great? Why, it just "plays" and changes records quietly and with loving tenderness, it doesn't damage them, it doesn't wear them — it doesn't scratch them — and the pickup tracks and traces at only one-tenth ounce touch — also the stylus stays in the groove where it belongs.

We have been bungying the arm over the records for two years, but deliberately — to show that it doesn't damage the records (we didn't know it was such great news).

Do the arm and pickup do all this? No. The arm is just a non-resonant thermoplastic molding that doesn't transmit noise because it isn't supposed to be a microphone — it's just a dynamically counterbalanced arm that holds the high compliance pickup in the groove with great accuracy, permitting it to track and trace without distortion at one-tenth ounce or less touch.

But this is only one element of precision. There is also a dynamically balanced four pole motor with heavy turntable and fine bearings, A patented record selector that selects any size or underize record with great accuracy, it's the overall fineness of all elements working together that enables us to reproduce beautiful music without "changer induced" noises such as rumble, flutter and wow but with speed accuracy, guaranteed to be within ± 1%.

Besides making great music, it is the easiest player to operate ... one knob control, easily accessible (above the records), it's jam-proof, fool-proof and has all that you would expect from Magnavox ... and it's been working with perfection for two years ... in over ½ million Magnavox Stereo High Fidelity phonographs.

TRUE STEREO HIGH FIDELITY — Only Magnavox attains this spectacular dimension of stereophonics and the tonal purity of High Fidelity with an advanced acoustical system that projects sounds from the sides as well as cabinet front — to surround you with the beauty of music. Stereo separation extends far beyond the space between the speakers — to the width of the walls.

True Stereo High Fidelity means no meaningless gadgets — no reverberation — no mythical "extra channels" — Magnavox just makes thrillingly great music.

You already know Magnavox comes in magnificent furniture — good style, good taste — that's because it is hand-crafted and home-made in highly mechanized, efficient furniture plants — our own.

INCOMPARABLE VALUES — We modestly apologize here, because people believe Magnavox is the best and therefore should also be the highest priced — this costs us sales, too — but as an example, Magnavox Model 325 Stereo FM/MAM. Radio-Phonograph, beautiful furniture, sells (retail) for only $199.50. It contains woofers (10") as well as tweeters and amplifiers with Magnavox watts and, of course, a Micromatic record player — with Stereo FM that works, it's only $229.50.

From here on, up you go "out of this world" with performance ... but not price. The greatest Stereo High Fidelity that can be made is less than $700.00 — and Magnavox makes it!
IN STEREO TV COMBINATIONS—MAGNAVOX, THE ORIGINATOR OF THE STEREO THEATRE, CONTINUES TO ENJOY THE FRUITS OF THIS PIONEERING

Magnavox dealers do the lion's share of this highly profitable business because Magnavox “big picture” TV with its many exclusive features, combined with Magnavox Stereo High Fidelity make this an incomparable product in performance, styling and value.

Prices for complete FM/AM Stereo TV combinations range from $399.50 to a “colossal” $695.00 for the Normandy 422 Stereo Theatre that has the “best of everything” including the Spectacular 400—the biggest pictures in TV with a total remote control that operates the radio-phonograph as well as TV. It also includes components indispensable to its high quality, such as 1000 cycle exponential treble horns, 15” woofers, 30 watts of music power, Stereo FM/Micromatic automatic record player...of course it comes in magnificent furniture.

AND NOW—ANOTHER STARTLING AND REVOLUTIONARY DEVELOPMENT FROM MAGNAVOX

The Astro-Sonic Stereo High Fidelity System

This “space age” development utilizes all the current “state of the art” technology in electronic science. It is the greatest innovation since the development of Stereo.

The Astro-Sonic employs NO TUBES—not one—yet develops more than 100 watts of music power to reproduce fundamental bass with definition never before attainable...it surpasses all other Magnavox achievements in recreating music with incredible fidelity and beauty.

But just think of this! No tubes to burn out or get noisy—no heat, so no more of those service problems—parts are guaranteed for five years. The power consumption is only one-fourth of a comparable tube set. Yet this solid state circuitry provides greater radio (FM/AM) sensitivity, better selectivity, greater noise immunity than any tube receiver—it provides more undistorted audio power with greater efficiency than any tube amplifier ever could.

To match this spectacular performance, other components had to be perfected—a new automatic record player that exceeds even the now fabulous Micromatic: In accuracy and dependability—for example, it provides absolute pitch—for the turntable speed is as exact as an electric clock; a new pickup that tracks and traces the most complex wave forms without distortion and at less than the 1/10 ounce touch of the Micromatic and does this with complete stability; exponential 1000 cycle crossover horns for the treble, and more efficient 15” woofers to handle the power.

THE ASTRO-SONIC can fill a concert hall with music—but it was designed for the home, to “whisper” the full beauty of music or to “shout” through walls with the crescendo of a great symphony—so it is encased in magnificent furniture—in choice of French Provincial, 18th Century English, or Contemporary.

Yes, it is more expensive when compared with lesser Magnavox models—but costs far less than you would think!

You are invited to...

See this great innovation during the Music Show—and hear it, too, at a concert hall demonstration, on June 25, 2:30 P.M., in the Ambassador Theatre, 215 West 49th Street, New York City.
AND HERE'S ANOTHER UNBELIEVABLY SPECTACULAR DEVELOPMENT FROM MAGNAVOX!

A line of revolutionary electronic organs - revolutionary because they have no tubes - NOT ONE - to burn out, get noisy or drift. The almost total absence of heat makes them virtually service-free, and they consume less power than an electric light bulb. There are no motors or other moving parts in the tone generation or audio system.

But the big news is the most beautiful tone you've ever heard, with the widest frequency range and the greatest variety of orchestral voices.

There is Spatial 3-D Sound, a startling new invention that enhances the new tones with thrilling depth and dimension, but without distortion - without whirling speakers - it is totally electronic and works instantly.

There is a new, all-transistor organ - a beautiful, complete musical instrument (not a toy) that retails for only $495.00, and exceeds by far existing higher priced organs in playability, beauty of tone and reliability. In addition, a surprising new keyboard design that contributes tonal versatility and offers the maximum in playing flexibility.

Then, there is a new step-up model to retail at $795.00, with more playing features, more voices and more music power.

At $1195.00 a sales irresistible model with a tone range unequalled at any price. Features galore, including five speakers, 50 watts of audio output, with stereophonic sound (reflected from the walls) to surround you with the full beauty of the music.

At the top of the line a two-manual, 25-note pedal instrument, equivalent to any three-manual organ, and exciting features too numerous to mention!

See and hear the "Great New Dimension In Sound" from Magnavox at the Magnavox CONCERT 2:30 P.M., on Monday, June 25, in the Ambassador Theatre, 215 West 49th Street, New York City
Transistors, FM Units Pace Radio Sales Rise

Last year, some 57 per cent of nation's record dealers sold radios, according to the 1962 survey of equipment sales released this week by Billboard Music Week. And, except for the sale of standard AM-type radios, business was up considerably from the previous year.

Most market improvement was in AM/FM radio, with 46 per cent of dealers reporting improved sales, compared to 32 per cent in the 1961 survey. Transistor radios showed an 18 per cent rise, with 25 per cent reporting improved sales, compared to only 5 per cent last year.

Pocket-sized transistors coupled with low-priced imports are holding down the cost of AM-FM sets, according to industry sources. The 1962 survey showed that 90 per cent of dealers carry transistor radios, compared to only 10 per cent in the previous year.

Improvement in FM radio sales was reported by 23 per cent of the dealers, compared to only 7 per cent last year. The survey showed that 20 per cent of dealers carry FM receivers, while 10 per cent sell FM-only sets.

Pocket systems are danced into the HiFi club by young, mobile buyers. They are a new breed of consumer who is inclined to pay more for the最好 quality equipment. In the last year, the sales of pocket systems have increased by 50 per cent.

Despite the growth in FM sales, AM remains the dominant radio format, with 70 per cent of the market. However, the AM-FM ratio has been declining in recent years, as FM gains popularity among younger listeners.

The sales of stereo equipment have also been strong, with 25 per cent of dealers reporting improved sales in the 1962 survey. This is up from only 10 per cent in the previous year. The survey showed that 10 per cent of dealers carry stereo receivers, while 15 per cent sell stereo radios.

While the growth in FM and stereo sales is encouraging, the market for standard AM-type radios has been declining. Only 30 per cent of dealers reported improved sales in the AM category, compared to 45 per cent in FM. This is likely due to the increasing popularity of transistor radios, which are more portable and easier to use.

In conclusion, the 1962 survey of equipment sales shows a healthy growth in the market for transistor and stereo equipment, while the AM-type radios are losing ground. The shift towards more portable and convenient equipment is a clear trend in the industry, and it is likely that this trend will continue in the future.
THE STAND-OUT STEREO LINE!

Now, in new RCA Victor Total Sound Stereo for '63!

New Total-Sound Stereo
New FM-AM Consoles


In the new 1963 line RCA Victor gives you more of what you need to sell more stereo than ever before! You can feature new Diaphonic Speakers for true tone, brilliantly clear tone. Records are tracked with professional precision. FM Stereo broadcast radio is here both as a built-in feature and as an adapter unit in many models. Let them look, let them hear. Your customers will sell themselves!

See Walt Disney's "Wonderful World of Color" Sundays, NBC-TV Newark.

See a complete line of RCA Victor 1963 merchandise at the Music Show Space 202-203 N. Y. Trade Show Building
TENOR 3VF07
Lowest price Total Sound Stereo Console. Handsome all-wood contemporary cabinet in Mahogany veneers and selected hardwoods.

HUMORESQUE 3VF22
For versatile selling this Danish lowboy Stereo Console is available two ways: 1. FM-AM Tuner, 2. FM-AM Tuner with FM Stereo adapter built-in.

MADRIGAL 3VF04
Lowest price Total Sound Stereo Console with FM-AM Tuner. AFC. Mahogany-grained or Walnut-grained finish on hardboard.

MARK IX 3VF34
French Provincial Serpentine-front lowboy. Diaphonie speakers. FM Stereo. Antiqued Parchment White or Chateau Walnut veneers and selected hardwoods.

MARK VIII 3VF40
Contemporary lowboy in Antiqued Colonial Maple veneers and selected hardwoods. 58 watts maximum output (32 watts EA). 6 speakers including two 12" Diaphonies. Studio-matic Changer.

MARK IV 3VF33
Early American Spinet in Antiqued Colonial Maple veneers and selected hardwoods. "Ear Level" sound from two 3W tweeters plus two 5" x 7" mid-range speakers. Bass from two 12" woofers.

Consoles from $14995*
from $19995*

NEW STUDIOMATIC RECORD CHANGER
Plays all-size records with studio-like precision! This superb new RCA Victor record changer, available on many models, is precision-engineered to extract all the tonal fidelity pressed into modern-day stereo and monophonic records. The massive 12" turntable is balanced and cushioned to minimize rumble, supports record across the entire surface. Plays same speed records intermixed in any sequence, shuts itself off after last record has played. In "Off" position, driving mechanism is automatically disengaged to prevent flat spots on the drive wheel... assures smooth, virtually constant-speed rotation.

An ultra-sensitive "Living Stereo" ceramic pickup rides in the track Tone Arm which is scientifically angled to insure virtually perfect tracking from outer edge to innermost groove. Most models feature a long-life diamond stylus for microgroove records.

"Manufacturer's nationally advertised prices shown. SlightlY higher some areas West, South. Prices, specifications subject to change.

RCA
The Most Trusted Name In Sound

*Manufacturer's nationally advertised prices shown. SlightlY higher some areas West, South.

www.americanradiohistory.com
**Customer Own Boss**

- Continued from page 33

Tailors see the exact rate of movement in a given period. The marketing aid also points out that some retailers could grow into bigger buyers if the wholesaler or distributor or jobber can give them a boost in more frequent deliveries and in extended credit.

Another vital factor in profit to the retailer is his cost base. Some old-time retailers are too hard-headed to listen to a salesman's suggestions, the marketing aid is frank to point out. But others will begin to have a gimmick to plug up cost leaks, which he can spot in visits to the retailer over a period of time.

Prime requisite of good selling by a small market is that their salesmen "have a retail outlook." The salesman also needs an interest in the customer's long-range growth, and a tactful approach, the study says.

---

**Needles and Raw Tape Sales Increase in 1962**

Sales and record and associated accessories enjoyed an across-the-board increase in the first five months of 1962, according to a dealer reporting in Billboard Music Week's annual Music Merchants Survey. In five separate basic categories, the upswing was noted.

Classifications showing the most marked increases include needles and raw tape. In the case of needles, 45 per cent of participating dealers said business was up this year as against the same period a year ago. This, in fact, marked close to a 10 per cent increase over the number of dealers reporting better business in needles a year ago.

In the field of raw tape, 44 per cent of the dealers said sales were up this year as against 1961. In like manner, sales were up in significant amounts in record carrying cases, record cleaners and phonograph cartridges.

In other than these basic categories, dealers also reported brisk activity in a number of other accessory areas. Record racks were indicated as fast moving items. In addition, record brushes were brisk movers and the activity in 45-r.p.m. spindles was excellent for a number of retailers. In another field, batteries for portable radios also were named an important and growing accessory item by various dealers.

Beyond this, at least a score of other types of accessories were named as sellers for various stores. In addition, a number of other dealers reported taking on new lines of accessories during the past year, including such items as splicers, cleaners, clips and threaders.

Stereo head-phones, too, came in for some mention.

Lower prices on diamond needle lines was given as a prime reason for the extra movement in that category. It's also worth noting that as the price of phonograph sales increases, so must the price of replacement needle sales increase. Increased advertising budgets, too, are listed as contributors to a healthier volume, not only in needles and cartridges, but in other phases of the accessory business as well.

---

**Survey of Phonographs and Radio Sales in 1962**

**Billboard Music Week**

**TAPE AND TAPE EQUIPMENT SALES**

<table>
<thead>
<tr>
<th>Tape Equipment Sales</th>
<th>Pre-Recorded Tape Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of Dealer Replies</td>
<td>% of Dealer Replies</td>
</tr>
<tr>
<td>Better</td>
<td>24</td>
</tr>
<tr>
<td>Stereo</td>
<td>32</td>
</tr>
<tr>
<td>About Same</td>
<td>54</td>
</tr>
<tr>
<td>Worse</td>
<td>17</td>
</tr>
<tr>
<td>Don't Know</td>
<td>5</td>
</tr>
</tbody>
</table>

**RADIO SALES IN RECORD-SELLING OUTLETS**

- **Better**
- **About Same**
- **Worse**
- **Don't Know**

**Billboard Music Week 1962 Dealer Survey**

---

**PHONOGRAPHS**

- **PORTABLE MONOURAL PHONOGRAPHS**
- **PORTABLE STEREO PHONOGRAPHS**
- **STEREO CONSOLES OR CONSOLES WITH AM/FM RADIO**
- **STEREO CONSOLES (TRETBRED WITH AM/FM RADIO AND TELEVISION)**

**RADIO**

- **PORTABLE TRANSISTOR RADIOS**
- **STANDARD AM RADIOS**
- **AM/FM RADIOS**
- **FM STEREO RADIOS**

---

**Percent of Record-Selling Dealers Handling Radios from Jan. 2 thru May 12, 1962**

- **43.4%**
- **31.6%**
- **25.0%**

---

**INDICATES BRANDS ALSO SOLD BY RECORD-SELLING DEALERS BUT REGISTERED LESS THAN ONE PERCENT AND IS INCLUDED IN "ALL OTHERS" COLUMN.
How to Bottle Elixir of Theater

* Continued from page 22 *

Road company tours also can be a hobby to original casts. Capitol Records is currently planning a big splash in San Francisco to be in with the forthcoming opening of the road company version of "The Unsinkable Molly Brown." In addition, there are numerous straw hat theaters playing topflight Broadway material only too willing to work out exchange promotion deals with local retailers. Suburban areas, in particular, are dotted with such theaters.

To milk the potential out of local showings of movies and legit shows, the record retailer must go a step beyond the usual streamers, window displays and the like. Large helpings of imagination are needed and it's up to the individual merchant to supply them. The further out the ideas— the better.

Dazzle Customers

One word— excitement—is the key to these promotions. People associate glamour, lights, color and personality with the entertainment capital. Humor and novelty form prominent parts of the total picture too. The retailer should use his imagination, and his sharp business sense, in creating an aura of excitement which will center on and sell sound-track and original cost merchandise.

Dealerships would do well to set aside a permanent section of the location for the express purpose of displaying original cast and sound-track LP's. The section can be dressed up with special Broadway and movie posters—originals if possible. A member of the sales staff might be installed in a booth—a reasonable fixture of a box office—from where he might sell specially printed tickets which can be redeemed at disk counters for sound-track and original cast merchandise.

If the movie operator or theater manager is agreeable, the same kind of arrangement might be worked out in the theater lobby. In return, the dealer would do a strong selling job to get people to go see the film or stage presentation.

Package Deal

The same kind of exchange publicity deal might be worked with the local book outlets. For the forthcoming showings of "Lolita," for instance, a dealer might advertise "The Complete Lolita." This would entail a window showing book, movie and sound track.

One of the most captivating facets of this area of business deals with opening night. The entering record merchandiser might stay open before, during and after the first night showing of a new film or play in his town. Customers might be referred to as first-nighters and a swathe of wood, paper and paint might shout the merits of the new album associated with the film. If the disk shop is near the theater, ticketing, lighting, banners, etc., can be used to draw attention to the new album.

Another first-nighter stunt would be to send out special invitations to regular customers to come in the "first night" performance of the sound track or cast LP. Set a special time for the hearing, a theater time, 8-10 p.m. For instance, and once the first-nighters have arrived, sell them in numbered rows of folding chairs and play the new set for them. This can be done whether the actual film stage play has arrived in town or not.

Nothing draws a crowd like a name, so record retailers would do well to work on personal appearances and autographing parties to start stars come to town to play the local theater or to appear on local disk jockey shows.

Record Selling Outlets—Jan. 2 Thru May 12, 1962

<table>
<thead>
<tr>
<th>DISK DEALS FOR DEALERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Continued from page 22</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>JUNE 30, 1962 BILLBOARD MUSIC WEEK</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>DISK DEALS FOR DEALERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Continued from page 22</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>JUNE 30, 1962 BILLBOARD MUSIC WEEK</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>DISK DEALS FOR DEALERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Continued from page 22</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>JUNE 30, 1962 BILLBOARD MUSIC WEEK</th>
</tr>
</thead>
</table>
AMAZING ZENITH MICRO-TOUCH

2G TONE-ARM

with the lightest needle pressure in any automatic changer* [only 2 grams]

Featuring

THE REVOLUTIONARY NEW
"Free Floating Cartridge!"

JAR IT! SLIDE IT! DROP IT! EVEN TILT IT!

IT'S IMPOSSIBLE TO ACCIDENTALLY RUIN A STEREO RECORD!

THE MOST DEMONSTRABLE SALES AND PERFORMANCE FEATURES EVER BUILT INTO STEREO INSTRUMENTS!

www.americanradiohistory.com
Twice the stereo separation... the most perfect sound reproduction ever!*

- Outperforms all other automatic record changers.
- Doubles stereo separation.
- Reproduces every note with truest frequency response.
- Ends accidental record damage FOREVER.
- Plays records up to 2000 times with virtually NO record wear.
- Even plays warped records... flawlessly.

ZENITH

THE MICRO-TOUCH 2G TONE ARM IS FEATURED IN 29 ALL-NEW 1963 ZENITH STEREO CONSOLES AND PORTABLE TABLE MODELS

ZENITH

The quality goes in before the name goes on
THE "SAD MOVIES" and "NORMAN" girl

SUE THOMPSON
PRIZE RIBBONS BY THE SCORE
FROM BILLBOARD'S HOT 100
TO CASH BOX TOP 100
SINGLES
ANGEL, ANGEL
SAD MOVIES
MEET SUE THOMPSON
NORMAN
ALBUMS
TWO OF A KIND
TWO OF A KIND
FOR ALL
TELEVISION AND
PERSONAL APPEARANCES
CURRENT RELEASE
HAVE A GOOD TIME
B/W IF THE BOY
ONLY KNEW
ON HICKORY RECORDS

CONTACT: HANK PENNY, 130 S. 4th ST., LAS VEGAS, NEV., PHONE: DU 4-5208

www.americanradiohistory.com
My sincere thanks and best wishes to my NAMM dealer friends...

Perry Como
placed third in the polling, with 38 votes for monaural and two for stereo. And Japanese makes as a category were cited by 152 dealers, with Wm. the only U. S.-made recorder getting more votes.

Nearly 60 per cent of the dealers said either VM (34 per cent) or Wm. (25 per cent) provided the best merchandising, promotion and service assistance. Other leaders included RCA (11 per cent) and Sony (9 per cent).

Pre-recorded tape was sold by slightly more than half of the dealers replying, with virtually all of this type of the four-track reel-to-reel variety. Only a handful carried cartridge tape.

Exactly a third of the dealers selling pre-recorded tape reported 1961 sales ahead of the previous year, and another 38 per cent judged them about the same.

Another 21 per cent reported a decrease, and 8 per cent didn't know.

## 1962 DEALER SURVEY

### 1962 DEALER SURVEY

**QUESTION:** Which Phonograph manufacturer provided the best merchandising, promotion and service help to you?

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Percentage of Dealer Voting</th>
<th>Ranking Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>VM</td>
<td>23.3</td>
<td>3</td>
</tr>
<tr>
<td>MAGNAVOX</td>
<td>20.4</td>
<td>1</td>
</tr>
<tr>
<td>DECCA</td>
<td>15.1</td>
<td>2</td>
</tr>
<tr>
<td>RCA</td>
<td>9.0</td>
<td>6</td>
</tr>
<tr>
<td>MOTOROLA</td>
<td>6.5</td>
<td>9</td>
</tr>
<tr>
<td>WERCO</td>
<td>5.4</td>
<td>5</td>
</tr>
<tr>
<td>CAPITOL</td>
<td>3.0</td>
<td>8</td>
</tr>
<tr>
<td>ZENITH</td>
<td>3.0</td>
<td>7</td>
</tr>
<tr>
<td>FISHER</td>
<td>1.8</td>
<td></td>
</tr>
<tr>
<td>PHILCO</td>
<td>1.2</td>
<td></td>
</tr>
<tr>
<td>BUSH</td>
<td>1.2</td>
<td></td>
</tr>
<tr>
<td>SYMPOHONIC</td>
<td>1.2</td>
<td></td>
</tr>
<tr>
<td>ALL OTHERS</td>
<td>4.3</td>
<td></td>
</tr>
</tbody>
</table>

### 1962 DEALER SURVEY

**QUESTION:** Which Tape recorder manufacturer provided the best merchandising, promotion and service help to you?

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Percentage of Dealer Voting</th>
<th>Ranking Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>VM</td>
<td>34.4%</td>
<td>1</td>
</tr>
<tr>
<td>WERCO</td>
<td>23.9%</td>
<td></td>
</tr>
<tr>
<td>RCA</td>
<td>21.6%</td>
<td></td>
</tr>
<tr>
<td>SONY</td>
<td>11.9%</td>
<td></td>
</tr>
<tr>
<td>BOBINS</td>
<td>6.3%</td>
<td></td>
</tr>
<tr>
<td>CARSON</td>
<td>6.3%</td>
<td></td>
</tr>
<tr>
<td>LEHMAN</td>
<td>4.7%</td>
<td></td>
</tr>
<tr>
<td>TELEFAX</td>
<td>4.7%</td>
<td></td>
</tr>
<tr>
<td>WOLESIG</td>
<td>3.1%</td>
<td></td>
</tr>
<tr>
<td>COLUMBIA</td>
<td>1.5%</td>
<td></td>
</tr>
</tbody>
</table>

### 1962 DEALER SURVEY

**QUESTION:** Which Radio manufacturer provided the best merchandising, promotion and service help to you?

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Percentage of Dealer Voting</th>
<th>Ranking Last Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>VM</td>
<td>34.4%</td>
<td>2</td>
</tr>
<tr>
<td>MAGNAVOX</td>
<td>20.8%</td>
<td></td>
</tr>
<tr>
<td>DECCA</td>
<td>13.7%</td>
<td></td>
</tr>
<tr>
<td>RCA</td>
<td>12.6%</td>
<td></td>
</tr>
<tr>
<td>CHANNEL MAST</td>
<td>12.6%</td>
<td></td>
</tr>
<tr>
<td>MOTOROLA</td>
<td>7.3%</td>
<td></td>
</tr>
<tr>
<td>GE</td>
<td>3.1%</td>
<td></td>
</tr>
<tr>
<td>PILOT</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>EMERSON</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>SONY</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>TOSHIBA</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>ARTHUR</td>
<td>2.0%</td>
<td></td>
</tr>
<tr>
<td>ALL OTHERS</td>
<td>12.6%</td>
<td></td>
</tr>
</tbody>
</table>
the 1962 sound of RAY ANTHONY

WORRIED MIND
THE SOUL OF COUNTRY WESTERN BLUES

ALBUM #1517-1752
International News

Radio Pirate Ship Gets Last Rites

By HANS FRIDELUND

Aftenbladet, Ystavagatan 12,
Stockholm

The Swedish government finally had its way: Radio Nord, the so-called pirate ship operating in the Baltic just outside Stockholm and Swedish territorial waters, is now illegal. The law will be put into effect this fall.

With a government against him and no sponsors in support, the station's Swedish head, Jack Kast- schau, has announced that he will quit business at the end of June.

The action was taken with full agreement of the Danish government which also is disturbed by the presence of a similar pirate radio ship in the Oresund, the bay between Sweden and Denmark connecting the North Sea and the Baltic. Many of the station's staff members have already abandoned the sinking ship and joined the Swedish Radio.

To calm irritated Nord-Radio listeners, Swedish Radio started a so-called Programme 3, a third channel broadcasting light music 24 hours a day. Non-commercial, of course.

Aside from Columbia-Phillips "First Time" LP by Count Basie and Duke Ellington and jazz pianist Jan Johansson playing Swedish folksongs, the jazz record business is still in good health. A new record company will go into business in early July. The label is Den, a well-known firm in the Swedish radio and television industry, which will add records to its product line. The label's first item will be a jazz-oriented LP arranged and conducted by trumpeter Bengt-Arne Wallin. The material is Swedish folk music and the idea was given to Wallin by Quincy Jones when he visited and worked Sweden a few years back. Quincy has already explained his interest in the work and will probably release the LP on Mercury later on.

The pop record market reached its usual standstill at the beginning of June, Keith and Boyd Cramer sell fairly well, but otherwise nothing much happens. Record company executives state that this last spring has been exceptionally bad business-wise.

Anita Lindhjem, also among the top pop crop, is doing no less than five TV shows in Germany during the summer. .. Lars Lundahl, the third of our top four pop singers, was offered a tour in the Soviet Union. No deal because of contractual reasons.

Philips, which has taken over the whole Interclass catalog from Nordiska Musikforlaget, this fall will Philips will distribute Mercury in Sweden. ..

Long-time resident of the Norden offices, Sture Borgedahl went to Philips. He is to head the Philips Svenska Music Publishing.

Recorders Cut Into Disk Sales In W. Germany

WEST BERLIN—By 1965 the number of tape recorders in the Federal Republic of Germany will nearly equal the number of record players. Increasing to market projections by the Bundesverband der Phonographischen Wirtschaft e.V., trade organization of the diskiers.

The result inevitably must be a steady decline in phonograph record production and sales, with substantial loss of money, if all diskiers catering to the German market.

At present West Germany has around 3,500,000 privately owned tape recorders and 6,500,000 record players. Tape recorder sales are soaring, while record players are declining. By 1965 it is estimated that tape recorders and record players will be in balance with 5,000,000 of each in use.

Gundradt, West Germany's (and Europe's) largest tape recorder manufacturer, is vastly expanding its production facilities at Nuremberg. The firm will hire an additional 2,500 workers for its new tape recorder production facilities.

Uher, which ranks fifth among German tape recorder producers, is spending $500,000 to expand its tape recorder outlet in its Munich plant. Production of tape recorders is to be increased from 150 machines daily to 500 units.

The result of the tape recorder boom is tumbling disk sales, from 50 million in 1960 to 49.5 million last year. Sales this year may fall below the 49.5 million mark. Meanwhile, sales of magnetic recording tape are soaring, and BASF, Germany's biggest producer, has tripled its tape output in the last five years.

...
There's No Business LIKE "FATS" BUSINESS

A New Smash Single—
"NOTHING NEW (SAME OLD THING)"
b/w
"DANCE WITH MR. DOMINO"
#6863

A New Smash Album—

MILLION SELLERS BY FATS

FATS DOMINO
AMERICA'S MOST CONSISTENT RECORD SELLER

IMPERIAL RECORDS
IN CANADA • LONDON RECORDS, Ltd.
A HIT SUMMER

Victor Season in Sun Planned Last Winter

NEW YORK — RCA Victor is having the hottest summer for singles sales in five years, and the firm planned it that way. Firm is currently racking up solid singles action with seven singles (and this does not include the hit Elvis Presley EP) which has put the firm at least over last year's May and June business.

The seven hot singles are by Neil Sedaka, Floyd Cramer, Duane Eddy, the Tokens, John Leyden, Eddy Arnold and Henry Manicini. There are two others that are selling solidly, too, the Sam Cooke and the Paul Anka. However, the seven are the ones in the firm's current "Summer Festival of Hit Promotions."

Victor planned this sales program on the seven singles last January, as a way of overcoming the normal summer slump that the firm had traditionally experienced during May, June and July. The A&R staff was asked to come up with the strongest discs possible during May and June, so that the sales staff and the firm's distributors would have solid wax to swing with.

That the idea has paid off handsomely is apparent in the firm's week by week sales this May and June as against last year. For the first

Charlotte Distributs' One-Stop

Continued from page 5

headquarters in Cincinnati and Indianapolis. Herman, faced with similar invasions with various types of "foreign" suppliers, signed up a flock of smaller dealers in Indiana to exclusive stocking contracts.

Herman at one point was servicing over 50 Indiana dealers with every line they could possibly require strictly on a consignment basis. They paid the Herman man for what was sold, the rest of the product was removed and replaced every 90 days. Inventory keeping was done entirely by Herman's traveling rep.

As has been noted in recent BMW stories, some distributors have done more than look with awe on the phenomenon of the rack jobber. Operating on a [you-can't-touch-em, join-em basis, a growing number of distributors have entered the rack business themselves.

Smith Led Pack

Grandsaddy in this scene is without doubt Leonard Smith of Albany, N. Y., but more recently, others have joined the pack. For example, Miami's Pan American Distributors operates Record Service Company, a rack operation with outlets in nine Southern States, the firm's American distributor, Herman Stone of Tone Distributors, has opened a number of local racks with budget-priced merchandise.

Known to be eying this type of operation are Don Dumont of Boston, and Joe Martin of Apex Marine, Newark. Already involved, too, are Roberts Distributors of St. Louis and the Heilichers Brothers of Minneapolis.

40 BILLBOARD MUSIC WEEK
JUNE 30, 1962

HOLLYWOOD — Harold W. Lane, veteran record man with MGM label in the Minneapolis-St. Paul market, has formed Faction Records, and last week issued the label's initial release. This consists of an LP featuring night club singer Janice Martens.

As part of the release, two singles featuring Miss Martens were also issued. Other artists, Lane said, will be offered by the label in future releases.

Lane told BMI he is now in the process of lining up distribution in key markets. He has awarded his label to Pep Distributors here, but a number of major markets remained unassigned at press time.

week ending May 12, singles were up 12 per cent as against the same week in 1961; week ending May 19, singles were up 50 per cent; week ending May 26, up 88 per cent; week ending June 2, up 14 per cent; week ending May 9, up 58 per cent; week ending June 16, up 59 per cent. For the first three days of last week, singles sales had surpassed the comparable week last year.

Victor is holding its annual sales meet for distributors and fieldmen in New York in mid-July. The firm expects that when the distributors hit town they will be in a good frame of mind due to the big sales action on singles this summer.
Note to Dealers:
Hayley’s fan mail is coming in at a fantastic rate—day after day—her fans all ask for her picture—we suggest you display copies of her Buena Vista single F-401—picted above—and her LP BV 3311 and stand back! . . . it will be a stampede!

BUENA VISTA RECORDS

Thanks to everyone for making my records such big hits in America.

Hayley
Current Smash Single
"BUT NOT FOR ME"
b/w
"ONCE UPON A TIME"
3080

Produced Exclusively By
COBB-MAJORGA
An ACM Production
FACTORY SERVICE: EAST, WEST, IN-BETWEEN

In addition to studios fully-equipped for all your recording needs, RCA Custom offers three-plant, three-city record pressing, warehousing and shipping. With complete manufacturing units on the East Coast, on the West Coast and in the Middle West, the problem of getting all the records you need when you need them becomes simple. RCA Custom ships overnight to any point in the nation. That’s important. When a record suddenly gets hot, you’ve got to stock dealers fast. With RCA, you never miss a sale! Three-plant service is just one of many RCA Custom extras that “indies” of the record business thrive on. You an East “indie”? A West “indie”? An In-Between “indie”? In any case, get in touch with an RCA Custom rep now!

RCA CUSTOM RECORD SALES


www.americanradiohistory.com
Chicago WGES Still a Swinger, McLendon Says After Purchase

By NICK RIRO

CHICAGO— Rumors of a change in WGES’ swimming rock and roll rhythm and blues programming format here were killed last week by station officials—just as recently. WGES Vice-President W. S. Morgan said the station would not be taken over until late next year. He said that until then there would be no comment regarding the station until then and that there were no current plans to change the station’s programming.

At least one of McLendon interests was approved last week by the Federal Communications Commission with a million dollars each going to John A. Dyer and Elizabeth M. Hasman, owners.

One of the million-dollar awards is contingent on no resumption of broadcasting by either of the recipients for 10 years within 100 miles of Chicago.

Commenting on McLendon’s programming philosophy, Morgan said there was no particular pattern other than adopting the format to the needs of the individual community.

Swings Elsewhere

McLendon currently follows a so-called Top 40 policy with its stations in Houston (KLIT), Dallas (KLIF) and San Antonio (KTSF); a so-called “good music” philosophy in Buffalo (WNYL) and Oakland (KZOK), and an “all-around” format with KTRA, Los Angeles.

The previous WGES format has been one of the least restrained and “swimming” in Chicago. The station’s ratings show some of the top jockey names in the rock and roll rhythm and blues field, and the station has long been regarded a powerhouse in that area.

An “every-day” of the so-called contemporary approach to programming, WGES jockeys pretty much pull their own shots.

Brady Newkirk

The Brady Newkirk statement was a lead-breaking new material and was carefully watched by dealers and program men.

The purchase by McLendon of the station has been for a number of reasons. For one thing, even the format remains the same, the station will have the benefit of the entire well-financed and smoothly run McLendon operation.

If programming does change, there will no doubt be a fairly immediate change. The station’s WGES-rhythm and roll audience is a host of other stations in the area.

CALL KILDARE ONCE TOO OFTEN

HARTFORD—A stunt between MGG Records and WDCR here to promote “The Kildare Show.” From Dr. Kildare worked—almost too well. Listeners were urged to call “Dr. Kildare” at a certain number and hear a specially recorded message from Richard Chamberlain plus 10 seconds of his record. The stunt worked so well that the Hartford exchange became swamped with calls. The station was finally asked to refrain from further Dr. Kildare announcements and the special number and automatic answering service was disconnected.

Ray Ruester Heads
Florida UPF Airmen

ORLANDO, Fla.—Ray Ruester, director of news and special events, Florida UPF, was elected president of the Florida United Press International Broadcasters Association last week. He succeeds Harry Hughey, WSBR, Pensacola, who was named a director.

Highlights of the meeting was the presentation of 22 awards for outstanding radio and television programming during the past year, judged by an outside panel of the Television and the Directors of the University of Florida School of Journalism and Communications.

Others elected were Byrd Maguire, WGCN, Tampa, first vice-president; Robert Tate, WIX, second vice-president; and Claude Taylor, WXJ, third vice-president. The following directors: Bill Gerson, WPTV; Joe Lawrence, WCRE, WJAI, and WTPN; Don Berson, WJAI, and Ray Hughey, WSBR.

Radical Marketing

Seen by Design Head

NEW YORK—Pickwick International, which operates Design Records and a number of subsidiary labels, held its annual national sales meeting in the company’s Lincoln Long Island City, Monday (18).

Pickwick President C. J. Lennie opened new sales programs for the coming year and reviewed new record releases.

A feature of this year’s meeting was a lecture by Harold Segall, economics professor at the Wesleyan University.

Attending the conclave was national sales chief Ralph Bevans. The firm’s foreign reps and U. S. regional sales representatives, Al Bean (Southern), Lou Werth (East), and Bill Teller (West), also were on hand.

'Neighboring Rights' Would Get Boost by U. S. OK, Say Proponents

WASHINGTON—Signers of the international Neighboring Rights Convention to give limited protection to performers and broadcasters was urged by speakers for London Records and the American Federation of Musicians here last month, at a meeting of the Neighboring Rights panel, held at State Department. Opposed to the signing were spokesmen for the performing rights organizations, broadcasters and movie pictures.

Proposers of the so-called “neighboring rights” (bordering on copyright) agreement said this signing by the U.S. would have a valuable psychological effect on other countries of the world. Opponents wanted more time to study the impact of the Convention on contractual arrangements and other aspects of their industry. State Department attorney Biderman says signing the agreement would have minimal legal effect. The treaty does not touch on domestic rights now recognized.

The terms of the Convention, drawn up in Rome in October, 1961, were signed by 18 national representatives, but will not become effective until six countries have ratified delegates’ signatures.

Deadline for signing the document was set at June 30, this year, but any eligible country may join the Convention without signing.radio-televisi

THE ORLEANS (Cannes)

BOOKING OFFICE: Nat Segall Agency, NAMES: Shirley Brickley, Rosalee Hightower, Steve Caldwell, Marlene Davis. BIRTHDAYS: Shirley, December 9, 1944; Rosalee, June 23, 1944; Steve, November 22, 1942; Marlene, October 4, 1944. HOME TOWN: Philadelphia. EDUCATION: High school. HOBBIES: Dancing, swimming and learning new arrangements to old tunes. BACKGROUND: Originally, the Orleans consisted of five girls who met in junior high and began harmonizing for fun. Soon they were an attraction at school functions and local events. The girls sang together for about five years and became quite popular in the Philadelphia area, but eventually they lost interest, and finally parted ways. Some time later, a neighbor of Shirley Brickley, Steve Caldwell, expressed interest in a singing career. They discussed the possibilities of getting a group together and finally managed to contact two of the original Orleans. The new Orleans were singing together for about a year when they were found by a former school friend and lead singer of another group, Lee Hartley, of the Dowells. The Dowells already had hit records spinning on the Parkway label, but Hartley told them that Cameo-Parkway was looking for another vocal group. Hartley thought they could make it. An audition was arranged and the Orleans were signed to the Cameo label almost immediately.

LATEST SINGLE: Their first disk, "I'll Be True" b/w "Mr. Twenty-One," made considerable noise, but the really big move for the Orleans is their current chart item called "The Waltz."
PROGRAMMING PANEL

THE QUESTION: Why do you put out a newsletter to the trade? (Additional comments on this panel will appear in a future issue.)

THE ANSWERS:

DON PORTER

WWVN, Erie, Pa.

To assure continued strides in the industry, broadcast stations should work as closely with one another as possible. I believe that program personnel should maintain a close liaison with others in the industry to share programming ideas. Trends in certain areas and news of staff members needs to be shared to be on a more personal level.

BOB LUNINGHAM

KREK, Farmington, N. M.

Since I entered radio, I have griped each week about the record service I wasn’t getting. Then I decided to do something about it. I’ve found by printing a newsletter, I can let the record and publishing companies know that I am spinning the records they send. I can also publicize my station—all-coun- try and the most-listened-to station in this four-station market, a fact that’s proved by Pelle.

RONNIE CASH

WJRE, Erie, Pa.

Basically, the reason for any letter is communication. To me, the RC News-letter means keeping in touch with everyone in the business and letting them know about happenings in the Erie area. A newsletter reports on records, sales, trends, dayparts and program strategies. It keeps everyone informed about what’s happening with me and with WJRE.

WASHINGTON — Representative Cellar’s bills to extend existing copyrights for another three years, and to stop criminal penalties on counterfeiting of labels on records, cleared through the House Judiciary Committee and goes next week by unanimous consent. Both bills were on the Commerce Calendar, which gives a bill a chance for fast passage, unless a single objection is raised, when it has to be re-reread and go through regular channels.

The copyright extension bill will lengthen the 565 present renewal terms to expire. It will give protection for many older ASCAP standards due to fall into public domain, tunes written around 1940 and before of the whole Copyright Act, now in the rough-draft stage, re-enacted to extend copyright term to 76 years as against the present 56-year span, to bring this country in line with international copyright thinking.

During hearings on the Cellar copyright extension bill, Justice Department staff opposed lengthening any copyright tenure. Whether the department will again oppose the bill when it reaches Senate Judiciary Committee for consideration, it is yet to be seen. Cellar’s (D., N. Y.) anti-counterfeiting bill is not expected to hit any snags on the Senate side, Con- gress having cleared the way when the bill was reduced to in- cur penalties only on those who used unauthorized recordings (pirating) and would have levied full civil damage recovery under the copyright law, instead of present mechani- cally royalties limitation.

PREMIER SALES SHOOT UP 100%

NEW YORK — Premier Albums reported a 100 per cent increase in sales for the first quarter of 1962 against the same period a year ago. So far Lawrence, president of Premier, said sales for the quarter ending April 30 were $1,047,708, compared with $530,113 for the same period last year.

Net earnings after taxes were $83,958, amounting to $2 cents per share. Lawrence added that the figures do not reflect possible savings resulting from opening by Premier of its own pressing plant in Clifton, N. J. The plant was officially dedicated April 24. Premier markets seven different albums lines, mainly in the budget price field."

"Neighboring Rights" Continued from page 44

Representatives of interested government agencies have also been called into consultation with the State department to get their views on U.S. participation in the neighboring rights convention.

DATED 4-6-62

YESTERDAY’S HITS

Change-of-space programming from your library shelves, featuring the disks that were the hottest in the land five years ago and 10 years ago this week. Have your bunny ears on—we have them.

POP-5 Years Ago July 1, 1957


POP-10 Years Ago June 28, 1962


RHYTHM & BLUES—5 Years Ago July 1, 1960


POP-10 Years Ago June 28, 1962


BY JUNE BUNDY

GAL BAG: Robert Weg, manager of the record department of Music Center, Winter Haven, Fla., writes: "From time to time we get calls for records that are many months old. This results when two-area radio stations (WALT, Tampa, and WYN, Winter Haven) play something that never did catch on. A few months ago WALT started playing "Motorcycle by the Triumpha. We could have sold a box the first week but found that it was unobtainable. Currently we are getting calls for "China Doll" but find it unlisted and unmentioned in trade publications. A small label in New York shipped WINT a thing called "Hawaiian Paradise. Although this is new, we can find no listing on record. The station gave me the label and number and I hope to get it in. In short, I feel that, in general, radio stations should give more information on records played."

Paul Drew, WAKE, Atlanta, writes: "For those who may not be familiar with my watch talked about new way of testing records, here are the details: Three times during my five-hour show one new record is played. Listeners phone in on ratings on the record between 0 and 100. I tall to one listener on the air each time—along with his comments with his rating. After three times, several hundred calls have been taken—all the ratings are added, then divided by the number of calls. That's it. So far my listeners have missed only a handful of times. About 95 per cent accurate." Drew classifies his ratings schedule as follows: 9:30-Morning, 90-95, Looks like a Hit; 80-89, Has Possibilities; 70-79, So So; 60-69, Poor Judgment on My Part. For Using the Record in the First Place on Record Review."

CORRECTION: In reporting on a letter received recently from Frank Williamson, record librarian at WAPI, Dayton, Ohio, we unfortunately deleted a portion of the letter, thereby distorting her complaint. Miss Williamson registered a complaint about the new Cincinnati (Ohio) department store, the name of five company distributors as exceptions—Capitol, Columbia, Decca, Mercury and MGM—and said those firms are giving her proper service. Our apologies to Miss Williamson and our thanks to niece T. Alberman, sales manager of Capitol Distribution Co., Cincinnati in Cincinnati for bringing the over-sight to our attention.

ANOTHER CORRECTION: Gerry Miller, program director of WAPI, Dayton, Ohio, writes: "Neighborhood News (2 issue of Billboard, "Vox Jazz" printed a quote by Rod Law- son, WFBN, Frostoria, Ohio, to the effect that "WFBN has the only AM jazz show in Northwestern Ohio, including Toledo.") WTOL-AM has had a jazz show from 12:30 to 1 a.m. six nights a week for the past four years. The show is conducted by a unique station personality—Art Edgerton. Mr. Edgerton is unique be- cause he is 13 year-old. (A juvenile graduate who designed himself as "that starvning Juilliard graduate") and (3) writes Beatles fan Jimmie George Shearing (they're great friends). It he so happens Art is also a Negro. His show is called 'Just Jazz' and, needless to say, he also plays the piano as well as records. I hope you print the letter. Art don't know in any case, but if you do, I'll read it to him—plus Mr. Shearing's letter—and it will bring a few chuckles into his life."

CHANGE OF THEME: Des Carter, ex-KYW, Cleveland, has joined WEIR, same city. Carter, a morning man at KYW, has taken over the late night slot at WEIR, a daily afternoon show and two weekly nighttime shows. . . . "Sphiner Bob"

(Continued on page 32)
**Set Up Thursday Miami Caucus**

- **Continued from page 5**

A quick check at deadlines of some indie manufacturers on the proposed new organization found most chary about committing themselves on the record. One said: "I wouldn't walk into a room with other manufacturers without getting an OK from my attorney first, otherwise I would take a chance of being a part of a collusive act."

Another indie indicated that RIAA itself already had taken a strong stand on compulsory licensing and further denied that small manufacturers are being given unequal treatment by publishers.

"The 2-cent statutory rate is a maximum, not a minimum," he pointed out, "and it's possible to get the lower rate from some, though not all publishers or their representatives."

**Unique Problems**

A third, also requesting anonymity at this point, spoke up enthusiastically for a new organization, saying: "We have many problems that are unique to the smaller manufacturer than an organization such as RIAA actually should not handle. I can visualize a new organization meeting simultaneously with but separately from the distributor-run ARMA, then having a day of joint meetings between manufacturers and distributors."

**Attorney Arnold L. Ross**, who is the current Executive Secretary of ARMA, when queried about the possibility of such a new group forming in Miami Beach, responded: "It's not only important, it's a necessity. Indies need an organization to explain the meaning of hearings on such matters as revision of copyrights, and to defend the interests of the indie in negotiations with publishers. The indie distributor should welcome such a development because he, too, gets hurt when the indie manufacturer gets hurt, he gets hurt too."
MR. PIANO
ROGER WILLIAMS

2-SIDED SMASH
HATARI

AND

ON TOP OF
OLD SMOKY

EXCLUSIVELY ON
KAPP

K-470
**SPECIAL MERIT SINGLES**

**Latin American**

**EDDIE PALMERO AND HIS CONJUNTO "LA PERFECTA"**

Alhambra

Eddie Palmiero and His Conjunto La Perfecta.

Here is the first collection by the band fronted by Charlie Palmiero's kid brother Eddie could create some excitement among Latin-American collectors. Unusual orchestration has been utilized, from the children's chorus and an attack with jazz overtones. The rest of the group, including Palmiero, of course, is in fine form and the total sound has flashes that are quite novel. Various dance tempi are used, and the result is a strong new item.

**STRICTLY FOR REVOLVING TIME**

**Lee Double Six of Paris. Phillips PHM 200-026 (M); PHS 609-026 (S)⎯The Double Six of Paris, a group modeled somewhat on Lamberg, Hendricks and Ross, but with two of everything, and French to boot, have a heck of an album here. They show off their delightful flair on such jazz efforts as "Talkin' Bop Series," the "Early Autumn," "Scrapple From the Apple," "Moonin," "A Night is Like a Moonlite Baby," "Simplicity," all with vocalists for the horns, and it's a ball. Solid jazz wax here that could go pop, too.

**Spiritual**

**HAMMER ON NAILS**

The Staple Singers, Riverside RLP 3501 (M); RLP 93501 (S)⎯This album is an exciting package for the gospel group. The Staple Singers are still a force, and it's a real joy to see the group with the old-time spiritual feel. The backings are tastefully played and the material is drawn from some of the better gospel and spiritual repertories. The group's family harmonies, the high, sweet vocals, bring a new dimension to the songs, with gospel work on guitar and each of the singers, when given the opportunity, sing the lead lines with compassion.

**International**

**THE MOST BEAUTIFUL GERMAN CHILDREN'S SONGS**

Erich Bondel Children's Choir. Philips PHM 200-031 (M); PHS 609-031 (S)⎯Here's a lovely album. The Bondel Children's Choir sings 23 German children favorites. They are all simply done with the gold voices nicely backed by a variety of instrumentation ranging from flutes to harpsichords, harmonium and organ. The package is beautifully made and should rack up fine sales in German-speaking neighborhoods.
**SINGLES REVIEWS**

**Pap**

**DION**

LITTLE DIANE (Dion, ASCAP) (2:39)—Dion has another
had-listening effect as a follow-up to his “Lovers Who
Wander” smash. The side has an intense, pounding sound.
The backing adds to the excitement with strong effort
from the vocal group and novel kazoo sound. Flip is “Lost
for Sure” (Dion, ASCAP) (2:35).

**MARTY ROBBINS**

DEVIL WOMAN (Marty’s Music, BMI) (2:58)—The
verisimilitude of Marty’s love life is the idea of
this powerful vocal side. It’s a potently intriguing
sound for the singer with an individual sound that features strong Tex-
 Mex flavor in the “El Paso” groove. Flip is “April Fool’s
Day” (Marty’s, BMI) (2:43).

**MR. ACKER BILK**

LOVE THE STARS (LeVan, ASCAP) (2:41)—SOFT
SANDS (Veela & Barry, BMI) (2:36)—Two more soft
instrumental sides that spotlight the low-keyed Bill clarinet
sound. The first is from the forthcoming MGM flick “The
Wonderful World of the Brothers Grimm,” and should be a
big hit. The side is a pretty tune with sweeping strings that’s also a natural
for soft music radio play.

**RONNIE AND THE HI-LITES**

SEND ME LOVE (SPECIAL DELIVERIES) (Joy, ASCAP)
(2:55)—BE KIND (Joy, ASCAP) (2:53)—The lead and
group follow up their “I Wish We Were Married” hit with
two strong covers. The first is an up-beat item that has
Ronnie shouting out the lyric. The second specifications
Ronnie again, this time in an emotional plea of simple
wanting and need. (Joy) 265

**FOUR PREPS**

ALICE (Aldon, BMI) (2:49)—The boys have a wisty, woody
sound, and it’s all about Alice who is a WAC in the Army and going
overseas. The martial beat, and trumpet’s blare adds to the
impact of the disk. Flip is “Good Night Sweetheart” (Robbins, ASCAP) 2:47.

**BILLY VAUGHN**

A SWINGIN’ SAFARI (Roosevelt, BMI) (2:15) —
This bright, swinging instrumental, somewhat on the order of
“Windmills” could be a big one for the Vaughn crew. It
has a catchy melody and an infectious beat, and solid
ensemble work by the band. Flip is “Indian Love Call”
(Harms, ASCAP) (1:57).

**VIC DANA**

(A GIRL NEEDS) TO LOVE AND BE LOVED (Aldon, BMI)
(2:59)—A first-rate ballad and vocal to match by
the vocalist that could make this tender effort a strong seller
with the young teens. Dana tells the story well and the
band backing is a plus. Flip is “Time Can Change
Everything” (Dolton BMI) (2:26).

**JOHN D. LOUDERMILK**

CALL ME, DR. CASEY (Aretoe-Rose, BMI) (2:55)—Here’s
a mighty cute idea, in which Dr. Ben Casey is called
upon to mend a broken heart. Topical rocker receives a
good rending by the singer-clerfett and the backing is
tuneful, too. Flip is “Oh How Sad” (Aretoe-Rose, BMI)
(2:18).

**HASH BROWN**

LOVE IS THE SWEETEST THING (Harman, ASCAP)
(2:25) — OVERSEAS OPERATOR (Glomaron, ASCAP)
(2:35)—Hash Brown comes through with two
versatile sides here and either one could take off. Topper is an
intriguing performance of the standard, with a recitation
of the lyrics and corn chorus backing, while the second
side is a novelty with instrumental effects including a tele-
phone key sound, clever strings, and a fem. voice.

**THE MODERN REDCAPS WITH GEORGE TINDLEY**

DONE BEING LONELY (Cheslenham, BMI) (2:37)—This
wild rocker spotlights a preaching vocal by the lead,
George Tindley, while the band backs him with shaking
stomping, clapping, and a pounding rhythm backing. It
rocks all the way and could rock its way into the charts.
Flip is “I Couldn’t Care Less” (Cherry Hill, BMI) (2:03).

**THE FOUR PAGES**

AUTOGRAPH BOOK (Aldon, BMI) (2:10)—A smart
group here and they turn out a clever, catchy piece of
material. Good arrangement and enthusiastic performance
 references this one. Watch it. Flip is “Much As I Do”
(Aldon, BMI) (2:16).

**DARYL CORTEZ**

RINKY DINK (Arc-Cortez, BMI) — The organ man
swings again on a bright and rollicking side that is reminiscent
of “Love Is Strange” with its stylish look. If put into this side
could move out. Flip is “Getting Right” (Arc-Cortez,
BMI). (Class 1829)

**LITTLE WILLIE JOHN**

SHE THINKS I STILL CARE (Glo-Jack, BMI) (2:55) —
A country-ized side for John and he hands it a most
enjoyable effort. There’s a lot of warmth and feeling here
and it’s right in the country groove established recently
by Ray Charles. Should step out. Flip is “Come Back to Me”
(Pandora, BMI) (2:20). King 5657

**CARL SMITH**

GET’EM EVEN (Cedarwood, BMI) (2:49) — I VOLUN-
TEER (Cedarwood, BMI) (2:41) — Two fine ballad efforts
by Smith. Top side is all about a chick who’s walked out
on the lad and it’s done at a snappy clip. Flip is a welcome
handled with much pathos. Either side here.

**WYNN STEWART**

DON’T LOOK BACK (Four Star, BMI) (2:53) — LOVERS
-VILLE (Four Star, BMI) (2:17) — Two smart efforts by
the vocalist and both have a chance. First up is a solid
weeper done neatly with chorus and Floyd Cramer type
piano. Flip is a bouncy popish item that can also score.
Challenge 9155

**SPECIAL MERIT ALBUMS**

**BOBBY HART**

#### TOO MANY TEARDROPS (Maydene-Cartell, BMI) (2:27)
Infinity 017

---

**MARCHESA_SOFTできます**

**MARRY JUNE DOWN ON THE BEACH**

Seville RECORDS

**HOT SALES—Released June 6**

Sales to date 95,000

**A double sided powerhouse**

Ernie (Shout! Shout!) Maresca MARY JUNE DOWN ON THE BEACH Seville RECORDS

HOT CHART ACTION

THE LONDON AMERICAN GROUP

---

**STRENGTH SALES POTENTIAL**

DUKE OF EARE

#### DUKE OF EARE—VHER JAY 3136—This slow and pulsing ballad was a hit for Ray and
L'Italiano more than four years back. This gentle, beautiful version by Duke is
sure to be a hit here. (Ray, BMI) 2:52

DON JAMES

#### *His Magic*—MGM 3009—The tune
made famous by Diana Ross receives a
stellar reading from the lady sided by a
good arrangement, that could spark a
lot of air play. (Witmark, ASCAP) (3:48)

TANGERINE AND TON—Last fall a pretty
ballad with feeling over this side by
Tangerine And Ton was well received. This
is particularly good on this side with chorus and a
good popish piano arrangement. Fine exposure.
(Karlas-Contard, BMI) (3:23)

KARL DENTY

#### ZWA—LONDON 934—Desert
lives this lady. Zwa has a pretty
question mark about her, but this
is especially "Wimoweh." This side has a
strong London beat with appropriate
orchestration.

(Continued on page 30)
• Reviews of New Singles

• Continued from page 42

BSTRACT • Lads • Has appealingly. Beit

FRANK KINNAT As seen in Around the Corner this good single, with a solid, hitting his hand arrangement for lead vocals. Its hands is a good touch and many of the tear patients will give it a go. (Pampos, BMI) (2:26)

BRUCE CHANNEL The Hey Baby" man has a handclapping sound. His voice harmonica is very much in evidence and he handles it well. But its tempo is moderate. Catchy (Petry, BMI) (2:50)

BOBBY HART This has been one of the best singles the past year. It has many ties that run deep, potential can pull action for the toe. (Lebo 2:50)

EDDIE HUVWOOD The recent American hitmaker has a fine touch with material and a strong vocal arrangement. (Mr. Right, BMI) (2:15)

The CHORDS

THE ORPHANS Sometimes I Wonder-LATIN 1962-The Orphans have a power of

DONNIE DURANTE Castle in the Sky-REFRAIN 1962-Castle in the Sky is a wonderful

NORMAN CHARLES Club Every Mountain-VENETIAN 1962-Love and love music,

SHER WOOLSEY I've Got a Man-MGM 1962- A softer rhythm version of a hit single,

Gloria Grey Close Up to Heaven-WARNER BROS. 1962-It's the kind of record that

MARTY RALANY You Are the One-CHALLENGE 1962-A gentle ballad that is also

SUE RANEY Kansas City-KC 101 - A bright rock arrangement and the thrill tune

DOROTHY BURNETTE That's My Man-MGM 1962-Don't give up on the song, as the

ADAM ADDO-One of the top 5 songs of the current run is a soul record by the

NORMAN PETERS WE ALL NEED LOVE-EMI-GOLDFIELD 1962-That was a

GLORIA LYNNE I Know Love-EVEREST 1962-Everest hit with this

The GERTRUDS

AL LPORRETTA CA. 3502-This record has the same

LOU JOHNSON Don't Answer Me (Mr. D. B.)-BIG TOP 211-This is a

Sue Raney Kansas City- (Breakout) (BMI) (2:0)

The TURBANS

The MARCLES

The TREES WITH JAMIE

GENE AND EUNICE

The CHULLELLS

The BECKS

Gloria Grey Close Up to Heaven-WARNER BROS. 1962-It's the kind of record that

TERRY BRUCE Enchanted Flame (Music, BMI) (2:10) (2:50)

BILLY LAFFERTY The wind was hadling trove of eras for the choral folk, a

What you mean? (Painted Sky, BMI) (2:30)

PATT Carter Short Young Girl (Music, BMI) (2:10) (2:50) LERT 111

BOBBY PATTERSON Tell Me What You Gonna Do (Presbyterian, BMI) (2:50)

ELAYNE RICHMAN I'm a Believer (In Love) (2:10) (2:50)

I think you should have been more gradual. It's a great arrangement of the title song,

The FALCONS

The INDIANS

THE CASCADORES

The INDIANS

THE FALCONS

The INVICTORS

PAT CARNER

BILLY LAFFERTY

BOBBY PATTERSON

ELAYNE RICHMAN

BILLY LAFERTY

The INDIANS

THE CASCADORES

THE FALCONS

The INVICTORS

PAT CARNER

BILLY LAFFERTY

BOBBY PATTERSON

ELAYNE RICHMAN

BILLY LAFERTY

BOBBY PATTERSON

ELAYNE RICHMAN

BILLY LAFERTY

BOBBY PATTERSON

ELAYNE RICHMAN

BILLY LAFERTY
ASCOT'S TRIPLE CROWN

HITTING HARD!

THIS ROAD
THE COTillions
AS 2105

A SMASH!

LINDA LOU
THE TRAITS
AS 2108

BRAND NEW!

RUFF
GENE LOGAN
AS 2106

THE FASTEST-RISING
NEW LABEL IN THE INDUSTRY

CONTACT YOUR LOCAL DISTRIBUTOR,
WIRE OR CALL
729 SEVENTH AVE., NEW YORK, N. Y.
VICTOR IS HOT!

JOIN IN

THE SUMMER FESTIVAL
OF HITS:

A Little Heartache ............ Eddy Arnold (RCA-Victor 8048)
Having A Party ............... Sam Cooke (RCA-Victor 8036)
Hot Pepper .................... Floyd Cramer (RCA-Victor 8051)
The Ballad of Paladin ........ Duane Eddy (RCA-Victor 8047)
Theme from "Hatari" c/w "Your Father's Feathers" ............
............................................. Henry Mancini (RCA-Victor 8037)
Breaking Up Is Hard To Do...Neal Sedaka (RCA-Victor 8046)

See Your Distributor for Details

RCA VICTOR
THE MOST TRUSTED NAME IN SOUND
**MODERATE SALES POTENTIAL**

**THE STRATTON SEGREES**

George Russell Segregate, Riverside RLP 427 (12" LP, 30¢).-Mr. Segregate is a former student and musician who has been successful in the form of a compact disc. However, it has been released in the form of a compact disc of his own. He has played with many different groups, including a group that has recorded material for Columbia Records.

**MODERATE SALES POTENTIAL**

**THE COMPOSITIONS OF LEO BONINO**

Riverside RLP 3015.-This is another in the series of albums by Leo Bonino that features his composition of jazz music. It is a collection of compositions by Bonino, including some of his earlier work. The album includes a wide range of compositions, from the traditional to the more contemporary. It is available in two formats: vinyl and digital.

**NICE AND EASY**

**ALBERT NICOLLS QUINTET**

Decca DL 307.-This album features the music of Albert Nicolli, a well-known American tenor saxophone player. The album includes a variety of jazz standards and original compositions. It is available in both vinyl and digital formats.

**INTERNATIONAL**

**SING ALONG IN HEBREW**

Maccabi Singers, EMI EKL 217.-This album features the music of the Maccabi Singers, a well-known Jewish a cappella group. It includes a mix of traditional and modern Jewish music, and is available in both vinyl and digital formats.

**HITS OF THE WORLD**

**SPAIN**

(Courtesy Discograma.

(C) 1962.4.15.010.010 This Last Week

1. LOVE ME WARM AND... [Sello (RCA)]
2. FOOLISH HEARTS... [Elo (Capitol)]
3. EL TERCER RUMB.. [Vocal (Mercury)]
4. MANY CARD... [Vocal (Mercury)]
5. LINDA MACHUC... [Vocal (Mercury)]
6. DIME POR QUE... [Vocal (Mercury)]
7. BALADA DE LA TROMPETA... [Vocal (Mercury)]
8. MAMITA... [Vocal (Mercury)]
9. LA LADY DEL LUN... [Vocal (Mercury)]
10. HIT ME ANOTHER... [Vocal (Mercury)]

**SWEDEN**

(Courtesy Swedish Broadcasting Corporation)

(D) 1962.4.15.010.010 This Last Week

1. GOOD LUCK CHARM... [Ella Fraenkel (RCA)]
2. BAD LUCK... [Ella Fraenkel (RCA)]
3. WHEN YOU ASK ABOUT LOVE... [Celia Adams (Columbia)]
4. LITTLE LUCKY... [Ella Fraenkel (RCA)]

**Continued from page 16**
Truly, AMERICA'S TOP-SELLING INSTRUMENTAL ALBUM SELLERS

FERRANTE and TEICHER

6 NEW ALBUMS ON THE CHART AND ONE NEW ACTION LP!

FERRANTE AND TEICHER
ORCHESTRA CONDUCTED BY NICK PERITO
GOLDEN THEMES FROM MOTION PICTURES
UAL 3210
UAL 6210 (Stereo)

THE MANY MOODS OF FERRANTE & TEICHER
UAL 3211
UAL 6211 (Stereo)

MUSIC FROM THE MOTION PICTURES

GOLDEN THEMES FROM MOTION PICTURES

WEST SIDE STORY
UAL 3166
UAL 6166 (Stereo)

TONIGHT
UAL 3171
UAL 6171 (Stereo)

GOLDEN PIANO HITS
UAL 3505
UAL 5505 (Stereo)

THE PROUDEST NAME IN ENTERTAINMENT
Greetings ARMADA, Best Wishes from-

the Nations Newest Hitmaker

BARBARA LYNN

SKY-ROCKETING ON ALL TRADE CHARTS
CURRENT SMASH SINGLE:

"YOU'LL LOSE A GOOD THING"

Jamie #1220

BOOKINGS: Continental Booking Agency, New York
EXCLUSIVELY: JAMIE RECORDS
MANAGEMENT: Hurt P. Meaux & Lester SII

Cliff Aronson Agency, Hollywood

www.americanradiohistory.com
This Week's Hit Parade

**SINGLES**

- **BURL IVES**
  - *What You Gonna Do Leroy* (Cedarwood, BMI) (2:35)
  - Call Me Mr. In-Between* (Panper, BMI) (1:41)
  - Two pleasant sides by Ives, and either could continue his string. First is a cute, bouncy rhythm tune by Mel Tillis and done with a smart chorus sound. Flip is about the double of someone too old for kids and too young for women. Also clever material, and written by Hattie Howard.

- **PATTY LA BELLE AND THE BLUE BELLES**
  - *Teen After Tear* (Stax-Six, BMI) (2:27)
  - The gal group has had a big shot since "Lil Mama" and this flip-rockabilly could do equally well. It's got an insistent rock beat with a stylish lead by Patty La Belle. Should move fast. Flip is "Go On (This Is Goodbye)" (Newtown 3:20).

**R&B**

- **HERE'S THE MAN**
  - Bobby Bland, Doke DLP 75 — Bobby Blue Bland has a fine new album here which shows off his stylish vocal treatment with a fine collection of blues items, both old and new. The singer comes through with first-rate performances of "36-34-36," "Turn On Your Love Light," "We Will the Next Fool Go," "Blues In the Night," and "Jelly Jelly Jelly." He is helped much by the fine work of the Hump Simmons band for guitar and tenor sax of Joe Scott. A solid set that could also grab pop action.

**ALBUM**

- **Elvis Presley**, RCA Victor LPM-2523 (M) LSP-2523 (S) — This is Presley's first album since "Blue Hawaii" and could be as big a smash. What is more, many of the tracks could easily be released as singles. The chanter comes through with his usual exciting performances of brand-new material, rockers, romantics, ballads, blues and tunes with a Latin beat. And the backing swings all the way. Elvis is at his best on "Such an Easy Question," "Steppin' Out of Line," "Night Rider," "Just for Old Time Sake." No question but that Presley should keep large stocks of this Presley LP on hand during the summer.

**COMEDY**

- **ANOTHER DAY, ANOTHER WORLD**
  - Jonathan Winters, Vevey V 15932 — The irrepressible Jonathan Winters is back with his own delightful brand of humor, and it is as funny as ever on this new recording. Set was recorded on the West Coast in January of this year, and the enthusiastic audience reaction will be shared by his many record fans. He covers such things as trips to outer space, Madison Avenue, his school days, visits to Paris, California, the Kennedy Administration and everything else.

**GOOD THINGS HAPPEN WHEN YOU HELP!**

* (Courtesy of The National Carbonless Society)

---

**CONCERT REVIEW**

**Verdict of Bennett Fans: 'Wow'**

Judging by audience reaction, Tony Bennett's latest album, recorded live at his Carnegie Hall concert Saturday (9) for Columbia, should be a smash. To begin with, the concert was a sellout. The artist was very obviously surrounded by his most ardent fans, the atmosphere was enthusiastic, infectious, and Bennett responded in kind.

The program was mixed between a lot of old Bennett standards like the opener, "Lullaby of Broadway," and "Chicago," to some of the newer Bennett hits like "San Francisco" and a very sensitive treatment of "Firefly."

Hewing to tradition, Bennett took off his tie, later his jacket, sat on what he described as his "Italian singing stool," and let loose. There were shots from the floor—requests for favorites—and each number was literally underpinned with a burst of applause. If the performance was a bit sloppy at times, the audience seemed not to notice and the fun of the evening more than made up for everything. All in all, it was a typical evening with Bennett—just what the crowd came for—and just what they got.
Attn: Mr. Record Dealer

TELE RECORD

Records by Wire

TELERECORD CONCEPT

WHAT: A network of record dealers will be established on a national level to provide a "record-by-wire" gift service to the general public.

WHY: This marketing plan is devised to allow the retail record dealer to offer a more complete service to his customers and to keep abreast of modern merchandising trends in today's highly competitive markets.

WHO: Record-by-wire service appeals to every person regardless of income group, age, sex or location. The appeal is motivated by the impulsive — gift — nostalgic — convenience or last minute buyer.

HOW: A national sales campaign will be initiated to establish dealer participation throughout the U.S.A. followed immediately by a complete national advertising program that will make "Records-By-Wire" a household word.

AND: Increase Your Profits

TELERECORD CORPORATION • 6305 Yucca Street at Vine, Hollywood 28, California • Hollywood 6-7637
Jap Exports
Up 156% in ‘61
WASHINGTON—Japanese ex-
ports of sound recorders and re-
producers to the U. S. increased
during the first half of 1961 by
156 per cent, from $6.1 million
in 1960 to $15.6 million in 1961, 
Commerce Department reports.
Japanese radio exports of elec-
tronic products to the U. S. totalled
nearly $120 million during 1961, as 
compared with $94 million in 
1960, BBSDA’s electronics division
says. Transistor radio exported to
the U. S. in 1961 topped slightly be-
low the 1960 level, but this was
more than offset by the rise in
Japanese exports of the tube-type
radios. Total radio export value in
1960 was $69,315,000 to this coun-
y, and rose to $74,638,000 in
1961.

Tax Averaging
Bill Would Aid
Showbiz Folks
WASHINGTON — A tax aver-
gaging plan to help those with wide-
ly fluctuating incomes by per-
fusing artists, writers, professionals,
and small businesses, with un-
predictable earnings, has been in-
troduced by Rep. Seymour Halpern
(R., N. Y.).

The Congressman’s bill would
permit a spread for windfall earn-
ings that amount to 100 per cent or
more, Above the average of his
income for the preceding five years.
The come could be spread over a six-
year period, including the earning year.

This kind of tax could be a boon to smaller record
companies, music publishers and
publishers, with hit-time earnings and
correspondingly big taxes one year,
and none the next year.

Congressmen have seen that
the bunching of income creates one
of the most serious inequities under
taxation in this country,” Halpern
told fellow congressman. “Individ-
uals who experience a bunching of
income in one year are taxed far
more heavily than those who receive the same income over
a period of years.”

Monument Due
To Split From London
With Sippel Move
NEW YORK — That Monument
Records was moving out of the
London American group move-
tum agreement with the London
American group were practically
substantiated this week when John
Sippel resigned his advertising sales
post at Monument Music Week to
join the Nashville indie sometime
around August 1, Sippel has ac-
cquired executive production post
with the London American group
be could not be determined, but it is known that his resignation
is an amicable one. Monument, es-
tablished in 1950 in New York by
Johnny Sippel and Joe Bell, who at
former promotional executive with
ABC-Paramount, is one of the first
labels we’ve worked with the
London American group, helmed
by Sippel leaves BMW after his
second stretch with this publica-
tion, since 1958. Previously, he
served in the editorial department
during the first half of 1961. 
Sippel joined Mercury records in a
sales capacity in 1952 and re-
mained with the company until
1957, at which time he was national sales manager in charge of
album product. Foster and Sippel
were associated at that time, with
Foster one of the first execs spots
joining Mercury at Schwartz Brothers.

Sippel is the last remaining
sippel was functioning as a regional man.

Where there’s a business action, there’s
a business newspaper

Treasury Dept. Honors
Mathis for Bond Work
WASHINGTON — Johnny
Mathis was honored last week by the
U. S. Treasury Department for his
work with the Savings Bonds program.
Johnny received the highest national
bronce Minute Man awards, a 21-
year-old symbol of the department’s

Earlier in the year, the popular
recording star Johnny “Stars,” a
patrician song with music by Jack

FOLK TALENT & TUNES

By BILL SACHS

Joe M. Leonard Jr., general
manager of KGA, Gaines-
ville, Tex., finds that Frank
Starr, young e.w., singer
heard on the Holiday Inn la-
beth, is creating quite a stir in
Alaska, where he is appearing
with his band, the Blue Notes. 
Frank currently has his combo at
the High Hat Club in An-
chorage but plans a trip to
Nashville sometime soon to
record some sessions for this
Holidy Inn. “Incidental-
ly,” says Leonard, “they are
looking for a good country and
western girl singer to work at
the High Hat Club this summer. I
understand that the wages are
good, quite good.” Starr
recently did a great deal with
Bill Nobell on the latter’s plat-
er show on KENI, Anchorage.

... Hank the Driker, New
England e.w., artist, is set
for a movie appearance in a
session at the Gold Star Record-
ings studios, Hudson, Mass.,
Lo Moore scribbles that he’s reap-
ing a harvest on personalities
in the local area with a trip set
through July in Massa-
chussets and Connecticut.

Say You Saw It in
Billboard Music Week
BILLBOARD MUSIC WEEK
Music-Phonograph Merchandising • Radio-Tv Programming • Juke Box-Game Operating

THE WORLD'S FOREMOST BUSINESS PUBLICATION
REPORTING ALL INTERNATIONAL ACTIVITIES IN MUSIC-RECORDS, GRAMOPHONES AND THE AUTOMATICS INDUSTRY.

Now comes to BRITAIN every Week!

VIA JETMAIL DELIVERY

EXTRA!
With Your Subscription at No Additional Cost
1962-1963
International Music Industry
BUYERS' GUIDE
and Market Analysis Directory
ALSO—A Copy of the Big Illustrated
“1963 WHO'S WHO in the WORLD OF MUSIC”

All this valuable information now can be right
at your fingertips... at the same time United
States subscribers receive Billboard Music
Week—at the same low subscription cost!

52 Fact-Packed Issues
only $5-10’s

NEW IDEAS AND METHODS TO INCREASE SALES OF
RECORDS—GRAMOPHONES—RADIO—TV SETS—COIN MACHINES
NEW SOURCES OF SUPPLY!
NEW WORLD MARKET OUTLETS!
SALES & ANALYSES OF MUSIC-RECORDS & GRAMOPHONES
NEW DESIGNS AND USES OF AMUSEMENT COIN MACHINES!

Start Getting Your Copy of BILLBOARD MUSIC WEEK Regularly Each Week!
FILL OUT AND MAIL THIS COUPON TODAY!

Billboard Music Week
1584 Broadway
New York 36, N. Y., U. S. A.

Enter my subscription to Billboard Music Week for 1 year (52 weekly issues) at the low cost of $5-10’s, including fast Jet-Mail delivery.

Name______ (print)______________________________
Address______________________________
Nature of Business______________________________Title______________________________

Payment can be made at: Lloyds Bank Ltd., 6 Eastcheap, London E. 1...attached. ☐ Bank Draft ☐ International Postal Money Order ☐ Bill Me
Germany

Paul Stricklin, New York, Pro.
Agent for Rugo, German Record
Companies. 252 Fifth Ave., N. Y.
C. 113-12.

Israel

Israel Berdovsky Press and Pub.
United States

Records

Manufacturers' representatives, all
American brands, low prices, speedy,
accurate shipments. Special clearance
offerings. Also television, phonographs,
radio.

Cardinal Export Corporation
135 W. 50th St., New York City 2, N. Y.

American Records - Leading Ex-
porters of phonographs, radios, tape, television. Also
cables, sound, phonographs, radio.

25 B, 15th St., New York City 11, N. Y.

The record importer's New York buying office.
Daro Exports, Ltd.
314 Madison Ave., New York 17, N. Y.

All labels, speedy service, low
prices.

Specialists in Jazz Records & Tapes

Record Export

Our Specialty

Excellent Prices

Prompt, Exacting Service

Our Best Advertisement.

Alex L. Roberts Associates, Inc.
929 Beacon Street, New York 14, N. Y.

Your Advertising Gets

Results

All Over the World

When You Use This

International Exchange...

Fred Harworth, Jetline Records, says:
"From our advertisement in your November
22th issue, we were

Contacted From Australia, Japan,
Bulgaria, Germany and England

Within Two Weeks!

If You're Interested in World Markets,
Increasing Profits and International
Prospects, Why Not Prepare Your

Advertitement Now!

Coming in July...

Another Great International
Service Edition from

Billboard Music Week

The 1962-1963
International
Music Industry

Buyers' Guide

and

Market Data Directory

For Information, contact:

Europe

Arthur Beattie, European Director
21 Sovereign Place, London W. 1

Europe

United States

Asia & Pacific

Australia

Brian Norton
P.O. Box 416, North Sydney

Hong Kong

Carl Bayer
44 M. Kuklaid Road, The Park

Japan

Robert Wynn
53-13 Chome, Ueno Magazine

Tokyo

New Zealand

Fred Cadle
P.O. Box 205, Auckland

Philippines

Lola de Peralta
204 Divis, Manila

The Americas

Frank Leopold Jr., International Sales
Director
Billboard Music Week
156 Broadway, New York City 36

Mexico

De. Otto Meyer
Apodaca 8600, Mexico City

Puerto Rico

Caribe Center
36 Gironela St., San Juan

How About You?

Do you know that many cancers
can be cured if detected early?
That an annual health check-up
is your best protection against
cancer?

Are you giving yourself this
big advantage? Or are you
taking chances with your
life because of foolish attitudes
about cancer like these?

Don't Even Mention

That Word!

Fear keeps
some people
from even learning cancer
facts that can save their lives.

Never Felt

Better!

Check-ups help to detect cancer
in its "callout" stage before you
notice any symptom.

Costs Too

Much!

Dollars you spend
for the protection of your health
can mean years of life.

American Cancer Society

The Company that REALLY

goes after more business

can get more

business today!

Consistent Advertising in

Billboard Music Week's

Buyers & Sellers

Classified Mart

... is a proven, economical
way to arouse prospects'
interest ... make sales
and increase profits!!!

Check the Classified Section in this
issue ... see what others are doing
... see what you should be doing
to meet and beat the competition.

Another Industry Service from

Billboard Music Week

The International Communications Center
of the Music Industry
Poor Man's Miami Belt Loosens Up, Shows Brisk Early Summer Action

By ROB LATIMER

PANAMA CITY, Fla. — Resort operations are showing collections up anywhere from 10 to 15 per cent in the coastal belt, and the managers have been busy borrowing, rushing to meet the demands of the 100,000 tourists who they believe will pack the streets of the city this summer. Panama City is one of the best kept secrets along the Gulf Coast, and the authorities are expecting a record tourist season this year.

This early season action and the increased number of tourists is largely due to the stimulation of the Panama City-Cochrane Railroad, which has been operating since January, and which runs down the coastline from the Panama City to Panama Beach.

This railroad has given the city a much-needed lift, and the tourist traffic has increased by 25 per cent over last year.

New Locations

Heaviest increases in resort collection operations have been in the Panama City area, where there are more than 50 new restaurants and bars, which have opened in the city over the past two years. These new establishments have added to the city's attractions and have contributed to the increased tourist traffic.

The city is also benefitting from the increased traffic on the Panama City-Birmingam Highway, which has been completed and is now open to traffic.

Signs Hopeful in Yankeelands

By CAMERON DEMAR

BOSTON — Variety appears to be the spice of the resort opera- tion in New England, according to a report from the Yankee Press. The report states that the area is thriving with a variety of attractions, including beaches, museums, and historical sites.

The Yankee Press report also notes that the area is becoming more popular among visitors, who are drawn to the area's natural beauty and its diverse offerings.

Colorado Spots Breaking Records Set in Boom Year

By ROB LATIMER

DENVER — Collections in recent locations this year are deviating from the general trend, according to a report from the Yankee Press. The report states that the area is breaking records set in its boom year of 1970.

The report notes that the area is experiencing a surge in visitor traffic, and that the records set in 1970 are being surpassed.

Early Summer a Break for Shaky Detroit

By JAY REYES

DETROIT—Operators in resort areas here are directly dependent upon the weather, and the hotel business has been with them so far this summer, according to a survey of operators from the Yankee Press.

The early summer of 1971 with its 90-degree days in May and June, has upset the usual pattern of tourist traffic.

Some possibility exists that the early summer of 1971 may mean very slim pickings. However, in the summer, as consumers find their vacation dollars, and resort operators, the general trend is upwards.

General economic conditions in Detroit and the state of Michigan are bleak, but there is no indication of this being reflected in the hotel business.

Three years, introduction of seat-and-frame type general purpose chair will be general, but the design will be incorporated into a variety of commercial seating, as cost savings are realized.

Families are now just taking weekends — the motor hotels business is in a bad way. Business is down, but not necessarily to the standard level. The operators say they are not getting the volume they expect, and the operators say they are not making any plans to increase the number of available rooms.

At the closing of the season, the resort season in Michigan was minus 10 per cent. The box and coin machines as they are known in the trade, have been doing quite well in the metropolitan area operations.

Typical is a Village of Miel of the Detroit area, who said he expected to have his business up 20 per cent above last year. But just dropped out of the field. But Miel has a very significant view on up-state potential, through his ownership of the large Bel-Aire Motel (where he has no machines). This motel has been one of the best in the area, and the operators say they are not going to the standard level of the operators say they are not going to the standard level of service they are now offering.

The river and lakes in the area are also doing well, as they offer water sports and recreational activities.

Across the river in Canada, Fielding Amusement Company, probably the largest in the field, has a report that a few weeks of good weather drew much volume in a few resorts in June and July. This season, the Fielding Amusement Company is expected to have a good summer.

Adverse weather in 1961 ac- celerated the end of the season. A few operators are still waiting for the season to come to a close, and are looking to the future with hope.

(Continued on page 79)
Juke Box Is Back as Hit Maker, Star Molder

CHICAGO — It's been many years since the juke box had a major influence in the making of hits, but the music machine's role as a medium of record exploitation may soon be restored, according to Jack Gordon, Seeburg's vice-president in charge of phonograph sales.

Seeburg, along with Rowe AMI, is now in the record business. With the shortage of stereo singles and 11 single product, both firms have been providing custom packages for juke box operators, and the juke box distributor is acting as the selling agent.

Jack Gordon was in town for the last three weeks, Ray Charles "I Can't Stop Loving You" was a hit, and the device is now appearing as the Seeburg Artist of the Week program, with 10 sides taken from the Charles album.

While many other factors were involved, the sales of the 33 sing- les to juke box operators played a role in getting the disk out as a 45 single.

The average operator has well under 10 per cent of his machines on location playing both 33 and 45 speeds, if 33 disk boxes, from his of 50 boxes, he wants the same disk on a 45 speed so he can place it on other 47 machines.

Chances are the Charles disk might have made it without the juke box box, but there is little question that juke box play hastened things along.

Another example cited by Gordon is the success of Buddy Greco on juke boxes. Greco, who was big several years ago, had cooled off as a singles artist.

But Seeburg packaged 30 Greco songs from first albums, promoting them in the Artist of the Week packages, and Greco records are selling to juke box operators.

Gordon feels that an unknown will have little chance to crack the juke box market with an individual single, but that he might make it in a packaged deal, with 10 sides and proper promotion.

On this basis, he sees a return of the juke box as an artist builder and a hit maker.

Royal Takes Over Distrib Lines in Ohio

CINCINNATI — Royal Distributing, Inc., here has acquired Century Music, Inc., Columbus, Ohio, operator of a five- store distributor for Central Ohio.

Royal, which distributes the Rowe-AMI line in Southern Ohio, will take over the territory serviced by Century and cover the unexploited areas of the State for Rowe-AMI.

Other lines handled by Royal include Auto-Photo, Battle, Columbia Coin, Fischer, Geld Medial Prod- ucts, Radio City, Kew, Bosssh, United and Williams.

Most of these lines will be handled by Century in the Columbus area.

All century personnel will be retained by Baskin and Prall will handle the Columbus outlet.

The deal was consummated between Joe Westerhaus and Harold Hoffman, representing Royal, and C. L. Hopkins, previous owner of Century.

Man Named Little Puts Big Dent In Phono's Last Frontier: Canada

By AARON STERNFIELD

VANCOUVER, B. C.—Canada's largest recording industry, Manitoba, Saskatchewan, Alberta and British Columbia—has long been the last frontier for North American juke box operators. Until a couple of months ago, only a handful of ma- chine operators were operating in the area, and a juke box was something mainly seen in American motion pictures.

Bigger now, more than 5000 automatic phonographs are playing in British Columbia taverns, and prospects for Canada is the other commercial and prairie provinces opening up to juke box operators.

Until April 17, the British Co- mmissions was the last domain clear on juke boxes—they were illegal in any establishment where liquor was served.

Razer Passions

Provincial legislators have long held the view that the juke box was the instrument of the devil, and the music which emanates from this instrument concerns the lower passions.

On April 17, the British Parlia- ment passed a law which, in essence, holds that some juke box music might be harmless and that all others will be banned.

The action of the British Colum- bia Parliament came about largely as the result of the efforts of a small group of people, led by Little. Little, president of the B. C. Juke Box Association, had conducted a five-year cam- paign to get juke boxes legalized. His firm operates cigarette machines in British Columbia hotels, restau- rants and lounges, where juke box would nor- mally get heavy play.

Little was able to convince the Parliament to allow him to place juke boxes on two Vancouver loca- tions—the Spalinger and the Regis Hotel — in November.

The new law allows juke box operators to place machines in estab- lishments where liquor is sold. But in British Columbia, the only establishments with liquor licenses are hotels. In Vancouver, these hotels must have at least 150 rooms. In smaller cities, they must have at least 30 rooms. In some of the rural villages, a 10-room ho- tel may qualify for a liquor license.

The new law, which takes effect in the fall, will go into effect on a staggered basis. The law reads that music of a "boisterous nature" may not be played, and the government can issue an order to a juke box operator to power to order the juke box removed if it feels the music is "boisterous nature.

Practical Programming

As a matter of practical programming, the issue is likely to come up at least not in Vancouver. Most of the tavern patrons in Van- couver are booking establishments considerably older than those who frequent bars south of the border, and they are a conservative group, according to Little.

It isn't just a matter of staying clear of the law. It's good busi- ness to eschew rock and roll here. Little pointed out.

Little believes the juke box business with the biggest splash ever made by a single operator. His initial order, delivered over a two- month period, was for 300 dual- stereo phonographs, the full 50-50 split has long been standard in the States, though no American oper- ator has a route consisting entirely of duals.

Marginal locations are unknown.

Royal Takes Over Distrib Lines in Ohio

CINCINNATI — Royal Distributing, Inc., here has acquired Century Music, Inc., Columbus, Ohio, operator of a five-store distributor for Central Ohio.

Royal, which distributes the Rowe-AMI line in Southern Ohio, will take over the territory serviced by Century and cover the unexploited areas of the State for Rowe-AMI.

Other lines handled by Royal include Auto-Photo, Battle, Columbia Coin, Fischer, Geld Medial Prod- ucts, Radio City, Kew, Bosssh, United and Williams.

Most of these lines will be handled by Century in the Columbus area.

All century personnel will be retained by Baskin and Prall will handle the Columbus outlet.

The deal was consummated between Joe Westerhaus and Harold Hoffman, representing Royal, and C. L. Hopkins, previous owner of Century.

Joel Kleiman, left, head of Pioneer Sales and Service, new Rowe AMI distributor for Wisconsin and Upper Michigan, demonstrates the new phonograph to Milwaukee operators Sam Hastings and Clarence Smith.

MILWAUKEE — A two-day showing of the new Rowe AMI phonograph drew heavy attend- ance Saturday and Sunday (10-11) at the Ambassador Hotel here.

The event marked the official debut of Pioneer Sales and Service, the new Wisconsin and Upper Michigan distributor for Rowe AMI, Pioneer has taken over the distribution of the new machine, with headquarters at 3110 W. Fond de Lac Avenue, is housed by Joel Kleiman, former- ly vice-president of AC Auto- mobile Service.

The new firm will distribute all music, games and vending equipment formerly handled by Paster. It will operate with most of the same key personnel.

Rowe-AMI factory people on hand included Henry Henaven, Jack Harper, Dean McMurtry, Tom Sima, Jack Dunwody, Dick Ross, Henry Handicott and Hor- von Reid.

Wisconsin operators signing up the distributor for Vols, Musk Music Company, Madison; Mr. and Mrs. Fred Whitlock, Stevens Point; Mr. and Mrs. Dietsch, New Hol- land; Mr. and Mrs. John Clever, Green Bay; Mr. and Mrs. Andy Waterman, Wisconsin Dells; John Dove, Dodge Amusements, Wisconsin Rapids; John Lebeau and Mark Miller, Milwaukee.

Kleiman was accompanied by Joseph Mariniak; John Brandt, J. B. Vending; Maurice E. Belling, Joe Pelligrino, Carl Betz and Joe Picco, P & P Distributing Company; Tom Hasting, Distributing Company; Arnold Jos; Arnold's Coin Machine Company; Harry Culver, H. C. Music Company; Dan Karolczak; James Kulanski; Marios Kegalinas; Jr., Michael Basile, Keno Velcro

(Continued on page 68)

Keeney Back With Bingos

RAINBOW

CHICAGO — I. H. Keeney & Company this week released its first bingo-type game in five years. It's a six-card, upright unit. It is the company's fifth release in 1962. Unlike the traditional bingo game, it has no multiple coin insertion and no changing odds.
Pa. Bulk Operators Organize To Fight High License Fees

By GEORGE METZGER

PHILADELPHIA — Keystone State operators, faced with skyrocketing State and local taxes, have formed the Pennsylvania Bulk Vendors Association, with Manny Rake, head of Circle Vending here, as president.

Rake charged that in many cases, bulk vending operators are carrying the same tax load as operators of diversified equipment on industrial locations. He added that the new organization will attempt to correct this situation by informing lawmakers of the inequities.

Rake said the group has had only three meetings but has already made some accomplishments. He said the organization has retained Leonard Ettinger and James Boyle of the law firm of Ettinger, Gallagher and Silverman to represent it.

"They have already met with the President of the Philadelphia City Council Paul D'Ortano and talked with him about some of our problems," Rake said. "We find most of the officials are sympathetic with our plight."

The PBA president added that while the main problem right now is the food vending license fee in Philadelphia, he added that other municipalities could follow suit. He said if the bulk vending operators are united, they will be listened to better by State lawmakers as individuals.

He added that a code of ethics will probably also be adopted and other steps taken to further the bulk vending industry. Rake said, however, that for the organization to accomplish anything, many operators and distributors from across the State will have to join. He said the association should be able to get at least 50 operators involved in Pennsylvania alone. He emphasized that the organization will deal on a State-wide level and not concentrate just on this city.

He announced that several distributors have already come into the fold.

The organization meets the first Monday of each month at the Adelphia Hotel in downtown Philadelphia. All Pennsylvania operators and distributors are welcome to attend.

Other officers elected at the organizational meeting in addition to Rake were Ralph Cohen, of the U. S. Postage Stamp Company, treasurer, and Joe Lefkovitz.

Mechanics Keeping Vigil for Parts Likely Customers of Bulk Vendors

ENGLEWOOD, Colo.—It's no secret that mechanics are among the world's best customers for bulk-vended products. This is especially true on their own grounds, but it is particularly true in automotive parts houses, where the same mechanics must wait at the service counter to pick up parts and operating supplies.

This is the reasoning which Foster-Gibbons Company, bulk route operator here used in lining up at least a dozen automotive jobbers and parts house locations throughout Englewood and South Denver. In no right, of course, are there as many as six and eight machines-there to "give the waiting customer something to do while awaiting his turn.

Since there are no chairs or reading materials in the average parts house, it is quite often necessary for the customer to stand five and 10 minutes, awaiting his turn.

If there is no means of discovering that in busy parts houses it is quite often necessary for customers to stand five and 10 minutes, awaiting his turn.

Foster has set up such each spot for both quantity and for some confections. In a typical location at Colorado Auto Service Company, for example, there are three three-cent machines on a five-machine head, offering icer-cream cones, cashews and candy corn at a nickel, while the two two-cent machines offer jellybeans and peanuts.
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 2 units

BEAVER MARK II (waterproof)
Contains 4 units

BEAVER DISTRIBUTING
St. Petersburg, Fla.

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

BEAVER VENDING SERVICE
11036 Whittier Ave.
Detroit 24, Mich.

BEAVER DISTRIBUTORS
Dallas, Texas

BUYMORE VENDING CORP.
16 West Atlantic Ave.
Baldwin, N. Y.

KING ENTERPRISES, INC.
124 Dodge St.
East Providence, R. I.

BEAVER VENDING SERVICE
11036 Whittier Ave.
Detroit 24, Mich.

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

NAME

COMPANY

ADDRESS

CITY & STATE

Support the Mend Fund.
Inquiries Invited

BEAVER VENDORS

MARK I DELUXE CONSOLE
Contains 3 complete sections, 10 units

BEAVER MARK I (waterproof)
Contains 2 units

BEAVER MARK II (waterproof)
Contains 4 units

VENDA THANKS YOU—MARK THANKS YOU
ALL US BEAVERS THANK YOU
Police Swept Out Delicatessens, Seize Bulk Machines as Illegal

BUFFALO — Acting on telephone complaints, members of the Central Investigation Bureau visited two delicatessens, arrested a man and a woman who owned two bulk vending machines which they described as gaming devices.

The machines contain such trinkets as metal rings, pins, animals and roulette wheels in plastic bubbles. Insertion of a nickel or a dime entitles the purchaser to one capsule. Police estimated more than 1,000 such machines are location in various stores throughout the city.

District Detective Chief Kenneth P. Kennedy, co-ordinator of the CIB, said that definitely appeared to be an element of chance in the operation of the devices.

"We have received complaints from parents that their children were using lunch money to obtain toys taken from the machines," Kennedy said.

"The element of chance enters into the picture because the purchaser cannot get the desired (Continued on page 69)

TRAVEMUENDE, West Germany—Bulk vending is taking to the United States at German resorts, especially those in the Bavarian Alps.

German bulk vending operators are discovering that there is a large unexploited potential in that country. But that potential can be tapped, German distributors believe, using radical new operating methods.

Conventional pooling of vending machines is the least effective way to induce patronage. This season German operators are trying new methods, vending machines on the beaches and in parks, in Premium and prize contests among the bathers.

Mobile Equipment

The German operators have devised mobile equipment which they place each day along with their bath houses and baskets and retrieve each evening. Some operators have found it pays to mount as many as four and six heads at each location, and to provide the machine with a water pipe and an ice box, announcing the bulk vending point.

Germany's stand-and-operate vending spirit is based on the central geographical discovery that it is possible to consume more peanuts and ball guns while relaxing on the beach. But they will not take the trouble to hunt down a bulk vending point—it must be found.

If the bulk vending points are nearby, they tend to develop the habit of patronizing the machines.

Some of the more enterprising operators have made studies showing that 100 yards seems to be the maximum distance a beach bather will willingly trudge after bulk vending delicacies. Beyond this distance he is defeated by leagthy, but within 100 yards bathers appear to have less trouble with the leagthery barrier.

Forum Airs Trade Overseas Role

Continued from page 63

the cheapest shipping possible and also advises on letters of credit and other aspects of trade.

Sugerman advised U.S. distributors to become familiar with the customer's language and to answer each letter the same day. He also suggested getting forward addresses so that the buyer can send the follow-up as few words as possible, thus saving time and money.

The exporting of used juke boxes and amusement games makes possible the sale of new equipment in this country and improves the balance of payment situation by bringing American dollars home,

Sugerman added that Runyon's domestic business has perked up as a result of the imports because the firm is able to dispose of used inventory and make room for new machines.

Theme of the radio program was "World Export Week." D'Amato, who shared the session with Sugerman, is in charge of international trade at Seton Hall.

LITTLE PUTTS DENT IN PHOENIX FRONTIER

"Continued from page 65"

here. In order to qualify for a liquor license, an establishment must begin with the

Smallest of Little's locations serves 250 persons. The largest seats 600.

latter, Little's United Music, Ltd., is concentrated largely in the southern part of the province. In the north, where lumber and mining towns are common, the solidified program prevalent here probably won't go over.

When United moves north, Little hopes to program largely with country and western music, which is popular with the lumberjacks and other forestmen.

But there will be no objection from the liquor board on this score.

Little is located in Phoenix, Arizona, and that city is 600 miles from the capital. This is in keeping with a state law that requires liquor stores to be closed for the entire week in B.C. It is closed on Christmas and Easter for 5:30 p.m.

Provicial law requires that no drinking places be closed for that long. It is the belief that this law was intended to have a chance to dine with the family, but that he does after that is his own business.

To date, Little's is the only major operation in the province, with only 250 to 300 customers.

PIONEER BOWS IN "Continued from page 65"


Adaptable Metal Rings

Genuine Reproductions

of Stone Rings

Write for low prices or send $2.00 for sample gross

The PENNY KING Company

2324 Nelson Street, Pittsburgh, Pa.
WASHINGTOIt is made very clear that gambling pinball machines are an essential part of the Eastland bill to strengthen the ban on gambling devices. The House Commerce Committee report issued last week, and in the discussion of the bill, the Johnson antiques act, in determining to review any kind of device manufactured for amusement purposes, in the bill of the pinball machines which are not covered. To try and define or enumerate any of them.

However, the bill is well favorable for its one-back former statement. July 9, 1965, this problem, the committee clearly spells out the chief target as the gambling pinball machines. The new gambling machines have been, which are not controlled by the syndicates, and which not subject to the provision of the Johnson act. Primarily, they are pinball machines which affected persons have opportunity if combinations are achieved to register a group. Namely, they have mechanism whereby the player can increase the number of balls that can be played by inserting more money.

"The committee bill broadsided the "pinball machine" in the Johnson act as reproducible and any other machine and devices which are designed and manufactured primarily for use in connection with gambling, and when, operated, may deliver as a result of the

SEE EARLY VOTE AND HOUSE OK ON PINBALL LAW

WASHINGTON - The House Rules Committee has passed out the early floor vote—possibly some time this afternoon—on the Eastland Bill (S. 1655) to tighten the John act (see adjoining story).

The bill would try to prevent gambling pinball machines, the Vice the Attorney General's office interprets in manufactured primarily for gambling purposes, with certain exceptions. The bill also would set up stringent reporting and registry requirements for machines, which would be interpreted by the Attorney General's office.

A house vote virtually makes the bill law, since a Senate version has already been passed and only Presidential signature would be necessary. Also, the report states: "The Department of Justice has informed the committee that the conditions devices, particularly from pinball machines, which are primarily valued for gambling, is one of the forestal mainstays of organized crime. That act, if the objections carried their efforts largely upon development of gambling devices here, is not covered by existing provisions of the Act. As already pointed out, the committee bill would remedy this."

The House Commerce Committee amended the Senate-passed version of the bill to make specific exclusions for non-gambling pinball machines to be permitted in interstate commerce, such as amusement pinball machines, radio, juke box machines, etc. The bill is specific only in regard to these exemptions. The broad wording covering machines primarily and machines other than those which would be interpreted by the Attorney General's office.

The report contains a reminder that the bill as worded permits interstate shipment of machines to only "licensed gambling estabishments," which have expressly declared themselves exempt from the Johnson Act. Only Crime Control Act is in doubt the status of the four machines to be received by the Attorney General's office, and the report states that the Attorney General may consider shipment of machines to counties from which they have been received.

The Attorney General Robert Ken- don, has ruled that the type of situation, because he told the committee that "this only will be shipped by the Attorney General..." regulatory laws by the federal legislative bodies, and that the Attorney General will have to declare themselves properly for total exclusion from the Johnson Act, as needed, do not gain exemption for localities permitting entry of the machines.

Seize Machines

Continued from page 66

The result is that he may keep inserting coins until he gets a trinket with one coin," he added. "I plan to discuss this matter with the district attorney's office. Drive which takes much of this case to determine the legality of the devices. If the machines are in the possession of the commission at all, then I would do a stop such a device, which has been used to collect cash."

Machines' Vigil

Continued from page 66

Ball game, which Foster-Gibbons believe is a violation of the law, is being run in a children's, with a single machine at the counter itself, away from the rest of the machines. There is a "Joystick" candy bar machine, which is the left of the vault vender machines. In this location, which might serve as a prototype for all others, Foster-Gibbons achieved even better results than anticipated. Large numbers of machines, finding themselves with small amounts of cash, left them for some mysterious reason, and the pocket books, to gratify their sweet tooth, and while away the time.

In a case of a nickel slot machine, which has been used as a habit which has been used up collections sharply.

Seize Machines

Continued from page 66

The result is that he may keep inserting coins until he gets a trinket with one coin," he added. "I plan to discuss this matter with the district attorney's office. Drive which takes much of this case to determine the legality of the devices. If the machines are in the possession of the commission at all, then I would do a stop such a device, which has been used to collect cash."

Machines' Vigil

Continued from page 66

Ball game, which Foster-Gibbons believe is a violation of the law, is being run in a children's, with a single machine at the counter itself, away from the rest of the machines. There is a "Joystick" candy bar machine, which is the left of the vault vender machines. In this location, which might serve as a prototype for all others, Foster-Gibbons achieved even better results than anticipated. Large numbers of machines, finding themselves with small amounts of cash, left them for some mysterious reason, and the pocket books, to gratify their sweet tooth, and while away the time.

In a case of a nickel slot machine, which has been used as a habit which has been used up collections sharply.

The World's Greatest Juice Box

3 IN 1

Now Ready for Delivery

WIRE-PHONE-WRITE TODAY. Send for complete list.

Arcade-Games-Bowlers-Rides-Music, etc.

MILLER-NEWMARK Distributing Co.
10 South Lake St., Evanston, Ill.
1104 Grand Ave., Grand Rapids, Mich.
114 East Main St., Danville, Ill.
118 North York St., Delano, Minn.
2151 South Main St., Utica, Mich.
2124 South Main St., South Bend, Ind.

ACTIVITIES

MACHINE CO.

Jimmie Ash says... CONTACT ACTIVITIES

"Real Pinos"..."They're the Largest Distributor of Pinball Games in the World!" Exclusive Gottlieb and Raskin Offerings. See Dick cartridges South Jersey and Delaware.

JUNE 30, 1962 BILLBOARD MUSIC WEEK 69
ONLY WURLITZER HAS THE TEN TOP TUNES

FOR SALE
MUSIC
A.M. CONTINENTAL-3,100 ... WRITE
A.M. CONTINENTAL-2,800 ... WRITE
GAMES
CO. VARIETY BULL DOG ... $75.00
CO. RED DEVIL ... 65.00
CO. TRIPLE SHAKES ... 145.00
CO. DOUBLE FEATURE S/A ... 265.00
CO. TRIPLE SHAKES ... 145.00
DALLY OPERATIONAL JUNIOR S/A ... 395.00
DALLY DELUXE CLUB S/A ... 375.00
DALLY LUCKY SHAKES ... 345.00
DALLY SUPER DELUXE S/A ... 195.00
UN. SWING S/A ... 95.00
UN. LUCKY 3 S/A ... 145.00
UN. HANDCUFF S/A ... 150.00
UN. REGULATION S/A ... 125.00
UN. FLASH S/A ... 275.00
UN. CLIPPER S/A ... 145.00
UN. VIRUS TARGETTE ... 125.00

BARGAINS FOR THE WEEK

GAMES 350 OF THEM BIG WAREHOUSE CLEARANCE SALE

Received a Large Lot of Drink and Cigarette Vending Machines in Trade, also a Large Lot of Phonographs

WHAT DO YOU NEED? SPECIALS FOR THE WEEK
22 Columns National Cigarette Vendors. Used ... $300.00 ea. 210 Lishi 7-12 Coin Alley, Buffalo, N.Y., United, Chicago Coin-Operated Machines Left on the Above, Also on Used Drink Vendors. Write or Call Us Collect. MAIN 3-1551

Write for Our Book List of All Lists of Coin-Operated Machines.

WANTED - SOLD BY
LITE-ACORN ... $150.00
ATLAS - CHAMPION ... $150.00
CAPT. KID ... $50.00
SHOW SHOE ... $125.00
MARATHON ... $100.00
BAINBRIDGE ... $150.00
HOLDERS ... $50.00
CIGARETTE VENDING MACHINES ... $25.00
Licensed, Smoking Machines ... $50.00

N. ILLINOIS, I. D., INDIANA AND IOWA OPERATORS — WE HAVE IT! GOTTLEB'S NEW 2-PLAYER FASHION SHOW

has the finest machines and equipment that are available.

SWING, BUMPERS, BOTTLE KNOCKERS, ETC., ETC.

WE'S BEST BuYS!

Completely Reconditioned BALLY LUCKY S. A. ... $225
UNITED DRINK ... $225
UNITED CLIPPER ... $150

NATIONAL COIN MACHINE EXCHANGE
1411-13 W. Breyervoir Chicago 14, Ill.

Week's Best Buys!

Completely Reconditioned BALLY LUCKY S. A. ... $225
UNITED DRINK ... $225
UNITED CLIPPER ... $150

NATIONAL COIN MACHINE EXCHANGE
1411-13 W. Breyervoir Chicago 14, Ill.

Trade Cutting Back In W. German Slump

By OMER ANDERSON

HAMBURG — West Germany's coin machine trade is cutting back in anticipation of a general business slowdown which will encompass the United States as well as Europe and which will substantially reduce the market for machines.

Trade statistics show that about 12,000 coin machines have been removed and not replaced in West Germany over the past three years. This trend has accelerated in recent months, and some surveys indicate an additional "retirement" of 3,000 machines within the next 12 months.

West German manufacturers have cut back generally on production, and have curtailed or suspended plans for expansion. The trade is not necessarily preparing for a recession, but the consensus of trade executives is that a business slowdown beginning in late 1962 and extending into 1963 is inevitable, and in fact is already on the way.

Imports Down

West German distributing firms are reducing imports of U.S. equipment as well as reducing inventories of domestic machines. Everywhere in the German trade what the optimists call "consolidation" is occurring.

The biggest cutback is taking place in payouts, which accounted for nearly 40 per cent of the machine removals. Juke box removals totaled 1,653, the majority having been removed within the last 12 months; and games, 1,607.

The figures of 12,000 machines was reached on the basis of a rundown on 504 West German firms representing a cross-section of the German trade. It is estimated that the actual number of removals, based on a scrutiny of tax lists, is around fivefold that shown by the survey, or 60,000 machines of all types.

It is estimated that phonographs have declined from about 55,000 to well under 50,000.

The trade attributes the cutback to increased operating expenses and declining collections.

Expert consensus is that the German trade will be compelled to throttle back until the shape of the European Common Market development is clear. It is expected that, in the long-range, the trading community will boom European trade well with it the coin machine trade. But many experts warn that the boom will be preceded by a long and difficult period of readjustment.

Last Opportunity

Memo to: Manufacturers, Suppliers & Distributors of New & Used Coin-Operated Equipment & Related Products.

Get Your Share of Inquiries and Sales From Both U.S. and Foreign Customers.

SCHEDULE YOUR FIRM'S AD TODAY IN THE ALL-INCLUSIVE 1962-1963

BUYERS' GUIDE & MARKET DATA DIRECTORY

Platted: Offset, 7" x 11" page size
Dates: August 4, 1962
Distributed: Monday, July 30
Final Deadline: June 29 (earlier if possible)

It's easy and economical to achieve thousands of dollars in extra sales during the coming year. Your ad will act as a direct pipeline from customers everywhere.

Here's All You Need Do
Send ad copy directly to the office shown below.

BILLYBOARD MUSIC WEEK
188 WEST RANDOLPH
CHICAGO 1, ILLINOIS

Call Collect Should You Have Any Questions on This Coin Machine Directory Issue of the Year

ALL DAVIS GUARANTEED
Reconditioned—Refinished Phonographs

SEE BURG
VINYL IMPORTS
1900 ........ 1295
2000 ........ 1295
5000 ........ 1210
10000 ........ 660

SEE BURG WALSBY
3W1, 100 1235

CIGARETTE VENDORS
Rowe, 8 Col. ........ 5 35
Eastern 8 Col. ........ 35
Eastern Mark II, ZZ Col. .... 95
Distributor, 14 Col. ...... 110

Say You Saw It in Billboard Music Week
ROCK-OLA again gives you profit features and service simplicity in the all new Princess Phonograph

NEW-SIMPLIFIED SELECTOR. Another new Rock-Ola exclusive: It is the simplified unitless selector. Selections are achieved through simplified and foolproof selection levers actuated by two motor driven revolving camshafts. The elimination of electric magnetic coils reduces service calls and assures increased dependability for greater operating profits.

FEATHER TOUCH TONE ARM PLUG-IN CARTRIDGE SNAP-ON STYLIST. Longer rear wear and better performance are now possible. The Princess incorporates a new, strong, feather-weight tone arm containing a newly designed Atlas high performance stylus revolving with narrow T-BAR stylus. The famous Rock-Ola simplicity is again shown in the cartridge with many glueups with no wires or connections to loosen or break. These features are just another proof of Rock-Ola superiority of operation developed through years of actual testing.

33 1/3 - 45 RPM MECH-O-MATIC INTERMIX PLAY. Dual-speed Rock-Ola BUILT turntable permits operation in 33 1/3 or 45 RPM records in any sequence and any combination of records. No matter the speed or whether it's stereo or monaural records, they can all be played on the PRINCESS, the superlative long-playing phonograph. Only the PRINCESS gives complete protection for all turntable motors. (Optional Equipment.)

COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Phonograph! Compact Phonograph designed specifically for use in a small phonograph. The NEW Rock-Ola compact phonograph mechanism has fewer moving parts for easier cutting and maximum ease of servicing, while preserving the traditional Rock-Ola revolving mechanism design and operating dependability.

COMPACT NEW DESIGN for greater playability issues on space and on service. The Princess has all these features: Easily serviced with the simple, quickly removable mechanism; Stainless steel record-demand belt; Dual-general type Sharon's 12" heavy duty speaker, and a video display; High compression driver; Push button selection assembly; Dual heavy tone arm with "plug-in" cartridge and diamond stylus; Construction "tune dictor" and practically water-tight; Excessive accommodation assembly and removable tone arm.

COMBO ALL-PURPOSE MONAURAL-STEREOPHONIC PHONOGRAPH-100 SELECTIONS

look to ROCK-OLA for advanced products for profits!

ROCK-OLA MANUFACTURING CORPORATION
800 N. KEDZIE AVE., CHICAGO, ILL. Model 1493

Copyrighted material
Mid-South Tourists
• Continued from page 6d
First-class resort in the western section of the state.

Collections
Charles Baker, 8 & N Music Company, Paris, operates his locations there much as Turner and other Arkansas resort operators do. Turner reports collections on his resort equipment the same time and often more—as high as on regular location spots.

In East Tennessee, biggest resort drawing card is Gatlinburg in the Great Smoky Mountain National Park, which draws more tourists every year than any other U.S. park. Gambling there is also extremely good, operators report. Equipment installed and operated at both Paris, Tenn., and the seasonal Arkansas resorts.

For music, all operators use stereo and the best equipment they can find for resorts. They say it pays to.

UPRIGHT SALE

GUERRINI'S

1331 W. 4th St.
LaCrosse, Wis.

NEW ROWE AMI

hottest phono in years!

Programs 200, 160 or 100 selections—Professional and self-contained

Stereo Round.* Sophisticated design, moving coils. Outstanding engineering developments for simplified operation.

*Patent pending

On display now at your Rowe AMI Distributor

at the

Rowe AC Services
Division of Automatic Coin Operaters Company at America
260 S. Michigan Ave., Chicago 3, II.

FOREIGN BUYERS

SAVE MONEY—SAVE TIME

Eliminate The Middleman

BUY DIRECT

From One of America's LARGEST and OLDEST Coin Machine Distributors

We ONLY Advertise
What We Have in Stock
All Machines 100% Clean and Checked
PROPERLY PACKED FOR EXPORT.

SHUFFLE ALLIES $50.00 up

BINGO GAMES $50.00 up

VENDING MACHINES $50.00 up

MUSIC MACHINES

$50.00 up

Music parlor la langue

Our paroles votre langage

Wirth sprachli

sprechen

hablamos

su idioma

We speak your language

Note: We no longer offer
distributorship for Bingo Machines

FOR SALE GAMES

CC Star Rocket ....... $85.00

CC 14 Bowling League. 75.00

CC Rocket Shuffle .... 35.00

PHONOGRAPHS

Seeburg Wall Boxes, 3W1 .... $33.50

AMI Wall Boxes, 200 Sec. 47.50

AMI 120 Sel. Wall Boxes 25.00

Call, Write or Cable

David Rosen

We will solicit distributors for
tobacco and Gottlieb.
Early Summer

\*Continued from page 64\*

actor in Red Axe, for instance, simply did not renew his lease when grosses dropped last year—but this season's business appears to justify some investment in expansion generally.

Used equipment predominates in resort areas. InLake Tahoe, for instance, only monaural equipment is reported, with no stereophones. The economics are against new investment for resorts.

**Used Games**

In the amusement machine field, pin games, baseball machines, and bowlers are reported the leaders. It is mostly used equipment, but there is a distinct trend toward upgrading equipment on location in these sections. This is partly a realignment to sophisticated patronage—people from the cities expect something modern, not the same old games they played years ago. Another surprising factor reported is that the large shipment of used games overseas has depleted the stock to such an extent that older games are no longer around to place again. Instead, operators are buying used stuff, but in general it is a bit better than in recent years.

Pinballs are especially popular for an odd reason, says Marcel Algoet of Hockey Amusement, perhaps the largest resort section operator actually in Detroit. "Pinballs are something the customers don't see very often and when they find them in a resort they like to play them. This is an incidental good effect of their prohibition in Detroit."

Algoet, unlike some other operators, is placing new games out on location for the summer. "I know where to put them for the winter," he explained.

An unusual amount of trade-in business of used equipment has prevailed the past few seasons, so there are few older games and used boxes on hand, distributor Arthur Hebert of Miller-Newmark reports. Few operators leave equipment on resort locations over the winter any more, he says, with most either moving it to new winter spots, or bringing it in for reconditioning during this period.

Commission arrangements vary. Some operators get a guarantee, and the average commission is running on a 50-50 basis, but individual spots may range from 60 to 70 per cent commission without guarantee or front money. "No commission" deals, as occur in year-around operations, seem to be unknown in this field.

![Gottlieb's Skill Race](image)

**SENSATIONAL SKILL GAME**

- **PROFIT PROVED**
- **LOCATION TESTED**
- **3 BALL**
- **FAST PLAY**

**GAMES, INC.**

950 North Campbell Avenue, Chicago 18, Illinois

Originators of Classic Upright Free Play Games

**NEW!**

Advancing Value Bonus with Super Mystery Score Section!

- Five Places to get bonus and mystery score
- Making bonus advances target value disc
- Top rollover score up to 50 points
- Side rollover scores target values
- 3-peep bumpers for high score

1140-50 N. Kostner Avenue • Chicago 51, Illinois

It's Always Profitable to Operate Gottlieb Games!
New fast money-making Golden Game feature... plus popular Red Letter Game feature... plus all the time-tested, profit-proved features of the greatest Bally games... all add up to the greatest gold mine of earning power in pinball history. Join the gold rush... get GOLDEN GATE now.
Ever have the feeling someone's looking over your shoulder?

We get it every once in a while—every time a Seeburg innovation is imitated by someone else. For instance, look what happened after Seeburg introduced the built-in automatic intermix so operators could capitalize on the growing popularity of the 33 1/3 record. Take the case of "Artist of the Week," devised by Seeburg to put modern merchandising into the music business. Or consider that popular Seeburg invention, the phonograph personalized for every location. So what's new for 1962? SEEBURG DIRECTIONAL STEREO. No one else has that one this year!

Directional stereo in 33 1/3 right at the phonograph
Join the "Summer Festival of Hit Singles from RCA Victor!" Ask your distributor for details.