Music-Phonograph Merchandising . Radio-Tv Programming . Coin Machine Op

# PAGE ONE RECORDS



#### SINGLES

#### NATIONAL BREAKOUTS

No Breakouts This Week.

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

MAMA, HERE COMES THE BRIDE . . .

Shirelles, Scepter 1234 (Ludix, BMI) (New York)

BABY SITTIN' BOOGIE . . .

Ralph Bendix, ABC-Paramount 10340 (Reis, BM1) (Milwaukee)

REAP WHAT YOU SOW . . .

Billy Stewart, Chess 1820 (Arc, BM1) (Pittsburgh)

THEME FROM A SUMMER PLACE . . .

Dick Roman, Harmon 1004 (Witmark, ASCAP) (Milwaukee)

SURFIN' SAFARI . . .

Beach Boys, Capitol 4777 (Guild, BMI) (Detroit)

POOR LITTLE PUPPET . . .

Cathy Carroll, Warner Bros. 5284 (Aldon, BMI) (Seattle)

#### NEW ON THE HOT 100

80. BEN CRAZY . . .

Dickie Goodman & Dr. I. M. III, Diamond 119

85. BRING IT ON HOME TO ME . . . Sam Cooke, RCA Victor 8036

87. ABOVE THE STARS . . .

Mr. Acker Bilk, Atco 6230

88. WHAT'S A MATTER BABY . . .

Timi Yuro, Liberty 55469

89. ALL NIGHT LONG . . . Sandy Nelson, Imperial 5860

92. THE BIRD MAN . . . Highwaymen, United Artists 475

94. KEEP YOUR HANDS IN YOUR POCKETS . . .

Playmates, Roulette 4432

95. A TASTE OF HONEY . . .

Martin Denny, Liberty 55470

97. RINKY DINK . . .

Dave (Baby) Cortez, Chess 1829

98. THEME FROM HATARI . . .

Henry Mancini, RCA Victor 8037

99. LA BOMBA . . . Tokens, RCA Victor 8052

100. A MIRACLE . . . Frankie Avaion, Chancellor 1115

#### ALBUMS

MONO

POT LUCK, Elvis Presley, RCA Victor LPM LOVERS WHO WANDER, Dion, Laurie LL 2012

STEREO

POT LUCK, Elvis Presley, RCA Victor LSP 2523 BASHIN'-THE UNPREDICTABLE JIMMY SMITH, Verve V6-8474

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

MONO

BOBBY VEE MEETS THE CRICKETS

Liberty LRP 3228

IT KEEPS RIGHT ON A-HURTIN' . . . Johnny Tillotson, Cadence CLP 25088

BOBBY VEE RECORDING SESSION . . . Liberty LRP 3232

HATARII . . .
Henry Mancini, RCA Victor LPM 2559

WORRIED MIND . . .
Ray Anthony, Capitol T 1752 MILLION SELLERS BY FATS . . .

Fats Domino, Imperial LP 9195 I CAN GET IT FOR YOU WHOLESALE . . .

Original Cast, Columbia KOL 5780 THE MANY MOODS OF FERRANTE &

TEICHER . . . . United Artists UAL 3211

LOVER PLEASE . . . Clyde McPhatter, Mercury MG 20711

BRAVO GIOVANNI . . .
Original Cast, Columbia KOL 5800

FROM ME TO YOU . . . Connie Stevens, Warner Bros. W 1431

SHE CRIED . . . Jay & the Americans, United Artists UAL 3222 IT'S TRAD . .

Kenny Ball & His Jazzmen, Kapp KL 1285 SHELLEY . .

Shelley Fabares, Colpix CP 426

THEME FROM BEN CASEY . . . Valjean, Carlton LP 143

STEREO

ORIGINAL MOTION PICTURE HIT

THEMES . . . Various Artists, United Artists UAS 6197

HATARI! . . .
Henry Mancini, RCA Victor LSP 2559

ROMAN GUITAR, VOL. II . . .

Tony Mottola, Command RS 836 SD

DAVE GUARD & THE WHISKEY HILL

Capitol ST 1728

VINCENT EDWARDS SINGS . . .

Decca DL 74311 NEW ON THE TOP LP's

#### NEW ON THE TOP LP'S

#### MONO

116. POT LUCK . . .

Elvis Presley, RCA Victor LPM 2523

119. LOVERS WHO WANDER . . .

132. DRUMMIN' UP A STORM . . .

Sandy Nelson, Imperial LP 9189

136. POPS ROUNDUP . . . .

Boston Pops Orch. (Fiedler), RCA Victor LM

146. I'M THE GREATEST COMEDIAN IN THE WORLD ONLY NOBODY KNOWS Jackie Mason, Verve V 15033

STEREO

33. POT LUCK . . .

Elvis Presley, RCA Victor LSP 2523

50. BASHIN'—THE UNPREDICTABLE

JIMMY SMITH Verve V6-8474

# Across-the-Board Product New Note In Singles Streak

Most areas of the country continued to enjoy good to excellent singles business last week, continuing the hot streak that has boosted the summer singles business so far to the best in the past three years. In some areas dealers reported that business for the past few months was up as much as 40 per cent at singles counters. An added note was that hot singles sellers were popping up in all categories-country and western, pop, r.&r. and r.&b.

LP's appeared to be off as against the same period last year, though there were a number of hot albums that were racking up sock sales. In a few cities LP's showed a strong pickup last

week, like Los Angeles, Atlanta and St. Louis.

In addition to the hot sellers, such as Elvis Presley's "Pot Luck" and Dion's "Lovers Who Wander," there was burgeoning action on some new releases that looked as if they were on their way to the big time. They included Johnny Tillotson's "It Keeps Right On A-Hurtin'," on Cadence; "All the Hits," with Bobby Rydell on Cameo, and "Shelley," with Shelley Fabares

on Colpix. Cities where singles were strong included Los Angeles, Houston, Dallas, Seattle, Chicago, Pittsburgh, Memphis, Miami, Atlanta, Detroit, Baltimore, St. Louis and Washington.

#### C.&W. Disks Making Coin in Denver

DENVER-Strong-selling product was responsible for a general rise in business in this area during the last two weeks. The amount of increase varied, with some dealers and distribs reporting 15 to 40 per cent jumps over last year's sales for the same period.

Country and western material was taking a healthy chunk of the total coin, with the new singles by Bobby Bare ("Shame On Me," RCA), Marty Robbins ("Devil Woman," Columbia) and Wanda Jackson (Capitol) all doing extraordinary business. Special deals on c.&w. material was accounting for some of this brisk action. But this area is generally considered strong for country disks anyway, and an abundance of good ones usually perks things up.

An interesting sidelight on the Robbins disk, which is only a week or two old, is that juke box operators were first to get excited about the side. The ops, for some reason, ordered in larger than usual amounts-days before the record ever got on

the air.

Among some of the newer sides showing well are: "If I Should Lose You," the Dreamlovers; "Afraid of Heartache," Ira Allen on Renagade; "Party Lights," Claudine Clark; "My Daddy Is President," Little Jo Ann; the three new George Maharis records, and James Brown's "Shimmy and Shout" on King.

Discounting is rampant in town, with local distribs feeling the effects of transshipping and rackers buying from out-of-State. The credit situation was also a matter for concern. Three

dealers closed up shop in the past few weeks.

#### Now One-Stops Want Organization

PHILADELPHIA—"Everybody seems to be getting into the organization act in the record business and I think the onestops should have one too," says Irv Perlman, partner at I. J. Morgan, leading Quaker City one-stop.

Commenting on the business scene here, Perlman said that the consensus is that sales, particularly in singles, are especially good.

"But maybe with our own one-stop organization, we could

make the business even better," he added. Other sources also backed up the report of healthy singles

sales. One distributor spokesman said: "Whenever you have a real big single, it gets people into the stores. We've had just such a big single in Bobby Vinton's 'Roses Are Red.' And now we're getting about the same kind of terrific reaction on the new Vinton LP."

Also creating local activity were "A Wonderful Dream,"

(Continued on page 8)

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50 Best Selling

150 Best Selling

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

#### MONAURAL

This Week	Last Wee	MODERN SOUNDS IN COUNTRY &
$\odot$	**	WESTERN MUSIC
2	2	WEST SIDE STORY
3	3	STRANGER ON THE SHORE
<u>(4)</u>	4	BREAKFAST AT TIFFANY'S 40 Henry Mancini, RCA Victor LPM 2362
(5)	5	WEST SIDE STORY
<b>(6)</b>	10	PETER, PAUL AND MARY
0	6	MOON RIVER & OTHER GREAT MOVIE THEMES
(8)	9	Andy Williams, Columbia CL 1809 THE MIDNIGHT SPECIAL 10
<u></u>	15	Harry Belafonte, RCA Victor LPM 2449  COLLEGE CONCERT
<u></u>	7	COLLEGE CONCERT
<u></u>	11	Elvis Presley, RCA Victor LPM 2426
(12)	13	Original Cast, Capitel O 1695  JUDY AT CARNEGIE HALL
$\stackrel{\sim}{\sim}$	18	Judy Garland, Capitol WBO 1569 THE TWIST
(13)	14	Chubby Checker, Parkway P 7001  STATE FAIR
$\simeq$	19	A SONG FOR YOUNG LOVE
(15)	25	Lettermen, Capitol T 1669
<u> </u>	12	CAMELOT
<u>(ii)</u>	8	Original Cast, Columbia KOL 5620
(8)	16	Dave Brubeck, Columbia CL 1397
<u> </u>	21	THE SOUND OF MUSIC
<u>(a)</u>		MOON RIVER
(21)	26	DOIN' THE TWIST AT THE PEPPERMINT LOUNGE
2	41	ROME ADVENTURE
23	28	MY FAIR LADY Original Cast, Columbia OL 5090
2	32	IT'S JUST MY FUNNY WAY OF LAUGHIN'. 7
(25)	24	JOAN BAEZ, VOL. II
<u>26</u>	37	JOAN BAEZ, VOL. I
<b></b>	49	GEORGE MAHARIS SIRGSI
(28)	34	MIDNIGHT SPECIAL
29)	23	KNOCKERS UP 88 Rusty Warren, Jubilee JLP 2029
<u></u>	35	NANCY WILSON/CANNONBALL ADDERLEY. 11 Capitol T 1657
$\frac{\circ}{\mathfrak{B}}$	38	FAR TEEN THUETTER AND V
32	20	Chubby Checker, Parkway P 7009  WHAT'D   SAY
1	45	Ray Charles, Atlantic 8029  BEYOND THE REEF Earl Grant, Decce DL 4231
(34)	36	
35)	46	MARIA
36)	43	HOW TO SUCCEED IN BUSINESS
<u> </u>		WITHOUT REALLY TRYING 33 Original Cast, RCA Victor LOC 1066
<u>3</u>	48	POINT OF NO RETURN
1	51	BEST OF THE KINGSTON TRIO 6 Capitol T 1705
39	27	"S CONTINENTAL
40	17	YOUR TWIST PARTY
0	50	
42)	42	Werve 8474  MIDNIGHT IN MOSCOW
43)	22	
1	56	ONCE UPON A TIME
=	33	TIME FURTHER OUT
(45) (10)	41	Dave Brubeck Quartet, Columbia CL 1690 THE VENTURES' TWIST PARTY, VOL. 11. 9
46)	15-5.1	Dollen BLP 2014
(1)	55	Ray Charles, Atlantic 8054
1	54	FAMILY SING ALONG WITH MITCH 6 Mitch Miller & the Gang, Columbia CL 1773
49	44	"TUFF" SAX 9
(50)	52	TOHIGHT 18 Ferrante & Telcher, United Artists UAL 3171
×	58	

This	Last	Wks. on
Week	Weel 61	k Title, Artist, Label Chart OLDIES BUT GOODIES, VOL. 1
( <u>52)</u>	59	Various Artists, Original Sound 5001  CARNIVAL 59
<u>(53)</u>	31	Original Cast, MGM E 3946 NAT KING COLE SINGS/GEORGE
(54)	31	SHEARING PLAYS
(55)	62	MUSIC MAN
(56)	30	ALBUM 7 BY RICK
•	89	COUNTDOWN TIME IN OUTER SPACE 5
<u></u>	70	Attraction of position and company of
4	83	IT'S MASHED POTATO TIME
60	69	RUNAROUND SUE
<u></u>	29	SINATRA AND STRINGS
<u>62</u>	65	LET THERE BE DRUMS
<u>**</u>	80	DON'T KNOCK THE TWIST
100		Parkway P 7011
64	72	EXODUS 78 Sound Track, RCA Victor LOC 1058
<u>65</u>	60	SINCERELY BRENDA LEE
<u>66</u>	74	MILK AND HONEY
67)	63	GREAT MOTION PICTURE THEMES 76 Various Artists, United Artists UAL 3122
68	39	SING OUT!
69	68	KING & 1
70)	40	ORIGINAL MOTION PICTURE HIT
$\frac{\circ}{\circ}$	76	Various Artists, United Artists UAL 3197
<u>(11)</u>	78	SOUTH PACIFIC
(12)	10.00	Forrante & Teicher, United Artists UAL 3164
<u>13</u>	57	MOMS MABLEY AT GENEVA CONFERENCE 16 Chess LP 1463
74)	82	SUMMER FESTIVAL Various Artists, RCA Victor LM 6097
由	86	AMERICAN WALTZES Mantovani, London LL 3260
76	81	JOHNNY'S GREATEST HITS
业	98	DINAH '62 Dinah Washington, Roulette R 25170
78)	66	BUDDY HOLLY STORY 79
d	92	Forrante & Toicher, United Artists
_	91	LOVE LETTERS
	94	Ketty Lester, Era EL 108
80	119	THROUGH CHILDREN'S EYES Limeliters, RCA Victor LPM 2512 THE STRIPPER & OTHER FUN SONGS
由	119	FOR THE FAMILY David Rose & Ork, MGM E 4042
83	85	
84)	53	PAUL ANKA SINGS HIS BIG 15100 ABC-Paramount ABC 323
85)	75	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004
86	67	ALL AMERICAN 1 Original Cast, Columbia KOL 5760
山	100	ASSESSMENT OF THE PROPERTY OF
88	90	TWIST WITH THE VENTURES 2
89	71	CONNIE'S GREATEST HITS
90	84	BELAFONTE AT CARNEGIE HALL
91	88	RUSTY WARREN BOUNCES BACK 3 Jubilee JGM 2039
92	96	LIVE IT UP
93	105	HYMNS Tennessee Ernie Ford, Capitol T 756
94)	102	HAPPY TIMES SING ALONG WITH MITCH. 7
95)	109	Columbia CL 1568 KINGSTON TRIO
$\approx$	99	DRUMS ARE MY BEAT
(96)	271725	Sandy Nelson, Imperial LP 9168
(97)	103	BACK AT THE PEPPERMINT LOUNGE

This	Last	Wks. on Chart
Week	107	k Title, Artist, Label Chart UEAVENIV
(III)	106	A TOUCH OF VELVET
(102)	64	Jim Recyes, RCA Victor LPM 2487
(103)	800	Ray Conniff Singers, Columbia CL 1720
(04)	108	Platters, Mercury MG 20472
(05)	79	Original Cast, Columbia OL 4180
(106)	87	VERSATILE BURL IVES
(107)	111	DAVE GUARD & THE WHISKEY HILL SINGERS
(108)	93	THE KINGSTON TRIO CLOSE UP 40
(109)	113	ALWAYS YOU
$\approx$	97	Robert Goulet, Columbia CL 1676  RHYTHM SING ALONG WITH MITCH 19
(110)	đđ	Mitch Miller and the Gang, Columbia CL 1727
1	118	FLOWER DRUM SONG
112	116	NEW PIANO IN TOWN
逾	139	FOR THE NERO MINDED 2
(114)	126	WALK ON THE WILD SIDE
(115)	77	DO THE TWIST
1	-	POT LUCK Elvis Presley, RCA Victor LPM 2523
(117)	101	GOLDEN PIANO HITS
118	110	THE PARTY OF THE PARTY OF
=	-	Duane Eddy, RCA Victor LPM 2525  LOVERS WHO WANDER
<u> </u>	129	TWISTIN' THE NIGHT AWAY
(120)	115	DANNY BOY & OTHER SONGS I
(121)		LOVE TO SING 20 Andy Williams, Columbia CL 1751
(122)	127	I REMEMBER TOMMY
(123)	104	G. I. BLUES
(124)	114	MY FAVORITE CHOPIN
(125)	133	A FUNNY THING HAPPENED ON THE WAY TO THE FORUM
<u></u>	120	Original Cast, Capitol WAO 1717
(126)	120	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH. 9 Eugene Ormandy Conducting, Columbia PHM 1
(127)	125	KING OF KINGS
(128)	136	I LEFT MY HEART IN SAN FRANCISCO 2
(129)	95	FOR TWISTERS ONLY
$\approx$	128	Chubby Checker, Parkway P 7002  MIGHTY DAY ON CAMPUS
(130)	130	YELLOW BIRD 48
(131)	124	Lawrence Welk, Dot DLP 3389
	117	Sandy Helson, Imperial LP 9189
(133)	20100011	CAMPUS ENCORE
134	131	TWIST WITH BOBBY DARIN 25
(35)	148	OLDIES BUT GOODIES, VOL. III 48 Various Artists, Original Sound 5004
136	_	POPS ROUNDUP Boston Pops Orch. (Fiedler), RCA Victor LPM 2595
(137)	140	DOWN HOME
138)	145	ROARING 20'S
(139)	132	YOUR REQUEST SING ALONG WITH MITCH 43
$\sim$	424	Mitch Miller and the Gang, Columbia CL 1871
(140)	134	Johnny Mathis, Columbia CL 1644
(141)	143	Al Hirt, RCA Victor LPM 2446
(142)	135	Cameo C 1013
143	137	GLORIA LYNNE AT BASIN STREET EAST, 19 Everest LPBR 5137
(144)	124	AFRIKAAN BEAT & OTHER FAVORITES 13 Bert Kaempfert, Decca DL 4273
145)	150	HERE COMES THE TENNESSEE ERNIE FORD MISSISSIPPI SHOWBOAT
$\stackrel{\sim}{\sim}$	8-	Capital T 1684  I'M THE GREATEST COMEDIAN IN THE
(146)		WORLD ONLY NOBODY KNOWS IT YET.
147)	138	BOBBY DARIN SINGS RAY CHARLES 10
148	147	SENTIMENTAL SING ALONG WITH MITCH 103 Mitch Miller and the Gang, Columbia CL 1457
	144	new years william
(149)	1.55	HEY, LET'S TWIST 25168
-	72.00	PATSY CLINE SHOWCASE

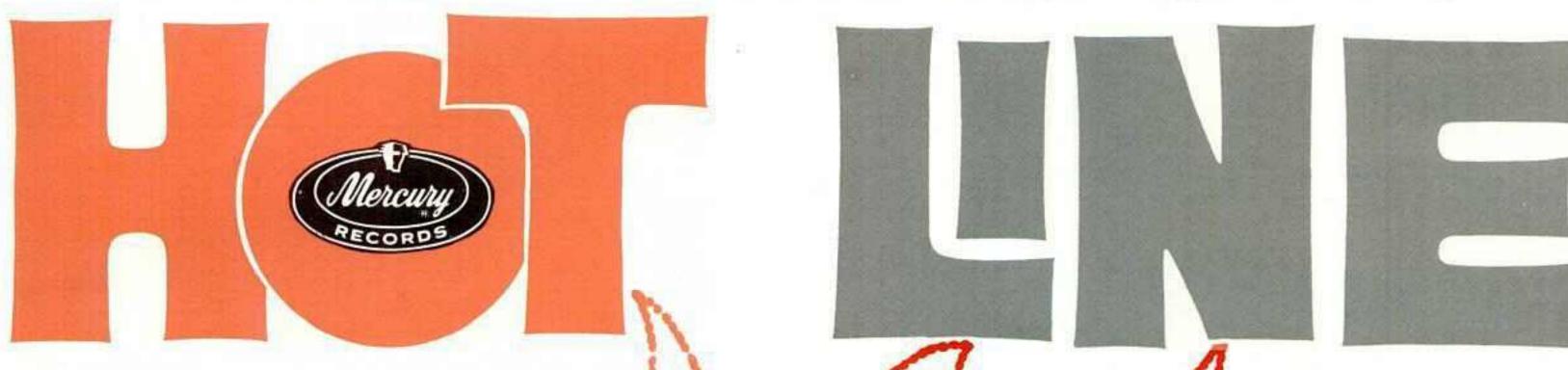
S		EREO LP's
This Week	Last	k Title, Artist, Label Chart WEST SIDE STORY
0	1	Sound Track, Columbia OS 2070
2	2	WESTERN MUSIC 9 Ray Charles, ABC-Paramount ABCS 410
3	3	BREAKFAST AT TIFFANY'S
4	4	STRANGER ON THE SHORE 10 Mr. Acker Bilk, Arce SD 129
(5)	7	THE SOUND OF MUSIC
6	10	YOUNG WORLD by DLP 25425
1	9	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CS 8609
(8)	5	CAMELOT 77 Original Cast, Columbia KOS 2031
9	11	STEREO 35/MM
(10)	8	NO STRINGS 13
(E)	12	MOON RIVER
(12)	13	AMEDICAN WALTZES
$\simeq$	14	Mantovani, London PS 248 STATE FAIR
(13)	16	CHAPEL BY THE SEA
(14)	33	
(15)	22	WEST SIDE STORY
(16)	6	'S CONTINENTAL
17)	20	JUDY AT CARMEGIE HALL 50 Judy Garland, Capitol SWBO 1569
Û	21	BEST OF THE KINGSTON TRIO 5
1	38	THE STRIPPER & OTHER FUN SONGS FOR THE FAMILY David Rose & His Ork, MGM SE 4062
20	19	TONIGHT
(21)	15	THE MIDNIGHT SPECIAL
如	34	ROME ADVENTURE Sound Track, Warner Bros. WS 1458
(23)	24	MARIA Roger Williams, Kapp KS 3266
1	40	COUNTDOWN TIME IN OUTER SPACE 2
_	37	SO MUCH IN LOVE
(25)	18	RLUE HAWAII
26)	23	TIME FURTHER OUT
(1)	25	THROUGH CHILDREN'S EYES
(28)		Limeliters, RCA Victor LSP 2512  COLLEGE CONCERT
(29)	26	Kingston Trio, Capital ST 1658
30)	27	Dave Brubeck, Columbia CS 8192
31)	43	ROMAN GUITAR
32	17	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCHESTRA
(I)	-	POT LUCK Eivis Presley, RCA Victor LSP 2523
(34)	35	FLOWER DRUM SONG
(35)	36	FIRST CONTRACTOR OF THE PARTY O
36)	33	
37)	41	SOUTH PACIFIC
$\stackrel{\sim}{\sim}$	48	MIDNIGHT IN MOSCOW 12
38)	29	OKLAHOMA!
(39)	30	STEREO 35/MM, VOL. II
40)	10.4	Command RS 831 SD
1	47	FAMILY SING ALONG WITH MITCH 3 Mitch Miller & The Gang. Columbia CS 8573
<b>42</b>	31	GREAT THEMES FROM HIT FILMS 12 Enoth Light & His Ork, Command RS 835 SD
43	28	SINATRA AND STRINGS
44)	44	EXPERIMENT IN TERROR
45	45	Terry Snyder & the All Stars,
46	46	Command RS 800 SD
(47)	39	POINT OF NO RETURN
48)	42	
$\approx$	50	A SONG FOR YOUNG LOVE
49	70.00	Lettermen, Capitol ST 1669
(50)	_	BASHIN'—THE UNPREDICTABLE JIMMY SMITH Verve V6-8474

Docca DL 4202

OLDIES BUT GOODIES, VOL. IV...... 5 Various Artists, Original Sound OSR 5005

121 VINCENT EDWARDS SINGS ...... 2

# THE MERCURY



Get with it for HOT SALES all summer long!

LITTLE BITTY PRETTY ONE
CLYDE MCPHATTER
71987

A TA

A TASTE OF HONEY

QUINCY JONES 72012

THREE FOOLS / BOYS' NIGHT OUT

PATTI PAGE 72013 SUMMER THEME
SUMMER THEME
HERMAN CLEBANOFF
72004

OH! CAROL
DAVID CARROLL
71994
PLUM
SUGAR PLUM
SUGAR CLANTON
INE CLANTON
1NE 71975

AHAB, THE ARAB
RAY STEVENS
71966

NEW AND DUE to rise and shine soon

Land of No Love JOSH WHITE, JR. 72007

Cold, Cold Heart GEORGE JONES 72010 Chained
To A Promise
MARGIE
SINGLETON
72002

The Golden Twist/ Tippin' In SIL AUSTIN 71977 Meadowland JOSE MELIS 72006

Tennessee Waltz/ Window Up Above DAMITA JO 72019



# FOR WEEK ENDING JULY 14

# BILLBOARD MUSIC WEEK MUSIC WEEK

STAR PERFORMERS—Selections register- ing greatest upward progress this week.  S Indicates	that 45 r.p.m. storee single	Indicates that 331/2 r.p.m. mono sing	ple Indicates that 331/5 r.p.m. storeo single
TITLE Artist, Label & Number	MAR. Add Attlet, Label &	\$ E	MARY Age Office Acties, Label & Humber
2 5 16 ROSES ARE RED	46 65 75 BONGO STOMP	5 65 60	61 77 DOCTOR BEN BASEY
2 1 2 2 THE STRIPPER	(36) 19 9 5 STRANGER ON THE SHO	Filips, Jay 262	26 15 FOLLOW THAT DREAM
3 1 1 I CAN'T STOP LOVING YOU 11		Ilk, Ateo 6217	52 55 WHY'D YOU WANNA MAKE ME CRY 11 Connie Stevens, Warner Bros. 5265
Ray Charles, ABC-Paramount 18330  14 18 30 THE WAH-WATUSI	38) 45 55 66 STRANGER ON THE SHO	, Big Top 3097	33 22 VILLAGE OF LOVE
12 27 42 SEALED WITH A KISS	Andy Williams,	Columbia 42451 69 58	8 62 65 KEEP YOUR LOVE LOCKED (Deep in Your Heart)
6 4 3 3 PALISADES PARK	23 12 9 THAT'S OLD FASHIONEL Everly Brothers, War	ner Bros. 5273	79 86 NEVER IN A MILLION YEARS 5
7 13 20 WOLVERTON MOUNTAIN \( \triangle 8\) Claude King, Columbia 42352		Challenge 9131	76 83 BABY ELEPHANT WALK
8 5 4 4 IT KEEPS RIGHT ON A-HURTIN' 10	Heenda Le	e, Decca 31407	Lawrence Welk, Dot 16364  2 — WHY DID YOU LEAVE ME!
16 21 34 GRAVY	VALANCE	12	Vince Edwards, Russ-Fi 7001  — SHOUT AND SHIMMY
10 6 10 12 AL DI LA'	55 68 80 BUT NOT FOR ME	A .	James Brown & the Famous Flames, King 5657  85 85 DOWN IN THE VALLEY
9 14 26 JOHNNY GET ANGRY 8  Joanie Sommers, Warner Bros. 5275	44) 32 22 24   LOVE YOU	12	Solomon Burke, Atlantic 2147  184 — IF I SHOULD LOSE YOU
12 8 11 11 SNAP YOUR FINGERS	(45) 34 25 13 THE ONE WHO REALLY		— HOT PEPPER
22 34 57 SPEEDY GONZALES . SPIN BOOMS, Dot 16368	(46) 37 23 23 ANY DAY NOW	12 $\overline{(7)}$ 79	Floyd Cramer, RCA Victor 8051  9 81 81 600D LOVER
18 20 31 I'LL NEVER DANCE AGAIN 7 Bobby Rydell, Cameo 217	44 39 43 I'LL TRY SOMETHING N	EW 10 (10)	B — THE BALLAD OF PALADIN
15 17 17 33 THEME FROM DOCTOR KILDARE 7 Richard Chamberlain, MGM 13075	Miracles	s, Tamia 54059	2 58 62 WHERE HAVE YOU BEEN ALL MY LIFE. 8
16 10 7 7 PLAYBOY	48) 40 40 36 WHERE ARE YOU	, Roulette 4424	— BEN CRAZY 1 Dickie Goodman & Dr. L. M. III, Diamond 119
17 21 24 29 HAVING A PARTY	49 41 43 41 FORTUNE TELLER Bobby Curto	in, Del Fi 4177	92 — WORRIED MIND
47 70 — AHAB THE ARAB	50 56 77 82 HAVE A GOOD TIME Sue Thompson	Hickory 1174 5	5 88 — NOTHING NEW (Same Old Thing) 3 Fats Domino, Imperial 5863
Neil Seduka, RCA Victor 8846	51) 57 67 96 STEEL MEN	△ 4 83 94	1 — MY DADDY IS PRESIDENT 2  Little Jo Ann. Kapp 467
11 8 8 CINDY'S BIRTHDAY	71 86 — LOCO-MOTION	B4 92	2 — I JUST CAN'T HELP IT
Johnny Crawford, Del Fl 4178	72 — LITTLE DIANE	2	94 BRING IT ON HOME TO ME
Shelley Fabares, Colptx 636	A 66 78 84 DOUTE AS THEME	7	— 89 THAT GREASY KID STUFF
Isley Brothers, Wand 124		le, Capitol 4741	Mr. Acker Bilk, Atco 6230  WHAT'S A MATTER RARY
24) 33 33 63   NEED YOUR LOVING	NOT SERVED AND SERVED WHITE THE	e. Decca 31407	Timi Yuro, Elberty 55469
Clyde McPhatter, Mercury 71987  26) 27 29 37 THE CROWD	(56) 61 63 73 I DON'T LOVE YOU NO Jimmy Norman,		3 93 — GOODNIGHT IRENE
Roy Orbison, Monument 461  27) 29 31 39 BRISTOL TWISTIN' ANNIE	57 52 49 44 SWINGIN' GENTLY	8	Jerry Reed & the Hully Girlies, Columbia 42417  7 100 — POTATO PEELER
28) 13 15 17 A STEEL GUITAR AND A GLASS	58 74 75 90 LITTLE RED RENTED RO	(31)	Bobby Gregg & His Friends, Cotton 1006  THE BIRD MAN
OF WINE	59 68 80 95 SUMMERTIME, SUMMER		Highwaymen, United Artists 475
29 38 51 69 (GIRLS, GIRLS, GIRLS) MADE TO LOVE. 4  Eddle Hodges, Cadence 1421  9	78 95 — PARTY LIGHTS Cloudine Clurk,	3	April Stevens & Nino Tempo, Atco 6224
30 15 16 16 SHAKING FOO	88 — THINGS	arin, Ateo 6229 2 95) -	Playmates, Roulette 4432  — A TASTE OF HONEY
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# Dots HOT WITH THE FOLLOWING BIG HIT SINGLES

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Baby Elephant Walk/THEME FROM THE Lawrence Welk #16364

A Swingin' Safari/Indian Love Call . . . . Billy Vaughn #16374

Where Have You Been / Soldier of Love Arthur Alexander #16357

Tribute To A Dog / Life Gits Tee-Jus, Don't It #16348

I Found The Only Girl For Me / Queen Of The Senior Prom #16360

Say Your Heart Belongs To A Soldier / The Call Of Summer #16370

In Other Words (Fly Me To The Moon) / The Rest Of My Days #16361

WALTER BRENNAN

THE MILLS BROS.

THE CROSBY BROTHERS

TONY MARTIN

Mumbles / Take Me Along

Handful Of Friends/I Can't Walk Away

In The Middle Of A Love /

Little Did I Know #16377

Third Man Theme / Quiet Village #16376

Exodus / Never On Sunday

(The Original) So Rare/ Jay Dee's Boogie Woogie LYN FITZGERALD

CHASE WEBSTER

GEORGE CATES

THE FOUR LADS

JIMMY DORSEY

#### **BEST SELLING ALBUMS**

**STATE FAIR • Sound Track** DLP 9011 mono, 29011 stereo HITS OF THE '60's • The Four Lads

DLP 3438 mono, 25438 stereo SO RARE • Jimmy Dorsey DLP 3437 mono

YOUNG WORLD • Lawrence Welk

DLP 3428 mono, 25428 stereo

CHAPEL BY THE SEA • Billy Vaughn

DLP 3424 mono, 25424 stereo

MOON RIVER • Lawrence Welk

DLP 3412 mono, 25412 stereo

I'LL SEE YOU IN MY DREAMS • Pat Boone

DLP 3399 mono, 25399 stereo

YELLOW BIRD • Lawrence Welk

DLP 3389 mono, 25389 stereo

WHEELS & ORANGE BLOSSOM SPECIAL • Billy Vaughn

DLP 3366 mono, 25366 stereo

CALCUTTA • Lawrence Welk

DLP 3359 mono, 25359 stereo

YELLOW BIRD . The Mills Bros.

DLP 3338 mono, 25338 stereo

LOOK FOR A STAR • Billy Vaughn

DLP 3322 mono, 25322 stereo

THEME FROM A SUMMER PLACE • Billy Vaughn

DLP 3276 mono, 25276 stereo

BE MY LOVE . Keely Smith DLP 3241 mono, 25241 stereo

DLP 3165 mono, 25165 stereo BLUE HAWAII • Billy Vaughn

THE MILLS BROS. GREAT HITS

DLP 3157 mono, 25157 stereo

STAR DUST • Pat Boone

DLP 3118 mono, 25118 stereo

SAIL ALONG SILV'RY MOON • Billy Vaughn

DLP 3100 mono, 25100 stereo

MUSIC FOR THE GOLDEN HOURS • Billy Vaughn

DLP 3086 mono, 25086 stereo

PAT'S GREAT HITS • Pat Boone

DLP 3071 mono, 25071 stereo

MELODIES IN GOLD . Billy Vaughn

DLP 3064 mono, 25064 stereo

THE GOLDEN INSTRUMENTALS • Billy Vaughn

DLP 3016 mono, 25016 stereo



THE NATION'S BEST SELLING RECORDS"

# A Year the Singles Won the Pennant

NEW YORK—The spring and Sharp; "P.T. 109," Jimmy Dean; summer of 1962 may go down as "Old Rivers," Walter Brennan; "It the biggest period for singles in a Keeps Right On A-Hurtin'," Johnalmost three years. Singles sales ny Tillotson; "Snap Your Fingers," for the past few months, starting Joe Henderson; "Sealed With a in May, have been on a solid up- Kiss," Brian Hyland; "Cindy's grade, sparked by a flock of strong Birthday," Johnny Crawford; new sides.

While this has been taking place, album sales, which for the past few years have almost always been on an upward curve, have dropped off a bit. The increase in sales of singles and the decline in album sales have confounded many tradesters who just a year or so ago were saying that the singles business was on its last legs. It also has given heart the 77 cents in their pockets have wrong with the singles business that to another group of tradesters who long have claimed that the singles business was the most profitable part of the entire industry.

Majors, large indies and small indies, have benefited by the singles sales rise. Victor, for instance, has shown a 55 per cent increase in its singles sales over the May and June, starting May 12 (BMW, June 30). And Victor did not include the Elvis Presley EP disk in its singles tally, regarding the EP as an album item. Victor has been very hot in the singles field for the past three years, so the increase in sales is a major one for the firm.

#### Everybody's Swinging

In addition to Victor, a raft of labels have shown healthy singles sales during the spring and so far this summer. They include Liberty. Kapp, Cameo-Parkway, Warner Bros., Colpix, ABC-Paramount, Columbia, and its subsidiary, Epic; Wand and Scepter, Atlantic and Atco, Mercury, Decca, Tamla-Motown, MGM, Dot, United Artists, Hi, Imperial, Capitol, Roulette and Del-Fi.

During April, May and June some of the biggest hits of the year have been spawned. These include Ray Charles' fabulous "I Can't Stop Loving You," which is reported past the 1,500,000 mark in sales; "Lovers Who Wander," by Dion; "The Stripper," by David Rose; "A Steel Guitar and a Glass of Wine," Paul Anka; "Palisades Park," with Freddie Cannon; "Playboy," the Marvelettes; "Johnny Get Angry," Joanie Sommers, and "Roses Are Red," Bobby Vinton.

Also there are "Gravy," Dee Dee

#### File Suit Over 'Les Liaisons' Sound Track

NEW YORK—The Charlie Parker Music Company has filed suit in New York Supreme Court over the sound track of the flick "Les Liaisons Dangereuses." Suit was filed against Rayven Music, Duke Niles, Ray Ventura, Marcel Romano, De Saphrene Film Music, Fontana Records, Columbia Records, and Epic Records, Suit claims that the music in the sound track was penned by Duke Jordan, and that the defendants were not authorized to use the Jordan compositions. The plaintiffs asked for damages of \$500,000, plus the plaintiffs being named owners of the rights to the tunes.

The defendants denied all allegations and claimed that they were assigned the tunes by Jordan in 1959. Epic Records issued an al-few months ago.

"Wolverton Mountain," Claude King, and Neil Sedaka's biggest hit in a long time, "Breaking Up Is Hard to Do."

Many reasons have been ad-

vanced for the increase in singles sales, but they all appear to have come about through hindsight. The most practical reason, according to the a.&r. men, is that the kids with

#### **BEDELL PAYS 4G** FOR DOW MASTER

HOLLYWOOD - Dore Records President Lew Bedell last week paid \$4,250 for George Martola's master of the Dows doing "I Wanna Chance." The single was issued 10 days ago on Martola's Markay label, stirring enough reaction here to warrant Bedell's purchase. Martola has issued the disk only in this market, but it now will be distributed nationally by Bedell under the Markay banner. Martola's previous chart riders include the Shields in "You Cheated," and the late Jesse Belvin's first hit "Goodnight My Love."

decided to spend it on singles. a good record won't cure. And Which leads to the other old but right now there are a not of good still so true cliche, there's nothing records on the market.

#### FOREIGN PRODUCT HOT

# Everybody's Making It Over Here in the States

By JACK MAHER

NEW YORK—Business is booming for foreign labels placing sides with American firms. Representatives for the overseas firms have placed two, three times and in some cases four times as many disk with U. S. firms in the first six months of this year as they did in all of 1961. A major part of the material is of the instrumental variety, but sides sung in English have been released by British, German, French and even Norwegian artists.

Just about every major and indie has had a foreign issue of some sort, with some of the labels dip-

ping into the overseas pot with both hands.

The sides do not necessarily have to be hits in their countries of origin either. In one case, Kapp Records released a disk, "Everybody's Got a Ya-Ya," by the Three Viscounts before the side ever got action on the English charts. The side was issued from the Pye label, which is represented here by International Television Corporation (ITC). The Kapp-Pye-ITC team has been doing particularly well with hit Kenny Ball disks. Mr. Acker Bilk's records, available through Atco here, have also been important sellers. Bilk's records are produced by Record Supervision, Ltd., London, and are leased throughout the world.

Bilk presents a singular problem, however, because he has recorded for so many different labels throughout his long career. Besides the Atco material, which is his latest, he has been released on Reprise, made available through Pye, and will soon be heard in a United Artists LP.

#### Number of Hits

Atco, through contacts with Metronome Records in Scandinavia, has had a number of strong sellers. Especially Jorgen Ingmann's "Apache" hit. The label is getting some action on a new instrumental obtaining through the same firm, "Alley Cat," by Bent Fabric. Bert Kaempfert, of course, is Germany's No. 1 U. S. seller released here through Decca, from the Polydor label.

While instrumentals are the easist sides to place, vocals are another thing. Foreign tunes sung in the native language seem to be on the upswing on LP's, but not on the singles front. "Volare," by Domenico Modugno; "Seaman," by German star Lolita, and "Morgen," by Ivan Robic are past exceptions that come readily to mind. English artists like Lonnie Donnegan have an inside track on the American market, but a number of Scandinavian artists are making a pitch for U. S. singles market with top disk acts singing in English. A Norwegian group, the Key Brothers, is available with "Candle of Fate" side (in English) on the Jamie label. Another Norwegian hit, "Violetta," has been released in English by an expatriate American, Ray Adams on the Laurie label from Fontana.

# ARMADA Will Meet Rack Jobbers At Least Half Way, Heilicher Says

By REN GREVATT

MIAMI BEACH—"We want to meet rack jobbers and any other entity in the record business at least half way. But we are also interested in making a legitimate profit on our investment."

This was Amos Heilicher, newly elected presi-

dent of the reconsitituted ARMADA, now known as the American Record Merchants and Distributors Association. He was discussing the future of ARMADA at the conclusion of last week's convention here.

"We want a much closer relationship with the legitimate catalog dealer," Heilicher said. "The existence of our business depends on their purchases." About rack jobbers: "We want to do business with them, of course, but we also want to make a profit and we would oppose racks buying direct from manufacturers under any circumstances."

Troubled Areas

Heilicher then noted the existence of what he called "many troubled areas in the record business."

"You've heard about them I'm sure. I mean places where there's excess discounting going on, transhipping, you name it. We propose to have mobile teams of trouble-shooters. Their job would be to go into such troubled areas and actually talk and negotiate with those causing the trouble. In effect, we would have our teams act as arbitration boards to try to settle the problems of a given market. If we can just get the parties to a dispute together, maybe we can make some headway.

"We also will encourage what some have called the local philosophy. That is, we hope that distributors in a given area can meet informally to duscuss the problems of the distribution business. In some markets, this already is a fact and this kind of frank talk can only strengthen the distribution element of our business.

"I might say that there are a great many dealers who simply do not make the most of their opportunities. They can stop worrying about clubs be-

cause they are probably here to stay. But there are

a million gimmicks and ideas dealers can use to build their business and we'll try to help these dealers with a series of merchandising brochures, which we will initiate."

#### All Are Welcome

Commenting on the problem of membership, Heilicher declared, "We have a fine start toward a strong body. But we can always use new members and we want them, including some of those who did not show up at this convention. They are important to ARMADA and ARMADA is important to them.

"We also welcome all independent distributors, including those who handle major record lines. At the same time, we have to enroll all record companies, including the majors, as associate members of our organization. All major companies should be associate members, just as the smaller firms. Only in this way can we have a real forum for exchanging views on problems in the business."

In this connection, Heilicher also met here with Howard Judkins, president of the Society of Record Dealers of America (SORD), (see separate story). The two presidents agreed to the advisability of each organization becoming an associate member of the other. Plans to effect this arrangement were understood to be in the works.

Adults the Goal

"Frankly," said Heilicher, "our main goal is more business, and to do that I feel we have to do whatever we can to protect our profits and to get adults into the record habit. The cigaret manufacturers keep increasing their business because cigarets become a habit. Well, records should be a habit too. And by whatever means we can think of, we'll promote that idea."

Heilicher also reported results of an election of ARMADA's new board of directors. In addition to the new officer slate, the following will serve: Harold J. (Pappy) Daily, Houston; Jake Friedman, Atlanta; Carl Glaser, Buffalo; Al Sherman, Los Angeles; Henry Droz, Detroit; Bud Lampe, St. Louis, and Bill Shockett, New York.

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#### **NFMC Backs** Chicago Fair

CHICAGO—The World's Fair of Music and Sound, taking place in the new Chicago lake-front exhibition center, McCormick Place, his week got an assist from the National Federation of Music clubs. The NFMC issued a call o its membership of 500,000 to nake every effort to attend the air, which will run here from august 31 to September 9.

Mrs. C. Arthur Bullock, NFMC resident, indicated that the oranization, comprised of 5,000 music groups, will have an exhibit at the fair.

Theodore Bikel has been signed Coin Machine News .........35 to present a symposium on "The Double-Play Disks ............35 Music Educator and His Contribution to Musical America." Bill Gavin will handle another symposium on radio programming.

# EARLY DECISIONS SEEN IN FTC-COLUMBIA CASE

# **Both Sides Are Anxious** To Avoid Long Battle

By MILDRED HALL

NEW YORK—Informed sources told BMW that the FTC monopoly complaint against Columbia Records is likely to wind up in an early decision, even with the anticipated appeals to higher courts. Both sides are anxious to avoid a long drawn-out battle and by tacit agreement all legal steps along the way are expected to be hastened to assure a final disposition during 1962. Past performances in cases of this sort indicate that there will be expeditious handling and a speedy ruling.

WASHINGTON - The Columbia Record Club and its parent firm, CBS, were charged last week with monopoly practices and illegal suppression of competition in a noholds-barred complaint by the Federal Trade Commission. The complaint also accuses CBS of deceptive pricing and savings claims in advertising the LP records dispensed through the club. FTC says the danger of monopoly goes beyond the club, and beyond LP's, into retailing of "all records" in the U.S.

Record clubs as such are not under attack by the complaint. The FTC thrust is mainly at the Columbia Club practice of sewing when CBS entered into exclusive up other labels in allegedly restrictive contracts. The contracts are held to be unfair to retail dealers and to competing clubs such as RCA Victor and Capitol, which use only their own product. The practice is also held unfair to other mail-order or potential mail-order selling to consumers.

#### Must Walk Chalkline

Although RCA Victor and Capitol clubs did not switch to a multilabel set-up as CBS did in 1958, three years after the 1955 launchging of the club, they will have to

#### Gratified, Says SORD Head

HOLLYWOOD-Society of Record Dealers' President Howard Judkins Sr. last week said he was "gratified" to see the Federal Trade Commission's anti - trust action against the Columbia Record Club. "We feel that this action by the FTC will fill the vacuum created when the dealers withdrew their own suits against the record clubs," Judkins said.

A suit by Disk Record dealers and supported by SORD against the three major labels who own and operate record clubs was finally dropped earlier this year. The suit hinged on the charge of price discrimination that the manufacturers were selling direct (through their clubs to the consumer) at prices less than the dealers could afford to retail the same product. The dealers dropped their threefold legal battle and the record companies agreed to help pay off some of the legal costs incurred by the merchants.

Last week Judkins, in a speech before the New York Association of Record Dealers (ARD) said: "We assumed from an article we saw in BMW last October that the FTC was conducting an investigation into clubs. It was our feeling that if this inquiry resulted in complaints against any or all of the clubs, with the federal government ment, with its financial resources, would, in effect, take over our Record Club, Inc., would be fight for us."

walk a chalkline to avoid FTC charges of monopolistc or advertising violations, as cited in the Columbia complaint, FTC spokesmen pointed out.

Prospects are for a gruelling legal contest between CBS, whose Columbia Records division is called the "largest manufacturer of phonograph records in the U. S.," and the agency. An initial hearing date, subject to change, has been set for August 12, 1962, at the FTC's Washington headquarters. Further hearings would more than likely be held outside of Washington, chiefly in New York, FTC staffers note, if CBS continues to contest the complaint.

The investigation of the record club and the whole structure of the record industry has been going on for about two years at the FTC, and was begun by FTC Chief Project Attorney Samuel L. Williams. Bureau of Restraint of Trade attorneys working on the case are Richard Lavine, Peter Dias and Morton Needelman.

#### FTC Complaint

The FTC complaint shows that the Columbia Record club sales, pushed by "extensive promotion" and "wide choice" of product, received their big impetus in 1958 (Continued on page 10)

# POINT BY POINT IN GOVT. Columbia Firm CHARGES VS. RECORD CLUB Denies Charges

WASHINGTON-Here, in detail, are the Federal Trade Commission's findings on the restrictive contractual arrangements allegedly made by Columbia Record Club in exclusive licenses with other labels, as contained in the agency's complaint against CBS and its club last week (see separate story):

Exclusivity provisos of all licensing agreements except that with Vanguard, preclude the labels from selling any of their product by direct mail to consumers, or from letting any third party sell them by direct mail to consumers.

Licensors to the Columbia club may produce records identical to club product and sell them directly or indirectly to dealers, but:

- 1. The licensor is restricted as to release dates of records duplicating the club product in distribution to dealers, direct or indirect.
- 2. The licensor agrees not to offer duplicate of club disks "for sale (to distributors) at distress prices."
- 3. The price at which the club sells records manufactured from certain of the licensed masters "shall be not less than the price at which a similar recording on the "Columbia label" is being sold by the club.
- 4. The licensor agrees not to reduce the suggested list price of his LP's "for sale through normal retail channels" without giving six months' written notice to CBS.

5. The licensor agrees not to sell to certain specified subscription method sellers.

Additionally, FTC says the agreements provide that no royalty shall be payable with respect to records distributed to members of the club as a result of an enrollment offer, or those distributed as "bonus" or "free" records. Also, licensors must "recognize" that CBS policy is to pay no more than half of customary artist royalty with respect to records sold by the Club, and the licensors agree "in general" to conform to this policy. Licensed product must bear original label and jacket when distributed through the club.

Taking a look at the record industry as a whole, the FTC (Continued on page 12)

# Recent Legal Rulings in Other Fields Spotlight Road Ahead for Disk Industry

By REN GREVATT

NEW YORK-A Federal Trade complaint lodged Commission against Colum-

BILLBOARD Legal

Analyses MUBIC WEEK

bia Records and CBS last week in connection with various aspects of the operation of the Columbia Record Club, is the

latest in a series of recent legal developments which have occupied the attention of the disk industry.

These developments, involving both the courts and the FTC, have to do with the use in sales promotion of the so-called list price, pricing policies which tend to favor chain retail operations over independent dealers, and allegedly discriminatory co-op advertising allowances to retailers by manufacturers. All these developments are regarded by lawyers and music business execs as having potenthe record field.

of comparison in advertising, which any tabulation of figures, sales litin fact is one of the numerous as- erature or price lists or other matepects of the FTC's complaint rial containing manufacturers' list against Columbia, has been the subject of several recent FTC decisions with regard to manufacturers in other fields.

so-called Regina case, involving a New Jersey manufacturer of floor cleaning electric brooms. The Commission had investigated a practice by the manufacturer of pre-ticketing merchandise with what was identified as a list price. This alleged list price was then crossed out with another lower price substituted. The FTC investigation revealed that the pre-ticketed price was not in effect the average selling price of the item in a given

Not the Price

In a majority decision rendered by the full Commission, it was held that the pre-ticketed price was not in effect the "usual and customary" price and the manufacturer

The use of list prices as factors | hands of any distributor or retailer prices, manufacturers suggested list prices, suggested list prices, or suggested retail prices when said respondent (Regina) knows or has The most recent of these is the reason to know that said figures are in excess of the prices which the items to which they refer are usually and customarily sold at retail in the trade area where the figures are supplied."

In an earlier case, the Commission also found that the Ray-X Company, a manufacturer of sun glasses, was in violation of the law, when it was shown to be preticketing its merchandise at any price the retailer desired. Both these decisions, observers feel, may go far toward undermining the whole list price concept in the disk

Pricing Differentials

The matter of pricing differentials between chain store operations and independent retailers was tially far-reaching applications in was directed to "cease and desist the subject of a decision by the from supplying to or placing in the U. S. Supreme Court last week.

NEW YORK - Columbia Records and the Columbia Record Club denied charges by the Federal Trade Commission that certain practices and activities of Columbia Records and the Columbia Record Club violated the Federal Trade Commission Act.

A statement issued by Goddard Lieberson, Columbia Records president, said that the activities of Columbia Records and the Columbia Record Club had been fully reviewed and approved by counsel.

The statement went on to say: "The Columbia Record Club, established in 1955, was a pioneer in the sale of records by mail order. It has enabled the public to buy the finest records conveniently by mail, just as the public buys books and other articles. By making its facilities, personnel and membership available to a number of smaller competitive manufacturers, the Columbia Record Club has given broad exposure to the products of competitive manufacturers and to their recording artists, and has stimulated the sales of records of competitors through both club and retail channels.

"The club's advertising has not been unfair or misleading and has been in accordance with advertising claims traditionally used in mail order sales. The pricing practices of the club have not resulted in retail dealers paying higher prices than club members.

"The record business continues to be one of the most competitive in the country, and the general public has benefited as a result.

"Columbia Records and the Columbia Record Club have stimulated that competition effectively and fairly and have not engaged in monopolistic practices or surpressed competition in the record industry."

The decision involved the extension of more favorable prices to chain stores than to independents by the Borden Company and the Bowman Dairy Company of Chicago. More favorable pricing in such a case is only legal on the basis of "cost justifications," that is, when the cost of doing business with a chain is markedly lower than that of business done with independents.

A trial court had upheld the contention of the dairies because "most chain stores do purchase larger volumes of milk than do independents." The Supreme Court, in a 7 to 1 decision, reversed the lower court.

Justice Clark held that "such a grouping for cost-justification purposes, composed as it is of some independents having volume comparable to, and in some cases larger than, that of the chain stores, created artificial disparities be-

(Continued on page 12)

# FTC Suggests Cease & Desist Order

WASHINGTON—The FTC included in its recent complaint against CBS and its subsidiary, the Columbia Record Club, a suggested wording for a Cease and Desist Order which could be issued against Columbia Records if the facts alleged by the agency complaint are confirmed.

Under the suggested order contained in last week's complaint, CBS and its subsidiary, Columbia

discriminating between record buy- | banned.) ers who sell at retail level.

The tentative wording of the order covers all eventualities in club licensing activities by going on to specifically prohibit each individual anti-competitive practice named in the complaint. (Should the time ever come when for any reason all record clubs, or mail-

Should the order emerge as worded in the addenda to the complaint, Columbia would be enjoined from: "Selling or causing to be sold, phonograph records manufactured, produced or distributed by respondents, to dealers, at prices which are higher than prices charged purchasers for whose busiorder distribution were permitted ness respondents and such dealers banned from licensing outside la- multi-label product, any unfair compete." And if the enjoining is such suggested prices.

bels for club distribution and from competitive practices would be placed on sales by Columbia Records-it would apply equally to RCA Victor, Capitol and all other record manufacturers.

The proposed order — which would become effective only if and when the FTC wins its battle with CBS, possibly not only in agency action, but further through the courts-would also ban deceptive advertising via high alleged "retail" and "list" prices, or offers of savings to consumers on the basis of

# RCA Victor Distribs Now Swinging Wide S. & S. Becomes S.&L. And Wider in Handling Outside Labels

#### 17 Wholesalers Deal Other Lines

NEW YORK-The takeover of outside record labels by RCA Victor indie distribs-sparked by the taking on of Mercury by Victor's Philadelphia distrib, Raymond Rosen & Company, last January—has swelled to the point where 17 Victor indie wholesalers are now handling outside labels. In recent weeks Associated Distributors in Indiapolis took on Warner Bros., and Mainline of Cleveland acquired the Mercury and Kapp lines.

Other Victor indie distribs also selling outside lines include J. A. Walsh of Houston with Liberty, Interstate Supply in Baltimore with Philips, Ohio Appliance in Cincinnati, Fidelity Electric in Seattle, don and Riverside labels. McDonald Bros. in Memphis, Interstate Supply Company in St. Louis and Dulaney Manufacturers in Oklahoma City, all with Philips. Rosen in Philadelphia, in addition side labels. to Mercury, also has the London American group, and has just acquired Riverside.

The addition of outside lines has created a number of changes in the internal operations — and the external operations as well - of Raymond Rosen's record depart-

#### Goldmark in Own Business With Art Ripp

NEW YORK - Aaron (Goldie) Goldmark, colorful exec of the publishing fraternity, has left Imperial Records and Post Music to go into business for himself here. For nearly a decade, Goldmark had known to pay promptly and to been associated with Moe Gale in the operation of Gale's firms, Sheldon, Shalimar, Sequence and Springfield. A year ago Gale sold out to Imperial Records president, Lew Chudd. Goldmark, at the time, remained with the firms and set up an office here for the Chudd trib's large sales staff. (There are, interests.

With Goldmark's departure, Chudd is closing the New York office and moving his publishing operations to his main West Coast office. Meanwhile, Goldmark has opened Goldie Records, Inc.; Armada Music, Inc. (ASCAP), and Fredella Music, Inc. (BMI). Joining Goldmark in the new combine is Artie Ripp, who had been doing promotion and recording work for George Goldner's firms for three years.

The publishing interests are to be on a world-wide basis, and will be known as Goldmark Music, Ltd., in association with Chappell, Ltd. Goldie Records will also be released overseas but final distribution arrangements have not yet been made.

Distribution arrangements, which are described as having "angles never before achieved in the business," were completed by Goldmark and Ripp during last week's ARMADA convention in Miami Beach. There are 31 distributors Maxin on European Tour in all.

Initial Goldie release is expected July 15. Meanwhile, three songs in the ARMADA firm are already on disks-"I'm the Playboy," by the Pyramids on Cub; "Let Me Be Your Boy," by Wilson Pickett on Cub, and "Bouquet of Flowers," by James Velvet on MGM.

three firms; Ripp is vice-president. Greece.

#### **BOB HOLT STAYS** WITH VICTOR

NEW YORK - Bob Holt, Southern field man for RCA Victor, is not leaving the firm to go with Monument as reported last week (BMW, July 7). Monument was after Holt to join the firm but the field man has no intention of vacating his Victor slot.

ment. Paul Knowles, general manager of the record division there, has set up separate sales and promotion staffs, with one set of sales lines are D. & H. Distributing, and promotion men handling Victor, the other sales and promotion group handling the Mercury, Lon-

The separate staff pattern established by Rosen will probably be followed by other Victor distribs in key markets also handling out-

#### Didn't Hurt Own Sales

According to Knowles, the taking DE LUXE JOB on of other labels has in no way hurt Victor sales. In fact, says Knowles, Victor sales for May were up 40 per cent over the same month in 1961. And he says that his Mercury and London sales are strong, too.

Knowles also said that indie labels are now constantly coming to Raymond Rosen to see if they will Records will bring out a new series | Another part of this new de luxe take them on. Knowles said that of de luxe packaged albums this package series will be a number his firm will take on additional month selling for \$3.98. The label, lines from time to time, so long as they are lines with established people, either singles or LP artists.

Labels, especially those with large LP lines, are happy to get a especially true of Victor distribs, have more-than-sufficient capital to handle a large LP label. Many labels feel that when they get a hit album or a hit single, a Victor distrib can do a job that only a few indie distribs can do as well. This is due, in part, to the Victor disit is true, a couple of dozen indie distribs who do a volume business on the order of the Victor distribs.)

#### Competition Rougher

Victor distrib's taking on outside lines has caused a tougher competitive situation in the distributor field. Independent distribs who had key lines have occasionally lost them to a Victor distrib, or they have missed out on a new line, such as a Philips, which chose to go with a Victor distrib.

Victor indie distribs are the only major distribs currently seeking outside labels. Columbia branches, such as Capitol and Decca branches, only handle their own, or their subsidiary labels. Some Columbia indie distribs have separate companies to handle indie lines, for example, Heilicher Bros., in Minneapolis, owned by Amos Heilicher, who also owns Columbia-Midwest in the same city.

NEW YORK-MGM President Arnold Maxin will record Connie Francis in London, doing selections from Connie's new motion picture being filmed there: "Follow the Boys." Maxin is on a European tour visiting distributors and MGM Goldmark is president of all affiliates in London, Hamburg and

#### Indie Firms Seek Spots With Victor

NEW YORK-With jazz assumin other specialty lines, have been distribs to handle their product.

and its affiliated lines has been in the forefront in getting one or more of his labels associated with the Victor outlets. Raymond Rosen of tunes here are done with strings Philadelphia is the latest to take to a waltz tempo. on a Grauer line. Others who now handle one or more of Grauer's Parker Has Catalog Baltimore and Pittsburgh; Affiliated (formerly Krich-New Jersey), tion of its first year in business, Newark; Fidelity Electric, Seattle; Charlie Parker Records boasts a Huish Distributing, Salt Lake City, 16-album catalog. Tops on the list and Southern Wholesalers, Wash- of artists are the late jazz greats ington. In a separate division, H. R. | Charlie Parker (for whom the label Basford, Columbia's San Francisco is named) and Lester Young. In distrib, also handles Grauer both cases material is previously product.

#### Shepherd, co-owner of the firm, his new partner is Bob Lymperis. Swedish Singers for U. S.

NEW YORK - Frank Guida has recorded two records by Sweding a more important role in the ish singers expressly for distribupop market, a number of independ- tion in the U. S. through the ent labels specializing in jazz and London American group. The attempting to get RCA-affiliated Babs, were produced in association with the Swedish Karusell label. Bill Grauer of Riverside Records The Lamberth sides are composed of two former hits, "Quarter to Three" and "New Orleans," but the treatment is novel in that the

NEW YORK-At the compleunreleased, and has high historical

value. The rest of the catalog is dotted with veteran and newcomer NEW YORK-S.&L. Distributing talents. Fall plans for the label inhere, formerly known as S.&S., has clude more material from Young acquired its own building on Lyn- and Parker, Mundell Lowe and don Avenue. According to John Beatrice Kay. The firm is also negotiating for a current musical playing this city at the present time.

INDUSTRY BRIEFS

#### Philips Names Denver Distrib

DENVER-Pan American Record Supply Company has been named Philips distributor in the Denver territory. Pan American, headed by Joe and Lou Oxman, sides, by Arne Lamberth and Lil replaces the B. K. Sweeney Company which formerly handled the line here.

#### Mershaw Names Execs

BUFFALO-Mershaw of Western New York, the record rack jobbing firm with outlets in department, drug, discount and supermarket stores, has expanded and appointed new execs. The new general manager of the firm is Lavern F. Fenton and sales manager is Frank H. Thompson. Fenton is a former merchandise manager for Tracy-Mitchell and a 22-year veteran of the disk merchandising. Thompson is former district rep for Tops Records.

#### No Pick Dividend

NEW YORK - Stockholders attending the annual meeting of Pickwick International here were told that the firm's sales for fiscal 1962 were \$4,080,413 with earnings of \$143,132. Earnings amounted to 48 cents per share as compared to 19 cents per share the previous year. It was incorrectly noted last week that the firm was to pay a 48-cent dividend per share. Actually the figure refers to earnings per share. No dividend was declared

# Wonderland Series An Aid to Kiddies

which is the children's record wing of Bill Grauer Productions and titles. These disks, begun a while Riverside Records, is taking some back by the label to couple inforof its most popular \$1.98 kiddie mation with entertainment, also items and is repackaging them in chance to have their lines handled de luxe fashion. They will have through a large distributor. This is eight pages of text and full-color illustration that the listener can to the narrations and sound on the Italian Pop Line follow as the record is played. Illustrations that appeared in the original book publication are used with the disk wherever possible.

Among the first de luxe releases are "Alice in Wonderland," "Peter

#### Disneyland Disks **Moves Executives**

BURBANK, Calif-Disneyland Records has revamped its staff, moving some of its merchandising executives from New York to the West Coast. Bob Elliott, former sky and Liszt. Western sales manager, has become national sales manager and will have his headquarters here. Phil Sammeth, former national sales manager headquartered in New York, is being moved here to take an important post in the character merchandising division of Walt Disney Productions.

New Eastern sales manager is Kelly Camarata, who has a broad background in the trade as music publishing representative and Capitol Records experience. Bob Larsen will be assistant to Elliott. Andy Anderson is slated as production and inventory control executive for both coasts and will work out of an office here.

The firm will center its most extensive promotions for the fall around records tying in with the Mickey Mouse Club television program. That show will return to the airways then. Disks that tie in with "Lady and the Tramp" and "In Search of Castaways" will also be pushed. The former is a reissued film which will be out in October, while the latter is a theatrical extravaganza due for Christmas.

NEW YORK - Wonderland Rabbit" and "Benjamin Bunny." of the "A Child's Introduction to" have attractive book-like packaging. The illustrations are color-keyed disks, which give the child visual, as well as verbal instruction. Some of the current and forthcoming titles in the de luxe series here are concerned with automobiles, multiplication, square dancing and jazz.

Two more projects due for issue before fall are "A Child's Introduction to the Composers" series and a Wonderland Science series. The first line will sell at the standard \$1.98 price. There will be a total mophone Gesellschaft) labels. of 12 albums issued in all, but the first four albums will be devoted to Beethoven, Mozart, Tchaikov-

The Wonderland Series of Science will sell for \$3.98, will also be profusely illustrated and will be narrated by Barrett Clark, who is creative production chief of Wonderland. Atomic energy and space, geology, anthropology, archeology, anatomy and medical science are all part of the first

# MGM to Handle

NEW YORK—Vesuvius, Italian pop album line, will be distributed in the U. S. by MGM Records, following an agreement last week by MGM President Arnold Maxin and Vesuvius President Chris Spinosa.

The arrangement will be similar to MGM's existing distribution agreement with the Charlie Parker, Choreo and DGG (Deutsche Gram-

MGM also handles distribution on its wholy owned MGM, Verve and Cub lines.

Vesuvius will ship packaged albums to MGM's Bloomfield, N. J., plant, where they will, in turn, be distributed through MGM's regular channels.

The line includes a 1300 monaural series, priced to sell at \$4.98, and a 4400 series priced to sell at seven sets scheduled for this series. \$3.98, monaural and \$4.98, stereo.

#### ALBUMS AIM AT JOGGING MEMORIES OF R.&R. TUNES

NEW YORK-A.&r. men anxious to wax old rock and roll hits have been sent a "Memory Lane" styled pair of albums to help them do it by Frank Abramson, of Regent and Arc Music, the Chess Records publishing firm, which is handled by Gene and Harry Goodman's Regent Music here, published most of the rock hits on the Chess and Checker label.

In order to make them available to record executives as they were originally waxed, Abramson, with the help of Chess, compiled two albums, each containing 12 rock and roll hits in their original wax form. With each disk there is a lead sheet. Twin albums contain sides by artists such as the Moonglows, Chuck Barry, Harvey and the Moonglows, the Tune Weavers, the Flamingos, Lee Andrews, Little Walter and Dale Hawkins.

AND WILLIAMS
No. 6 on the Billboard monaural album chart
ROOM RIVERS
CL 1806/CS 8800 Stere

No. 45 on the Biliboard Hot 100 chart

ON THE SHORE

1-16451

ANDY WILLIAMS
No. 4 on the Cash Box monaural album chart
RICOR RIVER

ANDY WILLIAMS
No. 6 on the Cash Box Top 100 chart
STRANGER ON THE SHORE

No. 4 on the Variety album chart

GORDS &



www.americanradiohistory.com



# Small Dealer's Future Lies in **Giving Personal Service: Martin**

count policy and personal service, fire. If small dealers give personal according to James H. Martin, head of two large distributorships here and vice-president of the newly revamped American Record Merchants and Distributors' Association (ARMADA).

Though not expressing an official ARMADA position, Martin

#### Indie Dealer Distrib Hope, Says Judkins

MIAMI BEACH, Fla .- "The independent record dealer represents the last chance for the independent distributor who wants to survive, and the record manufacturer who wants to sell catalog," Howard Judkins, president of the Society of Record Dealers of America (SORD) said here last week.

The SORD leader addressed these remarks to Amos Heilicher, newly elected president of the American Record Merchants and Distributors Association (ARMA-DA), which concluded its fourth annual convention Saturday (30) at the Hotel Fontainebleau here.

The two leaders called upon manufacturers to create realistic plans for strengthening the structure of the independent distributors and dealers. Judkins also offered the endosement of SORD to a series of dealer merchandising brochures planned by the new ARMADA management.

In a frank discussion of the transshipping problem, both men agreed that the business would be healthier without it. On the other hand, Judkins defended the action Makes Hartford Bow of some dealers in buying transshipped goods on the basis of the competition from discounters. He tion's first over-the-air subscription noted that in the case of a store which is being undercut by competing discounters.

The consumer, in effect, is shipping and will go to the store where he gets the best deal," Judkins said. "In like manner, dealers too, in order to compete, must also shop around to get the best deal possible."

Earlier in the week, while attending SORD board of directors sessions in New York, coincidentally with the NAMM Music Merchants Trade Show, Judkins met with Henry Brief, executive secretary of the Record Industry Association of America (RIAA). The two engaged in an exchange of views regarding mutual problems of dealers and manufacturers.

CHICAGO-The future of the | said: "As long as discounting is in small dealer lies in a modified dis- effect, we have to meet fire with service along with a discounted price, they'll get the customers."

> Martin said he felt it was obvious that dealers could not continue to work on their 38 per cent profit margin and stay in business—"not with the competitive situation the way it is."

"I'd say dealers are better off selling \$3,000 worth of merchandise at a 15 or 20 per cent profit than \$1,000 worth of records at 38 per cent profit."

He cautioned, however, that dealers should do everything they can to "sell merchandise, not price."

He also urged dealers to examine other merchandise—such as greeting cards, books, radios and phonographs — to help boost their

Speaking of other industry ills, Martin said too much product and excess credit allowances — both from manufacturers and distributors—were hurting the business.

He said the quantity of product today made it infeasible for dealers to stock complete catalog and that the large quantity of merchandise accounted for a lot of inferior records being cut.

Martin added that excess credit accounted for a lot of unqualified distributors as well as dealers staying in business.

"A man with \$2,000 to \$3,000 in cash can get as much as \$75,000 worth of merchandise and be in business," said Martin. He said the same situation holds for distributors and that the practice was bound to hurt the industry in general.

# 1st Subscription TV

HARTFORD, Conn. - The natelevision operation broke in with an audience of some 300 families here last week.

Thomas F. O'Neil, RKO General, Inc., president, said he expected to build up to between 4,000 and 5,000 subscribers by the end of the year.

RKO owns Station WHCT (Channel 18) which carries the service. Zenith phonevision equipment is being used.

O'Neill said the program will in-clude a broad fare of theatrical productions, Bolshoi Ballet, motion pictures, adult and children's educational programs, plus a varied sports bill highlighted by the heavyweight championship fight between Floyd Patterson and Sonny Liston in September.

#### WEEKLY MARKET ANALYSIS NARM Sends

Continued from page 1

by the Majors on Imperial, and "Til Then," by Al Alberts on

On another front, Jared Weinstein, partner at the Record Museum, specializing in the sale of older rock and roll hits, said that many deejay shows are now being sponsored by the store. Weinstein said the store is buying time currently with Georgie Woods on WDAS from 5 to 7 p.m.; Bill Curtis on WHAT, from 8 to 10 p.m., and with Rockin' Robin, after midnight on WHAT.

Robin, incidentally, was injured in an auto accident last week and is currently in a hospital here. Prior to his misfortune on the highway, Robin and Harvey Miller of WMID in Atlantic City had a mutual admiration society going on their separate shows. Addressing himself to those listeners heading for the shore, Robin would urge them to listen to Miller while in Atlantic City. Miller, on the other hand, suggested to his weekend fans that they listen only to Rockin' Robin when they returned to Philadelphia.

#### Chi Distribs Flock to New ARMADA

CHICAGO—Distributors here are lining up solidly behind the newly revamped American Record Merchants and Distributors Association (ARMADA). Already six of the city's indie distribs have joined: James H. Martin Distributing Company, Garmisa Distributing, M-S Distributing, All State Distributing, Summit Distributing and United Distributing Company.

Business in the Windy City continues good, with some distributors and dealers reporting they're as much as 40 per cent ahead of last year. A very hot singles picture seems to be the big reason. Albums are slightly down.

Most frequent complaint from distributors on LP's is that they're being hurt by transshipping and the ever-increasing number of discount stores in the area.

One distributor noted that Topps, Atlantic Mills, Spartan and Resnick's all have big discount outlets in and around Chicago and all do their buying in the East. There is also a rumor that Korvette's will open a store here by 1963.

Several record lines changed hands during the past week. M-S took Reprise back after Garlen gave it up. Vanguard went from Summit to James Martin's Music Distributors. More changes are expected.

Pending acquisitions of radio stations WGES and WHFC are being watched carefully by the record trade. A change in programming by either would cause a realignment in record promotion throughout the area. WGES, the big r.&b. and rock and roll powerhouse, will be taken over by the McLendon chain. WHFC, currently with a mixed program of religious, foreign, spiritual and r.&b., will be taken over by Leonard Chess of Chess Records if the FCC approves.

#### LATE POP SPOTLIGHTS

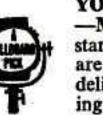
#### SINGLES

CONNIE FRANCIS



THE BIGGEST SIN OF ALL (Francon, ASCAP) (2:45)-VACATION (Merna, BMI) (2:26)—The gal is back with another strong and neatly contrasting pair of sides. First up is in her familiar groove of the ballad with the country flavor, using dual track spots. A fine side. Flip, a bouncy rhythm tune with a rock flavor, also has a chance. Watch MGM 13087

JOHNNY CRAWFORD



YOUR NOSE IS GONNA GROW (Maravilla, BMI) (1:59) -MR. BLUE (Cornerstone, BMI) (2:29)-The young TV star has a smash now with "Cindy's Birthday," and here are two solid follow-ups. Top side is a breezy rocker, delivered with much style, while the flip is a smooth reading of the tune that was a hit for the Fleetwoods a couple of seasons back. Both can go. Del Fi 4181

#### 'MR. BUYER—Here's Your Check List . . . THE BEST IN THE TRADE!" BILLBOARD MUSIC WEEK'S



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of new records just released—and—fastreading, accurate CHARTS, pinpointing sales position of top-selling records and those climbing in public favor.

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Type of Business\_

#### **Program Service Names New Managing Director**

HOLLYWOOD - Morton J. Wagner was named executive vicepresident and managing director of Peter Frank Organization, Inc., part of an expansion planned for the firm.

The organization provides programming and production services for some 1,100 radio and television stations throughout the country.

Wagner will co-ordinate all divisions including Richard Ullman, Inc., PFO Radio and Television Productions, Inc., Stars International enterprises.

CINCINNATI-Dan H. Young, news editor at WSAI here, since February, 1960, and previously for five years at WQNE, Dayton, Ohio, last week was named news director of WSAT, succeeding Gene Hirsch, news director for the

# Congrats to New ARMADA

HOLLYWOOD — The National Association of Record Merchandisers' Board of Directors, holding a regular quarterly meeting here last week, saluted the newly refreshened ARMADA with a congratulatory wire to its new president. This stated:

"The National Association of Record Merchandisers extends its wishes for every success to the distributors' newly formed trade association, and congratulates you and your election as president.

"It is sincerely hoped that your new organization and NARM may in the future harmoniously work together in the best interests of the entire phonograph industry."

The wire was addressed to ARMADA's President Amos Heilicher. Those attending the NARM board meeting included President Glen C. Becker (Music City Record Rack, Los Angeles), Vice-President Elvin M. Driscoll (Pioneer Distributing Company, Wichita), Secretary Kenneth Sachs (Merchants Wholesale Service Company, Detroit), Treasurer George Berry (Modern Record Service, New Orleans), and past president and director, Edward M. (Continued on page 19)

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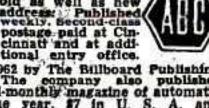
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No. 28

# Buy 1 Caputol Sinatra album...get 1 free!



· W-1429



W-1432



(S)W-1729



(S)W-1676



W-653



W-803





(S)W-855



(S)W-920



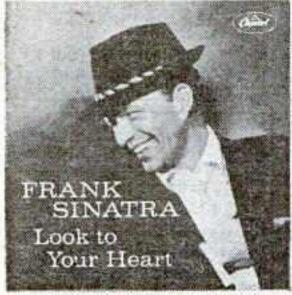
W-982



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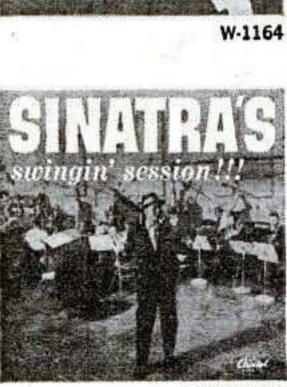




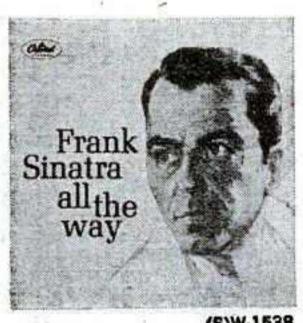
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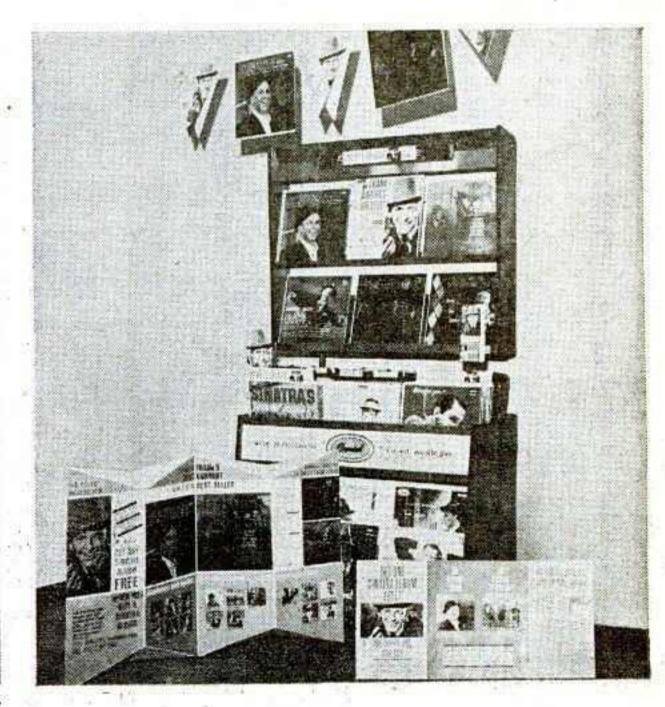
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(S)W-1594



Here is one of the most exciting record promotions ever offered! Two Sinatra albums for the price of one! Look at these sensational features! First, a giant catalog of Sinatra's biggest albums - 20 great discs headed by the current chart favorite "Point of No Return" plus the

new album"Sinatra Sings of Love and Things." Then there's Capitol's full-page-ads announcing the 2 for 1 offer in LIFE and ESQUIRE. Finally, and most important, is a merchandising program that includes banners, badges, signs, ad mats, radio scripts - all the special material you

need to pull tremendous store traffic. It all adds up to a powerful sales program that's too good to miss. Cash in on this fantastic offer! See your CRDC representative for additional details! Also available "This Is Sinatra" T-768, "Wee Small Hours" W-581 and "Close to You" W-789.



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

#### capital letters are on the chart nine weeks or less. **VOCAL LP's** Top LP Rank Title (Label) (Stereo) Mono Male Vocalists Album 7 by Rick (Imp) ..... 56 Always You (Col) ......109 Paul Anka Sings His Big 15 (ABC) ...... 84 BACK AT THE PEPPERMINT LOUNGE (ROU).. 97 Belafonte at Carnegie Hall (RCA) ..... 90 Chubby Checker/Bobby Rydell (Cameo) .......142 Nat King Cole Sings/George Shearing Plays (Cap).. 54 Crying (Monu) ...... 43 Danny Boy and Other Songs I Love to Sing (Col)....121 Bobby Darin Sings Ray Charles (Atco) ......147 Dino-Italian Love Songs (Cap) ...... 98 Doin' the Twist at the Peppermint Lounge (Rou) .... 21 O VINCENT EDWARDS SINGS (DEC)......100 For Teen Twisters Only (Park) ............................... 31 Heavenly (Col) ......101 HERE COMES THE TENNESSEE ERNIE FORD Buddy Holly Story (Cor) ..... 78 Hymns (Cap) ...... 93 1 LEFT MY HEART IN SAN FRANCISCO (COL)..128 IT'S JUST MY FUNNY WAY OF LAUGHIN' (DEC) .....(36) 24 Jump Up Calypso (RCA) ..... 34 Let's Twist Again (Park) ..... 85 Live It Up (Col) ..... 92 GEORGE MAHARIS SINGS! (EPIC)........ 27 THE MIDNIGHT SPECIAL (RCA).....(21) 8 MODERN SOUNDS IN COUNTRY & WESTERN MUSIC (ABC) .....(2) 1 MOON RIVER & OTHER GREAT MOVIE Point of No Return (Cap) ......(47) 37 Portrait of Johnny (Col) ......140 POT LUCK (RCA) .....(33) 116 Sinatra and Strings (Rep) .....(43) 61 A TOUCH OF VELVEY (RCA)......102 Twist (Park) ...... 13 TWISTIN' THE NIGHT AWAY (RCA)......120 Female Vocalists 9 DINAH '62 (ROU) ...... 77 Do the Twist (MGM) ......115 • IT'S MASHED POTATO TIME (CAMEO)..... 59 Judy at Carnegie Hall (Cap).....(17) 12 Roaring 20's (WB) ......138 Duos and Groups . BEST OF THE KINGSTON TRIO (CAP)...(18) 38 Campus Encore (Cap) ......133 Encore of Golden Hits (Merc) ......104 DAVE GUARD AND THE WHISKEY HILL Kingston Trio (Cap) ...... 95 ONCE UPON A TIME (CAP)...... 44 A Song for Young Love (Cap) ......(49) 15 THROUGH CHILDREN'S EYES (RCA)....(28) 81 THE VENTURES' TWIST PARTY, VOL. II (DOLT) ..... 46 Choruses FAMILY SING ALONG WITH MITCH (COL) .....(41) 48 Happy Times Sing Along With Mitch (Col) ...... 94 Rhythm Sing Along With Mitch (Col) ......110

Mixed Voices

OLDIES BUT GOODIES, VOL. IV (OS)..... 99

( ) Positions in parenthesis Indicate relative sales strength of steres LP's

#### CLASSICAL & SEMI-CLASSICAL LP's

Title (Label)

Top LP Rank

(Stereo) Mone

THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORK (COL)(32) 126
My Favorite Chopin (RCA)
INSTRUMENTAL LP's
Mood and Dance
Afrikaan Beat and Other Favorites (Dec)144
AMERICAN WALTZES (LON)(12) 75     BEYOND THE REEF (DEC)
• CHAPEL BY THE SEA (DOT)(14) 58 Down Home (RCA)
Drums Are My Beat (Imp)
9 FOR THE NERO MINDED (RCA)113
Golden Piano Hits (UA)
Maria (Kapp)
New Piano in Town (RCA)
POPS ROUNDUP (RCA)
'S Continental (Col)(16) 39 So Much in Love (Col)(25) 103
Stereo 35/MM (Com)(9) Stereo 35/MM, Vol. II (Com)(40)
Stranger on the Shore (Atco)(4) 3
Tonight (UA)(20) 50
• "TUFF" SAX (HI)
Yellow Bird (Dot)131 Young and Warm and Wonderful (RCA)(48)
TOUNG WORLD (DOT)(6) 16
BASHIN'—THE UNPREDICTABLE
JIMMY SMITH (VERVE)
(COL)
Midnight in Moscow (Kapp)(38) 42
Midnight Special (8-N)
Time Out (Col)
Nancy Wilson/Cannonball Adderley (Cap) 30
Original Cast
All American (Col)
Camelot (Col)
FUNNY THING HAPPENED ON THE WAY
How to Succeed in Business Without Really
Trying (RCA
Music Man (Cap)
No Strings (Cap)
South Pacific (Col)
Sound Track
Blue Hawaii (RCA)
Flower Drum Song (Dec)(34) 111
G. I. Blues (RCA)
King and I (Cap)
Oklahomal (Cap)
State Fair (Dat)
West Side Story (Col)(1) 2 Music From Musicals, Films and TV
Breakfast at Tiffany's (RCA)
SEE GOLDEN THEMES FROM MOTION
PICTURES (UA)
Great Themes From Hit Films (Com)(42)  ORIGINAL MOTION PICTURE HIT
THEMES (UA)
West Side Story (UA)(46) 72
COMEDY LP'S
WORLD (VERVE)

WORLD (VERVE) ......146

(Merc) ..... 51

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Knockers Up (Jub) ...... 29

Moms Mabley at Geneva Conference (Chess) ..... 73

Rusty Warren Bounces Back (Jub) ...... 91

Mike Nichols and Elaine May Examine Doctors

# **Early Decision Foreseen** In FTC-Columbia Case

Continued from page 5

other labels.

BILLBOARD MUSIC WEEK

In 1955, the club numbered 125,175 members, and net sales were \$1,174,000; in 1957, membership was 687,652, and net sales were \$14,888,000. In 1958, sales made a dramatic leap to \$23,629,-000, and membership was 993,104; in 1959, sales were \$30,391,000, membership 1,052,060; January through October, 1960, net sales of club LP's were \$30,590,000, membership 1,322,297, FTC states.

Club advertising in 1960 by Columbia Broadcasting System's record club subsidiary totaled approximately \$5,500,000, in numerous newspapers and magazines throughout the country, FTC says.

Record clubs owned by RCA Victor, Capitol and Columbia together account for about 20 per cent of total record sales to the public, and the Columbia share is about half of the 20 per cent, FTC says. Columbia's total net record sales in 1960 were \$54,000,000, with advertising expenditures above and beyond club advertising approximately \$2 million.

Against this background, FTC charges Columbia with exclusive contracts which have foreclosed access by "actual and potential" mail order competitors to more than 1,000 records, representing more than 450 important artists. A collective total of 331 titles from club licensor's catalogs have been used and sold by the Columbia club from 1958 through November, 1961, FTC states.

As of September, 1961, CBS had sale through its clubs. Royalty payments from 1958 as of October, 1961, totaled \$656,425, the complaint shows.

#### Labels in Tie-Up

Labels allegedly tied up in contract terms, generally for three-year duration, include (from 1958 to present): Caedmon, Verve, Mercury, Warner Bros., Kapp and Medallion, Vanguard, United Artists, Liberty Records, Bernard Lowe's Cameo and Parkway, the big twister labels. Artists involved included Basil Rathbone and Robert Frost (spoken word on Caedmon), Ella Fitzgerald, Gene Krupa, Shelly Berman, Patti Page, Antal Dorati, the Everly Brothers and Bob Newhart, Jane Morgan and Roger Williams, Odetta, Mischa Elman and Charlton Heston (folk and spoken word), Eydie Gorme and Steve Lawrence, "Never on Sunday" sound track, David Seville's Chipmunks and Julie London, and last but certainly not least, Chubby Checker and Bobby Rydell.

The FTC points out that the disks sold through the Columbia club (outside labels and its own product) are "among the most popular by type, label and artist in the industry." These records are among those which retail dealers are obliged to stock, the FTC complaint says, in order to maintain a competitive stock for record sales. Yet prices on all club labels to the dealers from the manufacturers are allegedly higher than those to the direct-sell consumer. Adding insult to injury, the dealer must compete with the club for the same customers getting a better price from the supplier.

Damaging Allegations

Damaging allegations in the complaint as to licensing contracts claim that Columbia was able to:

Fix and maintain uniform prices of competitors products, at prices identical with those of CBS' own products.

Cause the club licensors to sell LP's to dealers, directly or indirect- FTC's suggested order.)

licensing arrangements to distribute | ly, at prices regularly higher than those charged by Columbia for identical LP's sold directly to con-

> Divide or allocate various markets and channels of distribution for LP's.

> Establish and compel licensors to adhere to a fixed differential between artist royalties paid on records sold through dealers, and amounts paid artists for records sold through the club (latter was set at "not more than half" that of regular royalty).

> The contracts also could allegedly hinder or suppress competition between Columbia and the licensed labels, and between CBS and other record manufacturers, other record clubs and retail dealers.

> Exclude from the market-or have the potential to excludedealers who are customarily supplied by CBS and by the other club licensors, and who have been, or could now be in actual compettion if it were not for the "competitive disadvantage" CBS has imposed on them.

> Monopolize or attempt to monopolize the manufacture, sale and distribution of LP's generally, and of LP's sold through subscription method.

Finally, FTC alleges that as a result of these binding contracts, the monopoly danger extends beyond the manufacture, sale and distribution of LP's to "all phonograph records."

#### Dealer Price Squeeze

On the retail dealer price pressed about 6,685,419 LP's un- squeeze, the agency notes that a der the licensing agreements for Columbia club member, enrolling for his first year, pays \$25.77 for 12 LP's, exclusive of a "small mailing and handling charge." This is an average of \$2.14 each. At the same time, retail dealers are obliged to pay \$2.47 each, and even special promotions bring the price down only as far as \$2.22, for similar records, exclusive of delivery

> In addition to the first count of the complaint, the allegation of 'monopolistic" and "unfair competitive practices," the Columbia Club is charged with misleading advertising. The "list price," "regular list price" and "retail value" quoted in their promotion fool the consumer because they do not actually reflect the local retail LP price levels. FTC says. This type of practice has been the target for extensive action by the agency in recent months.

It would appear at this stage that there is no possibility of a consent decree settlement. The complaint notice gives CBS 30 days to file answer. The company can contest material allegations, or it can waive hearing on these and argue the scope of the order.

A hearing examiner's decision

would ensue, and Columbia would again have the right to petition for review. Failure to answer at alla most unlikely possibility-would give the FTC hearing examiner the right to find for the Commission on the facts in the complaint and enter a cease and desist order, prohibiting the complained of practices.

A suggested form of the order that could be issued by the Commission, when and if the agency wins the battle of the Columbia Club, bans future outside label contracting for Columbia's Record Club, and prohibits pricing practices that discriminate between sellers at retail level-a prospect of great glee to the retail record dealer. (See separate story on

ANOTHER NEW HIT FOLLOWING THEIR SMASH "VILLAGE OF LOVE" NATHANIEL MAYER FABULOUS

The state of the s

COUPLED WITH

"LEAVE ME ALONE"

FORTUNE RECORDS NO. UA 487



SIDES BY

"That's Where I Lost My Bahy"

"Let Yourself Go"

UNITED ARTISTS RECORDS NO. 483



TWILIGHTS

The Proudest Name In Entertainment

DISTRIBUTED BY UNITED ARTISTS RECORDS . 729 SEVENTH AVE. NEW YORK 19, N.Y.

www.americanradiohistory.com

#### THE NATION'S TOP TUNES

### HOROR ROLL OF HITS TRADE MARK REG.

FOR WEEK ENDING JULY 14

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

	nst	Veeks on Chart
① 1	THE STRIPPER  By David Rose—Published by D. Rose (ASCA)	<b>1</b>
② <sup>3</sup>	ROSES ARE RED	4
① <sup>2</sup>	I CAN'T STOP LOVING YOU	<b>9</b>
<b>4</b> 14	7-20-1-10-10-10-10-10-10-10-10-10-10-10-10-	3
<b>(5)</b> 13	SEALED WITH A KISS	3
<b>6</b> 4	PALISADES PARK	8
① 1	WOLVERTON MOUNTAIN  By M. Kilgore-C King—Published by Painted Desert (BM)	4
8 . 6	IT KEEPS RIGHT ON A-HURTIN'	8
<b>9</b> 5	AL DI LA'	5
17	GRAVY  By Mann-Appell—Published by Kalmann, ASCA	
(11) 8	SNAP YOUR FINGERS  By Grady Martin-Alex Zinetis—Published by Cigma (BM	5
12 9	JOHNNY GET ANGRY  By Edwards-David—Published by Tod (ASCA)	A
(13) 10	PLAYBOY  By Holland-Baleman-Horton-Stevenson—Published by Jobete (BM	7
(14) 23	SPEEDY GONZALES	7
(15) <sup>19</sup>	I'LL NEVER DANCE AGAIN	41
<b>16</b> 18	THEME FROM DOCTOR KILDARE  By Goldsmith-Winn-Rugolo—Published by Hastings, BN	
11	CINDY'S BIRTHDAY  By Winn-Hooven—Published by Maravilla, BN	(
(18) 22	HAVING A PARTY	i
(19) 15	A STEEL GUITAR AND A GLASS OF WINE	., ! n
<u>20</u> –	AHAB THE ARAB	1 n)
21) 27	BREAKING UP IS HARD TO DO	7
<u> </u>	DANCING PARTY  By Mann-Appell—Published by Kalmann (ASCA)	! P)
23) 24	JOHNNY LOVES ME	ii .
<u> 24</u> –	TWIST AND SHOUT  By P. Medley-R. Russell—Published by Mellin (BM	:. 1
<u> 25</u> –	I NEED YOUR LOVING	1 n
26) 29	LITTLE BITTY PRETTY ONE  By Robert Byrd—Published by Recordo, BN	2
27) 12	STRANGER ON THE SHORE	<b>1</b> 4
28 28	THE CROWD	. 2
<u> 29</u> –	BRISTOL TWISTIN' ANNIE	1
30) -	(GIRLS, GIRLS, GIRLS) MADE TO LOVE	1

ORDINGS AVAILABLE

elling Record Listed in Bold Face)

- E STRIPPER-David Rose and Ork, MGM 13864; Contrasts, erators 2013.
- SES ARE RED-Bobby Vinton,
- CAN'T STOP LOVING YOU-Charles, ABC-Paramount 10330; Hunter, Dot 16355; Ray rrnett, Operators 2012,
- E WAH-WATUSI Orlons, meo 218.
- ALED WITH A KISS-Brian Hyd, ABC-Paramount 10336.
- LISADES PARK-Freddy Cans, Swam 4106; Timmy Reynolds, erators 2014.
- DEVERTON MOUNTAIN ude King, Columbia 42352.
- KEEPS RIGHT ON A-HURTIN' ohnny Tillotson, Cadence 1418.
- DI LA'-Ray Anthony, Capitol 2; Maria Candido, Decca 31291; ny Dallara, Vesuvius 1024; Janice rper, Capitol 4578; Al Hirt, RCA ctor 8016; Gino Paoli, Warner os. 5205; Fausto Papetti, London 02; Emilio Pericoli, Warner Bros. 9; Joe Rene & Ork, Epic 9510; ciano Tajoli, Bravo 4510; Jerry le, Columbia 42027; Carmen Vil-Chancellor 1114; San Remo stival Ork, Coral 62320.
- AVY-Dee Dee Sharp, Cameo
- AP YOUR FINGERS Joe nderson, Todd 1072.
- HNNY GET ANGRY Joanie mmers. Warner Bros. 5275.
- AYBOY Marvelettes, Tamla,
- EEDY GONZALES-Pat Boone, t 16368; David Dante, RCA Vic-8056; Del-Knights, Bronko 502.
- L NEVER DANCE AGAINbby Rydell, Cameo 217.
- IEME FROM DOCTOR KIL-RE-Richard Chamberlain, MGM 175: Valjean, Carlton 573: Hank vine, Dolton 56; Johnnie Spence,
- NDY'S BIRTHRDAY Johnny awford, Del Fi 4178.
- VING A PARTY—Sam Cooke, A Victor 8036.
- STEEL GUITAR AND A GLASS WINE-Paul Anka, RCA Victor
- IAB THE ARAB-Ray Stevens, ercury 71966.
- EAKING UP IS HARD TO DO Neil Sedaka, RCA Victor 8046.
- NCING PARTY Chubby ecker, Parkway 842.
- HNNY LOVES ME Shelley
- bares, Colpix 636. VIST AND SHOUT - Isley
- others, Wand 124. NEED YOUR LOVING-Don
- rdner & Dee Dee Ford, Fire 508.
- ITLE BITTY PRETTY ONEde McPhatter, Mercury 71987.
- RANGER ON THE SHORE—Mr. ker Bilk, Atco 6217; Drifters, Attic 2134; Sammy Gardner, Norn 617; Buddy Merrill, Dot 16346; dy Williams, Columbia 2451.
- E CROWD-Roy Orbison, Monunt 461.
- ISTOL TWISTIN' ANNIE-Dos, Parkway 838.
- IRLS, GIRLS, GIRLS) MADE TO LOVE-Eddle Hodges, Cadence

#### MERCURY SIGNS PUYANA, ROMEROS, GISELLE . . . CHICAGO—Classical artists Rafael Puyana, the Romero Family and thrush Giselle MacKenzie have been signed by Mercury Records.

MUSIC AS WRITTEN

JUILLIARD NAMES MENNIN . . .

Peter Mennin, recently named head of the Juilliard School of Music, New York, will take office November 1. Mennin, one of this country's leading composers, is 39. He also will function as a consultant at Baltimore's Peabody Conservatory, during his first academic year at Juilliard. He has been head of that school since 1958. Mennin's appointment to the Juilliard presidency automatically makes him a council member of the Lincoln Center of the Performing Arts.

BURTON NAMED COMMITTEE CHAIRMAN . . .

Robert Burton, vice-president of BMI and acting city court judge, New Rochelle, N. Y., has been named chairman of the copyright committee of the American Patent Law Association for the coming year.

#### New York

Ben Bagley, new impresario of the Downstairs and Upstairs rooms here, moved the Upstairs hit, "Seven Come Eleven," to the Downstairs room of the same club. The summer version of the show has new cast and revised material. . . . Carl Holmes and the Commanders playing club dates in France and Italy. . . . Atlantic Records has signed country and western singer Dottie West. JACK MAHER.

#### POINT BY POINT IN GOVT. CHARGES VS. RECORD CLUB

Continued from page 5

reports percentages of total market shares among the top three manufacturers as follows:

	CBS, RCA and Capitol	
	(Aggregate)	CBS
All records		20%
All LP's		24%
Classical LP's	75%	28%
Original "cast" LP's	90%	50%
Subscription Method LP's		
(Clubs)	97%	53%

The complaint goes on to point out that LP sales account for 80 per cent of the country's record buying, and club sales account for 20 per cent of this. Therefore, when a single company accounts for half of the total club LP sales, its restricting agreements with other labels "have a dangerous tendency to hinder competition or tend to create a monopoly." The monopoly tendency endangers the whole LP field, in or out of club distribution, it is pointed out.

Further, says the FTC complaint, the monopoly danger extends not only to the manufacture, sale and distribution of LP records, but to "all phonograph records," and constitutes unfair competition within the meaning of Section 5 of the Federal Trade Commission Act.

As to the Columbia advertising of its Club prices to consumers, FTC complaint says Columbia's use of unrealistic "list price," et al, has resulted in "substantial trade . . . being unfairly diverted" to Columbia from their competitors, and "substantial injury has thereby been, and is being done, to competition in commerce."

#### Recent Ruling in Other Fields

Continued from page 5

tween the larger independents and the chain stores. It is like averaging one horse and one rabbit."

The Justice added that price differentials could not be justified "on the basis of arbitrary classifications or even classifications which are representative of a numerical majority of the individual members."

Here again, record men feel, a precedent may have been set which could have important ramifications in the record business, with regard to pricing to various different types of retailers.

#### Co-Op Ads Hit

The matter of co-op advertising allowances has recently come under the fire of the FTC, particularly in the apparel industry. The Robinson - Patman Act prohibits payment of ad allowances unless they are made available on a proportionately equal basis to all competing retailers. The matter of purview of the FTC and the Com-

violation of the rules, is now engaged in a crackdown.

It is no secret that ad allowances have been a frequent source of irritation and friction in the record field as well, and observers believe that the current Commission action

may have its effects here, too.

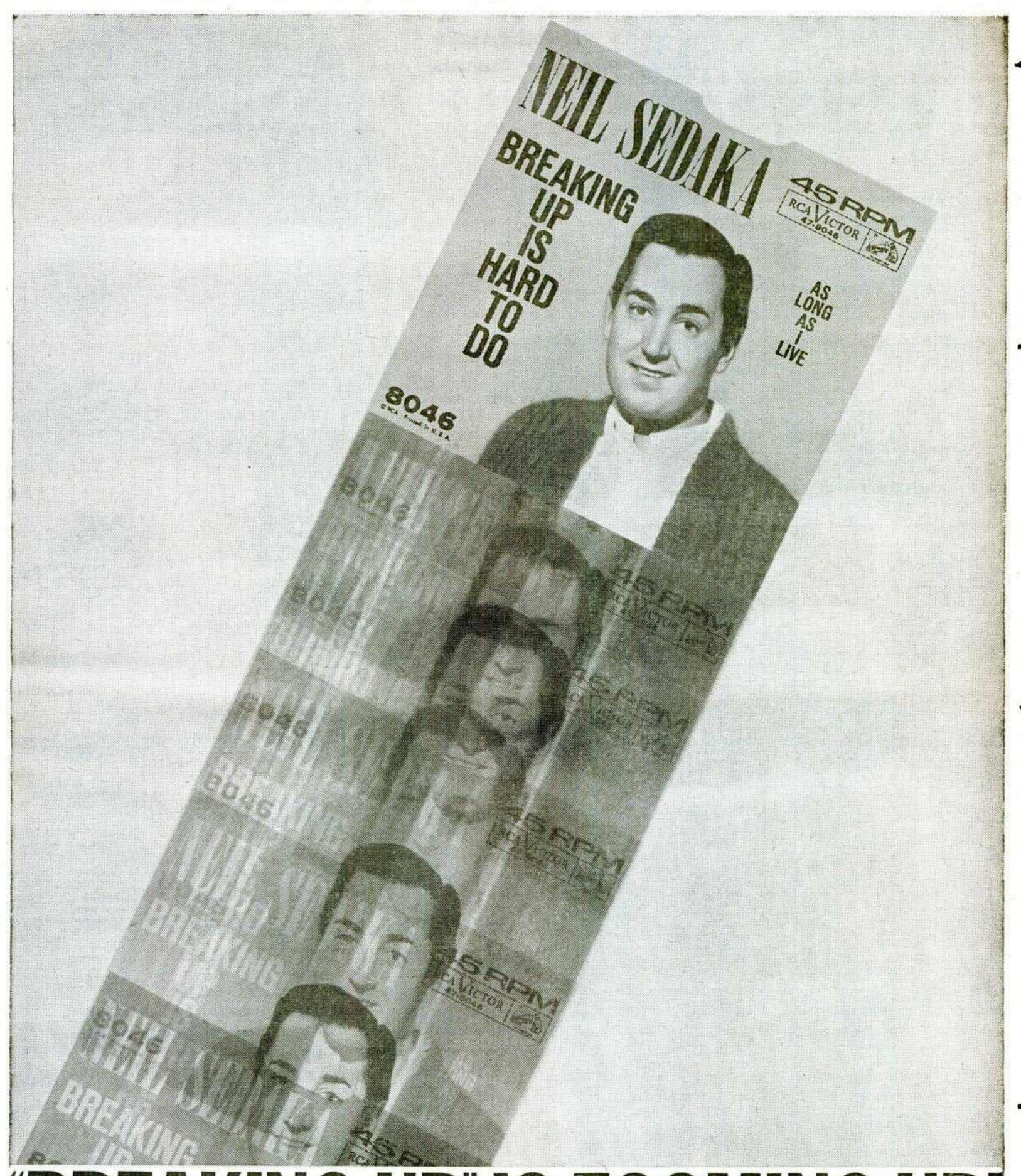
A Fair Practices Conference for the drawing of guidelines of doing business in the record industry was proposed about a year ago. In such a proceeding, to be sponsored by the FTC, all these matters would be expected to get a full airing with the hope that such evils would voluntarily be eliminated from the business.

It is known that the Conference idea has already cleared all relevant departments within the Commission, and as late as last week, a call for the Conference was still expected momentarily.

Meanwhile, as a possible reflection of the FTC action regarding the use of list prices in advertising, the New York Better Business Buenforcing this dictum falls in the reau has already gained voluntary agreement from this city's largest mission, following lengthy investi- retailers, including record dealers, gation in the apparel business, and to cease and desist using list prices following discovery of widespread in their ads. (BMW, July 7 issue).

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By Everly-Published by Acuff-Rose (BMI)



# "BREAKING UP" IS ZOOMING UP!

ANOTHER GOOD REASON FOR JOINING THE "SUMMER FESTIVAL OF HIT SINGLES FROM RCA VICTOR!" ASK YOUR DISTRIBUTOR FOR FULL DETAILS RCA VICTOR
THE MOST TRUSTED NAME IN SOUND



# BUSECARR HITS OF THE WORLD



#### ARGENTINA

(Courtesy Escalera a la fama)

Denotes local origin This Last Week Week 1 MIDNIGHT IN MOSCOW-Stirlyn Brandy (Tonodisc); Mac Ke Macs (Victor)-Tyler Music-Novel 2 MULTIPLICATION—Bobby Darin

(Atco); Los Salvajes (Columbia) -Adaris Music-Fermata 3 NATA PER ME-Adriano Celentano (Microfon); Los Santos (Music Hall); Tony Vilar

(Columbia)—Ricordi-Fortisimo
4 EL POETA LLORO— \*Los Fernandos (Odeon)-Korn 5 PALOMA-\*Los Andariegos (Tonodisc); Roberto Yanes (Columbia)-Korn

POPOTITOS-Los Teen Tops (Columbia)-Edami THE NIGHT I CRIED-Brian Hyland (Ariel)-Pogo

Music-Fermata 7 COME SEPTEMBER—Billy Vaughn (Dot); Jose Carli (Columbia)-Adaris Music-Fermata

10 LUZ Y SOMBRAS-Javier Solis (Orfeon)-Edami

TIERRA DE AMOR-Paul Anka (Ariel)-Spanka-Fermata

#### **AUSTRALIA**

(Courtesy Music Maker, Sydney) Denotes local origin

This Last Week Week 2 I CAN'T STOP LOVING YOU-Ray Charles (Festival)-Acuff-Rose

1 DO YOU WANT TO DANCE-Cliff Richard (Columbia)-No Publisher 3 SOUTHERN 'RORA-\*The Joye

Boys (Festival)—No Publisher WEST OF THE WALL— Ton! Fisher (London)-Belinda THAT HAPPY FEELING-

Bert Kaempfert (Polydor)-Alberts - I'LL NEVER DANCE AGAIN-Bobby Rydell (Columbia)-

Tucon I'VE BEEN EVERYWHERE-\*Lucky Starr (Festival)-Johnny Devlin Music

6 CATERINA-Perry Como (RCA) -Southern Music

8 HAVE YOU EVER BEEN TO SEE KING'S CROSS?-\*Frankie Davidson (W. & G.)-Womerah

10 THE MAN WHO SHOT LIBERTY VALANCE-Gene Pitney (United Artists)-Chappell

12 FUNNY WAY OF LAUGHIN'-11 Burl Ives (Festival)-Acuff-Rose SI SENOR-PROD E. G. (Festival) 12

-Leeds 13 MOON RIVER-Henry Mancini (RCA)—Chappell

DEAR ONE-Larry Finnegan 14 (London)-Alberts RONDO-Warren Carr (Festival)

-Victoria

#### BRITAIN

(Courtesy New Musical Express, London)

Denotes local origin This Last Week Week 3 PICTURE OF YOU-\*Joe Brown

7 I CAN'T STOP LOVING YOU -Ray Charles (HMV)-Acuff-Rose 2 COME OUTSIDE-Mike Sarne (Parlophone)-R.S.A. Music 1 GOOD LUCK CHARM-

Elvis Presley (RCA)-Belinda Music GINNY COME LATELY-

Brian Hyland (HMV)-Spanka Music I'M LOOKING OUT THE

WINDOW—\*Cliff Richard (Columbia)—Chappell 6 LAST NIGHT WAS MADE FOR LOVE-Billy Fury (Decca)-Good Music

11 HERE COMES THAT FEELING -Brenda Lee (Brunswick)-K.P.M.

9 THE GREEN LEAVES OF SUMMER-\*Kenny Ball (Pye) -Robbins 8 I DON'T KNOW WHY-\*Eden

Kane (Decca)-Francis, Day & Hunter 17 ENGLISH COUNTRY GARDEN

-Jimmie Rodgers (Columbia)-Planetary-Kahl 13 AS YOU LIKE IT-+Adam Faith 12 (Parlophone)-Downbeat Music

14 FOLLOW THAT DREAM (EP)-Elvis Presley (RCA)-Seventeen Savile Row AIN'T THAT FUNNY-\*Jimmy Justice (Pye)-Essex

Music 15 10 STRANGER ON THE SHORE-

Acker Bilk (Columbia)-Sherwin 16 20 YES, MY DARLING DAUGHTER 20 SHARING YOU-Bobby Vee (Liberty)-Aldon

- I REMEMBER YOU-\*Frank Ifield (Columbia)-Chappell

16 DR. KILDARE THEME-Richard Chamberlain (MGM)-Robbins DON'T EVER CHANGE-

20 Crickets (Liberty)--Dominion **OUR FAVOURITE MELODIES**— Craig Douglas (Columbia)— Roosevelt

21 19 JUST A LITTLE LOVE-\*Karl Denver (Decca)-Chappell/ BIEM

TEARS-\*Danny Williams (HMV) Shapiro-Bernstein

DO YOU WANT TO DANCE-12 \*Cliff Richard (Columbia)-Sherwin

UNSQUARE DANCE-Dave Brubeck (CBS)—Derry Music YA YA TWIST—\*Petula Clark

(Pye)—Essex Music JOHNNY GET ANGRY— Joanie Sommers (Warner Bros.) -Blossom Music JEZEBEL-\*Marty Wilde (Philips) 27

-Campbell-Connelly 29 ORANGE BLOSSOM SPECIAL-Spotnicks (Oriole)-Leeds Music PALISADES PARK-Freddie

#### DENMARK

(Courtesy Quan Musikbureau, Copenhagen) Denotes local origin

Cannon (Stateside)-Feldman

This Last Week Week

1 THE YOUNG ONES-Cliff Richard (Columbia)-Decapo

2 2 WALK ON BY-The Cliffters (Philips); "Grethe Sonck (Sonet) -Winckler

3 LA NOVIA-Paul Bundgard (Polyphon)-Multitone

4 GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda SCHWARZE ROSE ROSEMARIE

Peter Kraus (Polydor)-Winckler 6 HAWAII TATTOO-The Waikiki's (Palette)-Winckler 9 A LITTLE BITTY TEAR-

Burl Ives (Decca); Helle Wilke (Triola)-Mork 5 CHARLIE—Anita Lindbolm

(Fontana)-Mork 10 I'M LOOKING OUT THE WINDOW-Cliff Richard (Columbia)-Imudico

8 WHEN MY LITTLE GIRL IS SMILING-Jimmy Justice (Pye)

#### EIRE

(Courtesy Dublin Evening Mail)

Denotes local origin This Last Weck Week

3 PICTURE OF YOU-Joe Brown (Piccadilly)-Michael Reine

GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda 4 KATIE DALY-\*Eamonn O'Shea

(Glenside)-Walton's 2 LOOKING OUT THE WINDOW -Cliff Richard (Columbia)-

Chappell 5 KATIE DALY-Royal Showband

(HMV)-Walton's 9 COME OUTSIDE-Mike Sarne (Parlophone)-R.S.A.

7 - I CAN'T STOP LOVING YOU-Ray Charles (HMV)-Acuff-Rose

8 10 LAST NIGHT WAS MADE FOR LOVE-Billy Fury (Decca)-

- A LITTLE LOVE, A LITTLE KISS-Karl Denver (Decca)-Chappell

10 6 DREAM BABY-Roy Orbison (London)-Acuff-Rose

#### FLEMISH BELGIUM

(Courtesy Juke Box Magazine) Two

This Weeks Week Ago

1 ZWEI KLEINE ITALIENER-Conny (Electrola)-Frankie YA YA-Joey Dee and the

Starliters (Roulette)-World 4 GOOD LUCK CHARM-Elvis Presley (RCA)-Belinda

10 CATERINA-Perry Como (RCA) -Class - DO YOU WANT TO DANCE-

Cliff Richard (Columbia)-Mellin 6 - I NEVER KNEW YOUR NAME/ A STEEL GUITAR AND A GLASS OF WINE-Paul Anka

(RCA)-Spanka 3 SHOUT-Joey Dee and the Starliters (Roulette) 7 LOVE ME WARM AND

TENDER-Paul Anka (RCA)-Spanka - WHEN MY LITTLE GIRL IS SMILING-Jimmy Justice

(Pye)-Bens -Eydie Gorme (CBS)-Chappell 10 - ALO AHE-Freddy (Polydor) FRANCE

This Last Week Week 1 1 RETIENS LA NUIT/SERRE LA MAIN D'UN FOU-Johnny Hallyday (Philips)

2 2 CLAIR DE LUNE A MAUBEUGE-Pierre Perrin (Ricordi); Fernand Raynaud (Philips); Bourvil (Pathe)-Caravelle

4 LE TWIST DU CANOTIER-Maurice Chevalier et Les Chaussettes Noires (Barclay) 3 LECON DE TWIST-Richard

Anthony (Columbia); Caterina Valente (Decca)—Caravelle
6 PETIT GONZALES—Danyel Gerard (Polydor); Dalida (Bar-

clay)—Caravelle
9 LE MEXICAN—Marcel Amont (Polydor)

CHICO CHA CHA-/LA BAMBA-Los Machucambos (Decca)

5 JE REVIENDRAI BLENTOT-Chaussettes Noires (Barclay) 7 ET MAINTENANT-Gilbert Becaud (Columbia)

10 10 ESPERANZA-Nino de Murcia (Festival)

#### GERMANY

Automaten-Markt, Braunsweig) (Courtesy This Last Week Week

1 HEISSER SAND-Mina (Polydor) -Gerig 2 ICH SCHAU DEN WEISSEN WOLKEN NACH-Schaeffers WOLKEN NACH-Schaeffers: EINMAL WEHT DER SUDWIND WIEDER-Nana Mouskouri (Fontana)-

Schaeffers 3 SCHLAFST DU SCHON?/ SCHAU MIR NOCHMAL IN DIE AUGEN-Gerhard Wendland (Philips)-Melodie der Welt

4 AUF WIEDERSEH'N MARLENE-Bob Moore (London)-R. M. Siegel BLAUES BOOT DER SEHN-

SUCHT-Blue Diamonds (Fontana)-Aberbach: GOLDEN GLANZT DAS MEER- (Rio Nights)-Blue Diamonds (Fontana)—Capriccio
6 PARADISO—Connie Francis

(MGM)-Schneider-Francon; TU MIR NICHT WEH-Connie Francis (MGM)—Gerig

9 AUF MEINER RANCH BIN

ICH KONIG-Peter Hinnen . (Ariola)-R. M. Siegel 8 - GOOD LUCK CHARM-Elvis Presley (RCA)—Aberbach
12 ALO-AHE/UND DAS WEITE

MEER-Freddy (Polydor)-Esplanade 15 CATERINA-Willy Hagara

(Philips); Perry Como (RCA)-Seith 8 NO MORE (La Paloma)-Elvis Presley (RCA)-Aberbach: SENTIMENTAL ME-Elvis Presley (RCA)-Francis, Day &

Hunter 12 11 GEH NICHT VORBEI-Rex Gildo (Electrola)-Melodie de Welt

7 ZWEI KLEINE ITALIENER-Conny (Columbia)-Intro 14 17 NORMAN-Danny Mann (Electrola); Sue Thompson (Funckler)-R. M. Siegel

10 SILVER MOON-Peter Kraus (Polydor)—Gerig NAPOLI MELODY—Bert Weedon (Electrola)-Francis, Day &

Hunter 17 14 EINE ROSE AUS SANTA MONICA-Carmela Corren (Ariola)-Francis, Day & Hunter

18 TAG FUR TAG BEKOMME ICH DREI ROSEN-Heidi Bruhl (Philips)-Spanka

- LADY SUNSHINE AND MR. MOON-Conny (Columbia)-Gerig 12 HAWAII TATTOO-The Walkikis

(Telefunken)-Trumpf

#### HOLLAND

(Courtesy Platennieuws, Amersfoort) This Last Week Week

1 ZWEI KLEINE ITALIENER-Conny Froboes (HMV)-Portengen

2 WONDERFUL LAND-2 The Shadows (Columbia)-Melodia GOOD LUCK CHARM-

Elvis Presley (RCA)-Belinda THE YOUNG ONES-CHIFF Richard (Columbia)-Basart NORMAN-Sue Thompson

(Funckler)-Int. Muziek 6 LOVE ME WARM AND TENDER-Paul Anka (RCA)-Spanka Music 7 TANZE MIT MIR IN DEN

MORGEN-Gerhard Wendland

(Philips)-Benelux 8 MEXICO-Bob Moore (London); Willy Schobben (Artone)-Acuff-Rose

9 DREAM BABY-Roy Orbison (London)-Int. Muziek Co. LET'S TWIST AGAIN-Chubby Checker (Columbia)-Belinda

#### HONG KONG

This Last

Week Week - SPEEDY GONZALES-Pat Boone (RCA)

1 I NEVER KNEW YOUR NAME -Paul Anka (RCA) GINNY COME LATELY-Brian Hyland (ABC-Paramount) SECOND HAND LOVE-

Connie Francis (MGM) 5 SHARING YOU-Bobby Ves (Liberty)

I'M ON MY WAY-The Highwaymen (UA) MANDOLINO-Tony Williams

(Reprise) COUNT EVERY STAR-Linda Scott (CA)

YOU MADE ME LOVE YOU-Jo-Ann Campbell (ABC-Paramount) DRUMMIN' UP A STORM-

Sandy Nelson (Imperial)

#### ISRAEL

(Courtesy Kol Israel Broadcasting) Denotes local origin This Last

Week Week 2 GOOD LUCK CHARM-Elvis Presley (RCA)-

Gladys Music 4 STRANGER ON THE SHORE-Acker Bilk (Atco)-Mellin, BMI

5 HEY LITTLE GIRL-Del Shannon (London)-Wickl Music 4 - HEY BABY-Ricky Anderson

(Embassy)-Peter Music WHAT'D I SAY-Bobby Darin (London)-Progressive Music 1 WONDERFUL LAND-

The Shadows (Columbia)-Hunter 7 — LET'S TALK ABOUT LOVE— Helen Shapiro (Columbia)-

Lorna Music, Ltd. DREAM BABY-Roy Orbison (London)—Acuff-Rose

6 BRAZILIAN LOVE SONG-Nat

King Cole (Capitol) 7 TOWN WITHOUT PITY-10 Gene Pitney (Musicor)-United Artists

#### ITALY

(Courtesy Musica e Dischl, Milan) Denotes local origin

This Last Weck Week STAI LONTANA DA ME- Adriano Celentano (Clan) DANIELA/ST. TROPEZ TWIST -Peppino Di Capri (Carisch) CUANDO CALIENTA EL SOL-Hnos Rignal (RCA); Marcellos

Ferial (Durium) 9 LA RAGAZZA COL MAGLIONE Pino Donaggio (Columbia) 4 LA PALOMA—Elvis Presley (RCA)—Aberbach LET'S TWIST AGAIN—

\*Peppino Di Capri (Carisch); Chubby Checker (GC) 14 ABAT-JOUR-Henry Wright (GC)

LASCIAMI IL TUO SORRISO-\*Nico Fidenco (RCA) EVELYNE—\*Nini Rosso (Sprint) RENATO—\*Mina (Italdisc) MOLIENDO CAFE—\*Mina

(Italdisc); Digno Garcia (Palette) 12 11 JANE-\*Umberto Bindi (Ricordi) RETIENS LA NUIT-13 Johnny Hallyday (Philips)

TWISTIN' THE TWIST-Caterina Valente (Decca); Teddy Martin (VdP) L'AMOUR ET LA GUERRE -Charles Aznavour (Barclay)

14

JAPAN \*Denotes local origin This Last

Week Week 1 TOO MANY RULES-Connie Francis (MGM) OUSHO-Murata Hideo (Columbia) 3 LIMBO ROCK-The Champs 3

(London) YUNOMACHI ELEGY-\*Komadori Shimai (Columbia) 5 WASURENAISA-\*Kitahara Kenji (Columbia)

GARASU NO JOHNNY-Ai George (Teichiku) AKASHIYA NO AMEGA YAMUTOKI-\*Nishida Sachiko (Polydor)

8 ERIKO-\*Hashi Yukio (Victor)

7 AME NO HANAZONO-\*Nakasone Miki (King) ONE MORE CHANCE-Teddy Randazzo (ABC-Paramount): Katsumi Shigeru (Toshiba)

MEXICO

(Courtesy Audiomusica) Denotes local origin

This Last Week Week 1 EL GRAN TOMAS (Norman)-\*Mayte (RCA)-Brambila 2 10 ADIOS MUNDO CRUEL (Good-

bye Cruel World)-Enrique Guzman (Columbia) TRIANGULO-Los 3 Reves

(RCA)-Grever 2 EL LOCO-Javier Solis

(Columbia)-Pham CUANDO VOLVERAS (Ginny Come Lately)-Paco Canedo

(RCA)—Brambila
3 MUNEQUITA (Roly Poly)— \*Enrique Guzman (Columbia)-Emmi

7 EDI, EDI (Steady Eddy)-\*Angelica Maria (Musart)-Emmi

3 JAMAS, JAMAS-\*Javier Solis (Columbia)-Pham VAGAR ENTRE SOMBRAS-

\*Alvaro Zermeno (Orfeon)-Amalia; Mendoza (RCA)-Emmi NENA BAILAMOS TWIST-\*Rebeldes del Rock (Orfeon)-

#### **NEW ZEALAND**

This Last Week Week 2 WONDERFUL LAND-The Shadows (Columbia)-

Brambila

Albert 8 SPEAK TO ME PRETTY-Brenda Lee (Festival)-Albert

3 10 IT KEEPS RIGHT ON A-HURTIN'-Johnny Tillotson (Cadence)—CC WHEN MY LITTLE GIRL 15 SMILING-The Drifters

(London)-Tucon 5 — I CAN'T STOP LOVING YOU— Ray Charles (Ampar)-

Acuff-Rose LOVERS WHO WANDER-Dion (HMV)-Tucon JOHNNY ANGEL-Shelley Fabaras (Pye)-Chappell

THE MAN WHO SHOT LIBERTY VALANCE-Gene Pitney (UA)-Chappell

SHOUT SHOUT-Ernie Maresca (London)-Cop Control OLD RIVERS-Walter Brennan (Liberty)-Cop Control

#### PHILIPPINES

This Last

Week Week MOON RIVER-Henry Mancini 1 (RCA)-Filipinas

STEEL GUITAR AND A GLASS 2 OF WINE-Paul Anka (RCA)-Filipinas SEND SOMEONE TO LOVE

ME-Steve Lawrence (UA)-Mareco TEENAGE SENORITA-Teddy Randazzo (ABC-Paramount)-Dyna Products

3 SOUTH PACIFIC TWIST-The Rockyfellers (Parkway)-Dyna Products

2 HIGH NOON—Connie Francis (MGM)-Mareco THAT'S OLD FASHIONED-The Everly Brothers (Warner

Bros.)—Mareco
6 GOOD LUCK CHARM—Elvis
Presley (RCA)—Filipinas
GOODNIGHT IRENE—Jerry

Reed (Columbia)-Mareco

PLAYBOY-Marvelettes (Hi-Fi)

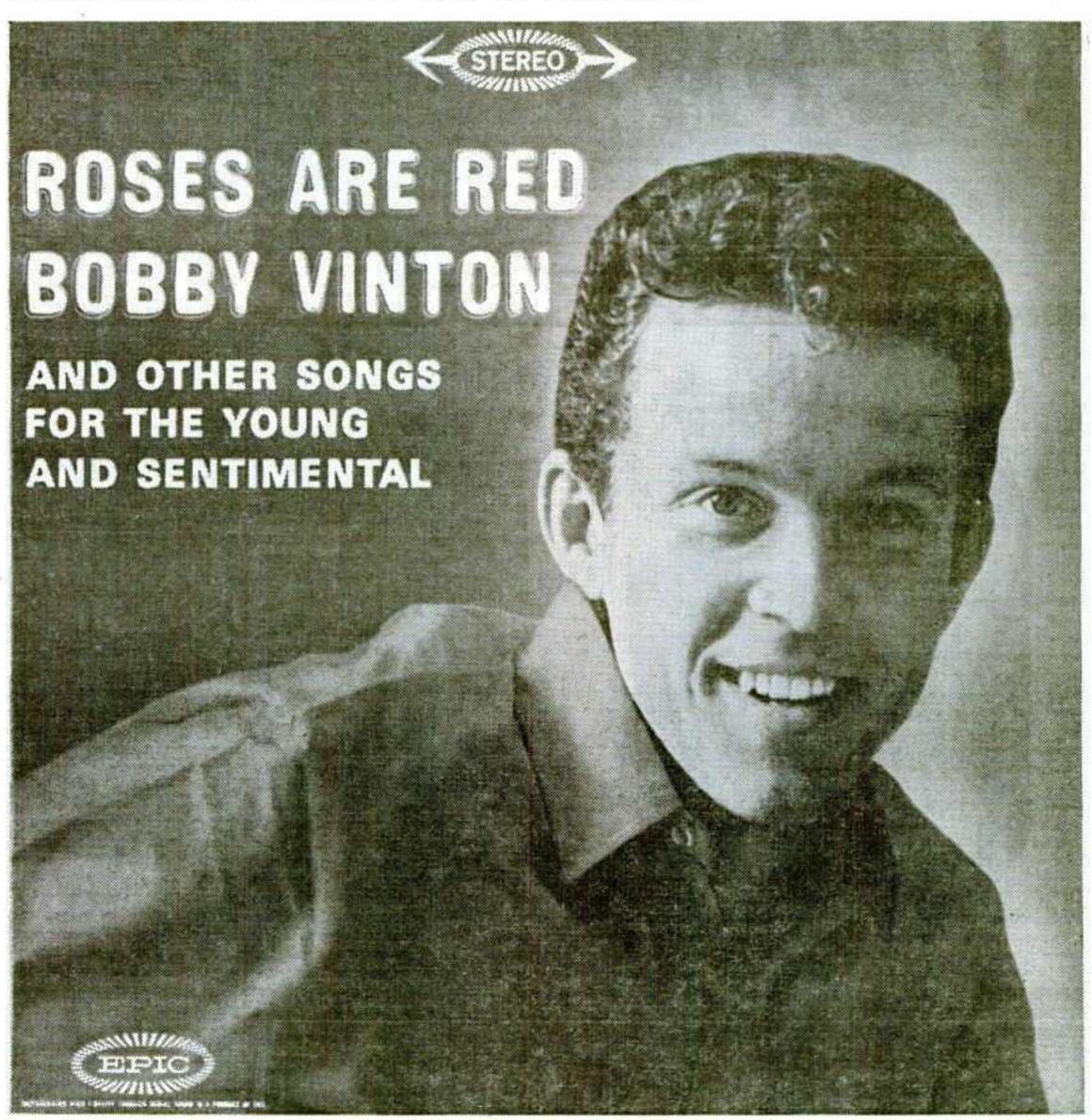
## Allied Confident Of Disk Position

By FRED GEBBIE Box 5051, Auckland, N. Z.

Top Rank's folding in the U. S. A. did not surprise or worry local agents for the company here. Allied International, When guizzed by BMW about the possibility of losing the franchise to EMI for such labels as Parkway and Cameo. Allied's top brass replied that their past operations of the label and the results they have achieved since taking over from Top Rank here would warrant further handling.

The Howard Morrison Quartet cut a disk in Brisbane, Australia. Tune is "Get a Little Dirt on Your Hands." . . . Philip Warren is headed home from his round-theglobe trip. . . . "My Fair Lady" has finished its record run in New Zealand and moves on to South Africa. Actors Equity has ruled that the show will appear to all audiences there regardless of race or color.

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# PHONOGRAPHS 10 45 20



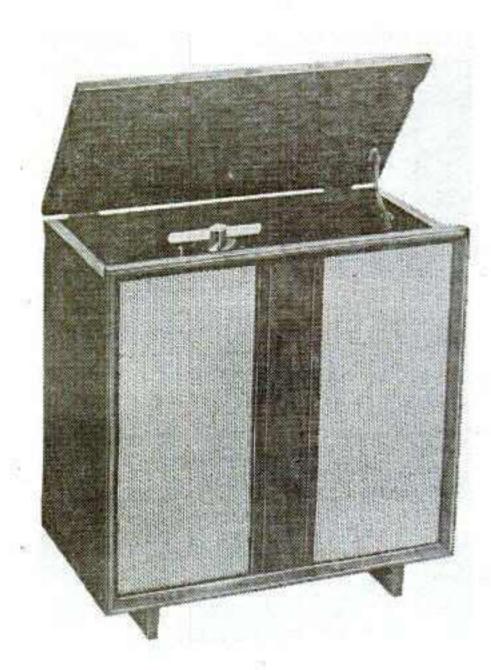
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DP-117 (Walnut)

THE MEAD DP-216, DP-217

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DP-417 \$2 (Walnut) \$2

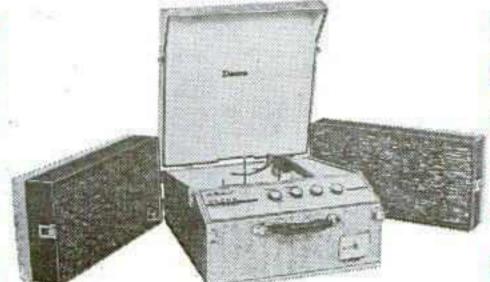
DP-418 \$23995 (Fruitwood) \$23995

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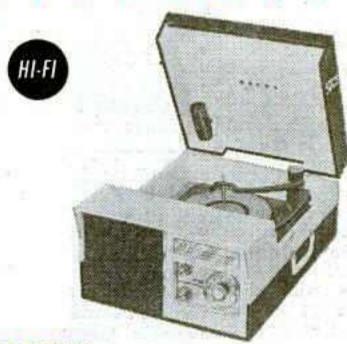


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THE PERRY VI DP-642

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THE SEAFORD VI DP-592

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# **Armed Forces Radio in Germany** Changes Tune, Negotiates Fees

GEMA is negotiating annual royal- in this respect. ty fees with the U. S. Armed copyright royalties as ASCAP nearly a decade of declining to recognize the principle of royalty payments. AFN has about-faced

#### ARGENTINA

#### Musicians' Strike For Raise Goes On

By RUBEN MACHADO Lavalle 1783, Buenos Aires Courtesy, "Escalera a la fama"

The musicians' strike continues. The industry refuses to grant a 1,000 pesos raise to musicians for the use of instrumental tracks used of musicians lasted eight months.

records with Bert Kaempfert, Whisky Hill Singers, arrived June Roberto Delgado, Hugo Blanco and Freddy among early entries. staying at the Chevron Hilton Ho-There is also a classical music tel. series from Deutsche Grammophon with David Oistrach, Dietrich Fischer-Dieskau and the symphony orchestra of Berlin Broadcasting conducted by Ferenc Fricsay com-

Biggest selling LP here is the "West Side Story" sound track. The film was recently released in Buenos Aires. The single hit is "Midnight in Moscow."

#### **AUSTRALIA**

#### **ARC Head Studies** Trends on Travels

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

A.W.T. (Bill) Smith, managing director of Australian Record Company Ltd., leaves for the U. S. A. this month. ARC handles the parent label under C.B.S. Coronet and represents Warner Bros., United Artists, Kapp, Chess, Checker, Argo, Hickory and Sue labels in Australia. Smith will be calling at the headquarters of all these labels in Los Angeles, New York, Terre Haute, Ind., and Canada. He will be studying the latest manufacturing and merchandising trends on the American scene, and will return through London where he also will investigate record industry trends. He plans to be away six weeks.

Chappell & Company notified all companies that restrictions had won the famous Europa Cup for been lifted on the musical "Gypsy." Coronet, which owns the originalcast version, had labels and covers printed for a rush release. This also happened to other companies who lay. had single numbers from the show.

A week later, Chappell reimposed the restriction on all musical numbers from the show until be televised. after the release of the Warner Bros. movie "Gypsy." It could be is released in Australia.

FRANKFURT, W. Germany — and accepted GEMA's basic right

Current negotiations are using Forces Network, indications being as a guidepost AFN royalty paythat agreement will be reached on ments in France and Britain. a figure between \$15,000 and \$20,- AFN's French operation is re-000. GEMA is pressing AFN for stricted mainly to wired radio, and the AFN operation in Britain is representative in Germany. After on an even more modest scale. In France, AFN pays copyright royalties totaling \$10,000 annually, and in Britain, \$3,500. AFN has suggested a similar payment between orchestra of Werner Muller. Both \$3,500 and \$10,000 for Germany.

> dragged on over most of the last Shadows, can be heard on "Chills Howle Richmond. Brown's disk in decade. GEMA has sued AFN in the German courts, but the suit was dismissed on grounds that AFN, as a U. S. military activity, enjoys extra territoriality. Dr. Erich and the Lollypops do "Johnny An-Schulze, GEMA's chairman, early this year broke the deadlock in have been released in Belgium. personal negotiations in Washington with the Pentagon and State Department.

clude Peter McDonald, International vice-president of MCA, who every two hours of recordings. The Sydney before leaving on tour for musicians' union also is fighting the Far East. On his Eastern jaunt he will be accompanied by Ron by radio and TV. An earlier strike Brown, MCA's Australian manager. . . . David Guard, late of the Philips issued its first Polydor Kingston Trio and leader of the 26 for a month's holiday and is

#### Disk News

W & G Records arranged for the disk "Have You Ever Been to See Committee Nixes Kings Cross," composed and sung by Frankie Davidson, to be released on the Melbourne label in the Foreign Air Quota States. The number has been a chart winner in Sydney. Davidson has just completed his next record News Editor, New Musical Express for the Victorian label, entitled "My Home Town."

ARC and EMI are rush-releasing the single "Team Work" by Bing Crosby and Bob Hope on English Decca, Permission was given by Chappell to release the single, but a restriction has been placed on the album until October when the movie "Hong Kong" will be released in the theaters here. . Chappell & Company has announced that Brian Stevenson, who has been with the company 10 years, has been appointed manager of its new offices to be opened in Brisbane before the end of June.

#### BELGIUM

#### Interest Soars for Annual Festival

By JAN TORFS Stuivenbergvaart, 37-Mechelen

The fourth annual Song Festival of Knocke will be held from July 20 to July 26. Teams from Bel- many would have preferred local gium, Germany, Holland, France, Great Britain and Italy will participate. Last year Great Britain 1961 in final competition with Belgium. Interest is so high that countries participating, like Switzerland, have asked for a TV re-

The performing team winning first prize will get 200,000 Fr. (\$4,000) and the entire contest will

another two years before the film the just released "Twist a Napoli" in recent weeks. First away is "Steel O'Reilly, a prominent Dublin of the institute were these firms:

#### NEIL SEDAKA ON SO. AMER. TOUR

NEW YORK-Singer Neil Sedaka, one of the more popular non-local talents in South America, is currently on a near month-long tour of that continent. The lad visited Lima, Peru and Santiago, Chile, is currently in Buenos Aires and will take in Sao Paulo, Brazil (July 13-15). He then moves on to Italy, and will be there from July 20 to August 5.

songs are sung in French. . . . Jet The GEMA-AFN dispute has Harris, once a member of the and Fever" b.w. "Besame Mucho."

In the Stella series (special re- is a cover by the Kalin Twins. cordings for teen-agers) Mary Linda sings "Mashed Potato Time," gel." . . . The first Stateside records They are "Palisades Park" by Freddy Cannon, and "Twistin" Matilda" by Jimmy Soul. Others to Allisons revived "Sweet and follow are "Dancin' Party" by Chubby Checker, "Seven - Day Weekend" by Gary (U. S.) Bonds, "Roses Are Red" by Bobby Vinton, will be spending three weeks in "Wolverton Mountain" by Claude King and "Teach Me Tonight" by George Maharis. Another record soon to show on the charts is Ray Charles' "I Can't Stop Loving You."

#### BRITAIN

By DON WEDGE

The British Songwriters' Guild for the imposition of a quota on foreign material used by British networks was rejected by the Pilkington committee, set up by the government to report on the future of broadcasting. The guild had suggested 60 per cent or more by works "of great masters"; for others, "especially light and popular items recorded on gramophone disks," a quota of 10 per cent was sought.

The committee recommended against quotas in general, but said broadcasters should apply a test of quality not ease of availability. of quality, not ease of availability. The broadcasters' duty is to the British audience, the committee said it felt.

Also recommended by the committee was an extension of the present broadcasting hours and local radio to be the responsibility of the BBC. The music industry largely has sat on the sidelines awaiting news of government action on the proposals. They are welcomed in that, particularly in regard to the BBC's radio services, more music will be used, probably including disks. Local radio will also mean more music use, though radio to be in commercial hands on the grounds of likely greater disk usage.

all parented in some degree by groups in the electronic fields which will benefit from proposals to switch to a 625-line TV system, introduction of color TV, etc.

Publisher Business The Tin Pan Alley Music group, headed by Bunny Lewis and Fred Jackson, has developed a useful Caterina Valente and brother link with BMI, Canada. TPA has Visitors to Sydney this week in- They are backed up by the famous | Whittaker (Fontana) entered the label.

chart last week, and there is also action on the subesquently issued Jimmy Dean CBS version. From the same source TPA has "Fortune Teller"; Decca-London has the Bobby Curtola version, and a cover is due by Dick Jordan (Piccadilly).

Also in TPA is Jim Reeves' new RCA release, "Adios Amigo." There is chart action, too, on "English Country Garden," assigned Planetary-London (a TPA affiliate). through Jimmy Rodgers' Columbia (from Roulette) waxing. In Fabienne, a firm Lewis has with Hill Music assigned U. S. rights of "Picture of You," current No. 1 here for Piccadilly's Joe Brown to America goes to London and there

#### Record Business

Fontana a.&r. Manager Jack Baverstock acquired British rights to the Volumes' current U. S. hit, "I Love You" from the American indie Chex. . . . Same label's the Lovely" for new single. . . . Pye-Piccadilly released the Countrymen vocal team with "Enchanted Sea," previously heard as a Martin Denny instrumental; lyrics were added in Britain by Tony and Irving Hiller, Music. Mills London staffers. . . . Pye acquired the Johnny Crawford U. S. hit, "Cindy's Birthday," from Del Fi for issue on the Pye-International label. . . . Latter's Piccadilly line covered Claude King's CBS release "Wolverton Mountain" with the Kestrals.

Oriole has two foreign releases, Mina's "Untale" from the Continent and Kari Lynn's "Summer Day" from the U. S. On RCA Victor, the firm issued new Elvis Presley LP "Pot Luck." Because of demand, which is difficult to control, Presley releases are put out quickly with shorter-than-normal warning. . . . Disks getting some sales reaction include Walter Brennan's "Old Rivers" (Liberty), Emilio Pericoli's "Al Di La' " (Warner) and Jim Reeves' "Adios Amigo" (RCA).

#### EIRE

# Pye Warming to

By KEN STEWART **Dublin Evening Mail** 

John Woods, Pye Records chief here, recently returned from business discussions with the company's executives in London. He told BMW: "We are confidently expecting considerable sales for the first in a series of three EP's by Michael O'Duffy entitled 'A Crock of Gold!' Regarding albums, our original track disk from the movie 'Barabbas' (coming to Dublin shortly) could prove a really big seller." Judging from initial sales, Pye

may push Petula Clark's "Ya Ya Twist" into the charts. The record is in brisk demand, even though it is sung entirely in French. . . The four big record firms are John Hanson is coming here for a three-week tour, which will begin on August 27. His "Student Prince"-"Vagabond King" LP is one of the most consistent sellers in the low-priced Golden Guinea series. . . . With the tourist season now upon us, Avoca Records is Silvio Francesco are featured on taken five songs from that source the top home-produced LP's. Joe ords, tapes and radio. Founders and "Darling" on the Decca label. Men"; the British recording by Rog dealer, is agent in Ireland for the Braun AG, Dynacord, Elbau, Elec-A 70 37 75

#### FRANCE

#### Industry Shows 20% Sales Jump

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

This year marks the end of the and Range here, there is a Ruth crisis in the French record market.

Bachelor song, "March of the Major diskeries and retailers have raised their 1962 total business Avons (Columbia). Michael Reine figures by 20 per cent, compared to 1961.

> Some retailers attribute the rise in total business to the creation of low-priced classical and pop series but that probably is not the only reason. It goes without saying that low-priced albums series have caused misunderstandings by the general public about differences of price that exist between these series and the normally priced records of the same works; differences that vary from 150 to 200 new francs.

#### Disk Business

Versailles reports signing exclusive distribution deals in Israel with Unatex, in Argentina with Famous SRL and in Japan with Yamaha

Odeon celebrates the first anniversary of the release of its new low - priced, . 7 - inch, .33-r.p.m. "Grande Diffusion" classic series retailing at 4.95 new francs. Twelve EP's have been issued up to now and are selling well.

Ray Ventura of the Versailles label threw a cocktail party for their new U. S. artist Tony Middleton. Just waxed Tony under the direction of Mickey Baker are four titles, including "I Can't Stop Loving You."

Billy Bridge, creator of the Madison craze on Odeon, has been selected to represent France at the "Coupe d'Europe du Tour de Chant' European competition held yearly in July in Belgium's Knokke-Le-Zoute coast resort casino.

#### GERMANY

#### Reco to Handle **Petty Productions**

By BRIGITTE KEEB Automaten-Markt, Braunshweig

Walter Richter, general manager of Record Distribution Company Reco, Frankfurt, signed a contract covering Germany, Austria and Switzerland with a U. S.-producing team headed by Norman Petty.

Awards

During the Berlin Film Festival. Attila Zoller, jazz guitarist, and German jazz journalist Joachim E. Berendt were given the Federal Film Prize for Music 1962 for their music in the Heindich Boll picture "Brot der fruhen Jahre" (Bread of the Young Years). While Berendt was the musical adviser, Zoller and his jazz trio played the completely improvised sound track. Award was given to them by Interior Minister Hocherl June 24 in the Berlin "Deutsche Oper."

H. F. Group

An organization has been founded that is similar to the American Institute of High Fidelity Manufacturers called doing a steady trade, particularly in Deutsches High Fidelity Institute. albums by Willie Brady, whose Aim of this institute is to increase "Irish Songs of Freedom" is among and set quality standards for rectroacustic GmbH, Gaddard-audio-

General manager of the recently reorganized Bundesverband der Phonographischen Wirtschaft e.V. (Federal Association of the Phonographic Economy), Dr. Walter Facius, has been succeeded by Joachim Viedebantt, who took office July 1.

#### Maxin in Hamburg For DGG Meeting

By JIMMY JUNGERMANN 102 Ismaninger Street, Munich 27

Arnold Maxin, president of MGM Records, will be in Hamburg, Germany, this week. He will meet reps of the Deutsche Grammophon Gesellschaft for production discussions.

At the moment, Connie Francis and Dave Rose are top MGM stars in Germany. Rose's "The Stripper" is getting much air play. Eartha Kitt's LP "Bad But Beautiful" on MGM is a solid seller.

#### Talent Changes

U. S. singer Bill Ramsey signed with Electrola. Heinz Gietz will be his producer again. Gietz was a Polydor producer when Ramsey had one success after the other. . . . Bavaria's zither king Alfons Bauer, onetime Polydor then Electrola star, has joined Philips.

#### Musical Movie

Gerhard Mendelson is the music producer of a new musical film titled "1,000 Stars for You." The pic will feature Mina from Italy, Gus Backus from U. S. A., Peter Kraus from Austria, Lil Babs from Sweden, Johnny Dorelly from Italy, Peter Vogel from Bavaria, Paul Horbiger from Austria, and Ann Smyrner from Denmark, Werner Scharfenberger is writing the music, Kurt Feltz the lyrics.

#### HOLLAND

#### 5,000 Audience for Gre Brouwenstijn

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

Bernard Haitink conducted the Concertgebouw Orchestra in a popular-classical concert in the new RAI Hall at Amsterdam. More than 5,000 people attended the performance, which featured the Dutch soprano, Mrs. Gre Bouwenstijn. Increasing demand for the soprano's disks should be satisfied by the recent releases of two German opera highlights on Philips: Weber's "Freischutz" and Eugen d'Albert's "Tiefland," which were not from existing opera-albums, but are original material recorded in Vienna. Mozart's "Linz" and "Prague" symphonies are new items in the Concertgebouw catalog (Philips). A new album also was released recently in the Philips "Modern Music Series." The album is devoted to Arnold Schonberg and consists of "Transfigured Night," "Four Pieces for Mixed Voices" and "Variations for Orchestra." It is album No. 18 in the series.

#### Disk News

Bovema launched the new EMI Stateside label on which a new release from Freddy Cannon has been released. . . . New local artists signed by Artone this month include Bep Dowland, alto saxophonist and leader of the AVRO's Radio Dance Orchestra, The Skymasters, and the ork's outstanding pianist Martin Gale. The latter has already debuted on record with "Nut-Rocker" b.w. "Twistin' Gerty." A new teen-age group has been discovered by Artone, Willy and His Giants. They have a strong rhythmical version of the Dutch- lications in Tel Aviv.

Willy Schobben, who just received a gold platter of "Mexico," has a new hit in "Benifica" b.w. "Egal-O.K.!" The disk reached impressive sales figures in spite of the quiet summer season. . . . Another Artone artist, Billy Longstreet, is doing very well with his version of "Stranger on the Shore." Artist's records have proved to be steady sellers in a large area outside of Holland, including Germany, Switzerland and the Middle East countries.

#### HUNGARY

#### Barber Plays in Southern Hamlet

By PAUL GYONGY Derekutca 6, Budapest

Alterations started on the studio of the Hungarian Record Company a couple of weeks ago have been completed. Two very interesting works will be produced shortly: "The Two Wonder Oxen" George Ranki, a very charming fairy tale for 13 instruments and narrator, and "Symphony for Strings" by Rudolf Maros, which is a great success on this side of the world. Both works are being published by Mills Music, Ltd., London.

Trade here was mystified by a recent British report that Chris Barber and band were headed for Hungary. The State Concert Agency, radio stations and local jazz dignitaries knew nothing about the tour. The Institute for Cultural Relations, however, referred queries to the Office for Organization of Musical Events. This last lead revealed the Barber band would not appear in Budapest, where many jazz-minded fans would flock to see it, but in Pecs. The Barber ork will give two open-air concerts in this charming Southern Hungary town Monday (9).

The traditional festival in Szeged -third largest town in Hungary, population 150,000—July 21 to August 20-presents the Hungarian opera "Bankban" by Erkel, "Aida" by Verdi, and ballet "The Flames of Paris" by Soviet composer Aszafjev.

#### ISRAEL

#### Mills Music Sets Israeli Pub Deal

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

Mills Music material, both light and pop music, are going to be performed more often on Israel's Broadcasting stations' programs, as a result of a deal made between music directors of the KOL Israel Station and Irving Mills, during his recent visit to Israel.

Mills, exec and co-founder of Mills Music showed understanding to the foreign currency problems of this country and will send scores and sheet music, which will be performed here by local artists. Mills also will get a number of Israeli hits and have them scored by U. S. arrangers and composers, in modern style, to be returned to Israel. This will enable local composers to adapt themselves to the modern trends in scoring.

Mills Music Inc., is supplying the American market with Israeli music through a pact signed with the Israel Composers League Pub-

#### ITALY

#### TV's All-Star Show An On-Tape Smash

By SAM'L STEINMAN Piazza S. Anselmo 1, Rome

Powerhouse production of final show on TV's "Gentlemen of Nine o'Clock" featured Louis Armstrong, Pat Boone, Connie Francis, Sammy Davis Jr., Maurice Chevalier, Dalisegments.

Although Paul Anka has switched to RCA, Columbia has come forth with a new album of 15 top tunes by him listed as "Volume III." . . . RCA Italiana presented Perez Prado with a golden disk for his sales of "Patricia" on the occasion of season's opening of the "Brigadoon,"

Durium has taken over distribution of all eight labels in the Curcio group of records, including Carosello. . . . Adriano Celentano will play a starring role as a singer in the first Italian-Russian film coproduction, "Italians, Nice People." . . . Hermes Pan has been signed as choreographer of "Songs of the World," which will be filmed with top international singing names.

Voce del Padrone has given a special push to Danny Williams and the Rita Williams Singers with "The Miracle of You" and "Lonely." Italy's singers, who have just completed an auto tour of the land with the Cantagiro Festival, will now join in a sea competition with film actor included to be known as the 1st Motonautico Raid of Italy beginning on July 28 with song competitions at various ports.

Agreement on format is delaying recording of the new Caterina Valente show for TV's Second Channel. . . . Betty Curtis has received the first Spotorno Award for TV in the field of light music. . Pietro Garinei and Sandro Giovannini, who set an all-time musical show record with "Enrico '61," which did 109 performances in Rome, are at work on a musical to star Nino Manfredi, which would be a Romanesque masquerade set

Paul Anka will pen and do all the lyrics for "The Magic Carpet," a film in which he will play the starring role. Peter Bamberger will make the German-Italian co-production under the direction of U. S. Director Gerd Oswald in Yuogslavia for exteriors and in Rome studios. Papers for the deal were signed during the Berlin Film Festival, with Willard Josephy representing the singer-actor.

in the Napoleonic era. . . . Graz,

lots!

Erroll Garner received \$6,000 for two taped TV programs here but refused to play for the press when he was introduced by Philips-Melodicon. He played later that evening at a private reception given by Romano Mussolini, pianist-son of the late dictator, and his bride who is Sophia Loren's sister.

Flop of the year may well be the ultimate title of the Cantagiro, musical tour of Italy, which limped into its final lap with many name artists represented by records instead of personal appearances. Adriano Celantano proved most popular in person or on recordings at most of the stops. . . . Pino Donaggio is scoring his newest successes with songs based on apparel, including "The Girl With the Big Sweater" and "The Mink Coast."

Heading the Twist parade in Italy where the dance has evolved into something of a form other than the American original is Eddie Calvert and "Trumpet Twist." . . . Some of the Twist forms are coming from the classics as "Persian Twist" recorded by Charles Blackwell and his British orchestra which comes from "In a Persian Market." Leontyne Price is at work on her recording of "Madame Butterfly" for RCA at the new RCA Italiana

made here. . . . Among others who will be recording in this studio during the summer is Cornell MacNeil, American baritone of the Met, who makes his home in Rome. . . . Graz,

#### MEXICO

#### Senors Make It Sing da and Lonnie Salton, all in taped For Our First Lady

By OTTO MAYER-SERRA Apartado 8688, Mexico City

Four days before the President of the U. S. arrived here for a State visit. RCA Victor Mexicana released a musical tribute to America's First Lady. Within 72 hours three songs in honor of Jacqueline Kennedy were composed, recorded, pressed and put on sale: "Jack . guaracha composed and sung by Puerto Rican-born Bobby Capo: the ranchero song "Jacqueline," performed by Gilberto Valenzuela, and "Linda Jacqueline" (Beautiful Jacqueline), a modern ballad sung by Daniel Riolobos.

#### Record News

Manuel Villarreal, general manager of Mexican Columbia, leaves on July 14 for Buenos Aires, where he will discuss plans for co-ordination and artist policy with Peter De Rougemont, vice-president of Columbia Records and general manager of Columbia Argentina. During the last week of this month Villarreal will visit his affiliates in Venezuela and Colombia. . . . Murdoc H. Riley, director of Viking Records, Wellington (N. Z.), discussed the possibilities of future collaboration with Mario Freidberg (Disco Importadora) and Rogelio Brambila (Brambila Publishing). Riley arrives July 14 in Tahiti and will record, during the week, selections from dance and song competition held in the island.

Norman Land, foreign administrator of United Artists, visited his Mexican distributors, Gamma Records, on his first promotional trip all over Latin America.

#### PHILIPPINES

#### Vocal, Instrumental **Groups Take Over**

By LUIS MA. TRINIDAD 264 Escolta, Manlia

Of special interest to socio-civic and religious groups who have been attempting to put a stop to the rash of crimes committed by teen-agers in this country, is the widespread popularity and appeal of youthful combos in the local pop tune scene. They are taking Manila and the provinces by storm. According to an unofficial survey, 100 active groups and combos composed of early teeners are actively performing on the Philippine stage, screen and radio-television. There are now three or four allgirl groups, but the most popular D'Bombshells. Even students from American schools and colleges have formed their own groups.

Combos who belong to the upper bracket and who write original compositions are Jose Mari and the Electromaniacs and Ronnie Villar and the Fire Dons. Both have already cut several tunes on Mabuhay label. Aside from the abovementioned, two combos, RJ & the Riots, D'Strads, Whirlpools, Ramrods, Lunatics, Hi-Jacks, Rumblers, Hotshots and the Black Diamonds Studio, the first full opera to be run away with pop honors.

#### SPAIN

#### Anka Visit Gets Big Press Push

By RAUL MATAS 32 Av Jose Antonio, Madrid 13

Paul Anka's week in Spain has been supported by the hottest publicity campaign seen in this country. He has performed for the Coca-Cola radio programs emseed by Pepe Palau, filmed "A Day With Anka" for TV and he went to Barcelona where he sang at the Sports Palace. He recorded the Spanish version of "A Steel Guitar and a Glass of Wine" and "Remember Diana."

Millions of tourists pour into summer resorts and night clubs which have signed great personalities for shows: Abbe Lane and Jack . . . Jacqueline," a tropical Xavier Cugat, Yonne De Carlo, Sacha Distel, Los Cinco Latinos, Billy Caffaro, Los TNT, Enrique Quijano, Carlos Acuna, Lola Beltran, and Paul Anka have appeared, while Miguel Prado, Mexican author of "Duerme" and Dimitri Tiomkin are studying a new film production that will have their music.

> Joaquin Prieto, the Chilean author of "La Novia," signed a three-year pact with RCA Italiana. His pact gives Prieto and Fermata the song rights for Argentina, Brazil, Spain and Portugal.

#### **New Head of Pioneers Plans** Annual Awards to Stations

CHICAGO-Ward Quaal, executive vice-president and general manager of WGN, Inc., and president of KDAL, Inc., Duluth-Superior, has been elected president of the Broadcast Pioneers, succeeding Gordon Gray, general manager of WKTV, Utica, N. Y.

Quaal, a veteran of 27 years in radio and television, plans to establish an annual national Pioneers Award to recognize superior performance of individual local radio and television stations. The awards project will encourage live, local program production.

#### NARM Congrats

Continued from page 8

Snider (Edge, Ltd., Washington), Director Larry M. Rosmarin (Record Distributing Company, Houston), Director Cecil Steen (Recordwagon, Inc., Boston), Jules Malamud, NARM executive director, and Earl M. Foreman, legal counsel.

The wire to Heilicher was signed by Glen Becker, Jules Malamud and the Board of Directors at NARM.

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# ALBUM REVIEWS

POP

ROSES ARE RED



Bobby Vinton. Epic LN 24020—The sensational Vinton, who's done much lately to spur the singles business with his smash "Roses Are Red," offers a neat bundle of wellknown, country-oriented ballads. To simple arrangements with strings and piano used with taste, Vinton sings in a meaningful style, occasionally employing a catchy vocal slide into the falsetto range. Tunes include "Mr. Lonely,"
"Crying," "True Love," "I Can't Help It," etc. Powerhouse merchandise.

#### ABOVE THE STARS



Mr. Acker Bilk. Atco 33-144 - Another Acker Bilk masterpiece here. The king of the low-key clarinet weaves a dreamy melody through 12 tracks on this LP. Album is titled after his new single and each of the performances is accompanied by strings and on a few of the tracks there is the subtle touch of Latin rhythm. In addition there's an infectious little tune called "Acker's Lacquer" that could pull jock spins and a moody reading of "Limelight." In all, a potent package from the clarinetist.

#### THE RAY CHARLES STORY (2—12")



Atlantic 2-900—Atlantic has a powerhouse in this double LP set of cream Ray Charles tracks. There are 29 sides in all, all top stuff from singles and LP's previously released. The striking cover art and detailed notes are added attractions. Sides cover from 1952 through 1959 and include such Charles greats as "If Shoulda Been Me," "Rockhouse," "Hallelujah, I Love Her So," "Just for a Thrill" and "Let the Good Times Roll" to mention just a few.

#### THE STRIPPER AND OTHER BIG BAND HITS



Si Zentner & His Orch. Liberty LST 7247—Zentner's latest album effort presents the leader's interpretation of a flock of hits past and present. The sides showcase the big band in both soft and shouting material with bright brass, soaring sax and punching rhythm work. The unison's crisp and there are a number of sides which should appeal to both adult and teen dancers. "Hot Toddy." "Midnight in Moscow," "One Mint Julip" and the band's current single "Shadrack" are all included in addition to the title tune.

#### KING CURTIS COUNTRY SOUL



Capitol T 1756 (M); ST 1756 (S)-Here's an album that could be a smash seller in the pop field and even catch THE GREAT GROUP GOODIES some country as well as r.&b. action. King Curtis, following in the path of Ray Charles, has come up with a sock LP here featuring the tenorman in catchy, country-flavored versions of a flock of country and pop tunes. And Curtis not only shows off his tenor work, but a Charles-oriented singing style as well. Sides include "Any Time," "Your Cheatin' Heart," "Brown Eyes" and "I'm Movin' On." Solid wax.

#### MURRAY THE K'S GASSERS FOR SUBMARINE RACE WATCHERS



Various Artists. Chess LP 1470 Mono-Murray the K's "Golden Gassers" and "Blasts From the Past" have turned out to be chart gold and this successor album, with another flock of fine old rock hits, can follow along the hit path. Included are the Shirelles' "Will You Love Me Tomorrow?" Little Anthony and the Imperials' "Tears on My Pillow," "Maybe" by the Chantels and items by the Harptones, Students, Tokens, Pastels, and the Moonglows. A lot of action indicated here.

#### MASHED POTATOES AND GRAVY



The Ventures. Dolton BLP 2016 (M); BST 8016 (S)-The Ventures have had continuing album chart success, particularly with their recent twist set and this dance package can score heavily with the same markets. The guitar combo rocks out with "Gravy," "Mashed Potato Time," "Wah Watusi," and "Hully Gully" among others and the teens and adults alike will find it superior terp accompaniment.

#### THE PLATTERS' ENCORES OF BROADWAY GOLDEN HITS



Mercury MG 20613 (M); SR 60613 (S)-The Platters have another powerhouse LP here bearing the "Golden Hits" stamp. The group turns its attention to great songs from Broadway, giving each of the tunes their own unique stylistic interpretation. The LP is attractively paced between medium and slow rhythms, with "Summertime," "Stormy Weather" "Old Black Magic" and "September Song" ranking among the better tracks. String ork accompanies on this entertaining LP.

#### LINDA SCOTT



Congress LP 3001 (M); SLP 3001 (S) — Young Miss Scott has been steadily expanding her following and this second album, with the fine, subtle arrangements of Hutch Davie should win her more fans yet. It includes past singles "Yessiree" and "Never in a Million Years," plus standards, all of them delivered with much warmth and vocal knowhow. A lot of spins and sales in prospect

#### THE GOLDEN HITS OF THE EVERLY BROTHERS



Warner Bros. W 1471 (M); WS 1471 (S)—The Everlys have been consistent hitmakers through their associations with two different labels, and here's a great grouping of their top money winners on Warner Bros. label. Included are "That's Old Fashioned" (their most recent smash); "Crying in the Rain," "Ebony Eyes," "Cathy's Clown," "Walk Right Back," "Don't Blame Me," "Lucille," "Temptation" and others. Solid merchandise for the fans.

#### AND THE ANGELS SING



Caprice LP 1001 (M); SLP 1001 (S)—The girls who have had strong chart action in recent months, have their first LP here, and it's bound to cause a stir with teen groups. Their singing is done in the familiar brooding style that has brought them to national attention. "Till," "Cry Baby Cry," and "Everybody Loves a Lover," all good singles for the girls, are included as well as some other strong items.



Various Artists. Atco 33-143—Atco has some memorable rock singles in its catalog and here's a flock of them, by vocal groups, to prove it. The Coasters are represented with "Searchin'," "Yakety Yak," and "Charlie Brown," while the Robins' great "Riot in Cell Block No. 9" is also present. Additional exciting tracks are by the Ikettes, Harptones, Sensations, Hollywood Flames, Royal Jokers, etc. Powerful wax for the "oldies but goodies" derby.

#### SOLOMON BURKE'S GREATEST HITS



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Atlantic 8067-Burke has had a great revival this past year, with a number of fine singles, including the hit "Just Out of Reach," and this plus other singles are included here along with some solid new outings. Teacho Wiltshire, Ray Ellis and Klaus Ogerman all contributed arrangements and each one outdid himself. Fine tracks include "I'm Hanging Up My Heart for You," "Gotta Travel On," "I Almost Lost My Mind," etc. A topnotch effort throughout, for the chanter.

#### (Continued on page 22)

#### **BEST TRACKS** FROM THE SPOTLIGHT LP'S

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

#### POPULAR

KING CURTIS COUNTRY SOUL-(Capitol T 1756; ST 1756) "I'm Movin' Oa"

A MILANESE STORY-Sound Track (Atlantic 1388) "In a Crowd" (M.J.Q.) (3:23)

THE PLATTERS ENCORE OF BROAD-WAY GOLDEN HITS (Mercury MG 20613; SR 60613) "Summertime" (George Gershwin, ASCAP) (3:30)

GOOD, GOOD, TWISTIN'-James Brown & the Famous Flames (King 780) "Have Mercy Baby" (Ward, BMI) (2:14)

#### JAZZ

HOLLYWOOD JAZZ BEAT-Ray Bryant (Columbia CL 1867; CS 8667) "On Green Dolphin Street" (Feist, ASCAP) (2:16)

GRAVY TRAIN-Lou Donaldson (Blue Note 4079) "Twist Time" (Groove, BMI)

# \*\*\* STRONG

\*\*\* THEY ALL SWUNG THE BLUES Glen Gray and the Casa Loma Ork, Capitol T 1739 (M); ST 1739 (S)-Another in the long and solid selling "sounds of the great bands" series and this one has the same fine, updated Casa Loma sound as its four predecessors. This fifth volume of the series package, dedicated to the swinging blues, offers 12 solid tracks, including an updating of "No Name Jive," "Bugle Call Rag," "C Jam Blues," "Night Train," "Farewell Blues," etc. Great sound.

#### \*\*\* BUDDY AND SOUL Buddy Greco. Epic LN 24010 (M); BN

26010 (S)-Buddy Greco has generated a lot of interest both here and in England in the past year, and he's even had singles that have stirred good action. Most of the action has been received on the upbeat, swinging kind of material, at which he's very good. Here, Greco turns to the softer ballad approach and fans will like "Come Rain or Come Shine," "But Beautiful," "People Will Say We're in Love," etc. It's a different Greco than the one most disk fans have come to know, but many will like him this way, too.

#### \*\*\*\* OOPS

.. Bill Doggett and his Combo. Columbia CL 1814 (M); CS 8614 (S)-Bill Doggett is now swinging on his third label, and as with many past albums, the dancers will perk up their ears and twisting muscles. Doggett's most famous hit (from his King days) "Honky Tonk," is here with both Parts I and II, and it sounds fine in the re-recorded up-to-date sound. Also included are "Deed I Do," "Canadian Sunset," and others, all done with twisters in mind. Doggett's organ solos are listenable, but the beat is the thing here.

continued on page 28

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# SPOTLIGHT SINGLES SINGLES REVIEWS

Pop

THE VENTURES



LOLITA YA YA (Chappell, ASCAP) (1:55)—LUCILLE (Venice, BMI) (2:14)—There've been a number of versions of the title tune from the hit film "Lolita" but this figures the strongest to date. The usual Ventures guitar sound is neatly augmented with voices and the side shouldstep out. Flip is Little Richard's old smash and also figures

BEN E. KING



TOO BAD (Progressive-Milky, BMI) (2:25)—MY HEART CRIES FOR YOU (Massey-Ross Jungnickel-Gladys, ASCAP) (2:17)—Two fine sides for the chanter and both have a strong chance. On top is a ballad, much in the country style, but done to a smart "Stand By Me" kind of beat. Flip is the oldie, done in new, swinging, upbeat

THE IKETTES



HEAVENLY LOVE (Progressive-Placid, BMI) (2:50)-The best outing to date for the gals. It's a rockaballad, done somewhat in Shirelles style, and in addition to a standout vocal by the group, it sports a smart strings and rhythm backing. This one can go. Flip is "Zizzy ANDREA CARROLL Zee Zum Zum" (Progressive-Placid, BMI) (2:20)

MISS HA

Atco 6232

JIMMY BEAUMONT



PM GONNA TRY MY WINGS (Aldon, BMI) (2:13)— The lad has a strong teen sound on this ballad. The material is fine and the performance builds and builds, with an arrangement to match. Should be worth plenty of coin. Flip is "Never Say Goodbye" (Aldon, BMI) (2:11) May 120

BERNIE LEIGHTON



DON'T BREAK THE HEART THAT LOVES YOU (Francon, ASCAP) (2:48)—Here's Connie Francis' big hit of a while back, done up in a highly stylized instrumental arrangement by Don Costa. Leighton and his ork make it sparkle and the side could grab a lot of loot. BILLY WALKER Watch it. Flip is "Till You Return" (Jefmark, BMI) Colpix 645

PATTI PAGE



THREE FOOLS (Hill and Range, BMI) (2:10) - The singing rage has another smart country-styled ballad here which could make a lot of noise. It's done in a stylish uptempo manner and there's a strong message. This one has a real chance. Flip is "Boy's Night Out" (Miller, ASCAP) (1:50) Mercury 72013

B. BUMBLE AND THE STINGERS



APPLE KNOCKER (Mardon, BMI) (2:16) — The "Nut Rocker" lad and his group have another swinging performance of a classical theme here. This time it's "The William Tell Overture." Wild rocking piano is highlighted on the side against stomping rhythm. Flip is "The Moon and the Sea" (Mardon, BMI) (2:05). Rendezvous 179

CASTELLS



STAND THERE MOUNTAIN (Warman, BMI) (2:25)— OH WHAT IT SEEMED TO BE (Joy, ASCAP) (2:10)-Two more soft, warm ballad treatments by the lads. The first is the story of a broken love affair sung over simple backing. The flip is the old Frank Sinatra hit done in sweet style by the lead with the rest of the boys getting "A" for grand assist.

NATHANIEL MAYER



HURTING LOVE (Trianon, BMI) (2:45)—LEAVE ME ALONE (Trianon, BMI) (2:10)-"Village of Love" hitmaker Mayer has another two-some that could score for him. The first side is in the same ballad groove as his hit while the flip is a rhythm tune that packs a punching EARL BOSTIC vocal against a finger-snapping beat and the Fabulous Twilights vocal group. United Artists 4 United Artists 487

Dolton 60 CONNIE STEVENS



I COULDN'T SAY NO (Aldon, BMI) (2:32) - MR. SONGWRITER (Gil, BMI) (2:21)—The movie and TV star has two intriguing teen items here. The first is a rockaballad sung with feeling by the lass against a bank of strings and vocal chorus. The second is a cute novelty in which she pleads for words and music with which to DOLORES GIBSON bewitch the boy. Either or both could go.

Warner Bros. 5289

JENNELL HAWKINS



MONEY (Jobete, BMI) (2:10)—The "Moments" lass has a strong rhythm tune here. Jennell shouts out the lyric \*\*\* I Want a Man-New thrush bows against combo and vocal group backing. Flip is "More on the label with a first-rate performance about her need for a man, not a boy, any



MISS HAPPINESS (Merrimac, BMI) (2:07)—The thrush has a strong pleader ballad here with a powerful teen sound. A cute piece of material that should catch a lot of teen attention. Watch it. Flip is "Fifteen Shades of Pink" (Merrimac, BMI) (2:09).

- Country & Western \_\_\_\_\_

GEORGE JONES



COLD, COLD HEART (Acuff-Rose, BMI) (3:13)-YOU'RE STILL ON MY MIND (Starrite, BMI) (2:34)-The fine chanter has two most effective sides. On top is the familiar Hank Williams ballad and it can grab much play and sales. Flip is a weeper with a familiar settingthe honky tonk join with the juke box playing done with equal effort. Both can go. Mercury 72010



BEGGIN' FOR TROUBLE (Lowry, BMI) (1:45)-WIL LIE THE WEEPER (Pamper, BMI) (2:30)-Walker has had a number of fine efforts and here's one of the best. First up is a fast waltz job with a Salvation Army kind of beat. It's done with much effect. Flip is a smart piece of material, done in medium tempo. A real message here. Columbia 42492

Rhythm & Blues

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LULU REED AND FREDDY KING



(LET YOUR LOVE) WATCH OVER ME (R-T, BMI) (2:53) - YOU CAN'T HIDE (R-T, BMI) (2:52) - Two by Dr. Feelgood (also known as Piano Red) strong efforts by a solid team. First is a warm, bluesy ballad done with great feeling. Flip is a bright, upbeat effort that can also score. Should be a lot of action here. Federal 12471

Jazz

LOU DONALDSON



GRAVY TRAIN, PARTS I AND II (Groove, BMI)—The alto saxophone man, a strong juke favorite for years, has another listenable coupling. Both sides are swingy, medium tempo jobs and both have solid piano work by Herman Foster, in addition to Donaldson's fine blowing.

Blue Note 1830

(Continued on page 30)

\*\*\*\* STRONG SALES POTENTIAL

\*\*\* More Than You Know - KING 5661-The oldie is handled in fine instrumental fashion here by the Bostic crew with Bostic coming through in his usual striking way on horn. Good programming wax. (Miller, ASCAP) (2:29)

\*\*\* Don't Blame Me-Same comment. (Robbins, ASCAP) (2:00)

\*\*\* Love Land - KING 5664 - Lass shows off her ballad style on this pretty side that also features a smart ork arrangement behind her. Lass is a real find, with style and a fresh way with a song. Strong new talent. (Heidle, BMI) (2:15)

longer. She punches across the lyrics like a young Dinah over fine choral support, Could make it. (O-Cal, BMI) (2:23)

ROCKING CAPRIS

\*\*\* Lights Out-CONFEDERATE 145 -An interesting slow Twist beat instrumental, with roots deep in the r.&b. field. Epic 9523 Harmonica carries the lead with a solid down home rhythm behind. Organ moves up later. Fine sound here. (Cochran, BMI)

> \*\*\* Money-There are vocal versions of this already but here it's handled as a solid blues instrumental, again with the organ and this time a guitar, in the spotlight. Good dance wax. (Jobete, BM1) (1:55)

GEORGE CATES

\*\*\* Quiet Village-DOT 16376-A fetching rhythmic reading of the Martin Denny hit of some time ago. The side has a strong medium tempo beat, powerful guitar and tenor sax work. It should appeal to teen dancers. (Baxter-Wright, BMI)

\*\*\* The Third Man Theme - Anton Karas' zither is replaced by organ here and a contemporary stomping beat has been added to attract teen listeners. There's also some fancy solo work throughout. (Chappell, ASCAP) (1:40)

DR. FEELGOOD AND THE INTERNS \*\*\* What's Up Doc-OKEH 7156-Here's another exciting and rousing side and the Interns. The driving side is handled with style by Red and the backing rocks. Watch it. (Cigma, BMI) (2:33)

\*\*\* Right String But the Wrong Yo-Yo -This is one of Piano Red's old hits and it sounds just as good in this new edition. A side that could grab a lot of plays especially in Southern markets and on r.&b. stations.

THE SOUL BROTHERS

\*\*\* The Parade of Broken Hearts-WAND 125-A good ballad, done in the gospel style. Solid lead performance and the group fills in an effective vocal backing. Catchy beat, too. Watch it. (Ludix, BMI)

(Continued on page 30)

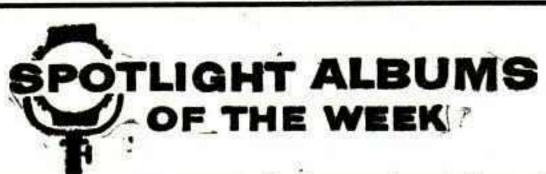
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Strongest sales potential of all albums reviewed this week.

Continued from page 20

#### BEN E. KING SINGS FOR SOULFUL LOVERS



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BOBBY BLAND'S

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BOBBY BLAND"

DLP 75

TRULY A SMASH

JUNIOR PARKER'S

SWEETER AS THE DAYS GO BY

I FEEL ALRIGHT AGAIN

HAS A HIT HIS FIRST TIME OUT

WILLIE MAYS'

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Nothing New (Same Old Thing)"

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DUKE 351

Atco 33-137—Stylish chanter King looks to his pop competitors in this newest album effort, selecting a top hit of recent seasons from each for his own interpretations. With ultra smart arrangements, he sings "Moon River," "Because of You," "Fever," "He Will Break Your Heart," and "Will You Love Me Tomorrow." Fans will grab for this one and jocks will find many spinnable sides.

#### A MILANESE STORY



Sound Track. Atlantic 1388—John Lewis, who had great success with his score to "No Sun in Venice," has another fine jazz-oriented film score here, to the flick "A Milanese Story." It is an interesting score in the way it uses jazz themes, and also for the performances of Lewis, Bobby Jaspar, Buster Smith and an Italian string quartet. Best tracks are "In a Crowd." "Winter Tale" and "Monday in Milan." Strong LP here.

#### GOOD, GOOD, TWISTIN'



James Brown and the Famous Flames. King 780—The teen set should dig this bright new package from James Brown which contains his current hit "Shout and Shimmy" as well as many of his previous smashes like "Good Good Lovin'." There is also a wild reading of the r.&b. hit of a decade ago, "Have Mercy Baby." A swinging set for the Twist crowd, especially the younger ones.

#### CONNIE FRANCIS



MGM X 1706—This EP contains three tracks previously released in album form with a fourth available only here. The track is "It Happened Last Night" penned by Earl Wilson and it has a fine country sound. The side features punching vocal work from Connie with powerful string and vocal chorus support. Could easily give the EP the kind of action normally reserved for a single.

#### HOLLYWOOD JAZZ BEAT



Ray Bryant. Columbia CL 1867 (M); CS 8667 (S)—This album could catch pop as well as jazz action. It features Ray Bryant in a flock of fresh and exciting jazz-styled waxings of Hollywood film tunes. They include "On Green Dolphin Street," "Ruby," "The High and the Mighty" and "Laura." On all of the tunes Bryant hands them stylish performances over solid backing from the large Richard Wess ork. Set should sell well.

#### GRAVY TRAIN



Lou Donaldson. Blue Note 4079—Donaldson has one of his better LP's in recent outings here. The alto saxist, supported by a rhythm section featuring Herman Goster, piano, swings away with carefree abandon on a variety of tunes that are sure to please his many fans. Besides the title tune, which should score heavily, the saxist also cooks on "South of the Border," "Candy" and "Twist Time." The title tune has already been released as a single.

#### - Country & Western

#### COUNTRY MUSIC HALL OF FAME



Jimmie Rodgers. RCA Victor LPM 2531—Here's a fine item for the true collector. In commemoration of the election of Jimmie Rodgers to the Country Music Hall of Fame last November, the label's Rodgers expert, a.&r. man Brad McCuen, has culled the vaults to bring out this collection of the most-requested songs, and there are presentative items from each year of his unhappily short recording career of only six years. "The Soldier's Sweetheart," "The Sailor's Plea," "I'm Free From the Chain Gang Now" are samples. Precious wax for the true fanciers.

#### GREATEST COUNTRY AND WESTERN HITS VOL. 3



Various Artists. Columbia CL 1816 (M); CS 8616 (S)—A fine oldies but goodies set, country style, and offering some top-notch performances of past hits by six of Columbia's big stable of solid country artists. This Volume III package has Ray Price, Mel Tillis, George Morgan, Billy Walker, Carl Butler and Stonewall Jackson in the line-up and each is heard from twice. Each singer is pictured on the cover in color, making for a highly salable package.

#### Low Priced Religious -

#### INSPIRATION AND MEDITATON



101 Strings. Stereo Fidelity. SF 16600 (S)—The 101 Strings has built an excellent following in the low-priced LP category. This program of traditional religious selection is done in the group's familiar "big ork" style. Selections include "Bless This House," "Hallelujah Chorus" (instrumental), "The Lord's Prayer," "Onward Christian Soldiers." Excellent shot of setting sun on cover sets mood. (Continued on page 26)

# SALES ARE SIZZLING "TILLE FDOIL SUBJECT OF THE SIZZLING DICK ROMAN HARMON 1004

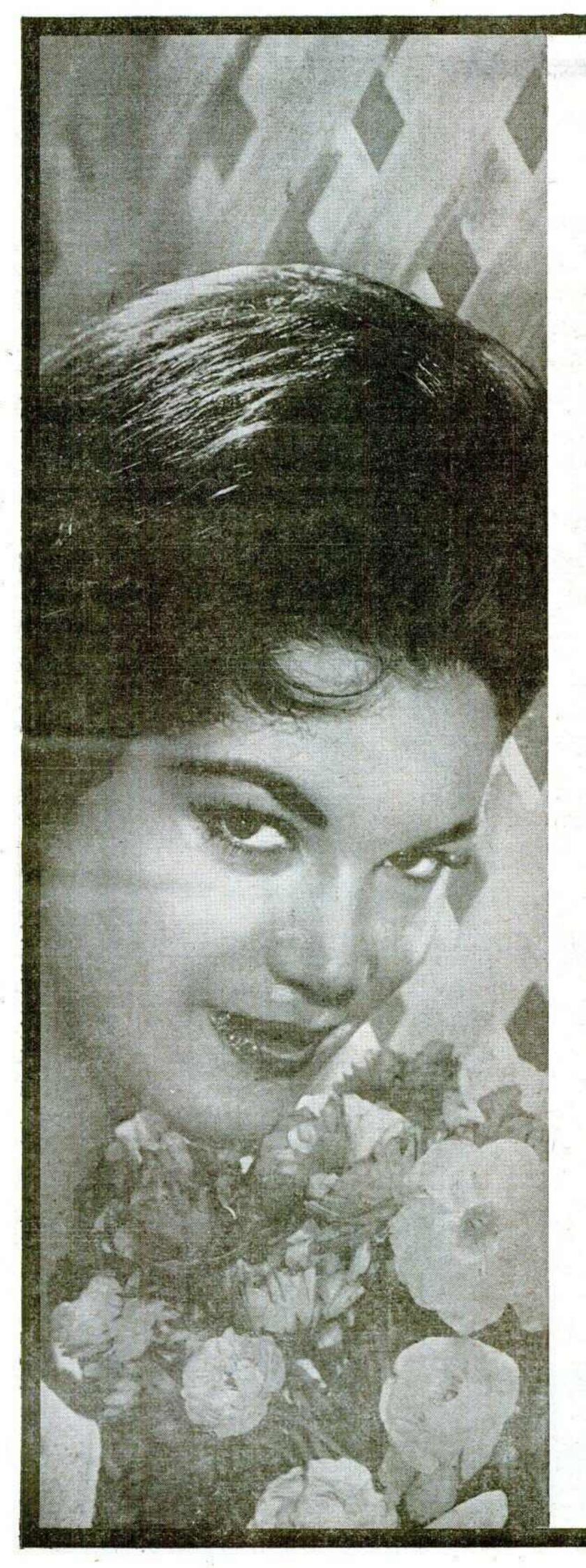
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CHICAGO, ILL. M. & S. Dist. Co. ATLANTA, GA. Goodwin Record Dist. BALTIMORE, MD. Kaye Record Dist. BOSTON, MASS. Mutual Dist. Co. BUFFALO, N. Y. Best Record Dist. Co. CINCINNATI, OHIO A & I Record Dist. CLEVELAND, OHIO Concord Dist, Co. CHARLOTTE, N. ( Bertos Dist. Co. DALLAS, TEXAS Big State Dist. DETROIT, MICH. Record Merchants Dist. EAST HARTFORD, CONN. Trinity Record Dist. Co. HIALEAH, FLA. Tone Dist. Co. HOUSTON, TEXAS H. W. Baily, Inc. LOS ANGELES, CALIF, Cosnet Dist. Co. MINNEAPOLIS, MINN. Hellicher Bros. NEWARK, N. J. Apex Martin Dist. Co. NEW ORLEANS, LA. Central Record Dist. NEW YORK, N. Y. Superior Record Sales PHILADELPHIA, PA. Chips Dist. Co. PITTSBURGH, PA Cosnat Record Dist. SAN FRANCISCO, CALIF. D. M. Sales ST. LOUIS, MO. Commercial Music Co. SAN JUAN, PUERTO RICO Fortaleza Record Dist., Inc.



THE PERFECT TIME FOR HER NEW HIT!

# 

SINGS

# MAGATION

(CONNIE FRANCIS-HANK HUNTER-GARY WESTON)

B/W

# THE BUCKST

MGM

K 13087



Packaged in eye-catching four-color sleeve!

# Distribs Cool to Plough Lists

By NICK BIRO

CHICAGO-What is basically a centralized programming policywith modifications - by Ploughowned WJJD here, is creating a lot of controversy in the record trade.

Distributors — all of whom for obvious reasons prefer not to be identified - have mixed reactions, but at best the sentiment is one of lukewarm tolerance, not enthusiasm.

Basically Plough compiles a national play list from information gathered by program directors at its stations in Chicago, Boston, Baltimore, Atlanta and Memphis.

The play list is in turn distributed to each station and the individual program directors have an option of adding 5 to 15 localaction tunes.

One big distributor here said he had found the station "very co-operative-naturally we'd rather see all the programming done locally, but I can't see where it's been any great problem ... we've done all right with our material."

Another big distributor, however, claims "all the decisions seem to come out of Memphis (Plough headquarters). We definitely do have trouble getting records played ... it seems we're dead unless you can show some sort of national action."

Still another big distributor noted "it's almost not worth our time to send a promotion man to

Foreign Tape

NEW YORK-Use of foreign-

made sound track tape in scoring

domestic television programs was

banned in an agreement between

the American Federation of Mu-

sicians and several major members

of the Alliance of Television Film

musicians' union, termed the con-

tract a "substantial advance" in

AFM's drive against the imported

mated that the firm's represented

in the contract had been using for-

following firms: Bellmar Enter-

Calvada Productions, Desilu Pro-

of their television programs.

Herman Kenin, president of the

Producers last week.

product.

Enterprises.

Firms Nix

ords a week to their national list. and these are mostly by 'name' groups."

manager, however, defends the system vigorously. "Maybe some distributors don't get as many records played as they would like, but we feel this procedure has improved the quality of our music substan-

"We have one thing to say to distributors and record people-we don't tell them what to press and we don't expect them to try to tell us what to play. Our main concern is programming to our audience."

WJJD, once a top-rated hardrock station, dipped drastically in ratings when it switched to a midago. Recently, a "modified-rock" format has brought ratings back. music policy. The station now ranges between fifth and sixth in the Pulse surveys. Sales Position Good

while ratings have improved only take," said Lawlor. slightly—and are nowhere near what they were a few years agothe station is now in a much better sales position.

hard-rock policy. As a result, we stations."

call on the station with anything pulled off our screaming disk jocknew. They only add about 10 rec- eys and generally tried to soften our sound.

"As far as our programming goes, we simply say to each of our Boyd Lawlor, WJJD general program directors, 'Send us a list of what in your honest opinion are the Top 40 tunes in your area'."

"From this, the network makes up a national play list. Local distributors, however, still have ample opportunity to get records played. As a matter of fact, I think they have a better chance with us than with many other stations that are wedded to a solid Top 40 format. Our local program directors can still add from 10 to 15 local records if they think they're worthwhile," Lawlor said.

The WJJD general manager said he felt most chains or networks used some sort of "pattern" in pickdle-of-the-road format some years ing their music. "If nothing else, this gives us control over our

"If we don't play a record, it's because in our opinion, the record isn't worth play. We may make a Lawlor explains, however, that mistake—but at least it's our mis-

He said he was reluctant to rely soley on charts or dealer surveys. "We urge our program directors to use a multiplicity of local sources: "We're able to get advertisers not just dealers and charts but disthat wouldn't have any part of our tributors, one-stops and even other

### 'Radio . . . the Sound Citizen' Is NAB Theme Singing of Medium's Praises

sociation of Broadcasters' radio di- lations. rectors last week approved a multipoint prestige building program that includes use of a special sound effects promotional disk to be aired by NAB member stations.

The record is keyed to the theme of May's National Radio Month-"Radio ... the Sound Citizen."

Also approved: (1) a speakers bureau directory listing prominent broadcasters available for speaking engagements before civic, fraternal and other national organizations.

2. A workshop for public service organizations using radio and An AFM representative estitelevision, under direction of the NAB public relations service in Washington as a means of enlighteign tapes in more than 50 per cent ening civic groups on the prob-The two-year contract covers the broadcasting. The two-day session, to be held this winter, also would prises, Bing Crosby Productions, place emphasis on radio-TV's public service contributions and on the ductions, Four Star Television, fact that "such service can be stairs will lead into the message T & L Productions and Mayberry provided only in a climate of that radio goes throughout the freedom," according to John M. house with you.

WASHINGTON - National As- Couric, NAB manager of public re-

3. Preliminary planning for a public relations manual for sta-

Couric also outlined several undertakings including: stress on more radio feature stories in industry house organs and in daily newspaper columns; preparation of study guides for clubs, and issuance of intermittent editorial fact sheets for radio station members, giving objective research, on key issues in the broadcast field which could be used as basis for editorializing.

The promotional disk will be composed of 10-20 second spots. The bands will include such effects as an alarm clock followed by an ! lems, challenges and service of announcer's explanation that the alarm clock is becoming obsoletethat people are using clock radios !! to wake up more pleasantly.

The sound of footsteps on the

#### ARTISTS' BIOGRAPHIES

VINCENT EDWARDS

(Decca) AGE: Early 30's. HOME TOWN: Brooklyn. EDUCA-TION: College, Studied acting at the American Academy, New York. HOBBIES: Swimming, creative writing, flying. Edwards is also a devotee of organically grown foods and stays in shape by lifting weights and engaging in regular gymnasium workouts. BACKGROUND: Star of TV's medical series, "The Ben Casey Show." He is primarily known for his acting, and has appeared



in stage and film roles, including a role in "High Button Shoes" on Broadway and a road tour in "Come Back Little Sheba." Edwards performed in nearly all of the major live TV dramatic shows that emanated from New York. When West Coast television grew in stature, he went west to make appearances on "The Untouchables," "G. E. Theater," "Hitchcock Presents" and "Deputy." This led to movie roles and he appeared in feature films, including a part in the Joanne Woodward Academy Award picture, "Three Faces of Eve." When James E. Moser, creator and producer of "Ben Casey" was casting the role of the resident neurosurgeon, he selected Edwards. Now the TV star is making a bid for recognition in the recording field. If the heavy sale of his debut LP for Decca Records, to whom he is contracted, is an indication. Vincent Edwards—vocalist—should be around for a long time.

LATEST SINGLE: "And Now" b/w "Don't Worry About Me" from his new Decca LP just released, and "Why Did You Leave Me" on the Russ-Fi label, recorded by Edwards before his TV series. The side moves into the No. 72 slot this week on the Hot 100.

LATEST ALBUM: "Vincent Edwards Sings" on Decca Records bounds into the No. 100 position this week on the Top Mono LP chart,

(Capitol) AGE: 40. HOME TOWN: Bentleyville, Pa. EDUCATION: High school, HOBBIES: Sports and relishing Chinese and Italian foods. BACKGROUND: Anthony has been playing trumpet ever since he was 5 years old. He spent his youth in Cleveland, playing with local bands while in high school and capturing his first name-band job with Al Donahue, followed

by a brief stint with the late

Jimmy Dorsey. In 1940, An-

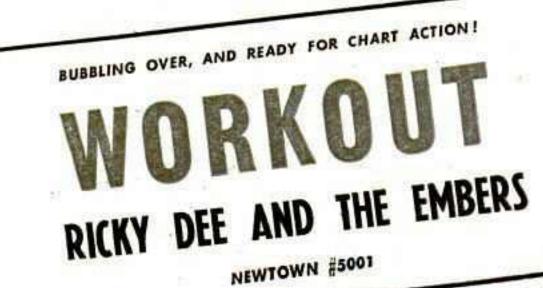
RAY ANTHONY

thony joined the Glenn Miller band, making several coast-tocoast jaunts as the group's featured trumpet player. During World War II, Anthony enlisted in the Navy and was placed in charge of a sailor dance band assigned to tour island bases in the Pacific to entertain the troops. After his discharge in 1946, Anthony formed his own dance orchestra and in three years accumulated many honors and won various polls. Anthony joined Capitol Records in 1948 and has recorded one of the company's most extensive catalogs. Included in the list of Anthony's hits are such best-selling singles as "The Bunny Hop," "Dragnet," "The Hokey Pokey" and "Peter Gunn." In addition to recording activities, the Ray Anthony band has made numerous appearances in night clubs, ballrooms, TV and films.

LATEST SINGLE: "Worried Mind," jumping into the No. 81 deck of the Hot 100 this week.

LATEST ALBUM: "Worried Mind," this week a BMW Page One Record in the New Action LP section.

THEY GAVE YOU "I SOLD MY HEART TO THE JUNKMAN" NOW, FOR YOUR PLEASURE AND ENJOY-MENT, ANOTHER MONEY-MAKER!



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# VOX JOX

By JUNE BUNDY

RECORD HOPS: This week's Programming Panel spotlights comments by jocks about current dance favorites on the record hop scene, and here is more info on record hop activities across the country. Porky Chedwick, WAMO, Pittsburgh (who will be a panelist in an upcoming BMW issue), has emseed more than 2,000 record hops and claims a national record of 110 hops in a row without a single night off. He drew 6,000 people when he did a remote from the sidewalk in front of the Stanley Theater. . .. Panelist Milt Grant, syndicated deejay operating out of WPGC, Washington, has some additional comment on current dance crazes. He notes: "It is in the summertime that new dances get going here—as teens visit other parts of the country on vacations and bring back new ideas."

Another panelist, Tom Shannon, WKBW-TV, Buffalo, reports that his top-rated video show recently featured a star line-up of guests, including Ernie Maresca. Jay and the Americans, Jean Thomas, Tico and the Triumphs, Jimmy Darren and Shelley Fabares. . . . Still another BMW panelist, Don Friedman, WNEP-TV. Scranton, Pa., is scheduled to go off the air for July and August. However, Friedman says his office will remain open during the summer to plan for the return of his "Coke TV Bandstand" the first week in September. He will continue to issue his TV Bandstand newsletter, including his Teen Panel review of new releases.

KILDARE CLICKS WITH TV JOCK: Friedman is quite enthusiastic about TV's Dr. Kildare (Richard Chamberlain) and a film featuring his new MGM release, "Three Stars Will Shine Tonight," which has been made available to TV jockeys. Friedman comments: "We have had this type of film before, but they were short budget, shot at hops, with fair sound and usually were received when the song was already on top and declining. MGM's evidently was shot before release with its fine production and direction very evident and pleasing. We foresee the possibility of a new era in TV music. If all the major companies go into this type of record promotion film, many TV deejays may pop up using simple format of host-film and some live guests. Result: resurgence of major label dominance in the music industry. We feel the cost of good production films, along with basic recording costs, would limit this to major labels." Friedman also expressed admiration for Capitol artist Billy Duke, who guested on the jock's show recently even though his leg was in a cast.

THIS 'N' THAT: Ron Lundy, WIL, St. Louis, is conducting an "I Hate Ron Lundy Fan Club" promotion complete with membership cards. The stunt, Lundy says, is "very successful." He adds: "So far we have thousands of club members—it's a gas! A typical secret code message (featured on back of membership card) would be 'You are standing on my Baby Ruth.' ". . . Terry Havel. program director of KWAR-FM, Waverly, Ia., Wartburg College station, needs single records, mainly jazz and current pop hits. He writes: "We have had to drop our record services from Columbia and Capitol last year because of lack of funds. We are on a budget of \$1,500 annually and most of it goes toward equipment."

CHANGE OF THEME: Ken Banghart, veteran newsman at WCBS, New York, is starting an expanded news service on that outlet this week. Under the new plan, WCBS will air 11 15-minute news shows daily. As a result there have been some personnel changes in WCBS's noon-6:45 p.m. time period. Bob Maxwell, formerly WWJ, Detroit, moves into Banghart's 4:15-6 p.m. time period, and Bob Dixon has resigned from WCBS's 1:15-3 p.m. time slot, Dixon is moving to Tucson, Ariz.

Maxwell will be introduced to WCBS listeners on Banghart's "At Your Service" program during the week of July 2. Banghart will emsee 15-minute news segs (at noon, 3 p.m., 4 p.m., 5 p.m. and 6 p.m.) and in addition will act as anchor man for the new WCBS feature "Up to the Minute" from 6:15 to 6:45 p.m. Ed Joyce is moving into WCBS's 12:15-2 p.m. period and Bill Randle takes over Joyce's modern and Dixieland jazz programs.

#### PROGRAMMING PANEL

THE QUESTION:

What dance-or dances-do teen-agers in your audience favor now? (Additional answers to this question will appear in a forthcoming issue.)

THE ANSWERS:

MILT GRANT Syndicated Deejay, Washington



tatoes are the current big dances here, with the favorite newcomer being the Watusi, Still somewhat popular are the Popeye and the Stomp. Societyteens are still strong for the Slop and the U.T. However,

the r.&b. set always have been the pacemakers when it comes to origifavorites-the Twist, Mashed Potatoes, Pony-with such new names at the Track." as the Duke of Earl, Kill the Roach, the Donkey and a mambo-like step called the Hunch.

#### TOM SHANNON WKBW-TV, Buffalo

On my show, fast dances are still

in vogue. The most popular dance currently is Mashed Potatoes. Twist records still are accepted but not with as much gusto as before. Others are the Pony, Continental, Hully Gully, Slop and Limbo. The Mashed Po-



tatoes seems to be more difficult to do (especially for elders). Therefore teens probably feel this is theirs and only theirs; whereas their parents did the Twist so they aban-

doned it.

#### GARRY MILLER WTOL-TV, Toledo

The Mashed Potatoes is, at the moment, the



biggest. The Twist has apparently been abandoned by teen-agers in my area. Summer always brings about a revival of the Beach, which is a wild non - contact dance and only

done at beachside resorts. I would be glad to describe it, but it is indescribable.

# GOVERNOR HAILS Top Daytime

BURLINGTON, Vt.-The nation's youngest governor was on hand for festivities as Vermont's first FM radio station - WJOY-FM-began broadcasting here last week. Gov. F. Ray Keyser Jr. told a crowd of some 250 business and civic leaders that FM radio is part of a gigantic cultural revolution throughout the country. The new FM outlet will operate separately from its sister AM outlet, WJOY-AM, and will broadcast a 13-hour per day program of "serious music, eventually branching into educational and public service programming," according to Frank Balch, station manager.

#### WLS Jockey Rides Trotter's Tie-In

CHICAGO - WLS, local ABC radio outlet, has inaugurated a pronating new dance steps. The new motion tie-in with deejay Mort steps are mainly variations on past Crowley and the Sportsman's Park trotting track. It's called "A Night

> On his daily show Mort invites listeners to mail in their names and addresses. The card that's picked entitles a couple to dinner in the Silk and Sulky Room of Sportsman's Park with Mort and his wife. Once a week a race is named "The Mort Crowley-WLS Trot," and Mort's guests are photographed in the winner's circle with Crowley and his wife and the winning horse and driver. The pic is then sent to the guests' home-town or community newspaper.

The gimmick has been drawing heavy response. It will run until Labor Day. The station ties in by track reciprocates by giving plugs public address system.

# 1ST VERMONT FM Station: WOR

NEW YORK - WOR took top honors as the most listened-to daytime station for the 12th consecutive month, according to a Pulse, Inc., report here last week.

Figures for May showed WOR with an average quarter-hour rating of 3.7 between the hours of 6 a.m.-8 p.m., Monday through Friday, leading its nearest competitor by .7 in similar time periods.

Last week, Hooper reports showed that WINS had moved into the city's No. 1 over-all position (BMW, July 7).

#### **Deliberate Errors** Spark Promotion

DETROIT - Station WXYZ pulled out a collection of over 500 hit records from 1957 through 1961 for a summer "Soundtacupromotion held here last week.

The big five-day salute to the recorded hits of the past five years was supported by newspaper advertising and a heavy schedule of radio and television announcements.

Working from special lists prepared by the WXYZ program department, the station's six popular music personalities incorporated "Soundtacular" tunes into all programs.

The tunes and their year of popularity were deliberately identified incorrectly. Listeners were asked to listen for the errors and send corrections in.

Prizes of LP's and transistor radios were awarded daily to those listing the most errors.

taking ads in the program, and the for the Crowley show over the

#### YESTERYEAR'S HITS

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

POP-5 Years Ago July 15, 1957

1. Teddy Bear, E. Presley, RCA Victor 2. Love Letters in the Sand, P. Boone, Dot

3. So Rare, J. Dorsey, Fraternity 4. Bye Bye Love, Everly Brothers, Cadence

5. Searchin', Coasters, Atco 6. It's Not for Me to Say, J. Mathis, Columbia

7. I'm Gonna Sit Right Down, B. Williams, Coral

8. Send for Me, M. Cole, Capitol 9. Over the Mountain, Johnnie and Joe, 10. Short Fat Fannie, L. Williams, Specialty 1. Auf Wiederseh'n Sweetheart, V. Lynn, 2. Delicado, P. Faith-S. Freeman, Columbia

POP-10 Years Ago

July 12, 1952

3. Here in My Heart, A. Martine, BBS 4. Kiss of Fire, G. Gibbs, Mercury 5. I'm Yours, E. Fisher-H. Winterhalter,

RCA Victor 6. Blue Tango, L. Anderson, Decca

7. Walkin' My Baby Back Home, J. Ray, Columbia

8. Half as Much, R. Clooney, Columbia 9. Maybe, P. Como-E. Fisher, RCA Victor

10. Lover, P. Lee-G. Jenkins, Decca

Searchin', Coasters, Atco Short Fat Fannie, Larry Williams, Specialty Send for Me, Hat King Cole, Capitol Jenny, Jenny, Little Richard, Specialty C. C. Rider, Chuck Willis, Atlantic

RHYTHM & BLUES-5 Years Ago-July 15, 1957 United, Otis Williams and His Charms, Deluxe Teddy Bear, Elvis Presley, RCA Victor Valley of Tears, Fals Domino, Imperial So Rare, Jimmy Dorsey, Fraternity Bye Bye Love, Everly Brothers, Cadence

# #5007 NEWTOWN A SLEEPER! WILL GO TOP 10!

HAROLD B. ROBINSON, 6600 N. Broad St., Philadelphia 26, Pa. Phone: Livingston 8-5010

JOHNNY FOX

TOO MUCH"

NEWTIME #507

JAZZ VERSION

NEW SWINGIN' INSTRUMENTAL

# SCOTCH

# **BLUES FOR**

Tru-Lite #112

CASSETTA ORCH.

D. J.'s-Distributors: Write-Wire

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• 10 MONO • 10 STEREO • 2 FREE STEREO FULL DEALER MARKUP!

MR. ACKER BILK

# **ABOVE THE** STARS"

ATCO 6230

ATCO RECORDS

New York 23 1841 B'way

"SWEET GEORGIA **BROWN**"

THE CARROLL BROS.

Cameo #221

HE HID DATE ARE ON CAMED PAREWAY

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

BILLBOARD MUSIC WEEK

The pick of the new releases: SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 22

#### Religious

HYMNS AT SUNSET

Ralph Carmichael. Capitol T 1746 (M); ST 1746 (S)-Ralph Carmichael makes adept use of chorus and ork in pop ballad stylings that in no way lose sincerity. The result certainly should have wide appeal. In the contents are such old favorites as "Just a Closer Walk With Thee,"
"Old Rugged Cross," "It Is No Secret" and "Beyond the Sunset." Use of solo trumpet or trombone to point up the melodic line is one of the features of the arrangements.

#### Children

WINNIE THE POOH AND CHRISTOPHER ROBIN

Frank Luther. Decca DL 4203-Words to these songs were written by A. A. Milne, creator of "Winnie the Pooh," although not all were published in the Pooh books. But all do have the spirit and full charm of those stories Performances by Frank Luther are attractive enough to satify the millions of young and old admirers of Pooh, Christopher Robin, et al. Cover design shows the familiar characters of the books and should help sell the disk.

#### Polka

THE GREATEST POLKA SOUND AROUND



Frankie Yankovic and his Yanks. Columbia CL 1804 (M) CS 8604 (S)—Another in the extensive Yankovic library of albums (there are at least 10 others) and the sound and brightness are just as infectious as ever. There's a lot of humor here as usual, and Yankovic and the lads in the band give voice to a lot of the tunes. Titles include the oldies "I've Got a Wife" and "Red Wing," plus "Pocatello Polka" "St. Louis Polka," "Roseann Polka," etc. A breezy set that should get solid action in the proper locations.

#### Classical

BEETHOVEN: VIOLIN CONCERTO

Nathan Milstein; Philharmonic Orchestra (Leinsdrof). Angel S 35783 (S)

VIVALDI: FOUR VIOLIN CONCERTI

Nathan Milstein, Angel S 36001 (S)

MENDELSSOHN: VIOLIN CONCERTO; BRUCH: VIOLIN CON-CERTO

Nathan Milstein. Philharmonia Orchestra (Barzin). Angel S 25730 (S)

TCHAIKOVSKY: VIOLIN CONCERTO IN D MAJOR;

Nathan Milstein; Pittsburgh Symphony Orchestra (Steinberg). Angel S 35686 (S)

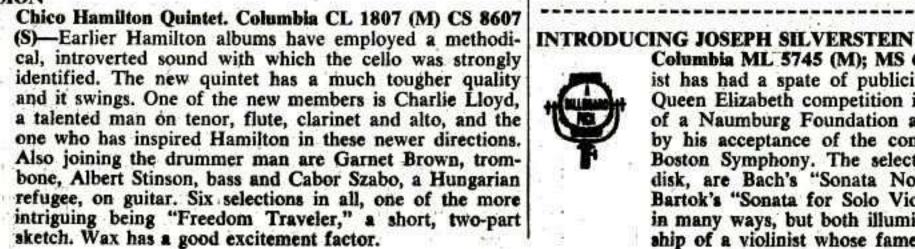
BRAHMS: VIOLIN CONCERTO



Nathan Milstein; Philharmonia Orchestra (Fistoulari). Angel C 3600 (S)-For years a fixture as a leading artist at Capitol, Nathan Milstein has just switched to the sister label, Angel. Five LP's are being released simultaneously to mark the move, including repackaging of three that previously had been available on Capitol, plus two new ones. The latter are a dynamic, virtuosic performance of the Beethoven Violin Concerto, and a package of four Vivaldi concerti that are deftly played with appropriate style and grace. The three reissues all were highly regarded on Capitol and include the Brahms Concerto, the Tchaikovsky Concerto and the Mendelssohn Concerto coupled with the Bruch Concerto. With the exception of the Vivaldi, these constitute the cornerstones of the violin concerto literature and in Milstein they are played by one of the great fiddlers of the era. Special price inducement should ensure a strong sale.

# SPECIAL MERIT ALBUMS

DRUMFUSION



JULY 14, 1962

#### EASY LISTENING

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
0	1	THE STRIPPER, David Rose and His Ork, MGM 13064	10
2	2	I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330	11
3	4	WOLVERTON MOUNTAIN, Claude King, Columbia 42352	8
<b>①</b>	3	AL DI LA', Emilo Pericoli, Warner Bros. 5259	9
(5)	5	SNAP YOUR FINGERS, Joe Henderson, Todd 1072	9
<b>(</b>	6	THEME FROM DOCTOR KILDARE, Richard Chamberlain, MGM 130	075 <b>7</b>
0	9	JOHNNY LOVES ME, Shelley Fabares, Colpix 636	6
(8)	1	STRANGER ON THE SHORE, Mr. Acker Bilk, Atco 6217	18
9	12	STRANGER ON THE SHORE, Andy Williams, Columbia 42451	6
10	8	THAT'S OLD FASHIONED, Everly Brothers, Warner Bros. 5273.	
(11)	15	BUT NOT FOR ME, Ketty Lester, Era 3080	4
(12)	11	WHERE ARE YOU, Dinah Washington, Roulette 4424	9
13	16	HAVE A GOOD TIME, Sue Thompson, Hickory 1174	5
4	17	STEEL MEN, Jimmy Dean, Columbia 42483	
(15)	20	ROUTE 66 THEME, Nelson Riddle, Capitol 4741	1
(16)	19	HEART IN HAND, Brenda Lee, Decca 31407	2
1	10	THEME FROM BEN CASEY, Valjean, Carlton 573	9
(18)		NEVER IN A MILLION YEARS, Linda Scott, Congress 103	5
(19)	583	DOWN IN THE VALLEY, Solomon Burke, Atlantic 2147	
(20)		WARRIED WIND Day Arthory Capital 4742	X. G

#### FAST LIVIN' BLUES



Jon Hendricks. Columbia CL 1805 (M); CS 8605 (S)-A fine outing for singer Jon Hendricks. On this set he displays his unique vocal and songwriting talents backed by a top-flight group of jazz men. The lad sings with a precise, swinging style, much like that exemplified in the Lambert, Hendricks and Yolande singing group of which his is the guiding force. "I'll Die Happy," "Fast Livin' Blues" and "Another Get Together" are just three of the hard-hitting Hendricks tunes, all dotted with humor on this album.

WORRIED MIND, Ray Anthony, Capitol 4742 ..... 3

#### Specialty

MERRILY WE SING AND LEARN FRENCH, VOL. I



Noel Regney, His Singers and Ork. Columbia CL 1782 (M); CS 8582 (S)-Children and their elders who seek a first exposure to French will be hard put to find an easier or more pleasant way of learning. Through the medium of a dozen catchy songs, the lyrics are provided first in English then use French equivalents. They offer a means of picking up both vocabulary and usage in a way likely to be remembered a long time. This LP is announced as the first of what should be a highly successful series.

#### Classical

FRENCH PIANO MUSIC



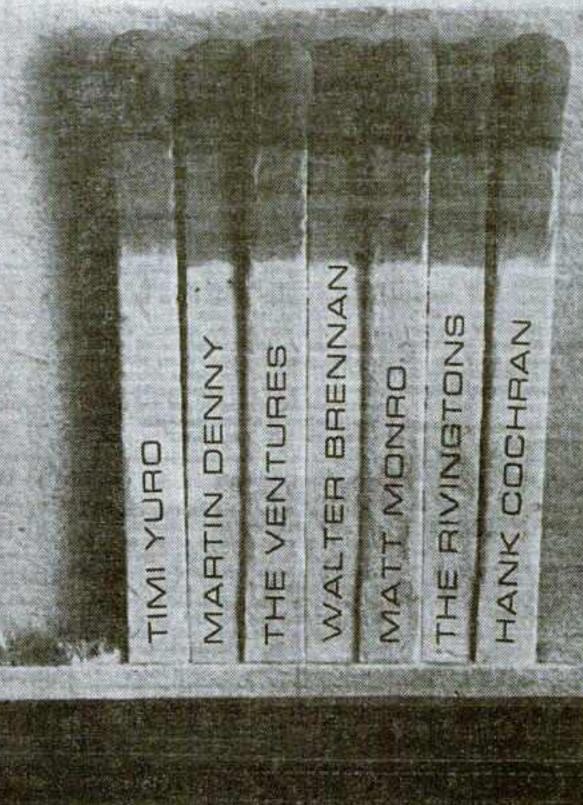
Andre Previn. Columbia ML 5746 (M); MS 6346 (S)-The special wit and charm that mark the works of Poulence and Roussel are very much in evidence on this disk. The French composers' keyboard efforts are sparsely represented in the catalog, and this LP offers a happy remedy. Andre Previn's performances bring out the subtleties as well as obvious contrasts of impressionism and modern composition. One side is devoted to each composer. Keyboard collectors, fans of these composers and those interested in Previn's own versatile skills will all welcome this



www.americanradiohistory.com

Columbia ML 5745 (M); MS 6345 (S)—The young violinist has had a spate of publicity as a prize winner in the Queen Elizabeth competition in Belgium, and as recipient of a Naumburg Foundation award. These were followed by his acceptance of the concert-master's post with the Boston Symphony. The selections on this, his first solo disk, are Bach's "Sonata No. 1 for Solo Violin," and Bartok's "Sonata for Solo Violin." They contrast sharply in many ways, but both illuminate the skill and musicianship of a violinist whose fame is just beginning.

WHAT MAKES LIBERTY HOT?



WHAT'S A MATTER BABY by Timi Yuro

#55469

A TASTE OF HONEY

by Martin Denny

#55470

**LOLITA YA-YA** by The Ventures

Dolton #60

HOUDINI

by Walter Brennan

#55477

SOFTLY AS I LEAVE YOU

by Matt Monro

#55449

PAPA-OOM-MOW-MOW by The Rivingtons

#55427

SALLY WAS A GOOD OLD GIRL by Hank Cochran

#55461

and the first of the second



The second second

5 - 1 Top (14) 1 - 1 - 1 - 1 - 1



Now playing W. Germany for Uncle Sam

HEADED FOR HITTSVILLE! CHARLIE RICH EASY MONEY b/w MIDNITE BLUES

Phillips Int. #3576 639 Madison

Memphis, Tenn.

#### **BRAND NEW VERSION**

Cathy Carr

Laurie 3133



HEADING FOR CHARTSVILLE! HANDS IN YOUR POCKETS"

R-4432

BY THE PLAYMATES ROULETTE RECORDS 1631 BROADWAY N.Y.C., N.Y. 

HITTING IT BIG! VINNIE MONTE "YOU CAN'T COMPARE WITH MY BABY" JUBILEE 5428 JAY-GEE RECORD CO., INC.

318 W. 48th St., N. Y. 36

#### Reviews of New Albums

Continued from page 20

\*\*\* WALTZING WITH GUY LOMBARDO

Capitol T 1738 (M); ST 1738 (S)-Lombardo left Capitol over a year ago, but behind him remains a good selection of stereo tracks. Here are some of those, and they're in the waltz tradition of Lombardo's earlier days, done with the up-to-date sound quality. Titles include "Jeannine," "Char-maine," "When I Grow Too Old to Dream," "A Beautiful Lady in Blue," etc. Dance fans in the over-30 group will particularly

\*\*\* SPOTLIGHT ON THE JORDANAIRES

Capitol T 1742 (M); ST 1742 (S)-One of the most popular of all groups for vocal background work behind singing stars, the Jordanaires are big in their own right, too, they've been on with the big vocal stars. A sampling would include "Oh Lonesome Me," "Gone," "Four Walls," "Lonesome Town," "Don't Be Cruel," etc. Strong performances and their fans will certainly want this set.

\*\*\* ORIGINAL HITS, VOL. I Various Artists. Consolidated International COH 1-Another strong collection of recent pop hits and it should be a natural. Featured with some of their best-known recordings are such artists as Bobby Edwards, Toni Fisher, Big Jay McNeeley, the Innocents, Kathy Young, Glen Campbell and others.

\*\*\* SUGAR 'N' SPICE
Ken Griffin. Columbia CL 1811—Ken Griffin has been a good steady seller through the years and this album of old favorites should do every bit as well. He's accompanied with steel guitar on "Somebody Loves You" and "Freight Train Boogie." Griffin's solo organ is featured on the remaining bands which include "Mary's a Grand Old Name," "Mother Machree," "Wedding Bells" and "I'll Take You Home Again Kathleen."

\*\*\* BIG MILLER SINGS TWISTS SHOUTS AND PREACHES

Columbia CL 1808 (M); CS 8608 (S)-This is Miller's best album to date on Columbia and much of the credit goes to arranger Bob Florence. He's got imagination, punch and superb musicianship going for him here. The set swings mostly on the momentum of the Florence arrangements and Miller shouts the lyrics of "Chattanooga Choo Choo," "Water Boy" and "A Whole Lot 'o Woman," in fine style.

\*\*\* COAST ALONG WITH THE COASTERS

Atco 135-This album is a witty, striking and rhythmic compilation of sides previously released as singles. The tracks have been produced by Leiber and Stoller and their imaginative touches are everywhere to be heard. The boys turn in fine swinging interpretations of "Little Egypt," "The Snake and the Bookworm," "Wake Me, Shake Me" and "Bad Blood." The inventive genius of L.&S. coupled with the Coasters style makes for a mighty pleasing package

★★★ THE MANY GUITARS OF JORGEN INGMANN

Atco 139-Ingmann, who is something of a European Les Paul, takes off on some fine guitar and electronic doings on this LP. The lad accompanies himself on a variety of electronically doctored guitars and makes some mighty pleasing sounds. Most of the music is in a medium-to-fast groove with "High Noon," "Cherokee," "Third Man Theme," "Oceans of Love" and "Violetta"

all fine examples out of the 12-track LP.

Millo Y. M. 1 \* FOUR GREAT HITS . . . MOOD INDIGO BLACK AND TAN FANTASY SOPHISTICATED LADY ST. JAMES INFIRMARY In the MGM Album THE STRIPPER Featuring DAVID ROSE AND ORCH.

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\*\*\* SO RARE Jimmy Dorsey. Dot DLP 3437 (M) DLP 25437 (S)-Jimmy Dorsey's big hit "So Rare" comes across in strong fashion on this LP. In addition to the four sides recorded before his death, a band bearing

his name, led by Lee Castle, fills out the rest of the LP with tunes made famous by the alto saxist. It's a fine nostalgia package that could have appeal for all those over 30.

\*\*\* STRINGS! STAGED FOR SOUND!

Norrie Paramor and his Ork, Capitol T 1639 (M); ST 1639 (S)-This is a firstrate sound album that shows off smart uses of strings via arrangements styled for stereo. The Norrie Paramor ork plays them with feeling and sensitivity and the recordparticularly in the gospel-sacred field. Here, ing quality itself is first rate. The tunes however, they switch away from music of include "All of a Sudden," "My Heart the church to tackle a number of the hits Sings," "When Your Lover Has Gone," "Speak Low" and "Love for Sale." Strong wax here for the sound fans and the good music fans as well.

> \*\*\* SWING! STAGED FOR SOUND! Various Artists, Van Alexander Ork. Cap-Itol T 1635 (M); ST 1635 (S)-This is a passable attempt to come up with a fresh sounding "sound" album but it has a lot of competition as against many of the other sound sets on the market. The arrangements do take advantage of stereo, and the musicians play them with fire. However, many of the stereo effects have been done before and more excitingly. The tunes are mainly standards, and they include "Get Me to the Church on Time," "High Noon" and "Ol' Man River."

\*\*\* MUSIC FROM BRAVO GIOVANNI

Luther Henderson and his Ork. Columbia CL 1820 (M); CS 8620 (S)-This is a lovely instrumental version of the score of the current Broadway musical "Bravo Giovanni." The tunes are played in light and happy fashion by the ork under the direction of Luther Henderson and the arrangements are fresh and flavorful. Tunes include the sweeping title song, and "Ah! Camminare," "Uriti," "Breachy's Law" and "Steady Steady."

\*\*\* HITS OF THE '60'S The Four Lads, Dot DLP 25438 (S); DLP 3438 (M)-The Four Lads tackle the hits of the '60's for good results on this new release. The tunes include such smashes as "Theme From A Summer Place," "Moon River," "Wooden Heart" and "Never on Sunday." The lads sing them in their own special style and the backing is fresh and attractive. Set could rack up steady sales.

\*\*\* ORGAN SONGS WE LOVE Eddle Baxter, Dot DLP 25435 (S); DLP 3435 (M)-The audience for organ renditions of familiar standards has always been a steady one, and this new set with Eddie Baxter should reach that loyal organ audience. The tunes include "Mexicalli Rose," "You Can't Be True Dear," "My Happiness" and "Whispering." Baxter plays them with feeling and the recording is first rate. Good programming, too.

\*\*\* 12 GREAT HITS IN RAGTIME Jo Ann Castle, Dot DLP 3433 (M); DLP 25443 (S) - Ragtime buffs will dig this happy, lively collection of performances by pianist Jo Ann Castle on this bright new waxing. The songs include such great standards as "The Sheik of Araby," "When My Baby Smiles at Me," "Pagan Love Song" and "Wang Wang Blues." Lots of enjoyment here, as a background disking for parties, or just fun listening.

\*\*\* THE TWISTIN' FOOLS

Hank Ballard and the Midnighters. King 781-Here's a fine wax collection for Hank Ballard fans. It contains some of his old hits like "The Twist," some that are not so old, like "Broadway," and some new ones like "I Got a Mind to Leave You." They all show off the driving and exciting Ballard style, over pounding combo backing. A set for the teen crowd that could rack up healthy sales.

\*\*\* ON STAGE, VOL. I Mr. Banjo Eddie Peabody. Dot DLP 3443 (M); DLP 25443 (S)-Eddie Peabody, who banjo player, was recorded live in this new album, and it's one of his best to date. Set was waxed at the Hacienda Hotel in Fresno, Calif., and it shows off the banjo maestro at a live performance before an audience for the first time in his 40 years of show business. Lively, happy and a lot of fun, this album of standards could appeal to Peabody's many fans.

\*\*\* BROADWAY PIANORAMA

Cy Coleman, Capitol T 1740 (M); ST 1740 (S) - Pleasant and enjoyable versions of tunes from Broadway shows spotlighting the slick and stylish piano work of Cy Coleman. Tunes include "Old Devil Moon," "Here I'll Stay," "Tall Hope" and "I Got Lost in His Arms." Fine programming here for radio stations, especially the good music

\*\*\*\* NIKKI

# MILLERARD HOT C & W SIDES

Weeks on

This Last By special survey for week ending 7/14 Week Week TITLE, ARTIST LABEL & NUMBER Chart (1)2 ADIOS AMIGO, Jim Reeves, RCA Victor 8019 ...... 8 5 THE COMEBACK, Faron Young, Capitol 4754 ...... 5 6 I CAN MEND YOUR BROKEN HEART, Don Gibson, RCA Victor 8017...... 9 4 TROUBLE'S BACK IN TOWN, Wilburn Brothers, Decca 31363 .....10 10 IT KEEPS RIGHT ON A-HURTIN', Johnny Tillotson, Cadence 1418 ...... 4 9 TAKE TIME, Webb Pierce, Decca 31380 ...... 7 7 TOUCH ME, Willie Nelson, Liberty 55439 ...... 8 WHEN I GET THROUGH WITH YOU YOU'LL LOVE ME TOO, Patsy Cline, Decca 31377 ...... 1 15 CHARLIE'S SHOES, Billy Walker, Columbia 42287 ......20 11 CRAZY WILD DESIRE, Webb Pierce, Decca 31380 ...... 4 8 OLD RIVERS, Walter Brennan, Liberty 55436......11 19 COLD DARK WATERS, Porter Wagoner, RCA Victor 8026 ...... 4 (16) 13 WALTZ OF THE ANGELS, George Jones/Margle Singleton, Mercury 71955.... \$ 27 WHERE THE OLD RED RIVER FLOWS, Jimmy Davis, Decca 31368 ...... 5 18 I'VE JUST DESTROYED THE WORLD (I'm Living In), Ray Price, Columbia 42310. 7 (20) 24 WE'RE GONNA GO FISHIN', Hank Locklin, RCA Victor 8034 ...... 4 (24) - IN THE JAILHOUSE NOW, Johnny Cash, Columbia 42425 ...... 1 26) 28) 

pretty lass who sells a song in the style of | "My Happiness," then blend their voices in can handle a tune with professional polish performing for a number of years, and she shows her savvy with such tunes as "If I Were a Bell," "A Thousand Blue Bubbles" and "Peel Me a Grape." Good debut wax.

\*\*\* TED WEEMS' GOLDEN HITS Mercury MG 20708 (M); SR 60708 (S)-After all these years, it is still difficult to find more danceable music than is provided by Ted Weems. This LP celebrates some by now is certainly America's best-known of the maestro's top hits, albeit the arrangements seem somewhat sprightlier than in days of yore, The "sweet and hot" appellation still applies, however, with foot-tapping renditions given to "Heartaches," "Somebody Stole My Gal," and such Weems novelties as "Oh Mo'nah," "Martins and the Coys" and "One Man Band."

> \*\*\* HAWAIIAN GOLDEN HITS Royal Hawaiian Guitars, Mercury MG 20693 (M); SR 60693 (S)-The traditional approach to island music is offered by an ensemble which features Hawaiian guitars backed by rhythm. Tempos are bright and the arrangements are eminently suitable for dancing. Selections all have Hawaiian associations, as in "Song of the Islands," "Little Brown Gal," "Sweet Leilani," "Hawaiian War Chant" and "Blue Hawaii."

\*\*\* MY HAPPINESS Jon and Sandra Steele, Epic LN 24003 26005 (S)-Nikki Price is a young and offer their famed million-selling version of 35mm. film, another selling point.

Eydie Gorme, which is saying a lot. She 11 other selections backed by the arrangesocks over her ballads and rhythm tunes ments of Jack Pleis. Some sentimental old here both with feeling and warmth, and she favorites are given their treatment, including "True Love," "Melody of Love" and "Have Although this is her first LP, she has been You Ever Been Lonely." These are tempered by briskly paced renditions of "Jealous," "Heart and Soul" and a combination of "Swing Low Sweet Chariot" and "When the Saints Go Marchng In."

> \*\*\* SING-ALONG WITH MICKELE Mickey Katz and "Der Ganser Gang." Capitol T 1744 (M); ST 1744 (S)-Standard Yiddish song favorites plus one new tune and the popular Israeli hora, "Hava Nagila," all lend themselves well to lively sing-along treatment. Mickey Katz lends a light touch with his comments and introductions. The actual performances, however, mainly are delivered straight. In the group are "Greene Cuzzine," "Anniversary Waltz," "Yiddishe Momme" and "I Love You Much to Much." Cover is a clever take-off on Mitch Miller that should draw attention.

#### LOW PRICED POPULAR

\*\*\* LOLITA AND OTHER

FILM HITS Orchestra Del Oro, Sonodor ST-SON 105 (S)-A good budget set, which, thanks to solid movie tunes and a most salable lead item in "Lolita," should gather rewarding action in racks and stores. Included are "Lolita Ya Ya," "Moon River," "Walk on the Wild Side," "Tonight," "White Rose of Athens" and more. Notes indicate that this is the world's "largest orchestra" without Nikki Price. Epic KN 24005 (M); BN (M); BN 26003 (S)-Jon and Sandra Steele indicating its size. Album was recorded on

\*\*\* THE THEMES FROM BEN CASEY, DR. KILDARE AND OTHER GREAT TV SHOWS

No Artist Listed. Diplomat DS 2269 (8)-The name, Ben Casey, is like magic at the retail counters now, with both records and a number of premium items as well. Any album which ties in that title TV tune is almost certain to get some sales stir. Although the performers on this instrumental wax are not identified, the ork has a listenable enough sound on such themes as "Arthur Murray's TV Party," "Cheyenne," "Dr. Kildare," etc.

\*\*\* SOUND TRACK MUSIC FROM WIDE-SCREEN SPECTACULARS

Cinema Sound Stage Ork. Stereo Fidelity SF 16400 (S)-Music from "El Cid," "Ben-Hur" and "King of Kings"-all by Miklos Rosza-is featured here. The album dwells on the motion picture "sound-track and wide-screen" theme, and the cover features a shot from "Ben-Hur," along with prominent display of the other movie titles and Rosza's name.

\*\*\* LET'S DANCE TO BIG HITS OF 1962

Statler Dance Ork. Stereo Fidelity. SF 16200 (S)-Scored for dancing in the style of the sweet bands, a sampling of some recent favorites is provided These include "Midnight in Moscow," "Tonight," "Moon River," "Lolita," "White Rose of Athens" and five others. Good value for dance parties, these should sell well, especially from racks.

\*\*\* MUSIC TO STRIP BY (Bald) Bill Hagan and His Trocaderons, Stereo Fidelity SF 16800 (S)-Here's a set that can bring a lot of laughs to a party. It's naturally designed to cash in on the hit status of "The Stripper," and it features a band playing many familiar burlesque licks. If anything, this crew has more of the authentic instrumentation and feeling for the burlesque style than the big complement on the hit version by David Rose. Titles alone will cause quite a ripple, including "Bedroom Blues," "Girdles Aweigh," etc., besides the tune "The Stripper."

\*\*\*\* WITH LOVE FROM LONDON 101 Strings. Stereo Fidelity SF 16500; (S) -Another delightful program of mood material by the well-known string group. Heard here, in keeping with the title, are many songs reminiscent of London-"A Foggy Day," "Limehouse Blues," "Mayfair Walk," of art, is brilliantly done in the jazz me "Fish and Chips," and a Gilbert and Sulli-Behrke, incidentally, is Bobby Darin's re van Medley. Well-recorded program can sell, lar planist.

along with the more than 30 other 101 Strings albums now in the label's catalog.

\*\*\*\* DIXIELAND WITH A TWIST BEAT

Dixieland All Stars, Stereo Fidelity SF 16700 (S)-Here's a coupling of music styles that should be a natural for sales to impulse and budget-minded buyers. Both the Twist and Dixie have been very big and by inserting an eight-to-the-bar rhythm to traditional, Dixie-styled material, like "Down by the Riverside," "The Saints," "South Rampart Street Parade," etc., the producers may have a sales winner. Certainly, it's worth a try for the rack locations.

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

\*\*\* LIMBO TWIST Tommy Rey and the Carlbe Steel Band. Epic LN 24018 (M); BN 26018 (S)

\*\*\* 25 YEARS OF SWING Johnny Catron and his Ork. Nortrac NR

\*\*\* CRAZY CALLIOPE Margle Meinert. Dot DLP 3440 (M); DLP 25440 (S)

\*\*\* WATTS COOKING Tommy Watt and his Ork. Bethlehem BCP 6062

\*\*\* THERE'S ONLY ONE PARIS George Jouvin. King 764

#### JAZZ LP'S

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

\*\*\* LIKE WEST SIDE STORY Richard Behrke Trio. Atco 141-Two names-that of "Bobby Darin Presents" and "West Side Story"-make this an album to watch. The very excellent jazz interpretations of the Behrke Trio make it a good one to listen to. The cover, itself a work of art, is brilliantly done in the jazz mood. for an 18-year-old vibest from Indiana who

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\*\*\* BIG BEN BANJO BAND CHANGES MOOD TO TRAD DIXIELAND

King 789-The banjo is enjoying a revival and this album of old-time Dixleland standards looks like a national showcase. The group has a fine, free-styled swinging sound. Veteran Norrie Paramor leads the band and has written several of the selections. Writers of some of the other bands look like a "Who's Who" of Dixie; Oliver and Armstrong ("Sugar Foot Stomp"), "Kid" Ory's ("Ory's Creole Trombone"), Robbins-Allen-Sheafe ("Washington and Lee Swing").

\*\*\* BIG BAND AT THE SAVOY BALLROOM

Nat Pierce Ork. with Buck Clayton. RCA Victor LPM 2543 (M); LSP 2543 (S)-Harlem's Savoy ballroom was for years a jazz landmark. All the biggest names in the big band era played there. This set carries on that tradition. It's a swinging ork fronted and arranged for by pianist Pierce along with others, and featuring solos by Paul Quinichette, Buck Clayton, Frank Rehak and Tony Ortega. The band has a good beat, swings easily and sparkles in unison. Appropriately enough "Stompin' at the Savoy" is included.

\*\*\* THE JAN JOHANSSON TRIO

Dot DLP 3416 (M); DLP 25416 (S)-This pianist, and the drummer and bass player that make up this trio, are natives of Sweden. The album was a strong seller in that land and well might catch the ear of American jazz and jazz-pop oriented listeners. Johansson, who is the whole show, has a deft touch and a highly articulate style that swings on up-tempo tunes, and reveals a soulful delicacy on ballads.

\*\*\* JAMES P. JOHNSON

Columbia CL 1780-Collectors of early jazz will want this composite of a number of tracks made by one of the more famous boogie woogie and stride planists, James P. Johnson. Throughout the album, with a variety of different groups, Johnson plays a vitally distinctive brand of piano that has swing and authority, "If Dreams Come True," "Carolina Shout," "Memories of You" and "Snowy Morning Blues" all display the Johnson style. Reproduction of sound on LP is good considering the fact that most of the takes are from 78 sides.

\*\*\* NEW VIBE MAN IN TOWN

Gary Burton, RCA Victor LPM 2420 (M): LSP 2420 (S)-An exciting debut as leader plays a good deal with Chet Atkins and city. The jazz here is cool the Nashville crowd. Burton has Joe Morello and imaginative.

on drums (he's with Brubeck) and Gene Cherico, bass, as support. And, for three men, they make a lot of music. The lad scores on just about every track. His technique leaves little to be desired, and his manner of playing has bite and authority.

BILLBOARD MUSIC WEEK 29

\*\*\* THE MUSIC OF AHMED ABDUL-MALIK

New Jazz 8266-Another in the growing list of Near East-flavored jazz LP's from Malik. The set has swing and Callo Scott on cello is featured. Mighty pleasant jazz listening here whether you happen to be of the Near Eastern persuasion or not.

\*\*\* I DON'T WORRY ABOUT A THING

Mose Allison. Atlantic 1389 - This is Mose's first LP for his new label affiliation and its a typical outing for the lad; he plays some fine piano and sings a few original tunes and a standard backed by a top-flight bass-drums team, "Your Mind Is on Vacation" is one of the better vocals while "The Well" and "Idyll" are two top instrumental tracks.

\*\*\* THE JAZZ WORKSHOP George Russell. RCA Victor LSP 2534

(e) (S)-This is a re-issue of one of George Russell's first recording dates. The album features his highly unusual style of jazz played by some of the best players on the East Coast. The music, now some five or six years old, has lost none of its freshness and daring. It most probably has gained an audience in the meantime. Art Farmer, Bill Evans, Hal McKusick and Barry Galbraith are some of the jazz stars featured.

\*\*\* HEAR YE!!! HEAR YE!!!

Red Mitchell-Harold Land Quintet. Atlantie 1376-Tight, briskly played small combo jazz is the feature of this album from the West Coast, Land on tenor sax plays in biting style while Mitchell's broad bass line helps things along in the rhythm section. Frank Strazzeri, piano and Carmel Jones, trumpet, also have important roles in the group. "Hear Ye!" "Somara" and "Catacomb" are three of the better tracks.

\*\*\* NEW SOUNDS ... OLD WORLD American Jazz Ensemble. RCA Victor LPM 2557 (M); LSP 2557 (S)-Here's some interesting and originally styled modern jazz by Johnny Eaton and Bill Smith, who recorded this set in Rome. Both musicians, who have had much experience on the American jazz scene, were working in Rome when this set was waxed, and they formed a combo with Erich Peter and Pierre Favre, two European cats working in the same

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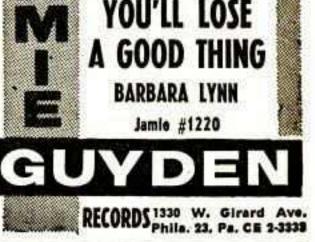
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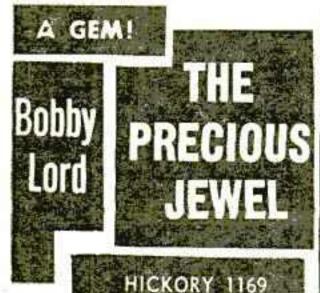
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BILLBOARD MUSIC WEEK



Continued from page 21

— Pop Disk Jockey Programming —

BOBBEJAAN

\*\*\* I'M CRYING IN MY BEER (Compton, ASCAP) (2:36) Palette 5098

JOE WILLIAMS

\*\*\* WHEN SHE MAKES MUSIC (Marvin, ASCAP) (3:06) \*\*\* WARMER THAN A WHISPER (Chappell, ASCAP) (2:53) Roulette 4434

WES HARRISON

\*\*\* SPEAKING OF SOUNDS, PARTS I AND II (Edgewater, BMI) (3:24) (3:35) IRC 6913

JIMMY DORSEY

\*\*\* SO RARE (Robbins, ASCAP) (2:31)

\*\*\* JAY DEE'S BOOGIE WOOGIE (Harmony-Dorsey Bros., ASCAP) (2:33) Dot 16371

#### Reviews of New Singles

Continued from page 21

\*\*\* Notify Me-An interesting side, GERALD NELSON also done in the gospel chant style by the lead man. Medium tempo effort has a strong sound, much in the Sam Cooke tradition. Could also score. (Ludix; BM1) (2:50)

GENE THE HAT

★★★★ (Pass) the Bug (Parts I & II)-DEAUVILLE 1007-Here's a rockin' dance that has created some interest in the Miami area. It's done with calls (pass the bug, honey) and the rhythm is low-down and in the blues vein. Both sides of the disk are punctuated with wild crowd noises, like everybody's having a ball. Can get spins. (ASCAP) (2:30, 2:19)

JOE QUIJANO

\*\* Ah Camminare — COLUMBIA 42493-Here's a tune from the Broadway \*\* Memories - (Starling-Mured, BMI) vehicle, "Bravo Giovanni," and the band (2:20) with its big brass sound and wild percussion, gives it a sound. Worth plenty spins. (Giovanni-Mayfair, ASCAP) (2:10)

\*\*\* Maria-A cha cha arrangement of the oft-recorded tune from "West Side Story," It's a big, rousing band sound here with flashy horn work that could catch attention. Good for juke spots (Schirmer, ASCAP) (2:13)

JIMMY RODGERS

\*\*\* Because-DOT 16378-The lad, in his new label affiliation, sings this familiar old tune with much feeling He is backed by strings, slow triplet piano and vocal chorus, (Vin-Sun, ASCAP) (2:29)

\*\*\* No One Will Ever Know-The lad sings a lovely weeper on his debut on the Dot label. The tune, penned by Fred Rose, features some touching plano and a fine vocal chorus and string section. (Milene, \*\* I'm in Love - (Milhaven-McCoy-Di-ASCAP) (2:49)

JOE WILLIAMS

\*\*\* When She Makes Music-ROU- \*\*\* Tears, Tears, Tears - CHAL-LETTE 4434-Joe Williams turns in a smooth performance of this attractive new label with a feelingful performance of a ballad, over pretty ork backing. Tune was penned by Marvin Fisher. It's a strong hunk of material that's worth exposure. (Marvin, ASCAP) (3:06)

\*\*\* Warmer Than a Whisper - The Cahn-Van Heusen tune receives a first-rate performance from Williams while the ork supports him in appropriate ballad style. Two attractive sides. (Chappell, ASCAP)

JIMMY DORSEY

\*\*\* So Rare-DOT 16371-This is a reissue of the original Jimmy Dorsey hit, released a few years ago on Fraternity. Dot recently purchased the master and it is on the market again. Worth mucho deejay spins. Good wax. (Robbins, ASCAP) (2:31)

\*\*\* Jay Dee's Boogie Woogie-The old Tommy Dorsey hit is played with gusto by the Jimmy Dorsey ork on this waxing from the Dot album "So Rare" featuring the J. D. ork. Solid programming wax for Jazz and good music stations. (Harmony-Dorsey Bros., ASCAP) (2:33)

WALTER BRENNAN

\*\*\* The Old Kelly Place-LIBERTY 55477-Another folksy recitation by Brennan with a message close to the soil and the land. An effective side with a neat guitar and chorus background. This could move. (Flo-Mac & Metric, BMI) (2:35)

\*\* Houdini-(Flo-Mac & Metric, BMI)

\*\*\* If I Were You-ATCO 6233-Fine ballad reading by the lad. The side is handled in feelingful fashion with the top-flight vocal showcased against a backing of chorus and "Last Date" type piano (Champion, BMI) (2:42)

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\*\* The Big Chance - (Studio, BMI) (2:21)

SCOTT BROTHERS

\*\*\* Beggin' for Your Love-PARK-WAY 841-The boys come through with a strong reading of a strong hunk-of material that is based on a familiar spiritual "Standing in the Need of Prayer." It has an infectious beat and the group sings it well. Watch it, it could move out. (Starling-Mured, BMI) (1:58)

AL CASEY COMBO

\*\*\* Jivin' Around-STACY 936-Listenable rocking version of an old blues riff by the Al Casey combo. Group handles the instrumental with drive and the organ swings. This could grab juke coins. (Reese, BMI) (2:24)

\*\* Doin' the Shotis - (Renda, BMI)

BILLY, LILLY AND THE THUNDERBIRDS

\*\*\* Baby You Don't Know-CROSS-ROAD 101-The pair had some hits several years back and they're back here with a neat, medium beat rocker, using an organ and some shouting vocalizing. Nice blues sound. (Chapter) (2:05)

Bren) (2:33)

METRONOMES

LENGE 9157-The Metronomes bow on the ballad of love and heartbreak, aided by a stylish arrangement with a Tex-Mex touch. It has a sound which gives it a chance. Watch it. (Four-Star-Madelon, BMI) (2:08)

\*\*\* Hat Time - (Four Star-Madelon) LOU RAWLS AND LES McCANN

\*\*\* Sweet Lover - CAPITOL 4803-Lou Rawls and Les McCann join forces on this new waxing which features Rawls coming through with an exciting performmance of a wild rocker over some bright piano and combo work by the McCann group. Exciting enough to get spins. (January, BMI) (2:55)

\*\* Stormy Monday-(Gregmark, BMI) (2:33)

BILL TAYLOR

\*\*\* Lullaby to Carolyn -- CITATION 5002-Here's an ingenious and funny side from Taylor who does an imitation of President Kennedy telling the story of the Battle of Boston with appropriate pop records as key lines in the storyline. It's all done as a bedtime story for Carolyn, (1:55)

\*\* Incomes Taxes and You-(1:33)

THE UTOPIANS

\*\*\* Dutch Treat-IMPERIAL 5861 -Here's a pretty wild side, not so much in the quantity of sound as in the unusual

- .

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RILLERARD HOT R & B SIDES

Lost By special survey for week ending 7/14 Weeks on Week Week TITLE, ARTIST, LABEL & NUMBER Chart 1 I CAN'T STOP LOVING YOU, Ray Charles, ABC-Paramount 10330..... 9 (2) 5 SNAP YOUR FINGERS, Joe Henderson, Todd 1072 ..... 9 13 BRING IT ON HOME TO ME, Sam Cooke, RCA Victor 8036 ...... 4 8 PLAYBOY, Marvelettes, Tamla 54060 ...... 8 6 YOU'LL LOSE A GOOD THING, Barbara Lynn, Jamie 1220 ...... 4 10 I NEED YOUR LOYING, Don Gardner and Dee Dee Ford, Fire 508 ......... 6 (16) 21 BOOM BOOM, John Lee Hooker, Vee Jay 438 ....... 4 17 I'M HANGING UP MY HEART FOR YOU, Solomon Burke, Atlantic 2147..... 6 (20) 14 GRAYY, Dee Dee Sharp, Cameo 219 ..... (23) 

group member. Good lead singing and | \*\* The Gospel Truth - (Tippy, BMI) combo work, (Travis, BMI) (2:32)

\*\* Ain't No Such Thing-(Travis, BMI) (2:31)

BUDDY SKIPPER

\*\*\* Don't Be a Shamed (To Call My Name)-FURY 1062-The lad really growls this beat item out with style. Side has a strong beat that should catch teen attention. The funky combo backing has good sound and piano and rhythm section really make things perk. (Fast, BMI) (2:43)

\*\* Baby Please-(Fast, BMI) (2:41)

EUGENE CHURCH

\*\*\* The Right Girl, The Right Time-KING 5659-Eugene Church has a heartfelt rocker-ballad here and he hands it a very exciting reading over swinging ork and trade and has a chance to catch sales. (Sun Crest, BMI) (2:25)

\*\* Pretty Baby Won't You Come On Home-(O-Cal, BMI) (2:25)

SPIDER JOHNSON

\*\*\* Doin' the Popeye - RIVERSIDE 4522-A bright and breezy instrumental with the basic pop-eye Twist beat. Features an interesting trumpet opening and some good sax spots, over a rollicking blues quality of the sound produced by this plane base. Infectious wax that could get singing group with mouthed effects by a spins. (At Last, BMI) (1:56)

TOMMY HUNT \*\*\* Didn't I Tell You - SCEPTER 1235-Hunt, who's had some other good disks out, has another listenable ballad plaint here. Much emoting and the side has a simple but effective backing. Watch it. It has a chance. (Vee-Ve, BMI) (2:17)

\*\* Poor Millionaire-(Qajoma & Ludix. BMI) (2:12)

ARCHIE SEMPLE

(29) 24 I'LL TRY SOMETHING NEW, The Miracles, Tamla 54059 ....... 9

\*\*\* It's So Easy to Surrender-KAPP 475-A mighty pleasant theme, done in a lush arrangement for strings and featuring a sub-toned, breathy clarinet in the lead It's not unlike the Acker Bilk sound and the arrangement, including voices, is most listenable, (Gleam, ASCAP) (2:39)

chorus support. It is aimed at the teen \*\* You're Free-Ludlow, BMI) (2:31)

PAUL EVANS

\*\*\* Feelin' No Pain - KAPP 473-Evans once had a hit with "Seven Little Girls (Sittin' in the Backseat)," among others, and this infectious ditty, with a Salvation Army beat, also has a sound. Girls chorus lends an effective hand. Has good novelty value and bears watching. (Bob Hilliard, ASCAP) (2:43)

\*\* A Picture of You-(Ladlow, BMI)

(Continued on page 32)

#### DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where available are starting and expiration dates for each deal as well as the date of issue and page number of the original news story and/or advertisement providing details of each promotion. Please consult these for full information.

COLUMBIA—Expires July 15, 1962. Started June 15, 1962.

Label is offering 10 per cent discount on the introductory release of 11 LP's in its new Electronically Re-Channeled for Stereo series.

ANGEL—Expires July 25, 1962. Started June 4, 1962.

Label is offering a classical pre-pack containing 26 of its best selling LP's to dealers at a 15 per cent discount.

LIBERTY—Expires July 30, 1962. Started June 15, 1962. Fifteen per cent discount on two new LP's: Sound-track album of "Road to Hong Kong" and Si Zentner's "The Stripper and Other Big Band Favorites."

VEE JAY—Expires July 30, 1962.

One album free for every seven purchased on catalog and new releases with exception of "Jimmy Reed at Carnegie Hall."

ARTIA-PARLIAMENT—Expires July 31, 1962. Started June 4, 1962. Summer Dividend Days. Program gives distribs and dealers a 25 per cent discount on all Artia, Parliament, MK and X Supraphon LP's and 10 per cent discount on all "World's Greatest Music" series albums.

ANGEL—Expires July 31, 1962. Started May 14, 1962.

Special period deal on Moura Lympany's new recording of Rachmaninoff's "Piano Concerto No. 2." During the special period, price will be \$1.98 mono and \$2.98 stereo. Prices to be raised to \$4.98 and \$5.98 August 1.

CAPITOL—Expires July 31, 1962. Started July 2, 1962.

Label is offering two Frank Sinatra LP's for the price of one on the new release and complete Sinatra LP catalog.

CONGRESS-CAPRICE—Expires July 31, 1962. Started June 25, 1962. Two LP's free for every 10 purchased on three LP's by Linda Scott, James Ray and the Angels.

LONDON—Expires July 31, 1962. Started June 1, 1962.

Label suggests an extra 15 per cent discount on the Phase 4 series—nine new releases plus 12 original LP's.

BLUESVILLE—Expires August 15, 1962. Started July 1, 1962.

Buy seven, get one free on entire album catalog.

PRESTIGE—Expires August 15, 1962. Started July 1, 1962.

Buy seven, get one free on entire album catalog. CAMEO-PARKWAY—Expires August 31, 1962. Started March 1, 1962.

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

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

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

UNITED ARTISTS—Expires August 31, 1962. Started June 27, 1962. Label Is offering 10 per cent discount on all new releases. Available through

MONITOR—No expiration date. Started January 31, 1962.

The Oistrakhs, Gileis, Kogan, Rostropovich playing Bach, Mozart and Beethoven; The Oistrakhs playing Bach, Sarasate, Hindemith; Rachmaninoff Third Pieno Concerto played by Merzhanov; Richter plays Schumann, and Franck, Let's Dance the Pachanga and Charanga.

PHILIPS—No expiration date. Started April 8, 1962.

Label is offering one-for-nine in the same price category on their new "Encore"

SONODOR—Limited time only. Started March 31, 1962.

One LP free for every five purchased. ROULETTE—No expiration date. Started April 30, 1962.

A 15 per cent discount on new releases plus entire Roulette, Roost and Tico album catalogs.

AD LIB—No expiration date. Started February 18, 1962.

One free LP for every five purchased.

LIBERTY—No expiration date. Started May 25, 1962.

All-Time Hit single series available at a 10 per cent cash discount. Disks are 21 of the label's best sellers.

REQUEST—Limited time only. Started May 5, 1962.

Buy 10, get two free on new album releases, including "German Student Songs," "Songs of Portugal," "Fernanda Maria—the Queen of Fado" and "Songs From the Alps."

#### STORES & CONCERTS

# **Promoters Get Ticket** Mileage at Disk Shops

By JACK MAHER

NEW YORK-To Peter Rachtman, concert producer and promoter for Troubadour Productions, the record retailer is a key source of sales. Disk outlets, especially through suburban, rural and college areas, are prime locations for cultural activity and are logical places for concert ticket sales. For three Dave Brubeck concerts held in Florida recently, Rachtman used a veritable network of disk stores in the central part of the State as ticket offices. The results were gratifying.

"The stores built traffic and we filled seats," the promoter said. "Of course, having a hot record act like Dave Brubeck to work with didn't hurt us a bit," he added.

record stores and their local Columbia distributors all co-operated on newspaper ads, with the promoter ord store. and the dealer paying quarters and the distrib paying half. The Troubadour executive also saw to it that when radio and press mentions of the forthcoming concerts were made, the stores and Brubeck disks were mentioned and played.

Better Than Theaters

Rachtman pointed out that disk stores are more valuable than the bums. theater box office in many cases. Especially, he noted, where the date is played outside town limits and on college campuses. The record outlets are usually located in downtown areas, while the box offices are often out of the usual lines of traffic.

Rachtman is a firm believer in Rachtman's string of record stores | record shops as ticket outlets beselling tickets covered a multitude cause, as he says: "They are the of small towns and college cam- 'entertainment centers' of their re- tinue to prove his theory when puses from Coca Beach on the East | spective communities. Record stores | tickets go on sale in record shops Coast to Tampa on the Gulf side. should deal in custom services— in Asbury Park for an August 27 The dates were held in Cocoa ticket selling is only one-which Brubeck date and in Boston and Beach, Orlando and Tampa. The will draw people as constant visi- Philadelphia in October.

### Stop Dreaming, Dealers Told

NEW YORK-Record dealers attending last week's convention of the National Association of Music Merchants were urged to "stop dreaming of audio visual records and tapes that will allow us to watch an opera as well as listen to it," and concentrate on "what we can sell today in order to make a profit tomorrow."

The advice was voiced by Henry Brief, executive secretary of the Record Industry Association of

America (RIAA).

Brief's talk was one of a number of highlights of various forums during the show, held last week at the Hotel New Yorker. NAMM attendance figures of 11,515 marked a new record for a New York NAMM meet, while buyer attendance of 4,219 marked a new high for either Chicago or New York shows.

One of the show's leading events was a consumer electronics symposium, sponsored by the Electronics Industry Association. It was her Brief made his remarks. He noted that 1962-1963 will produce no sensations in record and phonograph developments, but that the industry would find the consumer looking for "some very basic elements in a new phonograph."

Brief said that about a year ago, a seven-inch 33-speed single was introduced in the hope that eventually such a record could produce a one-speed record industry and that the public might thus be induced to buy a greater number of singles.

Other remarks covered the role of RIAA in uncovering record counterfeiting operations and in urging federal legislation to combat the evil. Brief took dealers to task for emphasizing the sale of hit rather than catalog material and for failing to sell stereo phonos up to the potential of that market.

CINCINNATI-Richard E. Nason, president of Jupiter Broadcasting, Inc., owners of WSAI and WSAI-FM, announced plans for construction of a new studio at the site of the station's FM transmitter in Price Hill. Groundbreaking ceremonies were held Tuesday (3) and occupancy is planned by the end of the year. Nason said the cost of the building and equipment will be in excess of \$100,000.

tors rather than occasional custom-

This is particularly true, he feels, where the community's entertainment (outside of the home) can be found in only two places: the neighborhood movie and the rec-

In a recent Hartford, Conn., Brubeck concert promotion, Rachtman worked closely with Korvette's in that city. Tickets were put on sale and the advertising was geared to tie in with the release of Brubeck's latest "Countdown Time in Outer Space" LP. The store sold out its initial order of "Countdown" al-

Rachtman readily admits that not every artist will draw traffic and sales like Brubeck. But, the impresario believes this image of an "entertainment center" should and can be maintained by the disk shop, if not with the best selling acts, then with prestige performers whose names will lend quality and dignity to the retailer's operation.

Rachtman will attempt to con-

#### BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-phono dealers. A different price group is published in this chart each week.

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

#### AM-ONLY TABLE RADIOS

Pos. This	Pos. 4/14/62	Brand Points
1	3	Zenith
2	1	RCA Victor20.0
3	4	General Electric19.5
4	2	Motorola 7.9
5	6	Emerson 5.7
6	7	Westinghouse 5.4
7	5	Olympic 3.9
		Others14.9

#### AM-FM TABLE RADIOS

Pos. This Issue	Pos. 4/14/62 Issue	Brand	% of Total Points
1	3	Magnavox	25.6
2	1	Zenith	.24.6
3	9	General Electric	.10.8
4	5	RCA Victor	. 10.1
5	4	Granco	. 4.0
6	2	Motorola	. 3.4
7	5 <del>5 1</del> 1.	Admiral	. 3.2
		Others	. 18.3

#### Atlantic, Atco Debut **Mobile Display Units**

MIAMI BEACH, Fla.—Atlantic and Atco Records introduced novel and attractive merchandising aids to distributors at the firms meeting at the Fontainebleau Hotel here last week. The displays have been specifically tailored to meet the needs of the retailer dealing in jazz and rhythm and blues. The units are compact and mobile.

The Atlantic display is a silk screen Day-Glo unit on which the Atlantic logo rotates. The Atco sign is along the same lines and both operate on flashlight batteries. The firm has also instituted illustrated sheets of Atlantic releases and a sales book containing 3-inch by 3-inch cover photos of the made available at the meeting.

#### **New Unit Gives Spot** Identification of FM

CHICAGO - Sherwood Electronic Laboratories, Inc., has developed a unit called Stereo-Lite which gives instant identification of FM broadcasting stations operating in stereo. A special sensing circuitry prevents false indications due to noise impulses, according to firm executives.

The unit, which is designed for use with all FM tuners, will retail for \$29.50. The cabinet measures 21/2 by 21/2 by 71/2 inches deep. The company says the unit has no discernible drift.

entire Atco catalog. Order forms and other salesman's aids were

#### ALBUM COVER OF THE WEEK



LONELY WOMAN-The Modern Jazz Quartet, Atlantic 1381. A very lovely lady decks this attractive cover designed by Loring Eutemey. The realistic, fullcolor photo was taken by Richard Helmann, and the package should be a potent display item for jazz sections.



FREE SPIRITS-Chris Connor, Atlantic 8061. This bright and eye-catching, multicolored cover, with particular emphasis on red, yellow and green, was designed by Marty Norman-Bob Situzky Graphics. The design aptly catches the theme of the package and makes the cover a most appealing display piece.

#### Reviews of New Singles

Continued from page 30

GLORIA DENNIS

\*\*\* Richie - RUST 5049 - The gal sings dual-track but unison style here on a soft ode to her boy friend. Much feeling and a sound that could go. Side is worth \*\* C. C Rider - (Rush-Progressive, exposure. (Wiley, BMI) (2:34)

\*\* Ask-(Rust-Wiley, BMI) (1:59)

LITTLE BOB AND THE LOLLIPOPS

\*\*\* Twisting Home-DECCA 31412-This side swings with an unusual rhythm and presentation. The singer, who has a penetrating sound, sings up a storm on the rhythm tune while a combo sustains the excitement. (Jamil & Jake-Carl, BMI) (1:53)

Jake-Carl, BMI) (3:09)

\*\*\* Poor Me-ALON 9004-Here's a pleasant love-lament done in r.&b. style by a gutty-voiced singer backed by chorus. Has a strong chance. (JARB, BMI) (2:01)

BMI) (2.:41)

BOBBEJAAN

\*\*\* I'm Crying in My Beer-PAL-ETTE 5098-Here's an interesting blend of styles, with something of a country message, \*\* Mashed Potato Twist - (Virtu, but with a definite Alpine feel. An organ and guitar accompany the arresting performance by Bobbejaan, and the side features answering sounds from a chick. Could be a powerful side. (Compton, ASCAP) (2:36)

St. Lawrence, BMI) (2:14)

\*\*\* Sweet Georgia Brown - CAMEO 221-Lively and foot-taping performance of the oldie by the Carroll Brothers that has a chance to take off. It packs a lot of excitement into an old-fashioned whistling ASCAP) (2:20)

\*\* Boot It - (Woodcrest, BMI) (2:35)

DEAN CHRISTIE

\*\*\* Heart Breaker-SWL 1607-Dean Christie wrote this tune and delivers it with a lot of feeling. It's about a little girl he met at a dance who threw his kisses away and is now running around. A real "heart breaker" with fine teen feeling. (Virtu, ASCAP) (2:17)

ASCAP) (2:18)

NESTER LA BONTE

\*\*\* Crazy Cricket - RENDEZVOUS 178-Interesting instrumental treatment of \*\* You Don't Have to Cry-(Jamil & \*\* A Bar With No Beer-(Zodiac & the Twist here with just enough novelty shenanigans on the organ to attract atten- ART NEVILLE

tion-enough good beat to dance to, too. (En-El and Garpax, BMI) (2:13)

\*\* Jeanette-(En-El, BMI) (2:33)

and banjo-plunking arrangement. (Remick, BILLY WOOD AND THE SKY-LIGHTERS \*\*\* Look a Here-WARNER BROS. 5291-A steady solid Twist beat with the melody alternating between plano and gutty tenor sax make this a danceable itemsolid for teens. (Beckie, BMI) (2:08)

\*\* Hold On-(Beckie, BMI) (2:20)

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

JOHNNY MEYERS \*\*\* Walter (Tune-Kel, BMI) (2:13)-\*\*\* Pillow Killer (Tune-Kel, BMI)

(1:55). INSTANT 3249 MERCED BLUES NOTES

\*\*\* Midnite Session (Parts I & II)-TRI-PHI 1011

\*\* All These Things (Tune-Kel, BMI) (2:15)-★★★ Come Back Love (Tune-Kel, BMI) (1:55). INSTANT 3246

ERVIN SISTERS

\*\* Changing Baby (Fuqua, BMI 2:30) - \*\* Do It Right (Birdsong, BMI) (2:10). TRI-PHI 1014

RONNIE LOVE \*\* Shakin' and a Breakin' (Sheldon, BMI) (2:20)-\*\* You're Movin' Me

(Eden, BMI) (2:40). STARTIME 5003 CAPTAIN JACK AND THE

\*\* Battle of Atlanta (Rally, BMI) (3:19) - \*\* Friendly (Rally, BMI) (2:04), FRIENDLY 567

THE SENTIMENTALS

SONS OF THE SOUTH

\*\* Danny Boy (Boosey & Hawkes, ASCAP) (2:25) - \*\* You're Mine (Ford, BMI) (2:26). MINT 805

MARGIE MEINERT

\*\* Peggy O'Nelll (Felst, ASCAP) (2:13)-\*\* Sidewalks of New York (Buckeye, ASCAP) (1:40). DOT 16372

THE REFLECTIONS \*\* Because of You (Gower, BMI)

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☐ INTERNATIONAL EXCHANGE Country (Please Indicate)

1 Time 12 Times 26 Times 82 Times 1.00 .90 .80 .70

#### BUDDY SCOTT

\*\* Now the Lonely Night Begins (Gold, ASCAP) (2:17) — ★★★ I Ain't Gonna Be Your Fool (Milkwood, BMI) (2:37). CONQUEST 4502

#### LYNETTE

★★★ Limbo, Limbo (Lingua-Musica, BMI) (2:08)-\*\* Sugar Daddy (Lingua-Musica, BMI) (2:10). LODESTAR

#### DANNY BANK

\*\* The Frog (Savina, BMI) (2:32)-\*\*\* Walking and Whistling (Savina, BMI) (2:31), IOLA 2

#### JOSE MELIS

\*\* On Top of Old Smokey (Plano Melodies, ASCAP) (2:05) - \*\* Meadowland (EmArcy, ASCAP) (2:08). MER-**CURY 72006** 

#### DODD SISTERS

\*\*\* You Yum Yum Yitty Yitty Yea (Lastar, BMI) (2:29) - \*\* I'm Depending On You (Lastar, BMI). GOLD-**TONE 1000** 

#### VOICES OF FREEDOM

\*\* The March of the Peace Corps (Wemar, BMI) (1:51) - \*\* Zanzibar (Branwin, BMI) (2:14). AMY 854

#### LITTLE JOE COOK

\*\* These Lonely Tears (Fast-Little, BMI) (2:50)-\*\* This I Know (Fast-Little, BMI) (2:04). FURY 1060

#### THE ECSTASIES

★★★ That Lucky Old Sun (Robbins, ASCAP) (2:09)-\*\* A Time for Love (Phillips, BMI) (2:38). AMY 853

#### JUDY JAMES

\*\* The Heart That Broke Was Mine (Wolf-Mills, ASCAP) (2:04)-\*\* I'm Yours (Algonquin) (2:23). NORMAN 523

#### DON CARON ORK

\*\* Twist Cha-Cha (Edgewater, BMI) (2:25)-\*\* Work Song (Upham, BMI) (1:58). IRC 6914

#### LYN FITZGERALD

\*\* In the Middle of a Love (Champion, BMI) (2:22)-\*\* Little Did I Know (Champion, BMI) (2:33). DOT 16377

#### WILLIE MITCHELL

\*\*\* Drippin' (Jec, BMI) (2:10)-\*\* Buddy Bear (Jec, BMI) (2:15). HI 2053

#### ROY CLARK

\*\* As Long as I'm Moving (Progressive, BMI) (2:26)-\*\* Talk About a Party (American, BMI) (2:24). CAPI-**TOL 4794** 

#### **DEL-KNIGHTS**

\*\* Speedy Gonzales (Budd, ASCAP) (2:25)-\*\* Everybody Popeye (Elsher, BMI) (2:54), BRONKO 502

JIM PIERCE AND THE PISTOLS \*\* The Green Hornet (Four-Star, BMI) (2:24)-\*\* The Peel (Four-Star, BMI) (2:24). REPUBLIC 2028

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#### MICHAEL MONTANA

\*\* Straight as an Arrow (Thunderbird, ASCAP) (2:09) - \*\* The New Frontier (Music, ASCAP) (2:14), SIGNET

(2:52)—★★ You'll Always Love Your First Love (Musonic, BMI) (2:52) CRE-SCENDO 104

\*\* No Time to Cry (Sunland, ASCAP)

#### JACK MURRAY

KRIS CRAVEN

\*\* The Next Rainy Day (Hi Point, ASCAP) (2:04) - \*\* What Do You Think of Me (Hi Point, ASCAP) (2:07). GOLD ARROW 212

#### JONNIE TINO

\*\* Just a Friend (Vegas, ASCAP)-★★ I Want Some Lovin' (Vegas,

#### ASCAP), CROSBY 16

DOLORES JOHNSON \*\*\* What Kind of Man Are You (Bright Star, BMI) (2:38)-\*\* Try Me One Time (Peanuts, BMI) (2:30). CARN-VAL 502

LEE RANDY \*\*\* World of Dreams (Mansion, ASCAP) (2:00) - \*\* One of These Days (Duchess, BMI) (2:55). SQUARE

LOR CRANE \*\* When I Lay Me Down to Sleep (Hillart-Teresa, BMI) (1:56)—★★★ Hey, Cleopatra (Hillart-Teresa, BMI) (2:29). RADIANT 1512

#### RUDY & TRADEWINDS

\*\* Careless Love (Mac-Avery, BMI)
(2:44) — \*\* Unemployed (Mac-Avery, BMI) (2:35). ANGLETONE 543 1-2

#### LITTLE JOE

\*\*\* (In the) Good Old Summer Time (Hazelwood, BMI) (2:06) - \*\* Lies, Trouble, and Love (Hazelwood, BMI) (2:27). EDEN 2

CHYVONNE SCOTT & CHICK WILLIS \*\* Twistin in the Hospital Ward (Mac-Avery, BMI) (2:35) — ★★★ Come On Home (Mac-Avery, BMI) (2:33). ALTO 2009 1-2

#### JERRY NORELL

\*\*\* Toot-Tootsie (Feist, ASCAP) (2:05)-★★★ It's Goodsie Time (Nellson, ASCAP) (1:40). KAMA 13

#### BRUCE PATRICK

\*\* That's Why I Care (Two Minute, BMI) (2:07) - \*\* Mr. Rubber Legs (Two Minute, BMI) (2:15). KIL-KOR

#### PAUL CHANDLER \*\* Mister Dream (Calaban-Briarcliff.

BMI) (2:17)—★★★ Kewpie Doll (Calaban-Briarcliff, BMI) (2:12). RENDEZ-**VOUS 177** 

#### THE INDIVIDUALS

7 Potato Mash (Chemistry-Pat & RUSTY AND DOUG Lolly, BMI) (2:36)—★★★ Crazy Horse (Chemistry-Pat & Lolly, BMI) (2:11). RENDEZVOUS 176

#### DICK ROSS & THE ROYAL COUNTS ★★★ Funhouse (Glamford, ASCAP) (2:15)—★★★ Toddle Stroll (Glamford, ASCAP) (2:25), PLANET 46

#### KELL OSBORNE & THE CHICKS \*\* Do You Mind (Recordo, BMI) (2:18) \*\* Little Chick-A-Dee (Rene, ASCAP) (2:15). CLASS 302

#### THE ROYAL SPADES

\*\* I'm Gonna VooDoo You (Copamarquee, BMI) (2:35)-★★★ Come On and Love Me (Copamarquee, BMI) (2:35), MARQUEE 702

#### DON VITALE

\*\* Soldier's Lullaby (Milkwood, BMI)

#### SINGLES REVIEW POLICY

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

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

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

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

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

#### JULY 14, 1962

BILLBOARD MUSIC WEEK 33

#### BMI) (2:13). CONQUEST 4501

#### JOY PAIGE

★★★ Boll Weevil Twist (Jalo, BMI) (2:08)—★★★ I Walk the Line (Knox, BMI) (2:02) MONITOR 1408

BOBBY D'FANO

#### (Zodiac, BMI) (2:10) PALETTE 5099

\*\* A Taste of Honey (Songfest, ASCAP) (2:55) - \*\* Lollipops and Roses (Garland, ASCAP) (2:55), KAPP

Rose, BMI) - \*\* Suntan Man (Ly-Rann, BMI). BONANZA 4916

Love (Lamaja, BMI) (2:20)-\*\* Oh What a Night With You (Lamaja, BMI) ment. (Crossroads, BMI) (2:35). COLUMBIA 42487

\*\* Looking for My Baby (Bluebonnet, **MANCO 1036** 

#### BOBBY ROWN

BMI) (2:16), PAK 1313

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

#### AUTRY INMAN

71983-Inman wails his lament of lost love on this walking tempo country tune. There (Crossroads, BMI) are some good side effects from the c.&w. combo and the vocal chorus. (Mallory,

\*\*\* Living With One and Loving Two -The inevitable triangle is the source of (Planemar, BMI) inspiration here. The chanter sings with appropriate sadness while a country combo zips along at a medium tempo and the vocal chorus adds to the total picture. (Big Bopper, BMI) (2:12)

\*\*\* Sweet Sweet Girl to Me-HICK-ORY 1177 - The lads sell this novelty rhythm effort in stylish fashion over simple backing. Happy swinger could grab a lot of spins, and has a chance for sales action.

\*\*\* Cajun Joe (the Bully of the Bayou) -A Cajun tune is sung with warmth by the boys on this interesting effort that's in the old-time tradition. It could be a big seller for the pair, Watch it. (Acuff-Rose,

JIMMY WAKELY \*\*\* Cold, Cold Heart-SHASTA 171-The Hank Williams tune is sung with heart and feeling by Wakely over a big string

\*\* The Midnight Wind-Mono, BMI)

\*\*\* Couldn't Hear Nobody Pray-PEACOCK 1848-An upbeat, rhythmic version of the familiar spiritual. The lead is mighty effective and he gets an able backup in the chant and response style from the boys. Drums and ukulele provide the backing. (Lion, BMI) (2:11)

\*\*\* You Are Blessed-A slow and soulful exposition of some important truths. Lead and the group are again highly effective on the material. (Lion, BMI)

#### PILGRIM JUBILEE SINGERS

★★★ Jesus Come Help Me-PEACOCK 1849-An agonized plaint by the lead here. done in sermon, semi-talk style. The lead here builds up to a feverish pitch, with a steady sound pounded out in the backing. Builds to quite a climax and it should do very well. (Lion, BMI) (2:23)

\*\*\* Steal Away-A slower, but every bit as impassioned a side here. The lead again puts everything he's got into the side. Two standout efforts. (Lion, BMI) (2:45)

#### GOSPEL CONSOLATERS

\*\*\* Who Is He (My Friend Jesus)-PEACOCK 1859-In slow tempo, the lead explains what the Lord means to him. A strong and fervent performance with a wonderful, soft humming backing by the group. Should be a seller. (Lion, BMI)

\*\*\* Lord be My Guide - A rhythm side with a pounding beat set down by the backing and the lead handles the

(2:34)-\*\* Please Tell Her (Milkwood, | pleader with much devotion. Two topnotch performances. (Lion, BMI) (2:33)

\*\*\* In My Upper Room-SHARP 627 -A jubilee spiritual is shouted with spirit by the group with a lead voice handling \*\* I'll Never Cry (Zodiac, BMI) the melody and the group coming through .(2:55)-\*\* The Wonder of Your Love with the answers. Strong item for the market. (Crossroads, BMI)

> spiritual is sung with deep devotion by the Ellison Singers, sparked by a strong lead

#### MARION WILLIAMS

Another beautiful reading of a three-quarter time spiritual by Miss Williams. Her voice is filled with fervor as she sings of the \*\* So Long Happiness, Goodbye wonders of the faith. She is backed by simple piano, organ and drum accompani-

\*\*\* I'm Glad to Know-This is a quick-stepping side by Miss Williams that has a strong revival sound. The extraordi-BMI) (2:18)-\*\* There's Gonna Be nary singer is backed by a female vocal Some Crying (Bluebonnet, BMI) (2:33), group and traditional gospel accompaniment. (Volunteer, BMI)

#### BLIND BOYS OF ALABAMA

\*\*\* Holy Ghost Fell on Me-GOSPEL 1067-The boys have the spirit with them on this rousing gospel side. The lead does a strong preaching job while the rest of the lads sings at a quick tempo (Savoy, BMI)

\*\*\* Come to Jesus-This one is done in a three-quarter time tempo. The boys sing with a touching reverence and the lead preaches his sermon about old-time religion. (Savoy, BMI)

#### PROF. ALEX BRADFORD

★★★★ I'm Going to Work (Until the Day Is Done)-REGENT 211-Prof. Bradford tells a reverent story here with his usual feeling, while a group backs him with warmth. A fine and moving side.

\*\*\* My Lord Is Going to Move This Wicked Race-The professor handles this uptempo effort with spirit while the group lends good support. Two strong sides.

\*\*\* The Only Hope-SAVOY 4179-Anderson sells this spiritual effort warmly supported with listenable piano backing. A tender and touching spiritual. (Aikens-

\*\*\* In Times Like These-Same com-

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ment. (Savoy, BMI)

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**ELLISON SINGERS** 

\*\*\* He's Holding Me-A meaningful thrush, Good wax, (Crossroads, BMI)

\*\*\* Calling for Me-REGENT 212-

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#### MAE SEPTEMBER \*\* My Heart Would Know (Acuff-

#### DUOTONES

SHERMAN EVANS

#### TINY TIP & THE TIP TOPS \*\* Say It (Arc, BMI) (1:56)-\*\* Matrimony (Arc, BMI) (2:20), CHESS

#### \*\* Dreamer (Marielle, BMI) (2:18) -\*\*★Falling From Paradise (Trinity,

#### COUNTRY & WESTERN

\*\*\* I Guess I'm Crazy-MERCURY BMI) (2:09)

(Acuff-Rose, BMI) (1:50)

#### BMI) (2:05)

arrangement. Good wax for some pop stations, too, (Acuff-Rose, BMI) (2:29)

#### SPIRITUAL SUNSET TRAVELERS

#### Coin Machine Exports

March, 1962

	New	Phonographs	Use	d Phonographs	Ап	usement Games		Totals
Country	No.	Value	No.	Value	No.	Value	No.	- Value
France	71	\$ 56,974	-	-	1.260	\$ 614,764	1,331	\$ 671,738
West Germany	549	342,209	88	\$ 21,918	194	89,117	831	453,244
Belgium	254	181,278	286	113,758	603	156,662	1,143	451,698
Switzerland	82	62,115	-		425	184,239	507	246,354
United Kingdom .	52	33,800	52	17,950	376	156,096	480	207,846
Canada	63	47,509	9	1,000	288	91,367	360	139,876
Austria	70	52,743	4	2,686	-	D-012-02-1972	74	55,429
Japan	5	4,113	46	8,910	155	39,766	206	52,789
Finland	11	7,872	59	40,696	-	_	70	48,568
Sweden	7	4,749	2	1,590	224	36,717	233	43,056
Greece	5	3,865	20	4,721	69	21,356	94	29,942
Netherlands	20	16,156	60	11,090	12	2,142	92	29,388
Venezuela	18	14,380	(1)	2000	25	9,603	43	23,983
Nan Islands	2	1,390	43	22,185	Selection of the select		45	23,575
Other Countries	79	64,107	143	38,092	274	72,378	496	174,577
Totals	1,288	\$893,260	812	\$284,596	3,905	\$1,474,207	6,005	\$2,652,063

# France Sets World Pace in Buying As U. S. Export Figures Continue Rise

By AARON STERNFIELD

NEW YORK — United States exports of coin machines continued their 1962 rise as \$2,652,063 worth of juke boxes and amusement machines were shipped out of the country during March. This is nearly double the January figure of \$1,384,261 and substantially ahead of the February figure of \$1,871,051. The March statistics were released this week by the U. S. Department of Commerce.

For the first month since statistics have been kept, France was the No. 1 purchaser of U. S. coin machines, with \$671,738 worth of merchan-

dise bought.

Traditionally, West Germany and Belgium have

shared the top position.

The lion's share of French purchases have been games — 1,260 units valued at \$614,764. The French bought 71 new juke boxes and not a single used phonograph during the month.

European Common Market

What is happening in France is a dramatic illustration of how the European common market operates. With trade barriers down among ECM members, the French have gone into juke box production and have been able to sell their output. And the lower-priced German machines are cropping up in Gallic cafes.

All this means that used juke boxes of U. S. manufacture are being passed up for lower-priced new models made domestically or in Germany.

Games are something else. To date, not one European manufacturer has been able to come up with a game which offers serious competition to the U. S. models. It appears that the Americans will be king pins in the game field for some time to come.

West Germany and Belgium finished in a near tie for second place, with the Germans spending \$453,244 for U. S. coin machines and the Belgians coughing up \$451,689.

Germany with a thriving juke box industry of its own, still is the biggest purchaser of U. S. music machines. In March, the Germans bought 549 new juke boxes valued at \$342,209. Used juke box purchases were a modest 88 units valued at \$21,918.

Tale of Two Industries

These figures emphasize the nature of the German and American juke box industries. The Germans make good juke boxes. But they have smaller capacities and not quite as good as the American product. So much of the German product goes on the export market, and that portion of the output which stays in Germany does not go on the (Continued on page 40)

#### EUROPEAN NEWS BRIEFS

#### Phonos Grow Despite Spanish Unrest

MADRID—The phonograph trade is booming in Spain despite the political unrest. Madrid has 52 new phonograph locations since January 1, and the liberalization of imports is expected to lead to the importation of the first large numbers of foreign phonographs. Negotiations are still going on, it is learned, between two foreign firms for juke box production in Spain. The government has agreed in principle, it is understood, to open the country to foreign phonograph producers under terms of the April government decree removing the shackles on foreign capital. Spain's gold and foreign exchange reserves have more than doubled in recent years, largely because of the tremendous tourist traffic.

#### More Machines For Prince Rainier

MONTE CARLO-Production of the Black Magic juke box, the Monegasque version of the Tonomat phonograph, is to be expanded in response both to demand and Prince Rainier's drive to make Monaco economically self-sustaining. Tonomat is manufactured at Neu Isenberg, near Frankfurt, by a subsidiary of Automatic Canteen Company of America. All of its models are operated by a dialing mechanism. The current model, the Telegramic, is a German best-selling box. The Monegasque representative for Tonomat is Paul Planche, who builds the Tonomat mechanism into chassis of his own design and manufacture. Prince Rainier values the Planche enterprise both as a local industry and a source of machines for the reorientation of Monaco as a popular resort, with status discarded for the cold cash generated by mass spending.

#### UK Disk Patrons Told What's New

LONDON—Juke box operators in the United Kingdom are embarked on a machine play promotion program featuring "What's New" postings in each location. Operators and location owners are co-operating in keeping patrons posted as to disk changing with a record program showing chart favorites from the Hot 100 polls and new disks added to the box at the particular location. Derek Dirk, a London area operator, explained, "Juke box fans are not mind readers. They like to be told what's new in the machine as well as on the top tune lists. It really amounts to sales promotion, calling attention to new merchandise, and it's sad that we haven't been doing it earlier."

#### German Reds Importing 'Joy' Box

EAST BERLIN-Trade officials in the Soviet Embassy here report that Russia's new "all-Soviet" juke box, the Radoct, is entering limited production after a long development period.

(Continued on page 40)

# Jack Sloan Retires; 32-Yr. BB Veteran

CHICAGO—After thirty two and a half years of selling advertising to coin machine manufacturers and distributors, Jack Sloan retires from The Billboard Publishing Company, July 23.

Sloan, one of the pioneers of the coin machine business, joined The Pillboard, January 2, 1929. Not quite 18 months after he became a member of the advertising staff, he was told by an advertiser of carnival equipment to call on a janitor named George DeVry who worked in a building on Chicago's North Side. "This guy has a game that's practically replaced cards for us Belgians," Sloan's friend told him.

Sloan took a look at the janitor's invention and then interested Jack Burns, an arcade operator, in manufacturing it. Burns worked on the game for about eight months before he had it ready for the market. In the March 28, 1931 issue of The Billboard, the first ad ever sold

a pin game account by Sloan appeared over the name Burns' In and ing and other operating divisions Outdoor Games Company, Inc. Burns named the game "Whoopee," offered it to operators for \$175-only \$135 if you bought 25 or more. Within a short time the demand for pin games brought others into the manufacturing business. Electricity soon was added and companies

constantly kept improving and varying the basic game idea. In the 32 years he spent in the business, Sloan saw coin machine companies move from garages and basements to million-dollar plants that gave employment to thousands of people. His acquaintance with division; David P. Howle, vending

men at the manufacturing, distributing and operating levels of the division, and T. H. Burrows, parts coin machine business is world-wide. Sloan is a native Chicagoan. He also holds the distinction of being one of the first U. S. soldiers in World War I to see service in France. While a student at Northwestern University, he enlisted in an

ambulance company formed at the school, and went overseas five weeks after America entered the war. On his return in 1920, Sloan joined the advertising sales staff of in 1948 as a district manager. Be-Hotel World. After one year he went with the Hardware Dealers magazine then to House Furnishings Review, where he was manager of the firm's first Cleveland office until he joined The Billboard in Mills and RCA Victor. He is a Chicago.

Jack and his wife, Dorothy, will continue to reside in Chicago. Hillyer College, Hartford, Conn.

# Seeburg Names Gordon Director of Sales

CHICAGO - John Cameron executive vice-president and dithe Seeburg Sales Corporation.

In his new post, Gordon will be in complete charge of sales for Seeburg's three product divisions -automatic phonographs, vend- II naval officer. ing machines and background music systems.

Also named to a top Seeburg post is Leonard Gross, the new executive vice-president in charge of operations. Gross will head the engineering, production, purchasof the company.

#### National Sales Mgrs.

Gordon's first act in his new job was the appointment of three new national sales managers: Edward F. Claffey, phonograph division. Stuart F. Auer continues as national sales manager of the background music division.

Gordon, who had been vicepresident in charge of phonograph sales since 1959, joined Seeburg fore that, he had been a sales and promotion executive with General native of Chicago and attended

www.americanradiohistory.com

poration. Gross attended Temple captain. University and was a World War

#### Distributor Background

division manager since 1960, following a stint with Reeves Soundcraft and five years as a regional



JOHN C. GORDON

Gross, a Philadelphia native, manager for Atlantic-New York, & (Jack) Gordon has been named joined Seeburg as vice-president Seeburg distributor, and seven and sales manager of the vending years as Atlantic-New York's sales rector of sales and distribution for division in 1960. He had been gen- representative. He was graduated eral manager of the radio-phono- from the University of Rochester graph division of the Philco Cor- and served as a U. S. Marine

> Auer has seven years with Seeburg and its distributor organization. He had been with Muzak for six years as general manager Claffey has been a Seeburg of the Baltimore and Washington offices. Prior to that, he was with the Mutual Broadcasting System.

> > Howle had been sales manager of the Bally Vending Company for four years, prior to Seeburg's acquisition of the Bally coffee machine. Previously, he had been president of the Tadco Corporation, Oklahoma City, and vicepresident and sales manager of McGee Park-O-Meter from 1946-1949.

> > Burrows joined Seeburg in 1951 as manager of the tabulating division and later became manager of the parts division. Before that he had been a methods and procedures specialist with Remington Rand and IBM.

> > In another appointment, Stanley W. Jarocki was named sales promotion manager. He will handle advertising, conventions and trade show activities. Jarocki, who had been assistant marketing manager, has been with Seeburg since 1950.

# Rules Board Out of Bounds In Lifting III. Bar Licenses

Control Commission exceeded its authority when it ordered the suspension of about 700 tavern licenses on the grounds that these establishments purchased \$250 federal gaming stamps for coin machines classified by the Internal Revenue Service as gambling devices.

That was the ruling of Illinois Superior Court Judge Donald S. McKinley last week in a test case brought by Kenneth A. Shoot, a local tavern owner.

At issue was the ICC's Rule 20 which allows the commission to suspend the license of an establishment which has a gambling tax stamp on its premises. The com- been suspended from five to 30

CHICAGO—The Illinois Liquor | mission held that this was prima | facie evidence of gambling and therefore a violation of the State's anti-gambling laws.

Arbitrary, Unjust

However, Judge McKinley ruled that: "Rule 20 of the Illinois Liquor Control Commission is unreasonable exercise of the authority of the Commission and said the rule is therefore invalid.

"That the order of the Illinois Liquor Control Commission entered March 7, 1962 suspending plaintiff's (licensee's) retail liquor license for a violation of Rule 20 of the commission be and the same is hereby reversed."

Some 700 licenses have already

days, and about 300 more cases are due to be heard. Howard S. Cartwright, commisison chairman, said that enforcement of suspensions in cases involving pinball machines will be delayed until the Illinois Supreme Court rules on the decision of the Superior Court.

Many taverns have already undergone their suspension periods and have reopened.

Shoot, the plaintiff in the case, was represented by Harold Halfpenny, attorney for the Retail Liquor Dealers Association of Illi-

Caught in Squeeze

Halfpenny argued that the tavern owner is caught between State (Continued on page 40)

# See Minor Delay in Eastland Bill Passage

By MILDRED HALL

WASHINGTON-A minor delay is expected on Capitol Hill before the Eastland bill to ban interstate shipment of all gambling devices will reach the President's desk for signature. Due to minor amendment in the House-passed version, a conference must be held on the bill and due to the July 4 holiday the Senate did not appoint its conferees in time for action last week, as was expected.

Spokesmen for the bill in the House and in the House Interstate Commerce Committee anticipate no disagreement of any serious nature on the bill. The original Bastland bill was passed by the Senate earlier in the session. The Senate-House conference will entail no further voting and is expected to be "little more than a formality" before the bill reaches the President's desk.

#### Last-Minute Pleas

During House discussion of the bill Friday, just before passage (29), House Commerce Committee Chairman Oren Harris said that he'd had last-minute pleas to exempt amusement machines used in fairs and carnivals, in addition to the old-fashioned "claw" machine described in the exemption section of the bill. The legislation to tighten the bill had its weaknesses and the Johnson Act ban on interstate imperfections, said they were vot-

shipment of gambling devices ex- ing for it because it was a "step empts pari-mutuel machines, in the right direction." One source amusement pinballs (marble of displeasure was the bill's algames), coin-operated shuffleboard lowing any State to officially exand bowling alleys.

The bill will impose new stringent registry requirements on manufacturers, and ban interstate shipments of any type of device which the Attorney General determines was made with intent to use for gambling. During mild discussion on the House floor before the 348 to 1 vote, it was emphasized that the bill is aimed only at the largescale, syndicated-type of gambling device shipments used by racketeers to increase their \$20 billion a year earnings.

Manufacturers of machines obviously intended for amusement only need have no worries—none to them. This was emphasized by Representative Harris, who sponsored and piloted the House version of the bill through the vote.

Lone dissenter was Congresswoman Katherine St. George (R.), of Tuxedo Park, N. Y. She voted against the bill, but did not participate actively in any of the prepassage discussion.

"Step in Right Direction"

Even Congressmen who said

empt itself from terms of the amended Johnson Act. Rep. H. Allen Smith (R., Calif.) felt that, as a result, no "earth-shaking results would come from this bill."

Representative Springer (R., Ill.) would also like a 100 per cent bar to State-passed exemptions, but felt the bill was an improvement over the old Johnson Act. Rep. William Cramer (R., Fla.) enthusiastically endorsed this and all other bills he said were aimed at syndicated criminal activities carried on across State lines.

Rep. Sam Friedel (D., Maryland) wanted to know how the ban would affect the four Maryland counties of the provisos of the bill applies which permit gambling machines, license them and collect revenue from them. Under the revised law. Maryland will have to declare itself exempt from the Johnson Act at State level, otherwise, shipments of gambling devices to or from these counties would be illegal under the act. This hard fact was explained to Friedel by Rep. Robert Hemphill (D., S. C.), a strong supporter for the bill.

Must Register Devices

Also, all manufacturers who make gambling devices, even in an exempt State, for use within that State, must register and number the devices (and components, whenever possible). This is to keep track of any possibility that the machines will be shipped out of the State.

A laugh was introduced into the proceedings when Rep. John Lindsay (R., N. Y.) wanted to know if a coin-operated phone call to a stock broker would be considered using a gambling device in interstate commerce. After some tonguein-cheek discussion, it was decided this would be exempt, because stock buying is presumably not a gamble, and winnings are not made by chance, but by skill.

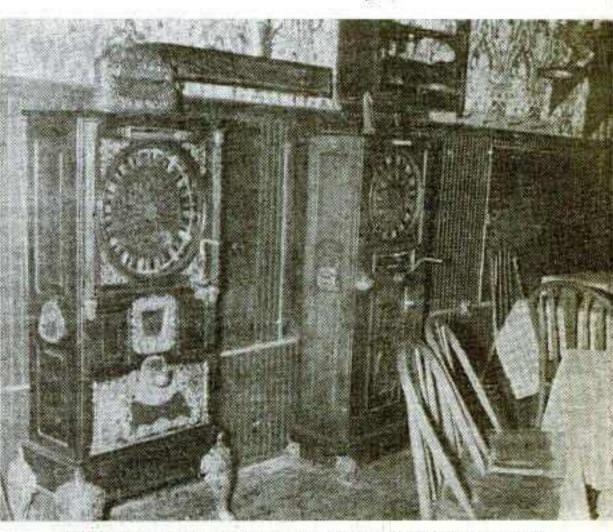
#### More Machines Now **Need Gambling Stamp**

ST. LOUIS - Federal gambling stamps for coin-operated devices for the Missouri Eastern Federal District totaled 392 for the fiscal year just ended, as compared with

277 for the previous fiscal year. However, the increase does not mean that the number of these devices has grown. It reflects the actions of the Internal Revenue Service in classifying games which were formerly considered amusement devices in the "gaming" category. The gaming tax stamp is \$250 a machine. The federal amusement tax

stamp is \$5 a machine. In St. Louis County, the number of stamps bought rose from 241

Antique Slot Machines Build—and Stop—Traffic



ANTIQUE SLOT MACHINES ARE TRAFFIC BUILDERS

CENTRAL CITY, Colo. - A | the slots include an Honest John battery of eight "one-arm bandit" slot machines is still making money for Earl Persons, owner of Earl's Tollgate restaurant and bar in this historic Colorado mining town.

The eight slot machines, however, are paying a profit as museum pieces rather than on actual coin play. In fact, the machines, dating back as far as 1870, would be somewhat difficult to play, inasmuch as more than 200 pounds of melted lead has been poured into the coin chutes, so that not even a drop of water could get into the mechanism.

The antique slots have been Persons' property for more than 30 years, and were still spinning merrily, accepting nickels, dimes, quarters, half-dollars and silver dollars until the passage of the Johnson Act. Well aware of the nostalgic appeal of the old slots in a museum he was planning for a secondfloor room above his Tollgate Bar, he wrote to the Federal Government, and, after much dickering, received permission to display the machines after they had been poured full of melted lead.

Now in the Blue Room, which if often reserved by businessmen's groups and clubs for luncheons, seven of the old-fashioned consoletype machines and one relatively modern (only 25 years old) tabletop slot machine are constantly on display. Finished for the most part to resemble rich, dark hardwood, quarters.

and a The Judge, two extremely rare models.

Most of the console-type machines, which stand five feet high, two and one-half feet wide, and around 15 inches deep, feature a "Wheel of Fortune" spinning behind a glass window at the front, averaging around 15 inches in diameter. Bright-colored strips, numbered in various denominations, make up the spokes on the wheel, each strip separately numbered with an amount, which is, of course, the key to the number of coins through the pay-off sheet at the bottom. Except for the semimodern tabletop model, there is nothing familiar about the old machines to anyone who is younger than a septuagenarian.

Offered tremendous cash inducements to part with his old-timers, Persons has steadily refused, feeling that the antique slot machines are probably the top attraction among the more than 10,000 pieces of pioneer bric-a-brac which are suspended from wires on the ceiling through the restaurant, the bar and in the museum. Not infrequently, distributors and operators from all over the country have dropped in to look over the 90year-old antique slots, and often ask permission to photograph them with the aim of reconstructing one for display in their own head-

#### DOLLAR-OFF-TOP DEAL AID TO OP AT MARGINAL STOPS

DOTHAN, Ala.—When a marginal location balks at a minimum guarantee arrangement, Joe Joseph, veteran operator here and former president of the Music Operators of Alabama, doesn't give up.

He offers a counter proposal—that the location owner give the operator \$1 for each record change to cover the cost of the record and that the balance in the coin box be split 50-50.

In this way, paying for records off the top is sufficient encouragement to continue changing records regularly, Joseph pointed out. "We never know but what a record change may suddenly fire up collections to the point that the location becomes a good one.

Most location owners are well aware of increases in their own operating costs, and few refuse to go along with the dollarper-record idea, since it usually amounts to only \$9 or \$10 a month on marginal stops. Joseph makes it plain that this is the minimum amount which he will consider, and that he must regretfully remove the phonograph to more profitable locations if this amount is not realized. There have only been one or two instances in which a location owner doggedly refused to let the cost of new records be taken off in this way.

Joseph's three collectors report that with a bit of leeway in choosing records brought about by this sort of arrangement, they have often been able to revive a sick location.



JOE FLYNN, left, president of J.&J. Distributors, Inc., and John Stockdale, secretary-treasurer of the firm, stand outside the company's new headquarters at 1661 W. 16th Street, Indianapolis. J.&J. is Seeburg distributor for Indiana and the neighboring Kentucky-Illinois area. The new one-story brick building has 14,500 equare feet of floor space and houses offices, service departments, display rooms and a warehouse. In addition to handling a full line of Seeburg phonographs and vending machines, the firm also eperates a record ene-stop under the direction of Roberta Hunt. to 366.

#### A complete line of ACORN

Machines with original slip-out coin mechanism NOW IN STOCK! These are the finest bulk vendors in America! Liberal trade - ins. Rake's 24-pay Finance Plan avail-

#### BULK MERCHANDISE

	Pac Lb:		er
	Cashews, 450 ct., whole Mixed Nuts Spanish Peanuts Virginia Splits Peanuts Rainbow Peanuts (Candy) Boston Baked Beans Licorice Lozenges Confection Mix Jumbo Pistachios, Red Medium Pistachios, Red Small Pistachios, Red Leaflets (M&M Style Candy) Teeny Jelly Beans Candy Corn Hershevettes	000000000000000000000000000000000000000	65 55 31 35 28
ŀ	Maltettes (Ball Style, 100 Ct.)	5	35
	Pac		er
ŀ	BALL GUM VARIETIES Lb	Series To	b.
ŀ	140-170-210 Rainblo Gum	5	32
l	Colors-Grape, Cherry		34
١	Rainblo Screwballs, 100's	0	15
ŀ	Rainblo % Chicle 140	2	32
ŀ	(ORDERS: 300 lbs. or more shipp		
١	(ONDERS: 300 IDS, or more shipp	to see !	in

paid from factory only. Full cash with order, no C.O.D.'s.)
Adams, Wrigleys, Beech-Nut Brands, 1¢, 100's. Per Box
ACCESSORIES
Single Floor Stand \$ 5.50
Dbl. Cross Bars for Above 2.00
Triple Cross Bars for Above 2.25
4 Place Racks With Wheels 10.50
6 Place Racks With Wheels 12:50
3 Place Racks With Wheels 8.95
1¢ Coin Counting Scale 23.50
14-5¢ Coin Counting Scale 23.50
Stamp Folders. Per 10,000 6.00
Asstd. Trading Cards 3.25
Ball Point Pens, Gr 5.50
RECONDITIONED & REFINISHED
VENDORS
N.W. Model 49, 14 or 56 Bulk \$13,50

RECONDITIONED & REFINISHED VENDORS N.W. Model 49, 1¢ or 5¢ Bulk \$13.50 N.W. Model 49, 1¢ Ball Gum 13.50 Silver King, 1¢ or 5¢ Bulk 8.50 Victor Universals, 5¢ Bulk 8.50 Victor Toppers, 1¢ Bulk 11.00 Acorns, 1¢ or 5¢ Bulk 11.00 Silver King 5¢ Hot Nut 13.50 Ajax 5¢-10¢ 3-Col, Bulk 39.50 Premier 1¢ Card Vendors 14.50 2-Col, 5¢-10¢ Stamp (Folder) 15.60 Master 1¢-5¢ Bulk Vendor 10.00 Master 1¢-5¢ Bulk Vendor 7.50 Model V 1¢ Ball Gum 8.50 N.W. 10-Col, Tab w/removable drums 21.50 SEND FOR NEW CATALOG, 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.	Ball Point Pens. Gr.	5.50
N.W. Model 49, 1¢ or 5¢ Bulk \$13.50  N.W. Model 49, 1¢ Ball Gum 13.50  Silver King, 1¢ or 5¢ Bulk 8.50  Victor Universals, 5¢ Bulk 8.50  Victor Toppers, 1¢ Bulk 11.00  Silver King 5¢ Hot Nut 13.50  Ajax 5¢-10¢ 3-Col. Bulk 39.50  Premier 1¢ Card Vendors 14.50  2-Col. 5¢-10¢ Stamp (Folder) 15.60  Master 1¢-5¢ Bulk Vendor 10.00  Master 1¢-5¢ Bulk Vendor 7.50  Model V 1¢ Ball Gum 8.50  N.W. 10-Col. Tab W/removable drums 21.50  SEND FOR NEW CATALOG.  1/3 DEPOSIT ON ALL ORDERS,  BALANCE C.O.D.  SEND PAYMENT IN FULL ON ALL		D
Silver King, 1¢ or 5¢ Bulk 8.50 Victor Universals, 5¢ Bulk 8.50 Victor Toppers, 1¢ Bulk 11.00 Acorns, 1¢ or 5¢ Bulk 11.00 Silver King 5¢ Hot Nut 13.50 Ajax 5¢-10¢ 3-Col. Bulk 39.50 Premier 1¢ Card Vendors 14.50 2-Col. 5¢-10¢ 5tamp (Folder) 15.60 Master 1¢-5¢ Bulk Vendor 10.00 Master 1¢-5¢ Bulk Vendor 7.50 Model V 1¢ Ball Gum 8.50 N.W. 10-Col. Tab w/removable drums 5END FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL	N.W. Model 49, 1¢ or 5¢ Bulk	13.50
Victor Universals, 5¢ Bulk 8.50 Victor Toppers, 1¢ Bulk 11.00 Acorns, 1¢ or 5¢ Bulk 11.00 Acorns, 1¢ or 5¢ Bulk 11.00 Silver King 5¢ Hot Nut 13.50 Ajax 5¢-10¢ 3-Col. Bulk 39.50 Premier 1¢ Card Vendors 14.50 2-Col. 5¢-10¢ Stamp (Folder) 15.00 Master 1¢-5¢ Bulk Vendor 10.00 Master 1¢-5¢ Bulk Vendor 7.50 Model V 1¢ Ball Gum 8.50 N.W. 10-Col. Tab w/removable drums 21.50 SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL		
Victor Toppers, 16 Bulk	Silver King, It or St Bulk	8,50
Acorns, 1c or 5c Bulk		
Silver King 5¢ Hot Nut 13.50 Ajax 5¢-10¢ 3-Col. Bulk 39.50 Premier 1¢ Card Vendors 14.50 2-Col. 5¢-10¢ Stamp (Folder) 15.00 Master 1¢-5¢ Bulk Vendor 10.00 Master 1¢ Bulk Vendor 7.50 Model V 1¢ Ball Gum 8.50 N.W. 10 Col. Tab w/removable drums 21.50 SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL		
Ajax 56-106 3-Col. Bulk 39-50 Premier 16 Card Vendors 14-50 2-Col. 56-106 Stamp (Folder) 15-60 Master 16-56 Bulk Vendor 10-00 Master 16 Bulk Vendor 7-50 Model V 16 Ball Gum 8-50 N.W. 10-Col. Tab w/removable drums 21-50 SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL		
Premier 1c Card Vendors		
2-Col. St-10t Stamp (Folder)		
Master 16-5¢ Bulk Vendor	Premier 1¢ Card Vendors	14.50
Master 1¢ Bulk Vendor 7.50 Model V 1¢ Ball Gum 8.50 N.W. 10 Col. Tab w/removable drums 21.50  SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL	2-Col. 5c-10c Stamp (Folder)	15.00
Model V 1¢ Ball Gum	Master 16-5¢ Bulk Vendor	10.00
N.W. 10 Col. Tab w/removable drums 21.50 SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL		
SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL	Model V 1¢ Ball Gum	8.50
SEND FOR NEW CATALOG. 1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL		
1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL	drums	21.50
1/3 DEPOSIT ON ALL ORDERS, BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL	SEND FOR NEW CATALOG.	
SEND PAYMENT IN FULL ON ALL	1/3 DEPOSIT ON ALL ORDER	s,
		ALL

K**e** Coin Machine Exchange 609 A Spring Garden St.,

western machines.

COMPANY\_

ADDRESS.

CITY\_

NAME

Please rush complete information and prices on

Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other North-

Fill in coupon, clip and mail to:

H. B. HUTCHINSON, JR.

1784 N. Decatur Rd., N.E. Atlanta 7. Ga. Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

# BILLBOARD MUSIC WEEK

#### BULK VENDING

#### CONVINCING THE HESTITANT

# Hard Facts on Vending Operations Win Over Balking Location Owners

By BOB LATIMER

has devised a variety of answers to their objections. And they work in nine cases out of 10, according tion is prepared. to the Denver operator.

DENVER — Location owners vending machine presents a sani- product. will refuse to have bulk vending tary problem. When this happens, machines installed on their prem- Flader mails the location owner ises for a variety of reasons, but advertising material from the gum Lloyd Flader, local bulk operator, and nut manufacturers, with the literature emphasizing the sanitary conditions under which the confec-

The mailing is sent twice, and

For example, many location enclosed with each mailing is a owners will maintain that a bulk cellophane-wrapped sample of the

> Advertising Folder Where a potential location owner has objected on the basis that "the machines will litter up the store," Flader has the answer in again sending a manufacturer's advertising folder, and attaching a

(Continued on page 41)

# Hot Weather Cue for Lots of Gum Stops

ber of stops, rather than cutting Abercrombie, local bulk operator.

Instead of cutting down on the number of ball gum machines on location, Abercrombie nearly doubled the size of his route during the summer. One reason, of course, is the large number of tourists who flock into the Gulf Coast region each summer.

More important, however, is the fact that high temperatures with the relative lowering of water content in the average person's system, means that people like to keep their mouths wet, and there is no better way to do this than to chew gum.

#### Extra Machine

Accordingly, it is the lowly ball gum machine which shows the Philadelphia 23, Pa. Walnut 5-2676 sharpest increases during the sum-

DOTHAN, Ala. — Good hot mer along Abercrombie's 700-unit adding another machine (many of weather merchandising on bulk route. Not infrequently, where sales them 12-pound units) in existing routes means increasing the num- of peanuts nosedive in the sum- stops makes up the difference. mer, and Hersheyettes are a bit down on them, according to Don too subject to heat to risk, the upturn in ball gum sales caused by

> IMMEDIATE DELIVERY **World Famous**

VICTOR

#### Standard TOPPER



For Ball Gum and

Charms.

Aiso available for Peanuts and Bulk Candles.

Packed and sold 4 to a case.

#### BITTERMAN & SON

4711 East 27th, Kansas City 27, Missouri Phone: WAbash 3-3900

#### Buy the complete GUGGENHEIM CHARM LINE at the following warehouses

King & Ca. 2700-3 West Lake Street Chicago, III. Graff Vending Supply Co., Inc. 2817 West Davis Doller, Tax. Ster Vending Bopply Co. 6327 Calhove Sd. Houston, Tex. Rorthwestern Soles & Se Morthwestern Boles & Service Co. 440 West 36th St. Here York 18, N. Y.

tabe Cais Machino Exchang 600 Spring Garden St. Philadelphia 23, Fa. Morthwesters Sales & Service Co. 1194 Trampert St. Design, Mass.

Decreture Vending Machine Supply Co.
1023 South Grand Ave.
Les Angeles 15, Callf.
Solt Sales of Pierida
1121 714
Milans Seach 41, Fig.

Och Sales 2033 Fifth Ave. Firmbergh 19, Pa. Or direct from

KARL GUGGENHEIM, INC. 91-15 144th Place

Jamaica, New York AX 7-2900

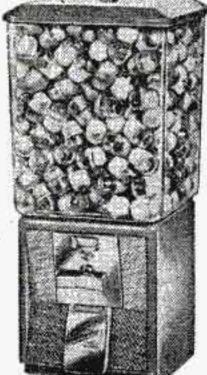
Abercrombie, servicing his long routes, some of which extend 250 miles, uses a panel delivery vehicle which has plenty of space to stand several machines at full height, and makes possible brisk, easy exchanges which require no tools at all on more than 80 per cent of his stops.

He has complete filling equipment and bulk stock in the truck, which, incidentally, is kept airconditioned at all times. But he prefers to fill entire machines in his home on a farm near Dothan, and simply to lift one machine into place, while another near-empty

(Continued on page 41)

# SUPER 60

- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule

Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free! WIRE, WRITE OR PHONE.



CORPORATION

2625 E. Armstrong St. Mor Phone: Whitney 2-1300

#### VENDING HEADQUARTERS for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK YENDORS

C. TOPPER, \$15.00 ea.

Large Capacity • 1175 Balle 100-Count Gum • Attractive Plastic Globe • Dependable Vending • Low Price • Add an L. C. TOPPER to Your Present Locations for ADDED PROFIT! Large Stock of Venders-Parts and Merchandise. Write for Prices.

#### **AMCO** SANITARY **VENDOR**

The Finest for Vending Flat Pack Products

> 10c, 25c and 50c Operation

Vends flat packs up to 1/8" x2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box

For Details and Prices Write, Wire, Phone Today.

#### J. SCHOENBACH

715 Lincoln Place, BROOKLYN 16, PResident 2-2900

#### MANDELL GUARANTEED **USED MACHINES**

N.W. Model 49, 1¢ or 5¢ N.W. Deluxe 1¢ or 5¢ Comb	\$14.50
N.W. 10-Col. 1¢ Tab Gum Machin	e 18.00
N.W. Model #33, 1¢ Porc Con- verted for 100 ct. B. G.	. 6.50
ABT Guns	. 30.00
Milis It Tab Gum	12.00

#### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$ .64
Pistachio Nuts, Jumbo Queen, Whita .57
Pistachio Nuts, Large Tulip .62
Pistachio Nuts, Vendor's Mix .55
Pistachio Nuts, Sheik, Red .50
Cashew, Whole .65
Cashew, Butts .40
Peanuts, Jumbo .45
Spanish .25 Mixed Nufs ..... Rainbow Peanuts ..... M & M, 500 ct. Hershey-ets

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY

#### **VICTOR** VENDORAMA



#### ALL **PURPOSE** VENDOR

1c, 5c, 10c or 25c Mechanisms All parts in-

terchangeable in seconds. Yonds bulk candy,

poanuls, ball gum, charms and capsules. Many new time saving features, including removable cash bex and no top lock.

Unique in beauty and design. STAMP FOLDERS, Lowest Prices, Write

NATIONAL VENDING

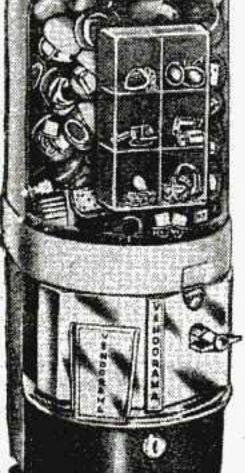
#### MACHINE DISTRIBUTORS, Inc. NORTHWESTERN

SALES AND SERVICE CO.

MOE MANDELL 446 W 36th St., New York 18 N. v. 1 Ompuere 4 6467

when answering ads . . . Say You Saw It in

GRAFF VENDING SUPPLY CO., INC., 2817 W. Davis St., Dalles, Yex. Billboard Music Week 





# VENDORAN

The finest all-purpose vendor ever built! 1c, 5c, 10c, 25c.

VENDS: V or V-1 copsules. 1c 100 count gum or 3 for 5c mixed with or without Rocket Charms. To 210 gum and charms, nuts of eandy @ 1c, 5c or 10c. Rocket Charm vending @ 5e each, 2 for 1c Chickle Treets.

Vendorama has extra large capacity. Grosses \$22.00 per fill of 210 gum and charms. Grosses about \$50.00 per fill of Rocket Charms @ 5c.

Vendorama is a superior vendor, vending widest possible variety of merchandise. Its many features, plus REFILL ASSEM-BLY & REMOVABLE CASH DRAWER, moke if the easiest of machines to service. Ask

Write for beautiful illustrated circular and prices today.

the Operators that have them!

5701-13 W. Grand Ave.

VICTOR VENDING CORP.

Chicago 39, III. 4

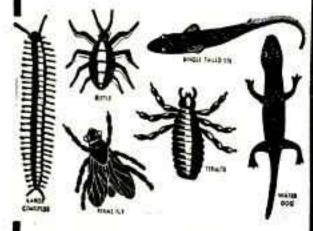
Say You Saw It in Billboard Music Week

#### **Buy OAK** for your PROFIT LINE!



MANUFACTURING COMPANY, INC. 11411 Knightsbridge Ave., Culver City, California

new! GIANT SCARE 'EMS®



SERIES GUARANTEES TO EMPTY MACHINES Series consists of 14 assorted SCARE 'EMS, all molded of soft, life-like plastic that scares everyone.

ONLY \$42.00 per M Capsuled

New Sr. Scare 'Ems/Large Variety, only \$27 per M Capsuled.

PAUL A. 55 Leonard Street New York 13, N. Y. COrtland 7-5147-8

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

# Discount Stores Are **Top-Pulling Locations**

count houses with big layouts of bright red machines mounted on equipment, because the traffic they pull make it well worthwhile." That's advice of veteran bulk operator Jay Shannon of Jay's Shamrock Vending Company, here.

Shannon jumped aboard the discount house train just about the time the first 100,000-square-foot low-price department store was built in Denver a year and a half Max Hurvich Returns

Since then he has set up "super vending installations" with as many as 20 machines in a row, to capitalize on the long lines of customers waiting to get into the store, and to pass through the check stands after making their purchases.

These are people who have many minutes to wait before they can begin shopping during the rush evening hours and on weekends as well. So, a line-up of machines vending everything from peanuts to 25-cent novelties has plenty of appeal.

DENVER - "Go after the dis- mass outlet for eye appeal, using polished hardwood shelving, and usually extends the layout from one entrance to another so that there is little chance that anyone will miss seeing them.

> In fact, in some of the discount (Continued on page 41)

# From European Tour

BIRMINGHAM - Max Hurvich, of Birmingham Vending, and Mrs. Hurvich returned recently from a three-month tour of Europe and Israel. Hurvich is associated with his twin brother Harry in the operation on one of the nation's oldest bulk vending and coin machine distributorships.

The couple returned on the New Amsterdam from Le Havre, France, after spending seven weeks in Israel and visiting Lisbon, Madrid, Copenhagen, Vienna, Athens, Shannon builds his impressive Istanbul, Amsterdam and Paris.

#### CASHEWS . . . CASHEWS

Finest Quality for Vending . . . Freshly Roasted

VACUUM PACKED Packed in 5 Lb. Tins

(6 to a Case) Cashews, Whole, 450 Ct. .... 66c per lb. Cashews, Butts ..........64c per lb.

(30-Lb. Cartons) Cashews, Whole, 450 Ct. . . . . 62c per lb. Cashews, Butts .................60c per lb. 

Bulk Packed

Write for Charm and Merchandise List

KING & COMPANY

2700 W. LAKE STREET, CHICAGO 2, ILL.

PHONE: KE 3-3302

BEAVER MARK I (waterproof)

#### Buy the complete EPPY CHARM LINE at the following warehouses

King & Co. 2700-2 West Lake Street Chicago, III. Graff Vanding Supply Co., Inc. 2017 West Davis Dellas, Tex. Star Vending Supply Co.
6327 Cathoun Rd.
Houston, Tex.
Horthwestern Sales & Service
446 West 35th St.
Hew York 18, N. Y.
Standard Specialties
1028 44th Ave.
Oakland, Calif.

JULY 14, 1962

Roke Cein Machine Exchange 609 Spring Gerden St. Philadelphia 23, Pa. Horthwestern Sales & Service Cr. 1194 Tremont St. Boston, Mass. Operators Vending Machine Supply 1023 South Grand Ave. Los Angeles 15, Calif. Oak Sales of Florida 1121 71st Miami Beach 41, Fla. Oak Sales 2033 Fifth Ave. Pittsburgh 19, Pa.

Or direct from **EPPY CHARMS, Incorporated** 91-15 144th Place Jamaica, New York AX 7-2900



**Direct Low Factory Prices** 

Bubble Ball Cum, 140, 170 & 210 ct. & Ciant Size... 281/2¢ lb. Chicle Ball Cum, 130 ct...361/2¢ lb. Clor-o-Vend Ball Cum. ...41 /2¢ lb. Clor-o-Vend Chicks, 320 ct. 41 /2¢ lb. Chicle Chicks, 320 & 520 ct. 37 /2¢ lb. Bubble Chicks, 320 & 291/4¢ lb.

37 years of manufacturing experience

4th & Mt. Pleasant . Newark 4. N.

New type vending of rings with cap-

sule inserts and other big value items

JUMBO 5¢ ALL CHARM VENDING

one for 5c. Send \$9.00 for sample bag of 500 Jumbo Charm Assortment. Atlas has the perfect dispenser for Jumbo Charms. Other vendors use Rocket Wheels.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules, Contains our complete line.



Company

2534 Mission Street, Pittsburgh 3, Pa.

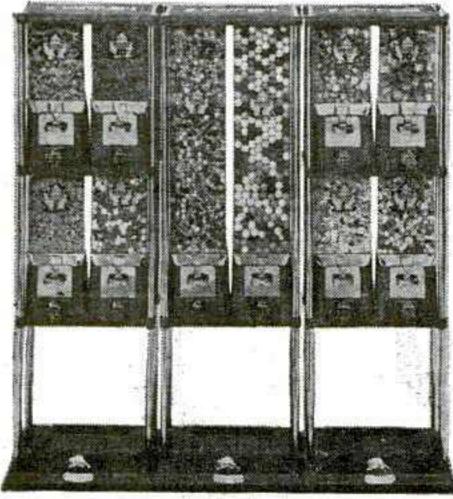
Penny-Nickel ATLAS MASTER Vendors

World's Largest Selection of Miniature Charms

Say You Saw It in Billboard Music Week

# BEAVER VENDORS

Patent Pending



MARK I DELUXE CONSOLE Contains 3 Complete Sections, 10 Units



#### PLEASE SEND ME YOUR LARGE CATALOGUE WITH PICTURES AND PRICES OF YOUR COMPLETE LINE OF BEAVER BULK VENDORS. NAME\_ COMPANY ADDRESS CITY & STATE

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QUICK AND EASY TO SERVICE



# July Sees Everything Coming Up 'Roses'

By BENN OLLMAN

MILWAUKEE-Operators and one-stops are claiming hefty July spurts in juke box activities. Collections have shown sharp improvement in recent weeks. The rise in juke box receipts has been sparked by the appearance of a number of fast-rising singles that could rival the pace set recently by Bobby Vinton's "Roses Are Red."

listed by operators as the hottest on United Artists. single to hit the routes this year.

Fuhrman,

According to Ken Zastrow, disk

Western tunes have attained new "It's the best record I've bought vigor on the juke boxes, Zastrow

#### in a long, long time," said Morrie noted. Topping the list are Faron **Twin City Ops Find Signs Saying** This Summer Will Be a Hot One

By DON LYONS

MINNEAPOLIS—Several operators in the Twin Cities report that collections have been slow the past few weeks, though they have been getting good play on "Roses Are Red," with Bobby Vinton on Epic.

With improved summery weather, operators in the resort areas of northern Minnesota report that business has perked up and they are looking forward to good collections for the rest of the season.

Business at the one-stops continues to hold up well. At All-Record Sales here, Tom Prenevost, office manager, listed the following as moving best: "Roses Are Red"; "It Keeps Right on A-Hurtin'," with Johnny Tillotson on Cadence;

# Westchester **Ops Re-Elect** Carl Pavesi

PORT CHESTER, N. Y.—Carl Pavesi, White Plains, N. Y., operator, has been re-elected president of the Westchester Operators Guild. Pavesi has been president of the organization since it was founded in 1951.

Other officers named were Harold Rosenberg, vice-president; Seymour Pollak, secretary, and Louis Tartaglia, treaurer. All are incumbents. Like Pavesi, Pollak has been secretary since the group was founded.

Elected to the board of directors were Nathan Bensky, Dick DiCicco (New York's Coin Row) knew Slaand Walter Swanson.

The Westchester association will suspend general meetings until September, although board meetings will be held in July and August as the occasion arises.

#### VIRGINIA OKAYS FREE PLAYS ON STATE PINBALLS

RICHMOND, Va. - Freeplay pinball machines became legal in Virginia Friday (29) under provisions of an act passed by the 1962 General Assembly. The legalization is spelled out in an amendment to the State's anti-gambling law which provides that any device "which operates on the nickel-in-the-slot principle and which returns to the user nothing more than additional chances or rights to such machine" shall be approved.

Company.

buyer for the Milwaukee Amusement Company routes, "Mr. In-Between," Decca, is destined to rate as one of Burl Ives' top waxings. "I've covered all our locations with it," Zastrow said. Also looming big, he added, are "Don't Forget to Feed the Flowers," with Doris Swain, Beltone, and "The "Roses," incidentally, is still Bird Man," with the Highwaymen,

and "Breaking Up Is Hard to Do," with Neil Sedaka on RCA Victor.

Jim Christiansen of Jim's Record Shop, St. Paul, said that he was getting the best play with "Alley Cat"; "The Wah Watusi," with Jenkins on Time. the Orlons on Cameo; "Call Me Mr. In-Between," with Burl Ives on Decca; "Steel Men," with Jimmy Dean on Columbia, and "Girls, Girls, Girls," with Eddie Hodges on Cadence.

Ray Brown of Brown Bros., Inc., here, said that his best disks were "Roses Are Red"; "Call Me Mr. In-Between"; "It Started All Over Again," with Brenda Lee on Decca; "Alley Cat"; "India Love Call," with Billy Vaughn on Dot, and "A Little Heartache," with Eddy Arnold on RCA Victor.

Dick Morbitz of Acme Music "Sealed With a Kiss," with Brian Company here, mentioned the fol-Hyland on ABC-Paramount; "Alley lowing as moving well: "The Strip-Cat," with Bent Fabric on Atco, per," with David Rose on MGM; "Palisades Park," with Freddy Cannon on Swan; "Roses Are Red"; "Girls, Girls, Girls"; Alley Cat," and "Sealed With a Kiss." Also coming up fast is "Limbo, Limbo," with Kai-Ray and Crew on Lodestar, Morbitz said.

# Henry Slavin, Coin Vet, Dies

NEW YORK — Funeral services were held Monday (9) at St. John Church, White Plains, N. Y., for On Chi Juke Boxes Henry Slavin, veteran coin machine serviceman.

Slavin, in his mid-60's, had died Friday (6) in a local hospital following an illness of two months. He leaves his wife, a son and two daughters.

Almost everyone on 10th Avenue vin. He had been a service and parts man for more than 20 years, working most of the time with the Wurlitzer distributorship. For the last two years he had been with the Lipsky Distributing Company.

A representation from the local coin machine industry attended the funeral.

SHAW, Miss.-Mrs. Joan Allegrazza, 31, wife of Johnny Causes \$1,500 Damage Allegrazza, owner of Ace Amusement Company, was found last week at the World's Fair at Seattle. She had disappeared from home two and a half weeks before she was found.

The Missing Persons Bureau at Seattle notified Allegrazza. He told officers that her mother, Mrs. Blanch Grimmet of Cleveland, Miss., would go to Seattle to get vending and amusement machines. her.

lukemia and did not take her Acid from a photographic machine medicine with her. Allegrazza said damaged the floor covering and her physician told him if she did the various machines were damaged not take it she would die.

Morrie's Amusement | Young's "The Comeback," Capitol, and Le Roy Van Dyke's "Dim, Dark Corner" on Mercury.

> Also exhibiting promise on the Milwaukee Amusement Company routes is a newly released rhythm and blues item, "Jivin' Around," on Stacey Records with Al Casey.

Local coinman Morrie Fuhrman, Morrie's Amusements, also lists the new George Jones "She Thinks I Still Care," United Artists, as one of his better picks of recent weeks.

According to Jim Mayer, Record City, operators are still purchasing Twist records, though the volume is considerably off. "But I predict the Twist is going to be around for a long time," Mayer said.

Top item at the Record City onestop, according to Mayer, is "Little Red, Rented Rowboat," Joe Dowell on the Smash label.

Also very high on the operator's shopping list today, he said, is "You Can't Be True, Dear," with Lester Lannin, on Epic. "It's the German lyric that sells it here, said Mayer. Another big newcomer "Fascination," with Gordon

#### **Denver Tourists** Give Games Play

DENVER-Phonograph collections dropped sharply last week, but amusement machine take was up to compensate at least slightly, according to leading Denver operators. The drop in music collections stemmed from the opening of the huge Mile High greyhound track near Denver, which attracts upward of 15,000 spectators nightly, draining away the traffic in most collections were surprisingly good during the same period, however.

Top earners on the list were "Roses Are Red," with Bobby Vinton; "Stripper," with David Rose; "Speedy Gonzales," with Pat Boone; "Wolverton Mountain," with Claude King, and "Can't Stop Loving You," with Ray Charles. The King number was a sleeper.

Tourist traffic was at an all-time high for the week, according to the Colorado Tourist Information Bureau.

# Action Stays As Is

CHICAGO—Local juke box operators slackened off on their record buying last week, as nothing very big broke in the area and few programming changes were made in the pop selection panels.

One-stops reported some action, Denver. however, on Columbia's "I Left My Heart in San Francisco," with Tony some strength was the Markets' "Balboa Blues," on Liberty.

Other singles getting action from juke box operators were "Speedy Gonzales," with Pat Boone on Dot, and "Rinky Dink," with Dave (Baby) Cortez on Chess.

# St. Paul Vandals Raid

ST. PAUL, Minn. - Burglarvandals caused damage estimated at \$1,500 to \$2,000 in a raid at his lines sharply in anticipation of a busy tourist season. the Como Park lakeside pavilion here.

When employees opened the pavilion in the morning, they found thieves had entered by breaking a window and had pried open nine

After taking the coins, the vanheavily.

# DOUBLE-PLAY DISKS

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

WELCOME HOME BABY  AND  MAMA, HERE COMES THE BRIDE	SHIRELLES Scepter 1234
IT STARTED ALL OVER AGAIN  AND HEART IN HAND	BRENDA LEE Decca 31407
DOWN IN THE VALLEY  AND I'M HANGING UP MY HEART FOR YOU	SOLOMON BURKE Atlantic 2147
NOTHING NEW (Same Old Thing)  AND DANCE WITH MR. DOMINO	FATS DOMINO - Imperial 5863



#### DENVER DOINGS

Important news from the mountain areas was the recent sale of his entire phonograph and amusement route by Howard Hold, Glenwood Springs, Colo., to Robert Wiley, Del Norte, Colo. Hold, formerly a distributor partner in Denver's Draco Sales Company, before moving to the mountain resort areas as an operator, will probably return to Denver, while Wiley will expand into numerous communities in Colorado's San Juan Basin area. This is Wiley's first entry into the phonograph and amusement machine industry incidentally.

Gus Brown Jr., Denver's youngest operator at 17, graduated from night spots. Amusement machine high school in June and plans to split his time between a college career and full-time route operation. Father, Gus Brown, is a salesman at a Denver Wurlitzer distributorship. . . . Dan Keys, Apollo Music Company, Denver, has returned from an extensive California vacation. . . . Wilbur Beyer, Fort Collins, Colo., operator, was adding new amusement machines to his routes during June to capitalize on an early influx of tourists into Colorado resort areas. . . . Another operator busily buying new equipment was Don Impelleteri, Maestro Music Company, Pueblo. Since the crippling strikes in the Pueblo steel industry have been resolved, volume has been brisk in both amusement machines and phonographs, Impelleteri reports. He was seconded by Bill Haeffner, Rocky Mountain Coin Machine Company, senior route operator in the Southern Colorado city.

Eddie Greer, Anthony Amusement Company, La Junta, Colo., is expanding his routes substantially, having bought two new juke boxes, half a dozen amusement machines, extra speaker combinations for plush stereo installations, etc., during recent weeks. . . . Interesting statistics on the build-up of the oil industry in Northern New Mexico show that as of May 1, 1962, there were more than 200 phonographs on location in the Farmington-Aztec-Shiprock area, as compared with only 10 five

Walter Morris, after many false starts, finally has opened his West Alameda Penny Arcade, adjoining Draco Sales Company. The arcade, first to be opened by the veteran Denver phonograph operator, was originally planned for a shopping center across the street, but ran afoul of several zoning regulations before it could be completed. Morris, who has a full-time occupation as well, is probably the busiest operator in

Condolences to Harriet Von Bernuth, on the sudden death of her mother in Del Norte, Colo. Harriet was summoned in the emergency Bennett. A newcomer showing from her desk at Draco Sales Company. . . . Doyle Harrington, of Salida, Colo., was in town recently, shopping for equipment, parts, and tools. . . . Another operator from the mountains who visited Denver was Chuck Morrison, of Leadville.

Bob Rothberg and Don Akin of Continental Music Company are still searching for an experienced man to run their extensive bulk vendor route, operating in supermarkets throughout the Denver-Greeley-Colorado Springs area. To date, though most operators are expanding, Continental is the only such firm to go into bulk vending.

Pete Vandenberg and Blanche Jones, formerly partners in Modern Music Company, are enjoying the retired life. Pete is dabbling in real estate in the Colorado Springs area, while Blanche, who split the operating responsibilities with him for many years, has moved to Florida to enjoy a long rest. . . . A "long time no see" visitor to distributors last week was Paul Scott, operator from Lander, Wyo. Scott is diversifying

Charlie Salardino, president of New Music Company, Florence, Colo., made the 100-mile trip to Denver to add several new phonographs to his string. The build-up of military forces at Fort Carson, near his headquarters, has had a lot to do with expanding his routes. Brother Sam Salardino operates 35 miles further South in Pueblo, Colo.

A good, catchy slogan is worth far more than a business card, or an easy-to-remember telephone number, according to Dan Woodruff, Las Animas, Colo. Woodruff has used the slogan "Dan The Music Mrs. Allegrazza is suffering from dals dumped the machines over. Man" for years, and finds that people who would forget his name otherwise always remember the slogan.

Herb Roggow, phonograph operator from Las Vegas, N. M., is still being kidded over the emergency landing he had to make while piloting Wurlitzer service representative Walter Poteet from Nebraska

Leo Marshall, manager of Modern Music Company, Colorado Springs, reports that collections have hit an unexpected high during late spring, since Modern Music Company was purchased as a phonograph operating division of Acme Cigarette Company with headquarters in Amarillo, Tex. The firm has become one of the largest in Southern Colorado, with diversified vending, phonograph, and amusement me-BOB LATIMER chine lines.

#### **OUT MINNESOTA WAY**

C & N Sales Company, Mankato, Minn., operator, supplies a weekly list of best-moving records to the Mankato Free-Press for its Top 10 listings. Leading the list recently was "Planting Rice," with the Lyman group, which pushed Claude King's "Wolverton Mountain" to position No. 2. Making a gigantic step was Bobby Vinton's "Roses Are Red," which was featured as C & N Sales' "Record of the Month."

Action has been taken in Dodge Center, Minn., to prepare a village ordinance prohibiting the use of cigaret vending machines within the village limits. The action was taken at a recent meeting of the Dodge Center Village Council. The so-called "problem" of the sale of cigarets to minors stimulated

lem of the use of cigarets by minors stems from vending machines, which make cigarets readily available.

Some operators are complaining about background music taking away their location juke box business, leaving them with

the move. Council members reportedly felt that the main prob-

only cigaret machines at some spots. Outstate operators in the Twin Cities recently included Roy Foster, Sioux Falls, S. D.; Gordon Runberg, Moose Lake, Minn.; Ray Schultz, Grant Rapids, Minn.; Bun Mraz, Brainerd, Minn.; Lloyd Williamson, Winon, Minn.; Ben Kragtorp, Tracy, Minn.; Nibs Peterson, Osceola, Wis., and Greg Wagner, Hastings, Minn.

Notes from Sandler Distributing Company, Minneapolis: Ron Sandler, son of President Irv Sandler, recently was graduated from Grinnell College at Grinnell, Ia., and has been accepted at the University of Iowa medical school. . . . Congratulations to Avis Fike, office manager, whose son, a pre-law student at the University of Minnesota, will be married in August.... Sol Rose, sales manager, made a swing through Wisconsin.

Ray Schultz, operator at Grand Rapids, Minn., was surprised by a recent weekend visit from his daughter who is employed in Minneapolis. She and a friend bicycled from Minneapolis to Grand Rapids, a distance of 185 miles.

#### LOS ANGELES

The many friends of Ed Wisler, who has been associated with phonograph distributors around the Los Angeles area, will regret to learn of his continued illness at his home in Pacoima, Calif. . . . Kenny Southerland of the vending service department of R. F. Jones Company in Los Angeles is father of a daughter. Vince Lanzy, well-known phono repair man and who formerly had his own service, American Coin, has joined R. F. Jones.

Jack Simon of Simon Distributing Company made a flying trip to Oakland to confer with Henry Leyser of Associated Coin Amusement Company.... Don Fisher, who was with R. F. Jones in San Francisco as head of vending sales, has joined Leyser's Associated Coin Machine Amusements.... John Hotz is back at his vending service post at R. F. Jones after two weeks' schooling on Rowe products in Grand Rapids, Mich.... Lydia Lloreda is a new member of the

service parts department at R. F. Jones. Mel Texiera, Santa Maria operator, was in town shopping. . Jack Harper, Rowe AC Service vice-president in Chicago, visited the local R. F. Jones branch. Also at Jones, Gus Hartgrove and Bill Gray attended the California Automatic Vendors Association and National Automatic Merchandising Association regional meeting in Coronada. Incidentally, Hartgrove was a recent bridegroom.... The family of Jose Salinas of the Jones phonographic service department has been joined by his wife and children from Central America.

Merle Holmes of Valley Vendors in Glendale was in the city on a buying trip. . . . Joe Dinkins has joined Sonny Lomberg and George Muraoka in the parts and service department at Simon Distributing. ... Jim Taylor of Peninsula Music in Monterey in town to visit the various distributors. SAM ABBOTT

#### MILWAUKEE MENTIONS

The annual July 1 tavern license renewal hassle is in full swing. Operators claim that the number of tavern owners unable to come up with the cash for their license fee is about normal... "We're being very cautious with our loans this year," says Carl Betz, P. & P. Distributing Company.... According to Clarence Smith, "Loan requests are not quite as heavy as last year. But there seem to be a lot more locations changing hands."

Mr. and Mrs. Frank Bartnik, Banaco Music, celebrated the wedding of their son Roger, last weekend. Another son, Gerald, is scheduled to be released from Army duty next month. Bartnik is making plans to fly to his hunting and fishing lodge in Canada early in July.

Pool games are currently providing the best action in the games field, reports Morrie Fuhrman, Morrie's Amusements. . . . Harry Jacobs Jr., United, Inc., is spending the first two weeks in July vacationing in the Eagle River, Wis., area. He recently returned from a brief fishing jaunt to Canada with his teen-age son.... Erv Hoeth, United, Inc., sales staffer, is away on his two-week vacation.... Stop-ins at United, Inc., this week included Bob Martin, Vogue Music, Kenosha, and Casper Sittig, Cap's Amusement, Racine... George Klamm, veteran distributor salesman, is no longer with Badger Novelty Company. His plans have not been announced.

Disk buyers checking Record City the past week included George La Rose, Fond du Lac; Andy Waterman, Wisconsin Dells, and Lou Albafonte, North Shore Novelty, Kenosha. . . . Johnny Barros, Johnny's Music Mart, Merrill, recently completed installation of \$5,000 worth of stereo music equipment in the plush new Alamo Plaza Motel cocktail lounge. . . . Remodeling of the Pioneer Sales & Service headquarters at 3110 W. Fond du Lac Avenue, is slowly shaping up, reports

Rowe AMI distributor Joel Kleiman. P. & P. Distributing Company's routeman Dick Weber is expected back from a tour of duty with the 32d Division in Fort Lewis, Wash., by mid-August. Merc Ebling is slated to put in two weeks of artillery training during July.... Coinmen visiting the local Rock-Ola distributors this past week included Bob Rondeau, Marionette; Clarence Burnette and his son, Escanaba, Mich.; Cliff Bookmeler, Bookmeler Sales, Green Bay, and Arnold Foch, Beloit.

# Ride Lets Them See Real Drive-In Film

NEW YORK - Capitol Projectors this week went into production on the Drive-In Movie, a kiddie ride, which enables youngsters to sit behind the wheel and watch a sound motion picture.

Three one-minute selections are available on each reel, with price set at 10 cents a selection. List price for the machine is \$650, and film sells for \$7.50 a reel. According to Sam Goldsmith, Capitol executive, a 40-reel library is available.

The ride itself has no action, other than the turning of the steer- space is taken up by the ride.

#### Casola Visits N. Y. On Way to Capital

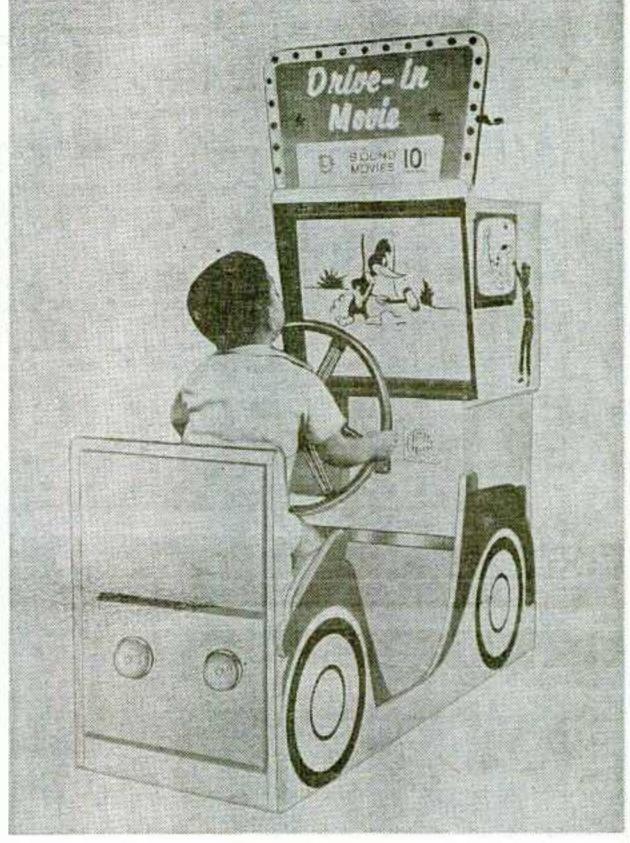
BILLBOARD MUSIC WEEK 39

NEW YORK - Lou Casola, prominent Rockford, Ill., operator and a director of the Music Operators of America, passed through here last week en route to Washington, where he is vacationing with Mrs. Casola and their children.

Casola has been on the MOA committee which is screening applicants for the MOA executive director's post. He said that the field has narrowed down to a few prospects.

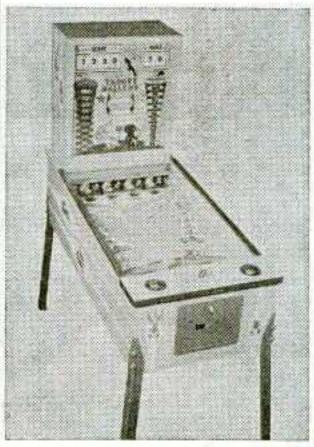
ing wheel. It is built low to the ground so that pre-teen youngsters can sit in the driver's seat without adult supervision.

Two feet by four feet of floor



DRIVE-IN MOVIE

# Combine Features in Test Federal



TARGET GALLERY

CHICAGO-Target Gallery, released this week by the Midway Manufacturing Company, combines features of gun games, bowlers and baseball games.

The firm's second 1962 release is a target game, with the player taking a swing at a ball with a bat and attempting to propel the ard pinball machine dimensions.

www.americanradiohistory.com

# New Target Gallery Games Ruling

MILWAUKEE—Four locations owners are attempting to test the 1960 Internal Revenue Service ruling which holds that certain types of pinball machines are gaming devices and hence subject to the \$250 federal tax.

Herbert L. Mount, an attorney representing the location owners, is seeking a refund of the total paid by the plaintiffs for stamps and penalty fees for late payment. E. J. Nelson, IRS director here, has been named as the defendant in the suit, which was filed in Federal District Court here last week.

Mount said that about 25 operators and distributors were behind the case, and that the four plaintiffs were representative of some 200 locations which have \$250-taxstamp machines.

ball to the target area. The ball is delivered to the playing surface by elevator, the same as in the standard baseball game.

The fly-away targets operate in much the same manner as bowling pins, and the game itself has stand-

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#### **OPERATE** UNITED Shuffle Alleys **Bowling Alleys**

WELCOME EVERYWHERE

UNITED MANUFACTURING CO. 3401 N. California Ave., Chicago 18, III.

#### WANTED TO BUY

CC CONTINENTAL.....) 13' or CC PRINCESS..... CC DUCHESS B/A....

CC 6 Game Pro CC Red Dot S/A National 11, 13 & 22 Col. Cigarette

Rowe 20-700 Cigarette Corsair 20 Col. Cigarette Seeburg 100R

#### COIN MACHINE EXCHANGE, INC. 2423 Payne Ave., Cleveland 14, Ohio

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#### WANTED\_GOTTLIEB

LITE-A-CARD . ATLAS . CONTEST CAPT. KIDD . SWEET SIOUX ADEMOISELLE . WAGON TRAIN TEXAN - MERRY-GO-ROUND KEWPIE DOLL - FOTO FINISH OKLAHOMA . FLYING CIRCUS SHOW BOAT . LANCERS CORRAL - BIG CASINO HI-DIVER . ROTO POOL CRISS CROSS . SUNSHINE SITTIN' PRETTY . LIGHTNING BALL MISS ANNABELLE Can Also Use All Other Gottlieb Games Made Since 1958 I

#### WEEK'S BEST BUYS! Completely Reconditioned BALLY LUCKY S. A. ........\$225 UNITED CAPITOL ..... 150 UNITED CLIPPER ..... 150

TOP PRICES PAID!

N. ILLINOIS, N. INDIANA and IOWA OPERATORS—WE HAVE IT I **GOTTLIEB'S NEW 2-PLAYER** 

#### Fashion Show

has the Style, the Features and Appeal that get Attention! For Profits-ORDER TODAY!

NATIONAL COIN MACHINE EXCHANGE

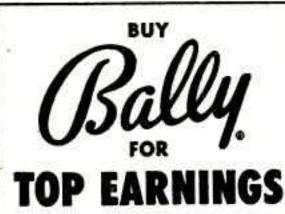
Chicago 14, III. 1411-13 Diversey BUckingham 1-8211

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

#### Atlas Service School Draws 35 Operators

CHICAGO—About 35 operators attended the Atlas Music Company's phonograph service school here last week.

The class was conducted by Cliff Bitting of the Rowe AMI factory. Assisting him were Frank Bach, Manuel Herman and Ray Grier of the Atlas Service staff.



EVERY TYPE OF LOCATION EVERYWHERE

#### BARGAINS FOR THE WEEK GAMES GAMES

GAMES 350 OF THEM BIG WAREHOUSE CLEARANCE SALE

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

WHAT DO YOU NEED? SPECIALS FOR THE WEEK 22 Column National Cigarette

Venders, Used . \$300.00 ea. 1 Lot of Older Shuffle Alleys, Bally, United, Chicago Coin-Write for More Information on the Above, Also on Used Drink Venders.

Write or Call Us Collect. MAin 1-3511 Line of Coin-Operated Machines.



2315 Olive Street, St. Louis 3, Mo. Phone: MAin 1-3511; Cable: Cendist

#### FOR SALE GAMES CC Star Rocket ...... \$ 85.00

CC, United & Bally, 14' Bowling Alleys ..... 75.00 Bally Lucky Shuffle ..... 225.00 CC Queen Bowler ...... 495.00 Williams Deluxe Baseball ..... 45.00

PHONOGRAPHS

Wurlitzer 1400 ......\$65.00 Wurlitzer 5207's ..... 47.50 VENDING MACHINES National, 9 Col. .....\$ 62.50 Rowe Ambassador, 11 Col. .... 145.00 Rowe Ambassador, 14 Col. .... 155.00 Corsair, 30 Col. ...... 185.00 Stoner, 11 Col. ...... 115.00 Rowe Candy Machines, 7 Col., National, 7 Col. Cigarette Machines ..... 55.00

Apco Coffee & Chocolate ..... 125.00 Call, Write or Cable. Cable: LEWJO We are now distributors for Smokeshoppe and Gottlieb.

Ones Distributing Co **Exclusive Wurlitzer Distributor** 329 W. Winth St. 1301 N. Capitol Ave. Covington, Ky. Indianapolis, Ind. Greater Cincinnati Tel.: MElrose 5-1593

Tel.: AX 1-6969

# France Sets World Pace in Buying

Continued from page 34

top locations. When the Germans want a highcapacity, heavy-duty box for a top stop, they'll pay the extra money and get a new machine from across the Atlantic.

Belgian, the traditional transshipping center for European coin machines, has slipped considerably as an importer-exporter. One reason is that the other European countries are enjoying relative prosperity and their governments have eased import restrictions and allowed coin machines to be shipped directly from the U.S.

Another is that Belgium itself, probaby the most advanced coin machine operating country in Europe, has been receiving equipment in such amounts over the last decade that the market is primarily a replacement market.

Replacement Market

But even as a replacement market, the Belgians are substantial customers for U. S. coin machine exporters. The 254 new juke boxes purchased in March were topped only by West Germany. The 286 used juke boxes were topped by no country. And the 603 games-both new and used-were second only to France.

Switzerland is developing as an export market. In March, the Swiss jumped from eighth to fourth place among the international buyers of U. S. coin machines, with purchases of \$246,354. A month earlier, Swiss purchases were only \$45,104.

Rounding out the big five was the United Kingdom, with purchases of \$207,846. Interestingly enough, the British spend most of this money— \$156,096—on games. When slot machines were declared legal in private clubs nearly two years ago, some tradesters predicted that amusement machines just could't stand up against that type competition. The prediction didn't hold water.

Despite the introduction of juke boxes and games to Asia and Africa, and despite the growth of coin machines in South America, the U.S. export market still depends on Europe for its survival. Of the \$2,652,063 worth of product shipped during March, all but about \$500,000 went to Western Europe.

#### Mississippi Cigaret Ops in a Fix: Can't Fix Old Machines to Take 35c For Vending Show

who sells cigaret vending machines has created a bustling market for to Mississippi operators says the new equipment. "I got a large new 8-cent tax per pack on cig- order for machines only last week," arets in Mississippi and the re- he said. sulting increase from 30 cents to havoc among operators.

Reason: some operators have old machines in business and they can't be changed over to sell at 35 cents.

manufactured before and just after cent marker. World War II, said George Samand vending equipment.

The machines Sammons distribwhich includes tax and freight. Auditorium, is going fast. By flipping a lever the machines can take coins in multiples of 5 cents all the way to \$1. By chang-35 cents, he said, the operator The obsolete machines were merely pushes a lever to the 35- space, and 41,000 of the 51,000

The new tax on cigarets, and been snapped up. mons, president of Sammons-Pen- the price increase so operators nington Company, Memphis, dis- could pay it, went into effect July at the convention will be new tributors of phonographs, games 1. State tax before was 6 cents a

#### NEWS EUROPEAN BRIEFS

Continued from page 34

The 80-selection box is labeled an "automatic phonograph" and is being produced for restaurants and recreation centers. Officials here said production is restricted and that none of the boxes will be exported outside the Communist bloc for the time being. "Radoct" is the Russian word for joy, and the Radoct, as far as can be determined, is the first juke box produced in Russia. There are indications it is patterned after the larger Wiegandt Diplomat phonograph. The Russians several years ago purchased Wiegandt (West Berlin) phonograph models for study and testing.

#### Relax & Be Taxed, Sigh Swedes

STOCKHOLM-Swedish coin machine operator officials are counseling their German counterparts to "simmer down and learn to live with taxes." Swedish operators pay some of the world's highest phonograph taxes. The amusement tax is 20 per cent and operators pay, in addition, income tax, business license fees and a "luxury" tax on phonograph records. The operators have become resigned to paying the tax. Piers Ericcson, a typical Swedish operator, explained. "These taxes seem crushing-and in fact are crushing. However, they act as a spur to greater efficiency and energy, and the net result is that once an operator has resigned himself to the inevitable, he finds the taxes are not such a burden as imagined. A well-run business should be able to absorb any of the taxes now levied on the Continent."

when answering ads . . .

Say You Saw It in Billboard Music Week

# "Profit-Makers" From GOLD CROWN STARLITE VARIETY ROLL DOWN BOWLER CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

#### OF STEREO Sound OF STE

Locations love it! Fully perfected, full-range, self-contained Stereo Round\* . . . only in the Rowe AMi. The new Rowe AMi lets you program 200, 160 or 100 selections. All in one phonograph. See it— At your Rowe AMi Distributor \*Patent pending

Rowe AC Services 18 So. Michigan Ave., Chicago 3, Illinois

# Space About Gone JACKSON, Miss.—A distributor | Sammons said the changeover | On Coast in Fall

CHICAGO - Exhibit space for the 1962 Automatic Vending Industry Trade Show, to be held October 13-16 at San Francisco's 35 cents a pack has created some utes sell for about \$375, he said, Brooks Exhibit Hall and Civic

According to a spokesman for the National Automatic Merchandising Association, which sponsors ing the price from 30 cents to the show, some 105 companies have already contracted for exhibit square feet of exhibit space has

Theme of the business sessions vending market opportunities, according to Richard M. Kopel, Interstate - Chicago Vending Company, program chairman.

Kopel said that evening workshop sessions will be held on October 14 and 15 only, immediately following exhibit hours and running until 7:30 p.m.

#### **Rules Board**

Continued from page 35

and federal law in that Illinois licenses pinball machines as amusement devices, while the United States Internal Revenue Service calls some of these devices gambling machines, with a State governmental body suspending licenses on the charge that the federal, not the State ruling, calls the machines gambling devices.

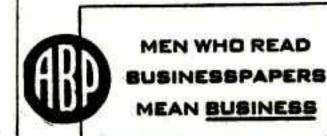
Actually, as long as the \$250 tax stamp is paid, there is no violation of federal law.

Judge McKinley's decision was based on an Illinois Supreme Court ruling which held that pinball machines are not gambling devices. Rule 20 was adopted four years

Gov. Otto Kerner had fired ILCC Chairman Loran B. Sackett for failing to enforce the rule.

Surrended Stamps On the basis of this ruling, several locations surrendered their \$250 tax stamps. If they kept the machines with the stamps, they were apt to run afoul of State authorities. If they kept the machines and failed to have the stamps, they were in trouble with the federal authorities.

If Judge McKinley's decision is upheld by the Illinois Supreme Court, the locations may keep the machines, buy the stamps, and thus obey both federal and State laws.



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1 Ant Colony	75.00
1 Basketball Champ	75.00
1 Bat-A-Score	75.00
3 Championship Baseball	75.00
1 Crane	75.00
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1 Foot Vibrator	75.00
2 Quarterback	75.00
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1 Genco Basketball	
1 Motorama	145.00
1 Air Hockey	145.00
1 Six Shot Basketball	150.00
7 Gence Gypsy Grandma	
6 Peppy's	175.00
1 Spook Pistol	195.00
1 Metal Typer (Standard)	245.00
3 Space Age	245.00
5 Gence Horoscope, Grandma	275.00

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#### Convincing

· Continued from page 36

letter which points out that nothing is released from the machine until the customer lifts a protective gate and that there is no likelihood of leakage.

For some reason, the manufacturers' folders exercise a much stronger effect on hesitant potential location owners than will all of the words and persuasive approach which the operator carries out himself, Flader has found. This is why he always uses equipment which is backed up with promotional fold-

Another common complaint of balky potential location owners is that "the machines are not worth the trouble, or the space they occupy." To solve this problem, Flader looks through a file of records kept on every one of his locations and finds one which is quite similar to the circumstances of the potential owner. He then makes a Xerox copy, and sends this along, with a note to the effect that it is a location similar to his, where the machine earned \$57.50 for the owner, \$82, or whatever the figure may be.

Submitted in this way, the blackand-white figures prove that the bulk vending machine commissions are worthwhile indeed, and they often result in a telephone call from the prospect, authorizing installation.

#### Hot Weather

• Continued from page 36

one goes into the truck for complete cleaning, refilling and transferal to another location.

Exchanging machines in this way means not only a better appearance, but also less maintenance cost, since potential troubles, such as burrs forming on the chute or rejector mechanism, are detected and polished out and foreign objects likely to jam up the mechanism are detected during the filling operation.

Location Relationship

"I probably drive my routes twice as much as I actually need to," Abercrombie said. "However, I enjoy frequent meetings with location owners, and continuous calls on them, is, of course, the best way to get the sort of co-operation I need."

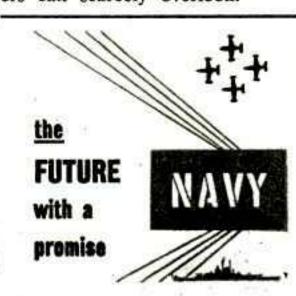
Along with his extensive bulk vending operations, Abercrombie sells a complete line of automative accessories to service stations, which, of course, has led to specialization in garages and super-service stations. He vends six items during the winter, three in the summer, and has made the vacation period surprisingly profitable.

#### Shannon's Advice

Continued from page 37

houses involved the management has been skeptical of the number of machines, feeling that there were simply too many in one spot. However, Shannon has found that even his poorest discount house location is usually capable of collecting more than a good standard location.

With 16 of the giant stores in operation in the Denver area, Shannon has bought more new machines than at any time in his 15year history, all carefully designed to provide the sort of "vending supermarket" which shopping mothers can scarcely overlook.



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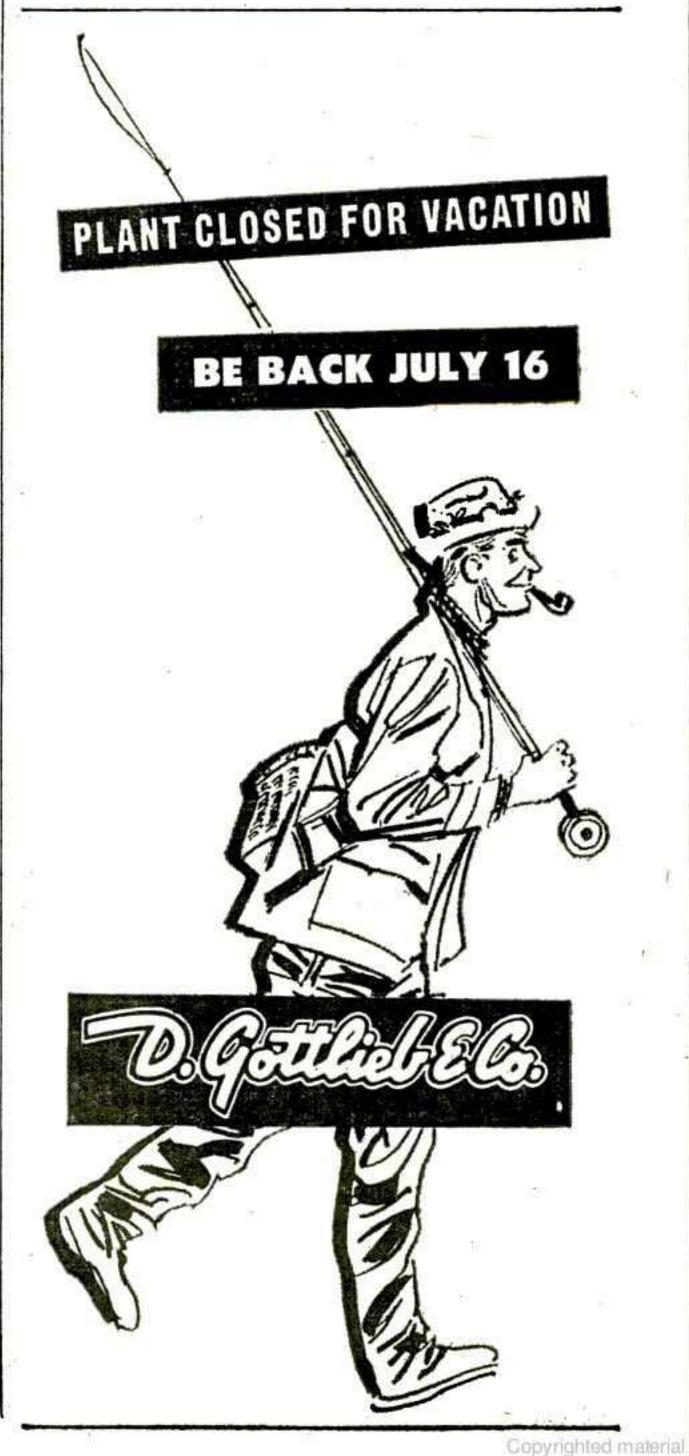
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	ROWE CANDY, 11-Col 265	ROCK-OLA 1455 275	
	ROWE CAMDY, 8-Col	SEEBURG 222-SH 725	
	NATIONAL 111 (Slant) Cig 175	SEEBURG KD-200 325	
		SEEBURG 200-LU (Background) 245	
	NATIONAL 11ML Cig 150	WURLITZER 2300 475	
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# Here's What a Nickel Will Still Buy: A Juke Box Play for Ky. Truck Drivers

MARION, Ky.—There is one market for which Pete Wood of Peter Wood Music Company here gladly supplies juke boxes for nickel play.

Wood is one of the last operators in the Midsouth to offer 5-cent play on new machines, but he has plenty of reason for doing so. His customers are truck drivers, who descend by the thousands on busy truck stops which provide gas, oil, service, cafes, free bunks for drivers, free showers and other facilities for knights of the road.

Just as the all-night truck driver expects to find a \$1 steak in truck stop restaurants, he likewise expects 5-cent music, and will play the juke box liberally at the figure. The minute the price is increased to 10 cents, or 3 for 25 cents, play simply ceases, Wood has found. Thus, even though the machine set may be a brand-new 200-play stereo machine, where a truck stop is concerned, it offers straight 5-cent play, 6 for 25 cents or 12 records for 50 cents.

Wood didn't make the change until he saw for himself that the truck drivers who look for discounts in return for buying 200 gallons of diesel fuel at a crack, are just as discount-minded where music is concerned. Considering all of the factors involved the Kentucky operator, with more than 50 such

stops, decided that since most of the truck-driver revenue was developed from midnight to dawn, when normally the juke box would be idle, he was gald to go along with 5-cent play.

Somewhat easing the situation from a profit standpoint is the fact that truck drivers display an amazing variety of taste, so that almost anything placed on the phonograph spindle, from heavy instrumentals to wild Twist music, finds plenty of

players. Originally, when he first began exploring the truck-stop market, Wood considered leaving each disk on the spindle a week longer or so, to cut expense. He soon found that this was not possible. One reason was the tendency of popular records to wear out quickly simply through heavy play. The

other reason was the usual ribald comment on finding "the same blanking old blank on the juke box."

Helping substantially is the fact that though there are many regulars appearing in the same stops, the sharp changes in routing of cross-country trucks means that there is a steady stream of new faces in every truck stop, composed of drivers who like to wake themselves up with a cup of coffee and some lively music.

#### BEHIND THE BENCH

## This Phono Operator Is ALWAYS in Court

fendant, with the operator's normal of Tannersville. bench.

ARmitage 6-5005

Joe Reich, an operator in this Reich har just completed a 10-week Glasco. Greco, by the sleepy Catskill Mountain hamlet magistrate's seminar at Newburgh, a juke box operator.

TANNERSVILLE, N. Y. — To for 14 years, gives lie to this myth. most outsiders, the juke box op- Reich's normal position in a court erator's contact with the law is of law is directly behind the bench; limited largely to the role of de- he is police justice of the Village American Legion.

position directly in front of the | Elected to a four-year term on the Tannersville bench in 1959,

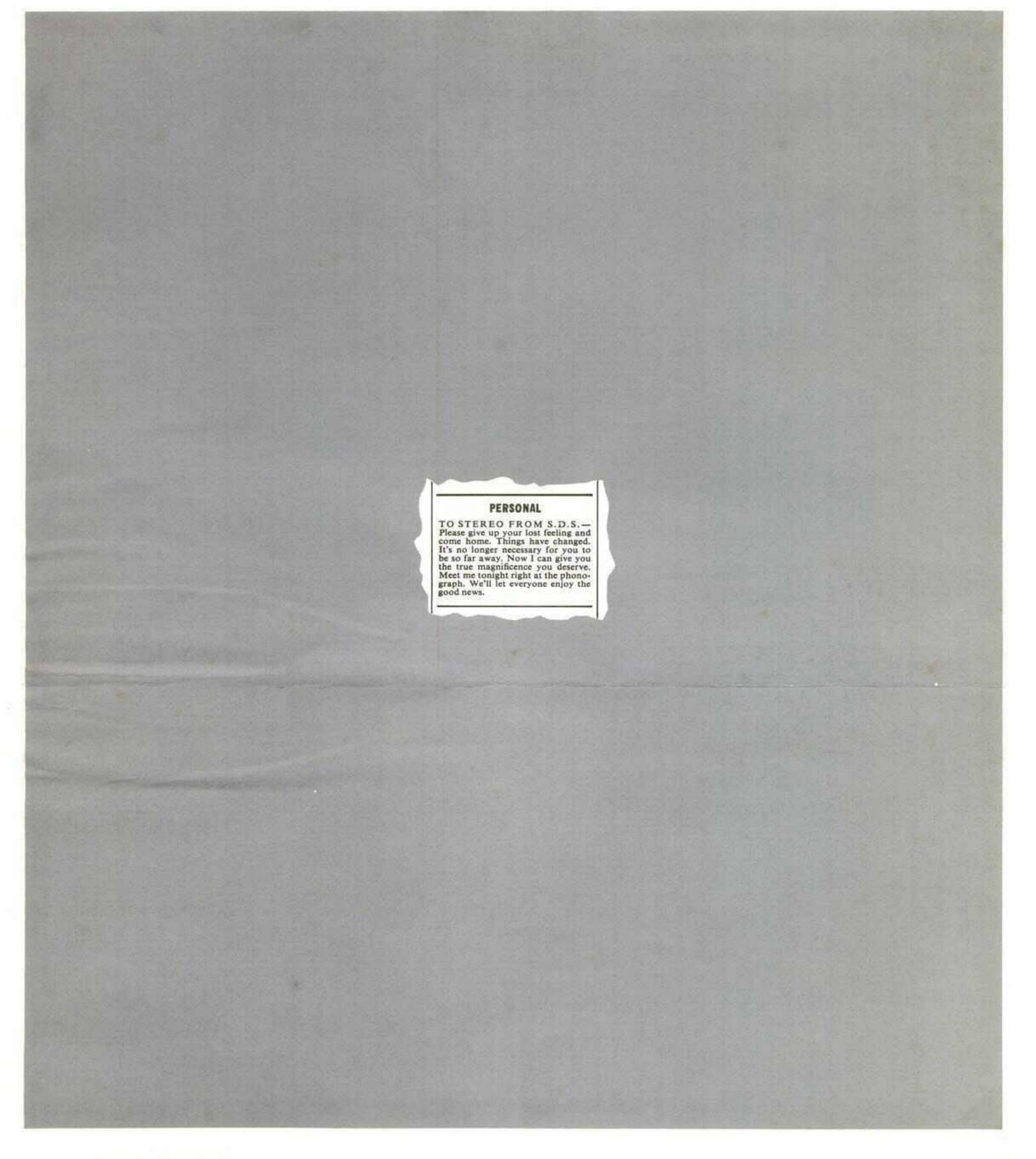
N. Y. The seminar was conducted by New York State University.

Reich's jurisdiction covers all misdemeanors in the village, including traffic cases, gambling and assault. In three years on the bench, not one case involving a juke box or amusement machine has come before him.

Reich is also president of the Tannersville Chamber of Commerce and treasurer of the county

One of his close associates is Mayor Frank Greco of nearby Glasco, Greco, by the way, is also





#### Artist of the Week

#### Album Packages

Week of July 9— FRANK SINATRA Point Of No Return

(Capitol)

ENOCH LIGHT
Persuasive Percussion Volume 4

ume 4

Week of July 16— JERRY VALE I Have But One Heart

(Columbia)

GERALD WILSON You Better Believe It

(Pacific Jazz)

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