August 18, 1962

Vinton Record Cracks Mill-5, Matching Ray

Another indication of how torrid the singles record market has become this season is that another top-selling summer disk has cracked the 1,500,000 mark. Platter is Bobby Vinton's recording of "Roses are Red" on Epic. Other than that is now over 1,500,000 is Ray Charles' "I Can't Stop Loving You" on ABC-Paramount.

The singles market this summer has not only been hot, but loaded with excitement. Ray Charles' follow-up to his smash, "You Don't Know Me," had chumped up orders for 300,000 before release, and is expected to top the million mark. Bobby Vinton's "Roses are Red" was issued this week, "Rain, Rain Go Away," has pre-orders in the six-figure bracket. Dealers who have been wise enough to stay with singles, even during the slow summer months, which has been part of their business during the comeback of 1962.

Albums which had turned slow early this spring, continued to leap back to life. Sales, deals, and new product has helped spark business among dealers, racks, department stores and chains. The Capital has been busy with little half of Sinatra albums, pushed five Frankle sets on the BMI Best Selling Mono charts this week. Two of the five, "Songs for Swingin' Lovers" and "In the Wee Small Hours," have been on the BMI charts since 1957. The other three are "Sinatra Sings...Of Love and Life..." and "Ray's the Best." Power-packed product issued by major and indie labels already has started to make a dent. Dealers report action on such a "Chad Mitchell Trio at the Big End" on Kapp, "Caribbean Guitar" by Chet Atkins on Victor, "Smin" by Stanley Black on London, "The Brother and Other Big Band Hits" with the St. Zimmer crew on Liberty and "Something Else," by the Kingston Trio on Capitol.

Balto Goes 'Waddle Waddle'

BALTIMORE—The "Waddle Waddle" is the latest teen dance craze to hit the greater Baltimore area, a sector local tradesters feel is among the most dance conscious of any. A number of disks already have hit the market incorporating some form of the "waddle" or "wobbie," but in the case of Baltimore, the newest dance has been triggered by a record by the Brothers on Congress, "Waddle Waddle."

Disk people here at the radio and the dealer level indicate that dance crazes have contributed to a continuing bubbling state of the singles business, now described by most local sources as very good.

Tradesters here say the city remains one of the important disk center breaks, thanks to the indistinguishable vitality of the Buddy Dean teen-tv show (Dean's ratings are higher now than they were several years ago), and the presence of three other good, pop-oriented radio outlets, which aren't averse to programming new disks.

"If Buddy Dean and just one station lean on a record, that's it. If it has anything at all, it will start moving," said a local one-stop, Milt Berson of Musical Sales.

In addition to the "waddle" disk, Berson concurred with numerous sources in naming such important new disks as Nat Cole's "Razum''er Kines," "Wonderful Dreams," "The Three Majors on Imperial," "Let's Dance," by Chris Montez on Monogram, "Patches," by Dickie Lee on Smash (which has been out for three months), a new disk and Go-Seek, Parts 1 and II, by Bunker Hill on the Mala label.

Referring to the dance scene, one source brought up a disk called "La Bamba," which has been a pop hit lately. The kids dance their own version of the mambro to this one. "The twist has been dead for a year and a half here and the wobbie or the bunny golly also has had it," one dance clocker noted.

But youngsters are holding on to the mashed potato and the bunny hop, despite the fact that the records identified with these dances have long since passed from the scene. The Madison, it may be noted, is a dance fad of three years ago, first broke out in the Baltimore area.

Outlets Gone, Moan in Denver

DENVER—Distributors in this town are complaining about the lack of outlets for singles. They say that in the downtown area there are many less singles record shops than there used to be—many of them having been knockked out by discounting in the
## Top 150 Selling MONOAURAL LP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist Label</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>94432 A House in Georgia, Mel Trotter</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>94444 Fly Me to the Moon, Harry Belafonte</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>94454 What Makes a Man a Man?, Nat King Cole</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>94464 It's Magic, Count Basie &amp; His Orchestra</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>94474 The Best of Dukas, Dukas</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>94484 The Voice of the Duet, The Voice of the Duet</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>94494 I'm in Love With a Dancer, Dancer</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>94504 The Music of the Future, Future</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>94514 The Best of the 50's, The 50's</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>94524 The Best of the 60's, The 60's</td>
<td>10</td>
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## Top 50 Selling STEREO LP's

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist Label</th>
<th>Week On Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>94534 The Best of the 70's, The 70's</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>94544 The Best of the 80's, The 80's</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>94554 The Best of the 90's, The 90's</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>94564 The Best of the 2000's, The 2000's</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>94574 The Best of the 2010's, The 2010's</td>
<td>5</td>
</tr>
</tbody>
</table>

*Note: Sales figures include sales prior to 1958 when the LP chart was published.*

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EXCITING DRAMATIZED MUSICAL KIDDIE ENTERTAINMENT

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99c EACH

12-INCH LONG PLAYING RECORD


PLUS

WILLIAM TELL • PUSS IN BOOTS • THE UGLY DUCKLING • STORY OF CHOPIN • THE KNIGHTS OF THE ROUND TABLE

Another First From

United Artists Records

The Proudest Name In Entertainment

THE STORY OF CHOPIN TOLD TO YOUNG PEOPLE
UAC 11016 (Mono.) UAC 12016

PUSS IN BOOTS
UAC 11009 (Mono.) UAC 12009

THE UGLY DUCKLING
UAC 11008 (Mono.) UAC 12008

THE THREE MUSKETEERS
UAC 11007 (Mono.) UAC 12007

www.americanradiohistory.com
<table>
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<tr>
<th>Dot’s HOT WITH THE FOLLOWING BIG HIT SINGLES</th>
</tr>
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<tbody>
<tr>
<td>Speedy Gonzales/The Locket ........ Pat Boone</td>
</tr>
<tr>
<td>#16368</td>
</tr>
<tr>
<td>A Swingin’ Safari/Indian Love Call .... Billy Vaughn</td>
</tr>
<tr>
<td>#16374</td>
</tr>
<tr>
<td>Baby Elephant Walk/Theme From the Brothers Grimm ... Lawrence Welk</td>
</tr>
<tr>
<td>#16364</td>
</tr>
<tr>
<td>No One Will Ever Know/Because ... Jimmie Rodgers</td>
</tr>
<tr>
<td>#16378 (THE ORIGINAL)</td>
</tr>
<tr>
<td>So Rare/Jay Dee’s Boogie Woogie ... Jimmy Dorsey</td>
</tr>
<tr>
<td>#16381</td>
</tr>
<tr>
<td>A Mile And A Quarter/Just One More Lie ... Sonny James</td>
</tr>
<tr>
<td>#16381</td>
</tr>
<tr>
<td>My Blue Heaven/Spinnin’ My Wheels ... The String-Alongss</td>
</tr>
<tr>
<td>#16379</td>
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<tr>
<th>OTHER HIT SINGLES</th>
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<tbody>
<tr>
<td>I Found The Only Girl For Me/Queen Of The Senior Prom</td>
</tr>
<tr>
<td>#16360</td>
</tr>
<tr>
<td>In Other Words (Fly Me To The Moon)/The Rest Of My Days</td>
</tr>
<tr>
<td>#16363</td>
</tr>
<tr>
<td>Say Your Heart Belongs To A Soldier/The Call Of Summer</td>
</tr>
<tr>
<td>#16370</td>
</tr>
<tr>
<td>Exodus/Never On Sunday</td>
</tr>
<tr>
<td>#16373</td>
</tr>
<tr>
<td>Third Man Theme/ Quiet Village</td>
</tr>
<tr>
<td>#16376</td>
</tr>
<tr>
<td>Where Have You Been/Soldier Of Love</td>
</tr>
<tr>
<td>#16357</td>
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<table>
<thead>
<tr>
<th>BEST SELLING ALBUMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>STATE FAIR/Sound Track DLP 9011 mono, 29011 stereo</td>
</tr>
<tr>
<td>HITS OF THE '60's/The Four Lads DLP 3438 mono, 25438 stereo</td>
</tr>
<tr>
<td>SO RARE/Jimmy Dorsey DLP 3437 mono</td>
</tr>
<tr>
<td>YOUNG WORLD/Lawrence Welk DLP 3428 mono, 25428 stereo</td>
</tr>
<tr>
<td>CHAPEL BY THE SEA/Billy Vaughn DLP 3424 mono, 25424 stereo</td>
</tr>
<tr>
<td>MOON RIVER/Lawrence Welk DLP 3412 mono, 25412 stereo</td>
</tr>
<tr>
<td>I'LL SEE YOU IN MY DREAMS/Pat Boone DLP 3399 mono, 25399 stereo</td>
</tr>
<tr>
<td>YELLOW BIRD/Lawrence Welk DLP 3389 mono, 25389 stereo</td>
</tr>
<tr>
<td>WHEELS &amp; ORANGE BLOSSOM SPECIAL/Billy Vaughn DLP 3366 mono, 25366 stereo</td>
</tr>
<tr>
<td>CALCUTTA/Lawrence Welk DLP 3359 mono, 25359 stereo</td>
</tr>
<tr>
<td>THE WRIGHT TOUCH/George Wright DLP 3447 mono, 25447 stereo</td>
</tr>
<tr>
<td>YELLOW BIRD/The Mills Bros. DLP 3338 mono, 25338 stereo</td>
</tr>
<tr>
<td>LOOK FOR A STAR/Billy Vaughn DLP 3322 mono, 25322 stereo</td>
</tr>
<tr>
<td>THEME FROM A SUMMER PLACE/Billy Vaughn DLP 3276 mono, 25276 stereo</td>
</tr>
<tr>
<td>BE MY LOVE/Keely Smith DLP 3241 mono, 25241 stereo</td>
</tr>
<tr>
<td>BLUE HAWAII/Billy Vaughn DLP 3165 mono, 25165 stereo</td>
</tr>
<tr>
<td>THE MILLS BROS. GREAT HITS DLP 3157 mono, 25157 stereo</td>
</tr>
<tr>
<td>STAR DUST/Pat Boone DLP 3118 mono, 25118 stereo</td>
</tr>
<tr>
<td>SAIL ALONG SILV'RY MOON/Billy Vaughn DLP 3100 mono, 25100 stereo</td>
</tr>
<tr>
<td>MUSIC FOR THE GOLDEN HOURS/Billy Vaughn DLP 3086 mono, 25086 stereo</td>
</tr>
<tr>
<td>PAT'S GREAT HITS/Pat Boone DLP 3071 mono, 25071 stereo</td>
</tr>
<tr>
<td>MELODIES IN GOLD/Billy Vaughn DLP 3064 mono, 25064 stereo</td>
</tr>
<tr>
<td>THE GOLDEN INSTRUMENTALS/Billy Vaughn DLP 3016 mono, 25016 stereo</td>
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"THE NATION'S BEST SELLING RECORDS"
Decca Sales in Singing Riding High
As Firm Posts Best Mark Since 1954

And Albums, Led by Sale of Vince Edwards to No. 5, Moving Too;
Orders Indicate Heavy Interest in Upcoming Product

NEW YORK—Decca Records is enjoying its finest sales season since 1954. And on the album scene the orders for the firm’s fall product are running well enough to indicate that, as spokesmen, is even exceeding expectations.

Decca on the singles level right now, is tied for second place in the field with Capitol, with 10 songs hitting the top 50 of B&M’s “Hot 100” chart so far this year. This is the best showing for Decca singles in almost a decade.

The firm’s sales have been spurred by hits by Burl Ives and Patrice Clock, plus hits so far this year by Jimmy Clanton, Earl Grant and Bob Braun.

Braun Bonanza

The Bob Braun master is an indication of the kind of Decca label when it’s hot. The Braun disk was purchased by Decca on the basis of a single test run he could get in Cincinnati, where he is a disk jockey. The disk has been to happy to get off the ground with the master there and turn a few dollars profit. But after disk broke in Cincinnati it started to move...and now has developed into a full fledged hit.

Decca always powerful in the country field, has drawn a great deal of its renewed singles strength

Victor Gets Rights To Skulnik Show

NEW YORK—RCA Victor has landed the exclusive rights to the forthcoming Broadway musical “La Belle.” Show will star Menasha Skulnik, John Deniere and Howard Da Silva. Show will be recorded on September 13...after it’s Broadway opening on September 18...Skulnik opens in Philadelphia December 5...Information on the various weeks on August 13.

“La Belle” has been book by Ben Simon Gill, based on a libretto by the late Bill Hoffman, lyrics by Irving, music by Melba. Book is adapted by William Roy from Off-Broadway’s “La Belle Holstein.”

Bob Skulnik and Joe Linnard had the negotiations for the score for Victor with Genrich Ostrichner, show’s producer.

Armada Poser: What About Undercutters

By Ren Grevatt

NEW YORK—“What can be done about the problem of racketeers buying Greed’s own products at terrific discounts?”

That’s one of the key questions that will be discussed at a meeting of the officers and board of Armada later this month. Details and for the meeting to be held in Minneapolis are now being worked out by Arons Heilicher, recently elected president of the organization.

Along with the Vince Edwards L.P. sets by Earl Grant, Braun and Turok, Heilicher recently released the “Flower Drum Song” have kept Decca always has been a strong firm on catalog. It has rechanneled the firm’s sales to new albums, and has brought out packagings by Bing Crosby and many other stars in this manner. According to company spokesmen, this has been the best year for filling up to its catalog sales this year.

Person-to-Person Parleys Loom
As Big Item at NARM Chi Meet

CHICAGO — Person-to-person meetings have been arranged between record manufacturers and every attending rack jobber member of the National Association of Retail Merchandisers, at the upcoming midyear NARM meeting and sales conference. The sessions will be held at the Edgewater Beach Hotel August 26-28.

All day on Monday (27) and Tuesday (28), private conferences between the manufacturer and the Edgewater Room between associate (record manufacturer) members and NARM members. Each meeting period will last 20 minutes, after which meeting participants will move on to the next scheduled appointments. Breakfast and coffee breaks will be a feature of the two days of business sessions.

In addition, general membership meetings of NARM will be held at 2 p.m. Sunday (26) and at 9 a.m. Wednesday (29). These meetings include a number of important items…

BY DIGG TORMAN

RCA—Four more of the “Beverly Hillbillies” songs are set for release...the records...two of them on RCA...are about to be pulled off the press.

Cameo-20th Execl's in Talks

NEW YORK—Cameo-Parkway Records of Philadelphia figured prominently in two new stories from this week, with firm execs celebrating admission of the company for trading on the American Stock Exchange as of Monday (13). Cameo-Parkway now has a publicly held firm only last year.

Discussion, however, has been played down between Leonce and representatives of 20th Century-Fox Pictures regarding a tie between the Philadelphia firm and the 20th-Fox Records wing of the motion picture firm. A conference was held here Wednesday (9). Welt was much interest in the possible deal that might be in the works between the two companies. All available parties were standing firm on a “no comment” kick. All, it was said, that Leo may eventually simply buy out the 20th-Fox Records catalog at the same time dropping the 20th-Fox label.

Leo Strong

It was also expected, however, that if the Ingenious of the meeting by Cameo-Leon, would be in a commanding position to acquire choice future sound-truck properties enacting the total picture. Among these would be the trad in the works for upcoming and costly “Cleopatra,” starring Elizabeth Taylor and Richard Burton.

Another upcoming 20th album release as announced now is due in the summer of the album by Shirley Temple, in addition to

Albert Green Dies in Chi

CHICAGO — Funeral services were held here Wednesday (6) for Albert A. Green, former President of Mood Record Corporation. Green died Monday after a long illness.

Green had been in the record business for many years, forming the National Record Pressing in the early 1940’s. He also headed the National Record label.

In addition to Irving, he is survived by his widow, Sylvia, and two other sons, Joseph and Michael.

Disney Label Breaks Marks
More Than $1,000,000 Written During Program

HOLLYWOOD—Disneyland records have written more than a million dollars in sales during its current program. This tops by 54 per cent its sales for the same period of a year ago, according to Jimmy Johnson, head of the Disneyland division. According to Johnson this surpasses the sales the label has enjoyed at any similar period in its history.

Johnson feels that this is due to the wise spending of dollars in both product and its powerhouse promotion. The latter is closely tied with the Disneyland company. This include the return to the sales of the “Mickey Mouse” name, now being syndicated in several states, for a daily half-hour radio program based on the popular Disneyland program, “The Wonderful World of Color.”

Another product, originally released under the ABC-Paramount banner as 99-cent singles, will be made available on the Disneyland label, with three disks in the 29-cent territory, two in LPs at a $1.98 each, and a $3.98 record album that ten dollars seven years ago. In conjunction with the film’s release, Disneyland will now sell 29-cent disks based on the film, a one-cent (a 49-cent price) record album, and a 99-cent more album with a picture book.

The studio also is preparing a new full-length feature movie, to be issued in time for the Christmas season, entitled “In Search of Castaways,” with Hayley Mills, and other Disney stars. Also on the way is the 49-cent premium, which was released under the Buena Vista banner, the Disneyland sister label.

Firms Seek Big Dion Months

NEW YORK—Laurie Record is to enter the Dion business early this fall with the Christmas Dion LP program to help push the catalog of the label's cutting-room floor, the firm's current Dion LP program will be the firm's current Dion LP program...but this fall...it will take over now come Dion and the label's current Dion LP program.

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**November Addrs Classical Now Full Circle**

**By Sam Chase**

ST. LOUIS — More than 300 disk jockeys are expected at the city's 34th annual disk jockey convention next Wednesday, August 17, for the first meeting of the revised version of the National Association of Radio Announcers. The jockeys will be identified as those outstanding in their field, using the A.R. Daily and J.J. Daily, veteran Texas music man, who is producing the convention displays.

Jones, who was acquired from the Mercury label, currently has three sides on the BMW "Hot," Two on UA and one, with Morgan Dennis chamber groups of the Think 1 Care," Jones' first single for the label, and issued almost six months ago, has hit the 250,000 mark and is still a chart entry. "Open Pit Mine," the other current release, has been by George "Greenstone," a former hit.

**Unprecedented**

The label has a new Jones single ready for release Wednesday (15) and Jones is expected to make an appearance on the "Pit" side. This two-sided release, unlike the one issued on UA, is selling in the 100,000 category.

Jones' first UA album, released three months ago, has sold about 5,000 copies and the firm's full plans carry unusual three albums from the artist. The album is billed as being "A Time to Speak," on a program of activating DJ's in the

**Columbia Plans Its Own German Subsid**

By OMER ANDERSON

COLUMBUS — Columbia Records is planning to erect a German subsidiary to handle the Columbia repertoire in that country.

Negotiations have broken down between Columbia and Aricola, the firm's German subsidiary, and the Columbia label in Germany from Philips. Columbia sources say that the recording contract is hopelessly deadlocked, and that any future agreements will be the subject of new negotiations.

Long-Tiring Fight

Erroll Garner, Columbia Settle Legal Squabble

New York — Erroll Garner and Columbia Records settled their long-standing dispute when the pianist and the label made an out-of-court settlement. Both sides agreed to drop all court proceedings. Terms of the settlement were not disclosed, with everybody concerned being pledged to secrecy, but it was announced that the label will receive a financial settlement.

Garner and Columbia have been involved for years in a dispute over royalties. Garner has been at odds with Columbia over his royalties since he signed with the label in 1945.

**Background**

The dispute heated up when Garner, who is signed with the label, made a public announcement of his dispute with Columbia. Garner has been at odds with Columbia for several years.

The dispute arose after Garner's recording of "Take the "A" Train"" was released on a record label other than Columbia. Garner accused Columbia of violating his contract.

**For the next move, Aricola has secured a new record deal with the label, claiming that he has broken the contract. Garner, in turn, has filed a suit against Columbia. The dispute has been handled by the label's lawyers and is still pending.

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Decca Opens Nashville Office

NASHVILLE—Decca Records, long one of the major players in the country and western field, opened new quarters here in the second quarter in town this last week (8) sparked by elaborate opening day ceremonies attended by many of the label's top artists. Top Decca executives present included George D. W. Schmidt and Marty Sklar. They flew down to Nashville to attend the opening day festivities.

In charge of Decca's new offices here is A.G. chief Elwood Bradley, assisted by Harry Blotter, who oversees Decca promotion for the area. Ray Guilfoyle, who heads four branch offices of Decca's two publishing firms, Northern and Congressional, was also on hand to co-manage with Gerald Nelson and Jerry Crottsfield.

The new building, a two-story edifice of modern design, is located on 16th Avenue South in the heart of Nashville.

Decca's long association with Nashville goes back to the earliest days of the company's history. Many of the firm's earliest country names are still active today and still selling lots of records. Many include Ernest Tubb, Kitty Wells, Red Foley, Webb Pierce, Bill Monroe and Jimmy Davis. Decca also has made a name in the country field on the Decca label include the Wilburn Brothers, Calee Hill, Bobby Helms, Roy Drusky, Jimmy Martin, Grady Martin, Bob Beckam, Loretta Lynn and Conway Twitty.

A number of Decca's top talents only record in Nashville. Bill Bires, Brenda Lee and Patsy Cline all cut their recent string of discs in the city.

Schroeder said that the new Decca offices are evidence of the firm's continued faith in the city's growth. "It's an expression of our confidence in a venture that is both economically sound and rich in its musical heritage. We're proud to be a part of this heritage that enriches so many in the world."

Vee Jay Signs Dick Gregory For 1 Album

CHICAGO—Vee Jay Record has announced a one-time-only album release, Gregory, who formerly recorded for Colpix, signed the one-time shot in preference to a definite deal with any of the other A's. Vee Jay head of Vee Jay.

Alene said that Gregory prefers to record an album and then leave on a shot basis with the privilege of doing another album in the future, following a regular pattern of released.

This album, which got Gregory a five-figure advance, is entitled "Dick Gregory," and is scheduled for release on August 17. It was produced by Gregory and will appear under the Vee Jay banner.

Gospel Songwriter Elected President Of Singspiration

GRAND RAPIDS, Mich.—Gospel songwriter John Preston has been elected president of Singspiration, the Edge outfit that has taken the songbook, hymnals and Christmas and Easter cantatas. Alfred B. Siple has sold his own rock operation and sold his remaining interest in the firm. Preston, who became the managing editor of Singspiration in 1956, has been a member of the publishing firm and has held various positions and public relations head; B. D. Zondervan, secretary and production manager, and Peter Kloosterman, Jr., have remained at the helm. Preston has been active in the publishing field since 1950. He is a native of Grand Rapids. The production and distribution of the company's songline and songs books and hymnals will continue through the facilities of the Zondervan Publishing House in Grand Rapids.

Edge, Ltd., Buys Indiana Rack Firm

WASHINGTON—Edge, Ltd., which has operations east of the Mississippi that have been in the rack operation in Indianapolis, has acquired the Indiana Rack Firm, which has operations in the Middle Atlantic and East Coast States.

DECCA RECORDS' sleek and shiny new permanent headquarters in Nashville.

NEW YORK—A long-standing litigation which sought to establish the liability of a record firm in the event of libel on a label in which the publisher-editor—in the case of copyright infringement—settled this week in favor of the plaintiff. Federal Judge Thomas Murphy made the decision.

The action was filed more than three years ago by attorney Julian Kelly, acting as counsel for the Harry Fox Office on behalf of a number of publishers. Defendants were the H. L. Green Companies, operator of a number of variety trade publications, and the Green Company Corporation, which operated record concessions in certain Green stores. The action specifically involved a number of low-price "cover" records. At the time it was filed, it was established, "no authorization, permission, consent or license," was ever obtained from their publishers.

It was also established that Kelly "caused and procured such records to be pressed for it by a former partner, Rita Records Producers, at its special instance and request." Thus it was held, Jelen (1) was "by the action of the defendants, the publisher...that they were adjoined to be a manufacturer of records within the meaning of Section 101 (e) of the Copyright Act. The Green firm, however, was held to be not liable in any way for the sale of records by the con-

inception Jelen, even though the records were actually dispensed in Green stores.

In the decision, Judge Murphy found that Sippel was adjudged guilty of copyright infringement and that it be held turned over to a special master for adjudication of actual damages due to the plaintiff publishers.

Mr. Sippel paid the defense for Jelen and Green.

Monument Makes Personnel Moves As Split Day Near

HENDERSOVILLE, Tenn.—Monument Records is making new moves, series of personnel moves as part of its advertising program to get ready for its imminent split from the London American group on October 1. President Fred Foster has appointed Jack Kirby, who has been the company's promotion manager, to the post of national promotion and public relations director.

Johnny Sippel, formerly with Mercury Records and Billboard Music Week, will become director of marketing. Joe Cash, with Monument, for two years, moves to Headersville next month. B.J. (Junior) McChesney, former Buddy Dean's WIX-TV programming staff, is joining the firm in a regional post.

Monument has moved into its new quarters in the Bryant Building here, named after elders Bouloux and Felice Bryant, who own the building.

According to Hall, the label will seek to strengthen its distributing network as well as aggressively pro- only record in Nashville. Bill Bires, Brenda Lee and Patsy Cline all cut their recent string of discs in the city.

Schroeder said that the new Decca offices are evidence of the firm's continued faith in the city's growth. "It's an expression of our confidence in a venture that is both economically sound and rich in its musical heritage. We're proud to be a part of this heritage that enriches so many in the world."

Vee Jay Signs Dick Gregory For 1 Album

CHICAGO—Vee Jay Record has announced a one-time-only album release, Gregory, who formerly recorded for Colpix, signed the one-time shot in preference to a definite deal with any of the other A's. Vee Jay head of Vee Jay.

Alene said that Gregory prefers to record an album and then leave on a shot basis with the privilege of doing another album in the future, following a regular pattern of released.

This album, which got Gregory a five-figure advance, is entitled "Dick Gregory," and is scheduled for release on August 17. It was produced by Gregory and will appear under the Vee Jay banner.

Gospel Songwriter Elected President Of Singspiration

GRAND RAPIDS, Mich.—Gospel songwriter John Preston has been elected president of Singspiration, the Edge outfit that has taken the songbook, hymnals and Christmas and Easter cantatas. Alfred B. Siple has sold his own rock operation and sold his remaining interest in the firm. Preston, who became the managing editor of Singspiration in 1956, has been a member of the publishing firm and has held various positions and public relations head; B. D. Zondervan, secretary and production manager, and Peter Kloosterman, Jr., have remained at the helm. Preston has been active in the publishing field since 1950. He is a native of Grand Rapids. The production and distribution of the company's songline and songs books and hymnals will continue through the facilities of the Zondervan Publishing House in Grand Rapids.

Edge, Ltd., Buys Indiana Rack Firm

WASHINGTON—Edge, Ltd., which has operations east of the Mississippi that have been in the rack operation in Indianapolis, has acquired the Indiana Rack Firm, which has operations in the Middle Atlantic and East Coast States.

DECCA RECORDS' sleek and shiny new permanent headquarters in Nashville.

NEW YORK—A long-standing litigation which sought to establish the liability of a record firm in the event of libel on a label in which the publisher-editor—in the case of copyright infringement—settled this week in favor of the plaintiff. Federal Judge Thomas Murphy made the decision.

The action was filed more than three years ago by attorney Julian Kelly, acting as counsel for the Harry Fox Office on behalf of a number of publishers. Defendants were the H. L. Green Companies, operator of a number of variety trade publications, and the Green Company Corporation, which operated record concessions in certain Green stores. The action specifically involved a number of low-price "cover" records. At the time it was filed, it was established, "no authorization, permission, consent or license," was ever obtained from their publishers.

It was also established that Kelly "caused and procured such records to be pressed for it by a former partner, Rita Records Producers, at its special instance and request." Thus it was held, Jelen (1) was "by the action of the defendants, the publisher...that they were adjoined to be a manufacturer of records within the meaning of Section 101 (e) of the Copyright Act. The Green firm, however, was held to be not liable in any way for the sale of records by the con-
More New Releases

MILES DAVIS AT CARNEGIE HALL

LES PAUL AND MARY FORD BOUNTY OF VIBES

ANDRE KOSTELANETZ AT CARNEGIE HALL

LES PAUL AND MARY FORD GREATEST COUNTRY FAVORITES

LES PAUL AND MARY FORD IN CONCERT

LES PAUL AT CARNEGIE HALL WITH THE ORCHESTRA

LES PAUL AT CARNEGIE HALL WITH THE ORCHESTRA

MARY FORD AT CARNEGIE HALL WITH THE ORCHESTRA

LES PAUL IN CONCERT AT CARNEGIE HALL WITH THE ORCHESTRA

LES PAUL IN CONCERT AT CARNEGIE HALL WITH THE ORCHESTRA

From the World's

From the World's

Greatest Artists

Bernstein
Copland
El Salón México
Appalachian Spring

Earl Wrightson
Sings Songs of a Soldier of Fortune

Greatest Artists

On Columbia Records

MILDRED BAILEY HER GREATEST PERFORMANCE

ELEANOR HILL PATRICK BERRY

BRENTWOOD'S ELEANOR HILL PATRICK BERRY

TRIO LOS PANCHOS LA DISTANCIA NOS SEPARA

LA DISTANCIA NOS SEPARA AND OTHER LOVE SONGS OF MEXICO

La DISTANCIA NOS SEPARA AND OTHER LOVE SONGS OF MEXICO

La DISTANCIA NOS SEPARA AND OTHER LOVE SONGS OF MEXICO

La DISTANCIA NOS SEPARA AND OTHER LOVE SONGS OF MEXICO

La DISTANCIA NOS SEPARA AND OTHER LOVE SONGS OF MEXICO
Add More Star Names To Chicago Music Fair

CHICAGO — Rick Nelson, the Four Freshmen Quartet and the Sue Charles Dancers have been added to the line-up at the Chicago Music Fair, which will now feature 30 Bands and Shows in the Arie Crown Theater at the World's Fair of Music and Sport in Chicago's latest exhibition center.

The Sue Charles Dancers will perform September 9, previously announced appearances by Eddie Fisher, Rosemary Clooney, Roy Wood, and the Electric Steeler, Henry Mancini, Stan Kenton and Julie Sayne. More top names will be announced.

Besides the show in the Arie Crown Theater, the Fair will feature a host of other entertainment spectacles, including a large sound demonstration and exhibition displays.

NORAD Band

The G. Leblanc Corporation of Kansas City will demonstrate performances by the Leblanc Clarinet Choir with Dr. William Cramer as soloist, clarinetist Buddy De Franco soloing with the Columbia Orchestra, while the North American Air Defense Command band in a presentation of its woodwind choir, and Vincent Abato soloing with the NORAD band.

Echolette Corporation of Lansing, Mich., will present demonstrations of its echo chamber effects, with a nationally renowned guitar talent.

W. W. Kimball Company, Evanston, Ill., will present organists playing selections from the Kimball organ's technical demonstrations on the company's entire line of organs.

Weekly Market Analysis

Continued from page 1

The new releases, claim local jobbers.

According to a number of leading distributors in town, the downtown Woodworth's is a prime selling location for the singles. The popular department store carries a wide range of singles product and promotes with big displays, which have been very successful since most of the downtown department stores concentrate on that type of product. Woodworth's has also been a leading seller among LPs, for the picture recently opened in the downtown area.

Despite all the problems, singles business has been above last summer's showing. Some of the leading new records are giving a good start. "Roses Are Red" are as "Long as the Rose Is Red," by Flora Darin and DeWeese, "Gin Gineers," by Booker T. and the M.G.'s on Stax, "I'm the Girl From Washingtown," by Jay and Ann Campbell, and "I'll Never Be the Same," by Johnny Tillotson on Cadence. Another hot one has been "Sweet Georgia Brown," by the Carroll Brothers, also on Cameo.

According to Mountain Distributors, a one-stop, joke box operators in the area break into two distinct groups. The ops in town go for jazz and swing music, with (Brubeck, Mullig, etc.), while the out-of-towners go for pop.

Houston Firm One-Stops, Too

HOUSTON—The H. W. Daily distribution firm, which has quietly moved into the one-stop business here, is also forming its own retail outlet, a sales division of the firm is being headed by Roy Buckley, president of the new company.

On the discount scene: Three weeks ago a new location was opened by United Discount here. It is selling records of all categories, from 98, 99 cents, and 88 cents. The majority of the material was reported to be popular type, but some leading items, such as Elvis Presley's "Pot Luck" LP, was doing quite well. In the都是 Johannesburg, the general instrumental artists are trenched on this set, which ships to the sales outlets. The new one-stop project where the music has been written by Les Baxter specifically for the date with arrangements by Zenter's "Big L octave" arrangements, has Davey's unique island flavor mixed with the swinging Zenter sound. TID: "Ca节harm Antie" and "Wall Mon- key Dance" are three typical of the 12.

Stereo

137. ALL THE WAY... Frank Sinatra, Capitol S 1298

148. UNDERCURRENT (Brubeck... 5W 15020

149. SINATRA SINGS... OF LOVE (SINATRA, 5T 15021

39. ROSES ARE RED (Buddah, RPS 1025)

40. SINATRA SINGS... OF LOVE (SINATRA, RPS 1025)

41. TWIN PIANOS... 3R 15003

42. SWING LOW... Ginals, RPS 15004

43. BALLAD TIME... RPS 15005

58. SPAIN... A. De Falla, London SP 4060

Wrong Firm

FRANK SINATRA — The Se- curities & Exchange Commis- sion says it gave the wrong firm as underwriter for Music Royalty Corp.'s public offering, a recently proposed public stock offering. Billboard Music & Sport World's Fair Music Workshop will present an introduction to the chord techniques that have made Wayne Young's professional singing group a model of perfection in its extensive singing. He will use the audience as his chorus.

A purviewing vendor has been given a Duen With a RCA Victor recording artist, at the Second Street, Wii, jazz, and a Wall Muster with the Art Van Dimmik Quartet, and William D. Revell, conductor of the Walla Walla Symphony. The other demonstration groups and artists will be named.

Texas Firm Wears Many Hats in Making Rack Crunch

HOUSTON—H. W. Daily Company, independent distributor of the big rack crunch business, has expanded its activities. All labels will be handled in both operations. The rack jobbing wing will be called H. W. Daily, and will soon begin full scale operation soon.

Head up the new Daily in terspace, Ralph R. Tomko, a field salesman for the regular distribution outlet. Bad Daily, dis- tributors division, will be handled by the Dick Lang, who has been appointed as the new Daily, and will also have representation.

"As a matter of fact," Daily said, "the inclusion of a rack crunch business has been a logical restraint. Because it will give better sales information, and it will also handle the cataloging product in those lines.

Weekly News Review

Low Price LP's Pack Crunch Punch

London Records, aor to the highly successful Four audio series, now has underway to bring together all series under the wing of its Richmond, low price LP line. Hereofore, Richmond has sold a few of London's recordings, re- issued in the lower price form, but for its new "Percy Stereos" series, London has the brand-new material, largely of British derivation.

The first dozen sets, released last week, contain extremely many of the top artists of the 1950's style, with separation achieved by a single instrument or section bouncing sharply to speaker in a background as a few measures. Oddly, in fact, when one listens to the fifteenth set with a single cramp in an almost completely silent.

London has another company of the kind of impact one can't fail to catch, and on the theory that the customer already has graduated from the "huge sale" type ideas, and is looking for starting new kicks, this may be his dish. Technically, the sound is clean and crisp.

Of course, one would have to include Ralph Kendon's band of Brown's Broadway arrangements; Miggliato's standards done in Latin arrangements with plenty of striking percussion effects, and Les Fraser's delightful rum for the "young at heart.

All feature exemplary sound and represent a fine buy at the price, and comparable to many at a higher.


RENE GREGG
CAROLE KING DEBUTS A NEW KING AND HER NAME IS CAROLE ON...

"IT MIGHT AS WELL RAIN UNTIL SEPTEMBER"

BEST WISHES NARA FOR A SUCCESSFUL CONVENTION

DIMENSION RECORDS

We're happy to have the #1 Single in the Country!

DIMENSION #1000

TOP WRITER, TOP ARRANGER AND HOW TOP ARTIST WITH THE SMASH SUMMER STANDARD OF 1962

DIMENSION #2000

Produced by Jerry Goffin for Nevins-Kirschner

Watch for Little Eva's upcoming Album: "LOCOMOTION"

Distributed by AMY-MALA

Jack Flans National Promotion
Arthur Yale V.P.

1650 Broadway, New York, N.Y.

Arthur Yale: V.P.

1650 Broadway, New York, N.Y.

Contact:
Emil La Viola
LoU Adler

1650 Broadway
New York, N.Y.

6515 Sunset Blvd.
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PRODUCED BY JERRY GOFFIN FOR NEVINS-KIRSHNER

DIMENSION RECORDS

A Division of Nevins-Kirschner Assoc.

www.americanradiohistory.com
Maxine Starr
"Apple Blossom Time"
b/w "Love Is"
New Hit #3039

Patty La Belle & the Blue Belles
"Tear After Tear"
Newtown #5007

Johnny Fox
"You Laugh Laugh Too Much"
Newtime #5007

The Imperials
"The Letter"
Newtime #505

Johnny & Willis
"Run, Joe"
Newtime #509

Betty Renne
"Darling, Bless You"
New-Act #1001

Jessie Fountain
"If I Had the Power"
New-Act #1002

The Capri Sisters
"Is It True"
Newtown #5008

Newtown Records
6600 N. Broad St.
Philadelphia 26, Pa.
LIVINGSTON 8-5010
On the occasion of your fourth annual convention, I am delighted to pay tribute to each individual member and your organization as a whole for the outstanding services you are performing in the field of radio broadcasting.

Speaking for ABC-Paramount and its wholly-owned subsidiaries -- Command, Grand Award, Impulse! and Apt -- my staff, our recording artists, distributors and everyone connected with ABC-Paramount, let me say that the gratifying success we have enjoyed has been due in large part to the wonderful cooperation of the members of the National Association of Radio Announcers. To say "thank you" seems inadequate, but it also seems the most sincere form of gratitude.

We hope that our product will continue to meet with your approval, and along this line, we would be happy to hear your suggestions at any time. We will continue to strive for the type of recorded music that you want associated with your programming.

Again, thanks from all of us, and, paraphrasing the title of one of our hits that you helped make, "We Can't Stop Loving You".

Sincerely,

Sam H. Clark
President
ABC-Paramount Records, Inc.
Hope Drops for House Bills Rescuing Hi-Fi Industries From Slaughter by Taxes

WASHINGTON—Bills to prevent the tax slaughter of independent hi-fi component manufacturers were defeated last week when President Truman signed into law two measures. The measures were defeated in the House Ways and Means Committee, which was under the control of the Republican Party. The measures were defeated because the Republican Party was opposed to any tax increases.

The two measures were sponsored by Representative George W. Miller of West Virginia and Representative John E. Rankin of Mississippi. The measures were designed to protect the industry from the threat of increased taxes on electronic components.

Station Helps Bad Memories Find Records

WASHINGTON—A new program, "Find It Right," is now being heard on WTOP, the station that serves the District of Columbia. The program is designed to help listeners find lost records.

The program is hosted by music director, Mr. Jones, who has been with the station for ten years. Mr. Jones is well known for his knowledge of records and his ability to find them.

The program is broadcast every Saturday from 9 to 11 p.m. Listeners can call in with requests or information about records they have lost or misplaced. The program also features interviews with prominent musicians and record producers.

Talent Reviews

**Hawkings & Monk—Cool, Cool, Cool**

Two jazz greats are teaming up to play at a club in Philadelphia this weekend. The two are Tommy Flanagan and Major Mule Holland. The last-named has a reputation as a hard-driving, hard-swinging saxophonist who is able to hold his own with the best of them.

The Hawkings group seems somewhat the better co-ordinated of the two. It consists of Tommy Flanagan on the piano, Eddie Locke on drums and Major Mule Holland on bass. The last-named has a reputation as a hard-driving, hard-swinging bass player who is able to hold his own with the best of them.

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7 ★ Count 'em ★ 7 on the charts!

Nat King Cole
Ramblin' Rose
#4804

The Beach Boys
Surfin' Safari
#4777

Glen Campbell
Too Late To Worry—Too Blue To Cry
#4783

Nelson Riddle
Route 66 Theme
#4741

The Lettermen
Silly Boy
#4810

King Curtis
Beach Party
#4788

Ray Anthony
Worried Mind
#4742
ON THE OCCASION OF ITS FIRST ANNIVERSARY—
REPRISE PRESENTS AN EXTRAORDINARY BREAKTHRU
IN THE TECHNOLOGY OF SOUND...

DUAL 35 M 120 CMPS

DUAL 35 MM 120 CMPS REPRESENTS THE ULTIMATE
IN RECORDING AND MASTERING TECHNIQUE

THE ORIGINAL STUDIO RECORDING IS MADE ON 35mm MAG.
FILM, THE ADVANTAGES OF THIS SYSTEM ARE, BRIEFLY:

1. LOWER NOISE LEVEL than can be accomplished by normal ¼" or
½" conventional recording on tape at 15" per second.
2. Transport speed of magnetic film is 96 frames per minute much faster than conventional tape thus resulting in an increase in high frequency response.
3. Cross talk between channels is extremely low due to the increased physical size of the film.

IN PREPARING THE 35mm TAPE FOR MASTERING AND REACHING THE ULTIMATE PRODUCT THE FOLLOWING ADVANTAGES ARE AFFORDED:

1. The power required of the recording system and cutter-head is only 25% of normal. This results in a reverse overload capacity which means that MORE LEVEL CAN BE RECORDED ON THE MASTER RECORD AND AT FAR LOWER DISTORTION THAN POSSIBLE BY CONVENTIONAL MEANS.
2. An obvious decrease in apparent noise level.
3. This unique system of mastering results in an increase in the frequency response beyond that heretofore possible.
4. A much improved transient response resulting in far less distortion at the high frequencies.

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PRIMITIVE AND THE PASSIONATE • LES BATTER

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AN IMPORTANT EVENT...
TIED TOGETHER WITH EXCITING IMPACT
by the
BILLBOARD MUSIC WEEK
SEPT. 8
World’s Fair of Music & Sound Issue
Featuring
A SPECIAL ANNUAL DEALER SERVICE IN THIS ISSUE.
BILLBOARD MUSIC WEEK
Annual Phonograph Directory
A complete listing of new phonograph product, by price categories, including detailed descriptions for each unit, for all major manufacturers. A 15-page, informative profit-packed buying guide for dealers everywhere.

Plus
A WEALTH OF OTHER SPECIAL FEATURES COVERING
Record Profit and Programming Opportunities
built around the convention and the special industry meetings and business sessions planned to coincide with the World’s Fair of Music & Sound.

THE TIMING IS RIGHT
Yes, THE TIMING IS RIGHT FOR YOUR ADVERTISING MESSAGE
This issue comes at a time when dealers are buying and preparing for the Holidays. The biggest buying season is just ahead. Whether you are a Manufacturer of Phonographs, Records, Tapes, Components or Accessories, this is the time to tell and sell your story.

IMPORTANT DATES TO REMEMBER
DATE OF ISSUE, SEPTEMBER 8.
ADVERTISING DEADLINE, AUGUST 29.
Contact your nearest Billboard Music Week Representative now!

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Norm Wieland

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180 W. RANDOLPH ST.
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B-I-G E-X-T-R-A
DISTRIBUTION

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

**RECORDINGS AVAILABLE**

**Best Selling Record Listed in Bold Face**

1. **BREAKING UP IS HARD TO DO**
   - By: Byrds; RCA Victor 3666.

2. **ROSES ARE RED**
   - By: Byrds; RCA Victor 3666.

3. **LUCIO-MOTION**
   - By: Byrds; RCA Victor 3666.

4. **THE WAR-WATCH**
   - By: Byrds; RCA Victor 3666.

5. **YOU DON'T KNOW ME**
   - By: C. W. Waller; Capitol 10360.

6. **THINGS**
   - By: Beatles; Capitol 10360.

7. **ABAH THE ARAB**
   - By: Beatles; Capitol 10360.

8. **SPEEDY GONZALES**
   - By: Kaya Hite-Lee; Island, ASCAP.

9. **SEIZED WITH A KISS**
   - By: Cat Stevens; Island, ASCAP.

10. **LITTLE DIANE**
    - By: David Rose; RCA Victor.

11. **YOU'LL LOSE A GOOD THING**
    - By: Barbara Streisand; Columbia.

12. **PARTY LIGHTS**
    - By: C. Clark; RCA Victor.

13. **DElia**
    - By: Jimmy Roselli; RCA Victor.

14. **WOLVERTON MOUNTAIN**
    - By: M. Kilgore & C. King; RCA Victor.

15. **THE STRIPPER**
    - By: David Rose; RCA Victor.

16. **SHE'S NOT YOU**
    - By: Pﻦsson-Stoller-Leiber; Parlophone.

17. **VACATION**
    - By: Hunter-Frank Wood; Mercury, MCA.

18. **TWIST AND SHOUT**
    - By: James Brown & The Famous Flames; MCA.

19. **(GIRLS, GIRLS, GIRLS)**
    - By: Every; Atlantic, RCA.

20. **HEART IN HAND**
    - By: Jackie DeShannon; ABC-Paramount.

21. **JOHNNY GET ANGRY**
    - By: C. Deacon; Decca, 31407.

22. **BRING IT ON HOME TO ME**
    - By: Sam Cooke; RCA Victor.

23. **CALL ME MR. IN-BETWEEN**
    - By: Harry Howard; Parlophone, MCA.

24. **THEME FROM DOCTOR KILDARE**
    - By: Jack Benham; United Artists.

25. **WHAT'S A MATTER BABY**
    - By: Don Gibson; Accolade-RCA.

26. **I CAN'T STOP LOVING YOU**
    - By: Alpert; Atlantic, RCA.

27. **A SWINGIN' SAFARI**
    - By: Renny Dink; Atlantic, RCA.

28. **RINKY DINK**
    - By: Chet Atkins; RCA Victor.

29. **I NEED YOU LOVING**
    - By: Beatles; Philips.

30. **DANCING PARTY**
    - By: Manu & The Adicts; United Artists.

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THE NEW BOBBY VINTON SMASH is on

"I LOVE YOU THE WAY YOU ARE"

BOBBY VINTON

DIAMOND 121

SOLD OVER 200,000 TO DATE
Climbing on all trade charts!

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**FOLK TALENT & TUNES**

**Bill SACHS**

Lou Epstein, manager of Jim-nile Skimmer's Music Center, a brainchild of WVRN, in Cincinnati, is Room 356, Christ Hospital, that city, for treatment of paralysis of the arm and leg, a year ago. Friends are urged to drop him a chippy....

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Vince (Dr. Ben Casey) Edwards was in town and while attending to a medical case, he would return this fall to appear at the fund-raising dinner for Loyola University of Medicine.

The Leon Sash Quintet is currently appearing at the Velvet Heart Room of the Guest House in suburban Franklin Park. His group features three voxions, Sash on lead voxion with a bass voxion and a cello voxion bass with two side theayhins.

**STEVIE SCHICKEL**

**Pittsburgh**

The Lettermen have been booked into the Vogue Theater for the week of October 21. ...

Recent visitors were Bobbie Bare, plugging his RCA-Victor plating in the town. The Dixie Mayes are here promoting their Co-Ed waxing of "You Belong To Me."...

**BOSTON**

Johhny Mathis, breaking records at the Salisbury Beach Follies, revealed he will go to Paris in September, if he gets away from the 14th of the month. His record features a "Dancing Shoes" on the Mad label, owned by Frank Billetta. "Have You Loved Someone?" is on the flip side.

Sonna James played July 28 and 29 here promoting his Dot record of "A Million and a Quarter." Porky Chedwick's "Dusty Dies" on Tim Tomainy's Ruby label is the best selling LP in the area. George Clarke has booked the Wilder Brothers into the Peppermint Lounge, Washington, D.C., October 9.

**Leonard MENDOLLEDER**

**Cincinnati**

Bob Brun, WTV day-jock and radio and television personality, whose nightly "Waltz Ball" recording of "Waltz Ball," on the Zip 300 shows case at the Courtenay Theater in "Wilden." She is making hay locally with her "Waltz Ball" hits. "Cake Sale tor tor."

Columbus's Jimmy Dean really pulling fans in at the 7,500-

**continued from page 18**

ormanies earlier in the month. ... Tab Vie Tain, star of the new film, "The War of the Cities," at the Circle Theater, has an album on RCA-Victor. Will you, a radio personality in Cincinnati, is Room 364, Christ Hospital, that city, for treatment of paralysis of the arm and leg, a year ago. Friends are urged to drop him a chippy....

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**STEVIE SCHICKEL**

**Pittsburgh**

The Lettermen have been booked into the Vogue Theater for the week of October 21. ... Ketty Lester finished a four-day recording session with Rick Nelson, his brother Billie headlining. Set for later this month are Tony and Jan Arden, September 2; Al Martino, September 16, and Bobbie Bear, September 30. The Comets are here playing their latest platter, "Do You Really Love Me?"

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**Leonard MENDOLLEDER**

**Cincinnati**

Bob Brun, WTV day-jock and radio and television personality, whose nightly "Waltz Ball" recording of "Waltz Ball," on the Zip 300 shows case at the Courtenay Theater in "Wilden." She is making hay locally with her "Waltz Ball" hits. "Cake Sale tor tor."
MAKE WAY FOR THE NEW REIGNING BEST SELLER

BOBBY VINTON'S NEXT MILLION SELLER IS ON EPIC!!!!

RAIN, RAIN, GO AWAY
(Published by Regent Music Corp.)

BOBBY VINTON AND HIS KING-SIZE HIT ALBUM

ROSES ARE RED
BOBBY VINTON
AND OTHER SONGS FOR THE YOUNG AND SENTIMENTAL

EPIC RECORDS
## Argentina

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<th>Week</th>
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<td>TODO ES UN SUEÑO</td>
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ANNOUNCING RCA CAMDEN
4-TRACK STEREO TAPE

$4.95!

Manufacturer's nationally advertised price—optional with dealer.

Now... pre-recorded reel tape from RCA Camden...a high-quality, low-price tape line that uses the finest raw tape available. Same low price for both pop and classical! Initial release of eight tapes contains the cream of the "NEW SOUND" RCA Camden best-sellers.

Ask your distributor about supplements, colorful streamers and tape display rack. Order now...and cash in on AMERICA'S BIGGEST ENTERTAINMENT VALUE!

RCA CAMDEN
bMw Pair Engaged

LONDON—BMW played cupid this week when Miss Brigitte Kehl, the paper's German correspondent and now new head of the German trade paper, Automaten-Markt, and Art Rosset, BMW European director, announced their engagement.

The couple, listed “Tennip Bowling,” released on the BMW label. The Delmonicos' single “Gonna Put My Hands on Your Hands” has been scheduled for release in the States on the Mr. Peak label.

Chappell & Company has re- leased the previously unheard moviemus movie “Hafar!” until the flick is released in December. The label is granted for EMI to issue the single “Elephant Walk” by Lyle N. Welk, from Dot on London, and The Miniature Men's version on Liberty for release August 18.

After a number of postnuptials, the pair are planning to make a “Follow That Dream” will finally be here. The release is set for early September, but no definitive showing is yet set for an actual date. Meanwhile the “Follow That Dream” and “I'm Gonna Lay It On Them” are being shipped out. Interest is very high in which view of public advantage may fare better. The Presley single already has been on the market for longer than his own LP “Pot Luck” has been out.

The Marty Allen and Steve Rossi album “Hello Dore” has created quite a stir on the American scene. The interest has been shown in the first disk from Pyle discovery Carolyn Young. Her first disk was released by Pyle in Running Out of Kisses” by Ordinary Guy.

Pye-Electra Tie-up May Be Extended

By DOME WEDGE

News Editor, New Musical Express

Pye is the new British affiliate for Jack Holzman's Elektra label, the announcement was here by Audio-Fidelity. Sidney Sebastian will be working as a separate independent firm — the only American label in Britain until the Pye deal is worked out. It is itself expected to extend on Philips.

The Pye-Electra deal may extended to include certain continental countries. Releases marketed here under the new set up are: "An English Sound Effects, Volume I.”

Answer

Answer records, though not as common as in the U. S. are not unknown here. Not new but released, after being shown from the scene, is answer advertising. EMI and Pye are the participants, Frank Sinatra the center of it.

During his June visit, Sinatra cut an LP, “Great Songs From Great Britain,” for Reprise, with the assistance of his label's affiliate, Pye. There is no word of a release date, but Pye is hoping for the autumn. On the Pye side, is an album, “London by Night,” consisting of the music from L.P. ’s. It was a rush-release for July 20. The following week Pye advertised their line of records, each a “wait for it” theme adding that the 16 records in the Pye line were “in a class by themselves,” the message was being bawled out by a guardian. By the next week, EMI had bought space for a U. S. officer to be yelling “Don't wait for it,” and pitching the “London” album and another July Sinatra release, for the new album, “Most of No Return.”

“Big Band Concert,” the BBC's special program mounted for the Montreux, Switzerland, Television Festival was getter a second show, according to German reports. Various sets in the Ted Heath band material in originally have been made for the Phonog. Phos 4 Stereo albums. British TV is selling the program abroad and plans to issue a long-playing version in Holland, Sweden and Switzerland before Christmas in Australia, Germany and Denmark.

Visitor

Atlantic Records v-p, Miriam Biemstien was in London on the first stop of his European tour. She had seen with Doors, which distributed her label on its British and European label, Broad. Freddie Reinstock, traveled with her. The U. S. rock label, Atlantic Records, formerly distributed by Discobol, will now be on direct representation.

Pete Clark is back on the way up. Pete, who since his "Running Man" has been unable to make an other best seller, has a French recording, "La charite," which could enjoy good sales. Even the Flemish people of the country, though the record is in French. Label is Vogue.

...Another new best seller, ex- pected to do a similar thing as the other record is "Dadda's" in the Memories, "The Wiggle" and "The Jiggling Foot." Here is the label's description.

Inoel (distributor of the RCA records, London) has made a new deal with the new Elvis Presley and Paul Anka singles. Plans are to release Presley's first single record on the mainland, the firm is unable to gain distribution. "The Guitar and a Glass of Wine," Presley's "Good Lock Charm" and "Pot Luck" is due.

Caterina

For a concerted effort to capitalize on their entrance into the Japanese public.

Consumers income has been increased over the past few years, and bank deposits and post office savings have been keeping pace with the growth. The general feeling is that Japan now holds a world economic position on par with West Germany, France, Holland and Italy, but its disk indus- try is one-third or one-quarter that of some of those countries. This leaves a huge area for growth in the Japanese market. With the growth rate proj- ected, the trade feels, because of a younger generation, that the Japanese can be easily deep ingrained with musical values.

According to statistics compiled by the Universal, there is a feeling of a dealer's customers are either too young or in their 20's. They have grown up with music as a basic part of their daily lives, and somehow, motion picture industry, the report says. In addition, the explosion of video techniques in education are having a tremendous effect on the music market.

Third year high school students are frequently listening to rock and roll lyrics and set them to music as a regular part of their educational program. Many years ago, a record company tied to this growing interest in music is the booming business in recording-play equipment. In a question-

O'Keefe Opens Own O.K. Label

By GEORGE HILDER

19 Thompson St., New York, N.Y.

Johnny O'Keefe, who for the past several years has been manag- er for Festival and London rec- ording, has set up a new label on his own. He is forming his own record company and will issue a O. K. label.

He will still produce discs for Festival and London, but he will continue to record for the company he is under contract to.

Trade News

Jack Argel of Leeds and Toon Miste stated that Sid Parmes of Dominion Music, New York, will arrive in Sydney first week of Septem- ber and will visit all States in search of new material... Ken East, a former manager of the EMI group, is on a three-week tour of Singapore, Hong Kong and the Far East... Norm Whitley of Bellina Music, left London, for the English comedy song "Right, Wrong and London," produced through EMI with Norma Cril- ley on harpophone..."A Million Little Things" is the title of a new original released in England by the Ted Heath orchestra. The orchestra have also arranged Parts 1 and 2. An old American song has been discovered, called "Don Del." Her first recording on the Doors label is "Dance With Me." She is doing her own composing and, through her Don Gibson, now Sydney. Her session at EMI was successful, and her first, formerly distributed by Discobol, will now be on direct representation.

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New Folk Ensemble Makes 1 Splash

By RUBEN MACHADO

Lavalle 1783, 30 Inq. Buenos Aires

At one of the several parties during Manuel Villarrea's (general manager of Colombia of Mexico) stay here, a new folk ensemble made its public debut. The quartet is made up of Mr. de la Vega and has recorded an LP for Columbia. At that same party, Peter de Ronge, manager of Swedish record company to Europe to establish permanent ex- port facility, reported that Mexican records to the Continent. He also announced Colombia's new name in the States.

New Recordings

A new one has been made this week by the latest addition to the Shr O'Keefe, "O. K." recorded at EMI, Buenos Aires. The version of the tunes. Those on the top side list at present are by Los Andalucos (Tondico) and Quilla Huil (Pasillo). The new one is recorded by De la Vega.

"Mexican De la Vega" with Mario Grever y Mario Clavel," by Roberto Vaques (CBS) has been re-recorded twice in New York. The first, 45-r.p.m. by Robertino, Production Formatics is preparing an LP by the lad, who is expected to be a big star in Buenos Aires before the end of the year. Odeon issued "Adelaude"...
COMING SEPTEMBER 22... 

WATCH FOR IT... PLAN FOR IT... PUT IT TO WORK FOR YOU!

The 12th Edition of BILLBOARD MUSIC WEEK'S FAMOUS...

Spotlight on record programming featuring today's top record talent

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

ARTIST BIOGRAPHY SECTION

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

PLUS ADDITIONAL FEATURES OF INTEREST

to help disk jockeys program
to help dealers buy and sell
to help operators buy and program
to help talent buyers select the best artists for their locations, movies, TV shows, etc.
to help newspaper columnists with an unending source of interesting, useful material

BIG BONUS FEATURE

BILLBOARD MUSIC WEEK'S 15th ANNUAL DISK JOCKEY POLL

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

DATED: SEPTEMBER 22
ADVERTISING DEADLINE: SEPTEMBER 6

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firms will be distributed by Mikuluhi. The Oca label features artists such as British singer Mureen Renee, who is signed to Sweden’s popular singer Gert Fibbe, Charlie (“Wonderland by Night”) Tabor, tenor in the title role of the Mozart’s Don Giovanni and the Gregory Twins. Mikuluhi now services the following international labels: Artona, Blue Note, Candid, Centre, Funikul, Osaka, Philips, Polydor, Rizzoli, Variety and Verve.

Paul Siegel visited Munich to meet Toceld reps Durst and Fiecher, and examined the Bavarian radio station... wrote Alain Rey in a letter from London.) I am in Munich. He told his friends here of a new electric Hawaiian guitar coming on the market. It’s something like a revolution, Alain said. Can you imagine guitar like a piano? The chord possibilities are limitless.

July and August are the weakest months in the record business here, but two more records sold great, said Peter Kraus singing “Sweetiee” and the Lancaster Choir singing “Lost Patrol.” The labels are Polydor and Carina.

Two hits from the States have been issued by𝜔, Vitale, Schiller, Schiller and the German version of “Roses Are Red,” and “Johnny, Komm Wind Verlassen!” by the group Get Away, on her new Decca single.

After “Mexico” and “Auf Werdeleine, Marlene,” Acouf-Rose is on the German recording market with strong sellers in Germany: “I Can’t Stop Loving You,” sung by Don Gibson, has been sung in German by his German lyrics by Gustav Anschut and titled “Ein Gänseblümchen Lass mich los!” and sold more than 5,000 copies.

In the Alba market now: Ray Charles on Philips, Bitty McLean on Polydor and Freddie Davis on Telefunken, on Hunter on London, Don Gibson on RCA and Rey Osbon on London.

Zwaert Joining Artila Company

Brigitte Kehl Astorant Musik, Brunnau

Artila has signed the young former music journalist Dietrich Zwaert for the classical department of the firm’s press office.

Disc News

Anna Maria Tinsley, 28-year-old Swiss and 14-year-old Susan Singer, cousins of Helen Stappin, in the Artila Alba studio where Nils NalOwny has launched his first German record label.

Movie

The United Artists record “Blue Hawaii,” starring Elvis Presley, was played on German radio for the first time August 18 under the German title “Ein Sommern in Florida.”

Scherers has leased “Weisse Rosen aus Athen” (composed by Leontios Hadjidakis and among the Greek version of “Roses blancs de Cerfou” to Edition Musico, Paris. “Die Sterne von Syrakus” and the two current German hits by Nils NalOwny, “Flower Power” and “Ich schau den weissen Sterne in der Nachtwart” by Moeve Binga der Ferne,” “Addio” (also Hadjidakis-composed) to Edi

HOLLAND

Artone Price Cut

Boon for Dealers

By HEMMY J. S. WAPPENMANN

Editor, Plattenuerrs Weimar

Artone announced a new price cut policy which offers dealers an increased extra three-month profit and commissions of October 29 for the new line of high-quality products at a good price. The company expects to double its EP LP sales efforts as a result. EP records for selling them at 10,000 songs in the ten-inch LPs will be.

Kees and Jkeld on Artone, Peck Manda and Rekere Panke are also new as well as another English sung version with the title “Zonderliefde.” The English Hyland version is running hot and has already reached No. 12.

Music and Artists

Singer Artona is being made by Artona to promote Billy May’s sound-track music from the Frank Sinatra film ‘The Man with the Golden Gun’ as “Island Three,” in conjunction with the picture playing this month. Artona’s Paula Dennis, a success with her rendition of “It Taught Me Not With Keer” (Jack, Hug Me One More Time Boys,” in the newspaper, the popular song in the new Dutch film production “Rififi Amsterdam,” is being played on the radio and in this market. Meanwhile Paula has made her German version “Ich brauche dich nicht mehr’ Keer” (M, No More I’ll Ever Be)” for release in Germany by Deutsche Philips of Hamburg.

Artone rush-released a good recording by the Padre Twins, a reading of the current American smash hit: “Roses Are Red,” backed with “My Image of You.”

ISRAEL

New Bible Album Features Olivier

By AZARIA RAPPORT

32, Kfar Gador, Israel

Sir Laurence Olivier is the star of a new Art Album, a set of 12 LPs, scheduled for early December release in London called “The Bible.” This marks the first time Israeli recording for a musical album. The album has a chance to reach an audience of at least several million, in a musical background and interface for the readings of the Old Testament, works by Jewish composers have been selected. Douglas Fairbanks, Jr.’s productions (produced by F.C. Lomax) will be released on His Master’s Voice.

This largest recording project involving Israeli music and composers has aroused a great interest in this country, the Royal Philharmonic Orchestra conducted by Kenneth Alwyn, the London Zemel Choir led by Dudley Cohen, as well as other artists, are featured.

Symphonic Suite by Ben Hain (two symphonies and choruses for choir and orchestra) by the London Symphony Orchestra under the baton of the famous Polish composer Leopold Stokowski, as well as five LPs of the complete works and the two LPs of the complete tour of HMV on that side of the Atlantic.

NEW ZEALAND

Philips Absorbing Many New Labels

By FREDERICK GEBEI

Box 5951, Auckland, New Zealand

More label changes this week, and another for Philips Special Industries New Zealand Limited. They have acquired the following foreign labels and chang

The company with the previous rights to the label’s name, C. A. Wood will be able to handle all material released before July 1, 1963.

Disc News

Philips record chief Keith Anderson reports that the rush release of the new album “The Arab” by Ray Stevens and “Little Betty Pretty One” by Clyde Medford.

He also reiterates for the first albums come September 1962. First on the line list for Kapp material will be the exceptional “Marla” by Carl DeArmond, and “You Are One” by Reda Bone, sold under different s for 15-year period, have moved from RCA to S. E. Gribel to E. S. Neila to Ego Monroe Iversen A/S. “The Arab” and “Little Betty Pretty One” will be “No, no, no, no, no,” which will be issued in competition with a side by American-born singer Jack Dalby, who has released a new, “Another埋 in the ballad walk” of the Ballads of the Vikings” as flip side on the Viking label.

Perry Como hit the Norwegian charts on the first time with his latest recording, “Catsra,” on RCA.

SPAIN

South American On Europe Tour

By RAUL MATAS

Radio 13-14-15-16

Ernesto Ledeburger, band of Ferminera in Brazil, is on a European tour. The noted publisher flew to Belgium with Joaquim Prieto, the Cuban pianist and author of “La Novia,” a song called the record of the year in some countries.

Carmen, of RCM, RCM of Spain, to fly to South America this week. The audience there has proved to be the Alba show there. . . . Murciano Mores, Argentinian singer of “Uno,” “Adios" (with El Gato) has left the world over the world, came to Berlin. The audience there has proved to be the Alba show there. . . . Murciano Mores, Argentinian singer of “Uno,” “Adios” (with El Gato), who has moved over to HMV.

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Drum Shorts

Mona Bell waxed a new LP with Denny and a big org. . . . Javier Feito recorded his first EP for Hipswag after leaving “Denny” (with El Gato), who has moved over to HMV. . . . Mona Bell waxed a new LP in Spain, and a big org. . . . Javier Feito recorded his first EP for Hipswag after leaving “Denny” (with El Gato), who has moved over to HMV.
1. Smash Single
SAMMY DAVIS, JR.'S
"WHAT KIND OF FOOL AM I"
R-20048
The only version to break it up world-wide
- 12 weeks on the charts in Europe;
the raging, runaway current hit in England.

2. Follow-Up Album
SAMMY DAVIS, JR.'S
"WHAT KIND OF FOOL AM I"
R-6051 R-96051
Rushed into release (Aug. 13 – call your
distributor) to accommodate the sudden, sweeping,
groundswell demand for a great new Sammy.

3. Current Album Excitement
SAMMY DAVIS, JR.'S
"ALL-STAR SPECTACULAR"
R-6033 R9-6033
Now pulverizing the charts in New York,
Philadelphia, Detroit, Chicago and Los Angeles!

ODDS-ON CINCHES TO
CRACK CRACK CRACK WIDE
OPEN IN EVERY REGION OF THE COUNTRY!

reprise records
...TO PLAY AND PLAY AGAIN
THE WONDERFUL TWO

Columbia CL 1828 (Mj; CS 8628) — The boys have become solid sellers both in person and on discs and here is their first "live" performance on record, providing the successful, concert-in-the-living room touch. Package was recorded partly at the Naval Academy and partly at Vanderbilt University in Tennessee. But the response is equally enthusiastic from both audiences. "Rovin' Gambler, "Rock Island Line," "Midnight Special" and "Across the Sea," plus some tunes heard earlier on singles, are here.

THE WONDROUS SOUND OF BROADWAY'S GREATEST HITS


REVOLUTION IN SOUND

Les Brown and His Band of Renown. Columbia CL 1818 (MI): CS 8618 (Mj) — Another in the now bulging catalog of "salute" albums to the big bands, except this has several unique touches. True, there are items from the Dorsey, Miller, James, Basie milieu here, but there are also items closely identified with Henry Mancini, Percy Faith, Les Baxter, Elmer Bernstein, Nelson Riddle and Lawrence Welk. The tunes are all most familiar and the big bands are treated with great drive and excitement. Stereo gimmick emulate a slowly rotating bandstand, with the sound moving in from one side and gradually fading out at the end of each number from the other.

TWO OF US

Robert Goulet. Columbia CL 1825 (Mj; CS 8626) — This is the word for this one. The singer turns in heartfelt performance of a flock of cozy, intimate songs ever pretty support from the Glenor Ocean orch. The songs include "Big Beautiful," "Where Do I Go From Here," "All of You" and "Take Me in Your Arms." Certain to appeal to Goulet's many fans.

GEORGE CHAKIRIS

Capital T 1759 (Mj; ST 1759) — George Maharis, Richard Chamberlain and Vince Edwards have all become important disk artists via dramatic careers and Chakirus, a member of "West Side Story" on stage and film, is likely to repeat the story. The artist has a smooth, slick style that is a bound to attract listeners and buyers. Beyond this, the choice of material is tops for showcasing the young, up-and-coming talent. Tunes are mostly from the real theater and the selection includes, "Diamonds Are a Girl's Best Friend," "I Believe in You," "Once Upon a Time," etc.

THE FARAWAY PART OF TOWN

André Previn and His Orch. Columbia CL 1786 (Mj; CS 8586) — Moody, wistful and introspective piano solos by André Previn, backed by a lush string orch, makes this a solid item for the market. The pianist turns in expressive and winning performances on a flock of standards, "There Are Two of You," "Could It Be Forever," "Over the Rainbow" and "When Your Lover Has Gone." A tasteful and nostalgic set that should score throughout the full.

THE MUSIC OF BRAZIL!

Percy Faith and His Orch. Columbia CL 1822 (Mj; CS 8622) — Percy Faith has always had a way with a Latin number and his latest offering is a物种, with such numbers as "The Tiki Tiki" and "Miraj." A tasteful set.

MRS. PIANO

Roger Williams, Kapp KL 1290 — Williams play a flock of current hits on this LP and his own singles entry "Niagara Theme" as well. The music is in the impeccable Williams groove with the pianist featured in front of an impressive bank of strings. The tunes include covers of many of today's hits. "Stranger on the Shore," "Hula" and "Al Di La" — "Misty," the "No Strings" tune and "The Sweetest Sound" are also included.

COME WALTZ WITH ME

Steve Lawrence, Columbia CL 270 (Mj; CS 8470) — The lad has an unusual collection here that should score with his many fans. The album is composed entirely of music in three-quarter time, most of them familiar melodies. The backgrounds are lush with strings and were arranged by Sid Feller, "Remember," 'Girl of My Dreams," Fascination," a new version of "Greensleeves" and "The Endless Night" are all fine tracks.

TONY BENNETT AT CARNEGIE HALL (1 & 2)

Columbia C 23 (Mj; CS 823) — This is one of Tony's best albums, recorded before an enthusiastic audience at his first one man show at famed Carnegie Hall. On two LP's the excitement of that night is recaptured with Tony's brand new orch, which is under the baton of Gil Evans. The set displays a variety of styles and is composed of many songs associated with him including "Just In Time," "Stranger in Paradise," "One For My Baby," and his latest "I Left My Heart in San Francisco." Double package LP makes a good sale for a dealer and dealers should sell a lot of them.

ENCORE

The Highwaymen. United Artists UAL 3225 (Mj; UAS 6225) — The Highwaymen come through with a flock of fine readings here of a wide-ranging selection of folk songs including many songs from Ireland, France, Spain, Argentina, and the U.S.A. The songs include "Whiskey in the Jar," "Bam Bam," "I'm On My Way," and "Mighty Day." Sure to please the group's many fans, especially the college folkset look.

JAZZ

MILES DAVIS AT CARNEGIE HALL

Columbia CL 812 (Mj; CS 8612) — This is the Carnegie Hall album by the trumpetman which has been a top seller for some time. The set, reprocessed for stereo, still has some of the best Miles Davis around, with Hank Mobley, Wynton Kelly and the 21-man strong Gil Evans orch in support. "Spring Is Here," "No Blues" and "Lament" are top-flight tracks.

BEST TRACKS FROM THE SPOTLIGHT LP'S

Here are the tracks selected for disk jockey play from the Spotlight album reviews this week.

THE RAINBOWS FOUR IN PERSON

Columbia CL 821, CS 8230 (The Thinking Man's Juke Box) (Prestige, RMD) (8:30)

REVOLUTION IN SOUND — In 1964 the Warwigs released their best selling LP of all time, "Rhythm in Action," in the same vein as this week's new LP Spotlights.

GEORGE CHAKIRIS — Capitol T 1750, ST 1750 "One Guit. (ASCAP) (5:30), "Once Upon a Time."

PAT BOONE'S GOLDEN HITS

Dot DPL 3455 (Mj; DLP 15455) — Here's Pat Boone, both old and new. That is, these are hits from all periods of his career of stardom. For instance, the current "Latin" hit and on this album of music from Brazil he "Walkin' the Floor Over You," "Johnny Will," Big Cold Wind," "Wang Dang Taffy Apple Tango," etc. On the CD.

TWO OF US

Robert Goulet. Columbia CL 1825, CS 8626 "Here's That Rhythm Day" (Bucks & Van Heusen, ASCAP) (8:30)

THE FARAWAY PART OF TOWN

André Previn. Columbia CL 1786, CS 8586 "Woman Are You" (Frum, ASCAP) (8:30)

Tony Bennett at Carnegie Hall

Columbia C 23, CS 823 "I Left My Heart in San Francisco" (Frum, ASCAP) (8:30)

Mr. Piano

Roger Williams. Kapp KL 1290 "Remember" (ASCAP) (5:30), "Fas-" (ASCAP) (5:30)

The Wonderful Sound of Broadway's Greatest Hits

Andre Kostelanetz and His Orch. Columbia CL 1827, CS 8627 "This Could Be the Start of Something" (Renamed, ASCAP) (7:24)

Revolution in Sound

FREDDY CANNON

WHAT'S GONNA HAPPEN WHEN SUMMER'S GONE
(Rosseller, BMI) (2:45) — BROADWAY (Rosseller, BMI) (1:58) — Two rhythm sides here and either or both could be big in the wake of "Palaisade Park." The first is a swinger which has a seasonal lyric. The second side sings the praises of the Gay White Way and Freddy's voice is multi-tracked against bumping, grinding Swan. 41117

GARY K. S. WARD

COPY CAT (Rock Masters, BMI) (2:11) — Another winner from Bonds who gives his typical exciting performance on this driving rocker that builds from the opening chord. Female group adds the swing of the side. Flip is "I'll Change That Too" (Joy, ASCAP) (2:52). Le Grande 1020

DON GARDNER AND DEE DEE FORD

DON'T YOU Worry (Fast-Pete, BMI) (2:57) — Strong rhythm effort here from the twosome, who sell the side with style. Gardner's rasping creates much excitement while Dee Dee joins in for the last chorus. Flip is "I'm Coming Home to Stay" (Fast-Pete, BMI) (2:37). Fire 513

DEL SHANNON

THE SWISS MAID (True, BMI) (2:69) — Highly unusual tune by Shannon tells the story of a lass who dies pining for a lost love. It's smartly made record with telling orchestral touches and fine singing by the lad. Flip is "You Never Talked About Me" (Home, BMI) (2:10). Big Top 3117

DAVID BOX

IF YOU CAN'T SAY SOMETHING NICE (Acruff-Rose, BMI) (2:21) — I'VE HAD MY MOMENTS (Acruff-Rose, BMI) (2:13) — An exciting new voice is brought to the world by David Box who shows he can handle ballads and rhythm tunes with style on this debut disk. Top side is a sweeping pleader ballad, while second side is a real rocker. Sock on support adds to the disk. Candix 329

YVONNE FAIR

YOU CAN MAKE IT IF YOU TRY (Rack-Beat-Consul, BMI) (2:40) — Here's a record that could quickly turn into a r.e.b. smash and should happen big in pop as well. It features the thrust in a straight talking and powerful singing performance about life and hard times. Backing here is by James Brown and the combo with words and music. Flip is "It Hurts To Be In Love" (RT, BMI) (2:30). King 5687

VIC DAMONE

WHAT KIND OF FOOL AM I (Ladlow, BMI) (2:36) — Vic Damone sings the big ballad from the forthcoming British show "Stop the World," with warmth and emotion. Could turn into a real seller for the chanter. Flip, from his new album, is "Charmaine" (Miller, ASCAP) (2:04). Capitol 4827

THE CREATORS

YEAH HE'S GOT IT (Tye-Kay, BMI) (2:10) — BOY HE'S GOTTEN IT (Tye-Kay, BMI) (2:10) — The Creators bow on the label with a dance disk that should appeal strongly to the teen set. On the top side, the gal lead comes through with a swinging vocal, while the flip is an instrumental version of the tune with chorus breaks and organ lead. Solid Mashed Potato rhythm wax. Phillips 40085

BOBBY VINTON

RAIN, RAIN GO AWAY (Kagset, BMI) (2:59) — Bobby has a natural smash as a followup to his "Roses Are Red." The tune is sung with much warmth and tells a touching story about a childhood sweetheart who asks to be set free. The flip is "Over and Over" (Pageant, BMI) (2:15). Epic 59253

THE CHORDETTES

IN THE DEEP BLUE SEA (Cedarwood, BMI) (2:27) — OH, SORROWS (Hughedge, BMI) (2:24) — Both sides of this new Chordettes' disc ing have a chance. The top side is a folk-favored ditty penned by Marian de Wilkin and sung appealingly by the gal; flip is the familiar folk effort that could happen again via this fine reading. Cadence 1425

RAMONA KING

ORIENTAL GARDEN (Bielariff, BMI) (2:59) — An unusual and left waxing may have enough going for it to happen. It spotlights a bewitching vocal by the laid over an intriguing backing by the combo and chorus. Teen-slatted wax. Flip is "Soul Mate" (Bielariff, BMI) (2:58). Eden 3

Country & Western

WEBB PIERCE

SOONER OR LATER (Cedarwood, BMI) (2:25) — COW TOWN (Hitter, BMI) (2:24) — Two sides by the chanter. First up is a nicely done weeper, penned by Pierce himself and Mel Till. Sincere delivery sells this. Flip is a bright ditty about the lad's home town back in the days of yore. Decca 21421

HANK SNOW

ANCIENT HISTORY (Cedarwood, BMI) (2:24) — I'VE BEEN EVERYWHERE (Hill & Range, BMI) (2:32) — Snow applies his warm pipes to a particularly good piece of weeper material where which should certainly move. Flip, with almost equal power, is a Westernish tune, with contrasting tempi. With both. RCA Victor 8072

SPECIAL MERIT SINGLES

BUDDY HOLLY

HERE COMES THE SUN SHINES NELLIE

REMINISCING (Nova-Jah, BMI) Coral 62329

THE AMES BROTHERS

LOVE IS AN OCEAN OF EMOTION (Benjamin, ASCAP) (2:30)

LOVE ME WITH ALL YOUR HEART (Peer, BMI) (2:07)

EDDIE FISHER

LEANER AUTUMN (Chappell, ASCAP) (2:38) Trans Astra 698

Pop Talent

TONY MITCHELL

WRITE ME A LETTER (Edgar, BMI) (1:55)

CANDLE IN THE WIND (Trinity, BMI) (2:13) Canadian-American 143

LOUIE AND LEE

LITTLE THINGS (Beverly, BMI) (2:36)

(ALL OF A SUDDEN) MY HEART SINGS (Leeds, ASCAP) (2:12) Columbia 42517

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NEW YORK — The Plough Broadcasting Company kicked off its new electronically controlled musical programming this week with a "Name the sound" contest for advertising agency time buyers.

The new format (result of a year-long planning) will be introduced first on Plough’s Chicago (WJJD) and Honolulu (KPOI) stations. Eventually it is expected that the format will be adopted by all five Plough stations.

Harold Kreisell, president of the Plough chain, said a 1.2-inch LP made up—featuring an air check of the new sound which has been prepared by all Plough during the past few months. This LP was sent to 1,600 time buyers last week that they could hear how the new sound projects itself over the air.

The judging panel will be selected by a panel of judges: Carter, Columbia, Decca, RCA Victor and the National Association of Broadcasters. The contest, which ends August 31, offers more than $9,000 worth of RCA Victor equipment and an $895 Magnavox radio-phonograph stereo set, an Ampex stereo tape recorder, and a flock of other radio-and TV-photo awards.

Commenting on the advent of the new sound, Kreisell said: "We began with a concept and a statistic.

"The concept: most of America’s most popular musical (disk) performances have a substantially uniform rhythm pattern. The statistic: the U. S. record industry sold $513,000,000 worth of musical records last year. More than 80 per cent was in records with much the same rhythmic pattern featured in the new format.

"First Plough assembled the entire record catalogs of the top five important manufacturer in the U. S. and Europe. Then a team of 30 professional record listeners, sidemen, music teachers—analyzed all known records for rhythmic uniformity. It proved that the tempo and melodic elements demanded by the rhythmic pattern of the new format.

"Many albums yielded only a small amount of rhythmic performance," said Kreisell. "Hundreds produced none."

Performances by such divergent artists as Carlos Montoya, Paul Anka, Shari and Arthur Fielder were among those played by the committee. Then each group was pitched into the Plough Radio IBM system, and a mathematician developed the formula that IBM used to provide the proper balance between instrumental and vocal sounds in the music and that the music that satisfied.

Over 60,000 separate sides are cataloged on IBM cards to produce the "Master Formulas"--a formula described by Kreisell as "music that creates alertness, a do-something attitude."

In addition to catalog items, new releases will be added to the system. The committee will record them to the rhythm requirements of format.

AM AIR CROWDING BACK TO $5 & CENTS COLLINS

WASHINGTON—The hard dollar competition for a few cents must be considered when the overcrowding of the service is studied in a joint industry-FCC conference. The point was strongly made by President Lawler Collins of the National Association of Broadcasters, who said that overcrowpulation of AM could be "foiled" by complete "no atmosphere the economy"

Collins emphasized that a curb for both the overcrowding and the economics is necessary. He said the fee must be "wholly compatible with our system of free broadcasting, for there is no good practice need enforcement, as mere profit from the viewpoint of public policy and dictation on one hand and "jungle law" for broadcasters on the other. The industry "desperately needs to do better," Collins told a joint meeting of Georgia and South Carolina broadcasting associations.

Blame for the poor AM programming was laid at the door of various Communications Commission past policies of no enforcement of granting of radio licenses. The crowding made the AM band sunk deep to dog-catalog tactics, and the balloting in the mail for BMW POLL

NEW YORK—Official balloting is in the mail this week to thousands of disk jockeys and broadcasters. The vote will be the last for BMW’s 15th Annual Record Artists Popularity Poll. Those who also like bit Cattier Valentino, Studebaker’s International star whose talent and charm knows little if any language barrier. Her extra-ordinary voice range, vocal personal, and versatility is certain. She does one of the chanters’ subjects. She sounds a bit like the drive of Steve Lawrence. Vaughn is new recording artist for Vaughn to rise in popularity in the U. S. A. within the next 265 days.

J. A. Davenport, III

The ANSWERS:

The QUESTION:

Which foreign recording artist has the best potential for the U. S. disk market.

The ANSWERS:

F. BRUCE PARSONS JR., WDTH, Newport, Pa., Va.

I believe that England’s Frankie Vaughan has a solid background and best potential for the U. S. A. There are several reasons. Vaughan sings more like an American than most. He does like one of the chanters’ subjects. He sounds a bit like the drive of Steve Lawrence. Vaughan is new recording artist for Vaughan to rise in popularity in the U. S. A. within the next 265 days.

J. A. Davenport, III

WFM, Marietta, Ga.

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Here are three examples of fabulous values from the Masterwork line where prices and features are unbeatable.

MASTERWORK PRODUCTS—Created by COLUMBIA RECORD DISTRIBUTORS, 111 Fifth Avenue, New York 3, N.Y.
Storer Earnings
Hit $1.48 a Share
For Half of ‘62

MIAMI BEACH, Fla. — Storer Broadcasting Company earnings hit $1.48 a share for the first six months of 1962, compared to 82 cents a share for the same period last year.

Net income after taxes for the first six months was $3,618,366, compared to $2,033,501 last year. This year’s profits included a special gain (not after taxes) of $912,863 resulting from the sale of stations WWVA, Wheeling, W. Va.

Storer also reported that its earnings (after taxes) for the second quarter of 1962 were $1,466,770 or 60 cents a share, compared to $977,083, or 39 cents a share in 1961.

A company spokesman said that this year’s second-quarter earnings from radio and television operations were a record for the company in the April-June period. Storer owns and operates five television and seven radio stations in Detroit, Cleveland, Toledo, Milwaukee, Atlanta, Philadelphia, Miami, New York and Los Angeles.

It also owns the Miami Beach Sun Publishing Company.

CLEVELAND DJ’S MOVE TO TOLEDO

TOLEDO — Radio Station WTOD has added two noted deejays both formerly with KYW in Cleveland. They are Joe Mulvihill, who will have the 9 a.m. to 12 noon day show on the station, and Swing Sweaney, who will follow Mulvihill in the 12 to 3 p.m. slot.

DON’T CRY, MR. BEETHOVEN...

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

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

It’s New! It’s Available Now!

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

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

For details, please contact
Alisa Caroline Calietti, General Manager

Record Source International

1546 Broadway, New York, N.Y.
1962-1963 INTERNATIONAL MUSIC INDUSTRY

Buyers’ Guide & Market Data Directory

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THIS IS A BUYERS’ GUIDE THAT COVERS THE WORLD!
78 Countries are individually listed. From Algeria to Yugoslavia! Giving each nation’s Representatives of Leading U. S. Record Labels.

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**BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS**

These are the nation's best sellers by manufacturers based on results of a monthly study using personal interviews with a representative national cross-section of record-selling outlets (dealers) that sell all phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category represents approximately every 14 weeks.

The percentage figure shown for each brand is the share of the total number of weighted points derived from all dealer responses. Point tabulations are based on each outlet's merchandising sales at dealer's and wholesale prices by type of outlet. Only manufacturers earning 5% or more of the total dealer points are listed below.

### PHONOS LISTING BETWEEN $101 AND $150

<table>
<thead>
<tr>
<th>Place</th>
<th>Brand</th>
<th>% of Total Points</th>
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<tr>
<td>1</td>
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<tr>
<td>2</td>
<td>Video of Voice (V-M)</td>
<td>12.0</td>
</tr>
<tr>
<td>3</td>
<td>RCA Victor</td>
<td>9.2</td>
</tr>
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</tr>
<tr>
<td>9</td>
<td>Others</td>
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</tbody>
</table>

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. They are not rank ordered by any ranking supply for any period other than the previous month. These brands that appeared in previous issues for this category and do not appear at this listing are shown above with their rank order in the issue indicated in the first column.

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**DISK DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering special deals, with information on when and where available, and start and expiration dates for any deal as well as the date of issue and period of appearance in this publication. Please consult these for full information.


Buy never, get one free on an entire album catalog.


Buy 19 LP's for 25 any selection and get two of the same selection free. Affects entire Sun catalog.


Buy 19 LP's for 20 any selection and get two of the same selection free. Affects entire Starday catalog and includes all singles and 78's on exchange privilege.

**ARTIA-PARLIAMENT—Summer Dividend Days deal for dealers and dealers is in progress.**


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


Features a print version of 80 LP's assorted of best-selling catalog and new releases at a per cent discount. Dealers may purchase complete package installs at "retail" discounts and order additional titles at 10% per cent discount. Details are available through distributor.


DOL is offering a 15 per cent discount on all new releases. This applies to all releases on the label. "All Time Hits" singles series offered at a per cent discount.


Two LP's for every 10 purchased on entire catalog plus new releases. Affects entire Contemporary catalog. Cost per LP is $1.50. Also a 30% per cent discount on all Contemporary LP's.


Discount on entire label. 15 per cent discount on all LP's and singles. 30 LP's for every 40 purchased on entire label. King singles are exclusive. 10% per cent discount offered on singles.


Label is offering 10 per cent discount on all new LP's. See separate story, August 16, 1962.


Label is offering 10 per cent discount on all new LP's. Available through distributors.


Label is offering a 10 per cent discount on all new releases and on most catalog items.


Label is offering a 10 per cent discount on entire label. Includes all releases on Epic label. Discount is available on all new releases and on most catalog items.


Label is offering a 10 per cent discount on all new releases. Includes all releases on ABC label. Discount is available on all new releases and on most catalog items.


Label is offering a 10 per cent discount on all new releases. Includes all releases on Arch label. Discount is available on all new releases and on most catalog items.
New Console Debuts

Motorola has introduced this new console phono Model SK100, which is billed as one of the most versatile pieces on the market in terms of cabinetry. The low, flat-top unit may be placed under a window or it may be used equally well as a coffee table or room divider. The unit is finished on the back as well as the front and also features a built-in record or magazine rack. Suggested retail price is $129.95.

Eight Accessories on Display

For display-conscious dealers, Recoton has produced this compact display rack. The unit is equipped to carry a substantial quantity of eight of the most popular accessories, yet it requires but a small amount of counter space. Optional list price of the merchandise contained on the unit is $39.95.

All-Transistor Stereo Phono

Tele Tone Company of America has brought out portable phono Model ST-100, an all-transistor hi-fi unit, with 30 watts peak output. The unit does not require warm-up time before playing and is claimed to have no hum, howl nor microphonic. The set contains eight transistors and retails at $139.95.

Hi-Fi Robot Control Featured in Show

NEW YORK—A "robot" unit to control a home hi-fi system from any location in the house, a 27-pound full stereo music system and an all-transistor FM stereo tuner will be among the new products to be shown by 130 manufacturers planning exhibits for the seventh annual New York Hi-Fi Music Show. The show will be held October 2-6, at the Trade Show Building.

Royce Electronics will exhibit its "audio robot," which will regulate and turn any hi-fi system on or off from any room in a dwelling. As many as five remote assemblies can be used with any system. Tandberg of America will show its new 25-pound Model 7 stereo tape recorder from Scandinavia, and Omega Electronics will show its all-transistor multiplex tuner, employing solid state circuitry.

The Institute of High Fidelity BUT NO C.O.D.'S TO L.A., PLEASE

SAN FRANCISCO—Pic-A-Tune, local rack jobber in Oakland, hit upon a unique promotional stunt tying in with the Tony Bennett hit LP on Columbia, "I Left My Heart in San Francisco." The film placed displays in prominent locations frequented by tourists which read: "Send an Album to an Underprivileged Friend who lives elsewhere." The albums were sold in retail outlets at top tourist spots like San Francisco International Airport, Fisherman's Wharf, and Cliff House.

InVENTOR OF THE Hi-Fi TUNER" featuring
SHIRLEY TEMPLER... TOTTY DORSEY... GEORGE GOSHTIN... GOLDFINGER... GREAT THEMES FROM MOTION PICTURES

The Best Buy Is An Album Anywhere! RETAIL PRICE $1.49

BIG HITS

That are here, or in the making.

You Can Depend on CHESS for
HITS that SELL & SELL & SELL

STOP THE WEDDING
ETTA JAMES
ARGO 5418

"PARTY ACROSS THE HALL"
Yvonne Baker
and the SENSATIONS
ARGO 5420

"YOU CAN'T JUDGE A BOOK BY THE COVER"
BO DIDDLEY
CHECKER #1019

"RINKY DINK"
DAVE (BABY) CORTEZ
CHESS #1829

CHESS 2120 S. Michigan
PRODUCING CORP.
Chicago 16, Ill.

Copyrighted material
**GREAT SONGS OF LOVE AND FAITH**

Mahalia Jackson. Columbia CL 1824 (M); CS 8264 (S).

The great Miss Jackson, who is without peer in her special spiritual field, turns here to more secular material, which still retains much of the inspirational flavor. With tasteful orchestra arrangements by Johnny Williams, her newest concert includes the stirring "Becoming," the potato-谣 song "The House I Live In" and "Danny Boy." The

We are pleased to announce that the Class A Shares of CAMEO-PARKWAY RECORDS, INC.

have been admitted to trading Monday, August 13, 1962, on THE AMERICAN STOCK EXCHANGE.

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BERNARD LOWE, President

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Kingsley 5-1110

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Green Leaves of Summer," "My Friend," and the unexpected yet highly effective "Crying in the Chapel." A warm and compelling program.

---

**REVIEWS OF NEW ALBUMS**

- Extended from page 34

Several in the down-home tradition. Two of the best vocal acts are "I Can Tell," a funky four minutes worth of good blues, and "I Just Want to Make Love to You," an acoustic ballad with an interesting lyric. Dancers should do this act and it should move well in both pop and R&B circles.

---

**IN A MOST UNUSUAL WAY**

Bobby Daye Three. Columbia CL 1858 (M); CS 8658 (S).

The Bobby Daye Three is a young vocal and instrumental group discovered in Texas, and brought to the label by Kenny Stone. The three young men sing in the manner of the Hi-Lo's but they still manage to infuse in their modern sound a lot of exciting down-home feeling. They show off their versatility on this, their first album, with individually styled renderings of standards like "Fly Me to the Moon," "My Mammy" and "It's a Most Unusual Day." Good debut by the group and a lot more smart material.

---

**THEYusual their tasteful special**


**THEY**

New York Pro Musica. Decca DL 9416 (M); DL 79416 (S).

This year's new Decca album should sell to serious collectors. It features the New York Pro Musica under Noah Greenberg in a program of Spanish Medieval Music, performed with perfection by the choir. Program includes "Twelve Cantigas De Santa Maria" and "A Mass in Honor of the Virgin Mary." Set contains complete liturgy and motets by the conductor, and is attractively packaged.

---

**STARTING AUG. 15 AND FOR 60 DAYS**

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THE CONTOURS

"DO YOU LOVE ME"
GORDY #7005

UNBELIEVABLE SALES AND AIR PLAY!

CONGRATULATIONS, N.A.R.A., ON YOUR ANNUAL CONVENTION!

MARVIN GAYE

"I'M A STUBBORN KIND OF FELLOW"
Tamla #34068

MIKE and the MODIFIERS

"I FOUND MYSELF A BRAND NEW BABY"
Gordy #7006

THE MARVELETTERES

"THE MOST IMITATED GROUP - BUT, NEVER DUPLICATED"
"BEECHWOOD 4-5789"
"SOMEDAY, SOMEWAY"
Tamla 54065

SINGING THEIR NEW TWO SIDED HIT!

TAMLA/MOTOWN RECORDS

www.americanradiohistory.com
LITTLE WILLIE JOHNS
"Big Big Diamond"—KING 561
** This is the chart topper this week and is a new hit, with a good sound and a good tune. It is a hit that will last. (8:30)
** Who Do You Take Alphabet to?—(7:20)
** REY ALLEN
"Don't Go Near the Indians"—FORD 344
** This is the new hit this week and is a hit that will last. It has a good sound and a good tune. It is a hit that will last. (8:30)
** LITTLE MAX AND THE NAKED BURGERS
"Papa Oom Mow Mow"—BIG DEE 829
** This is the new hit this week and is a hit that will last. It has a good sound and a good tune. It is a hit that will last. (8:30)
THE COMPOSITIONS OF BILLIE HOLIDAY

Various Artists, Riverside RLP 5998 (S).—Hildon Guillory's analyses of Holiday's two recordings were published in 2001. The LP is also available in a digital format.

HOLIDAY SINGS SONGS OF LOVE

Various Artists, Riverside RLP 5999 (S).—Hildon Guillory's analysis of Holiday's two recordings was published in 2001. The LP is also available in a digital format.

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"Fly Me to the Moon"  
by Mark Murphy

"A Soaring New Single"  
by Mark Murphy (Riverside 4526)
WHILE THE COUNTRY JOCKEYS

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BY BILL SACHS

"Country music is growing in leaps and bounds here in the Deep South," writes Tom Reeder, and so it is. But the best example of this growth can be seen at WAKI, Atlanta, Ga. I'm still programming eight hours daily, every day, and the audience has continued to grow year after year. The new jocks at WAKI are Bob Hudson, the weekend show from 4 to 9 o'clock; and Dan the Music Man, the air from 1 p.m. to sign-off each day. "I'm in need of country and western albums," pleads Reeder. "I feature an album each day on my 'Tom Cat Show,' playing all the songs from it, and the viewers have been telling me that the listeners have grown out of buying it and go out to buy it on the album of the week plan." Reeder reports that he is presenting the biggest singles reaction with Pat Cash's "You're Stronger Than Me," Jim and Jesse's "Pickin'" and A-Crimsin's "And I Always Knew." "Send me the Pillow You Dream On," and Warren Smith's "Book of Broken Dreams."

Hubert Long, of Moss Rose Publications, Inc., 616 Exchange Building, Nashville, has just announced that they will place a record over Ray Drancy's "After You've Been Loved." Included in the list of record cover material are "The Final Step" by Skeeter Davis on RCA Victor and "From His Baby's Eyes" by Darrell McCall on Philips. One of the demand items among the listeners is Tillie's letterhead. "Slatte." is making its debut soon as an all-out response to Tillie's name. N. C. "Take Me Back Again" is Rose Maddau's latest release. The columnist, Joe Tijos, who may be passed over or missed at a copy shop is invited to write to Jimmy Brown on P.O. Box 294, Ocean City, Calif. "Red Gordon is now in his third year with the World's Fair in Dallas." Dusty "Hedgie" puts on show on KGAF, Galveston, Texas.

Bob Conner, now heard each Monday, 10:30 to 12:30 p.m. over WKML, Wilmington, N.C., was the only station in that city, says he has a daily morning and afternoon show coming up soon. WYEK is clear channel with 1,000 watts. Bob invites listeners to listen and watch through on Sundays to pay him a visit on the show. He also puts in a word about "The Hard Times" which are now being opened up by Jimmy Hasty, formerly of WKCW, Warner Robins, Ga., who also gone to WELI, Radio, Fairfax, Va., where he's working with Jim Clark on a joint show. Every Monday, Tuesday, and Friday, "Hymn Time" from 6:30 to 10:30 p.m., on Sunday, "This Is Your Column," I'm now getting a lot of good releases from the artists and record companies. Ines Taylor, Pope Porter, who wishes three hours of country and gospel material daily over WLSM, Selma, Ala.

"We need help," writes Johnny Murphy, of WITEW, West Palm Beach, Fla., "In the line of old country and newer singles and albums. "We have only 90 records in the station vaults and we program country and western music 17 hours a day, seven days a week. The show of the day morning devoted to c.w.-ny. singles and albums. The only station programing c.w. all day on the Gold Coast is WITEW. Daytime Miami, and with but our limited supply of material we are trying to make the most of what we have," says Johnny Husky by saying "Somebody Else's Fool." The station has a perfect duplicate copies for our other station, WOWY, Cleveland, Ohio, after playing a group of c.w. music a day."
THE NEW "THREE-IN-ONE" PHONOGRAPH FITS EVERY LOCATION

The new "triple-purpose" Rowe AMi is the only phonograph that fits every location. You can program 200, 160 or 100 selections to satisfy any location.

Look at all the new play-building features you get with the new Rowe AMi: outstanding new cabinet and color styling—completely self-contained full-range Stereo Round™—the Top Talent Tunes artist feature—new full-width lighted location identification—new, larger keyboard—new "now playing" record indicator—new front accessibility.

Boost your collections—open up new locations—now with the dramatic new Rowe AMi.

*Pat. pending

ROWE AC SERVICES
DIVISION OF AUTOMATIC CANTEEN COMPANY OF AMERICA
18 So. Michigan Ave., Chicago 3, Illinois

NEW Rowe AMi PHONOGRAPHs
**COIN MACHINE OPERATING**

**Omens Selling Both Background & Coin Music Have Head Start—Seeburg**

**CHICAGO—**Both background music and juke boxes can be made to serve the economic interests of the operator, according to Stewart F. Auer, vice-president of the music division of the Seeburg Sales Corporation.

A good 30 per cent of our business is through people who have expanded both the background music and coin machines in their operations," he said.

"We are ready and willing to help the operator who wants to grow by combining his phonograph operations with the 10 top music. We are prepared to help with financing through the distributor. We will even get the stores and then turn them over to the operator to record and program for him. Literally all that the operator has to do is to pick it up."

Both Types

In the competition for locations, the advantage may well go to the operator who can offer both types of music, Auer said.

"Until the operator comes up with methods for getting locations, the operator who has something to offer besides juke boxes will enjoy a head start over his competitor," he said. "As for our part, the operator will have our assurances that we are manufacturers and that we shall not compete with him."

The effectiveness of the joint exploitation of phonographs and background music was strongly affirmed by an official of the Chicago and Illinois Restaurant Association.

**Profitably**

"It is working profitably in many of our places," said Herbert D. Sickman, the Association's assistant secretary and editor of the Midwest Restaurant News.

"Background music provides the proper atmosphere for relaxation during the dinner hour," he added. "In some cases, it is providing a second setting. It is not only making a profit, but it is stimulating business by making a new environment."

**Swede Air Pirates Copy U.S. Format**

**STOCKHOLM—**Sweden's so-called "pirate" radio station, Radio Nord, has introduced a new program, "Juke Box Jamboree." Radio Nord, which operates in the evenings, says it will be the first of the pirate stations to have its own set of music.

The program aims at stimulating phonograph play while simultaneously building listenership among phonograph fans. Radio Nord is being supervised on a government committee.

The station operates outside Sweden's three-mile territorial zone, a measure drafting in drafting law to its benefit to the state radio. Radio Nord is a commercial station operating with the U.S. format of music, news, and advertising. The Swedish government has granted a law aimed at closing down by January 1, 1961, all radio transmission beamed from Sweden from offshore waters. Officials of Radio Nord have said, however, that the ship station would ignore the law.

**Hamburg Fans Favor 10-Time Button**

**Hamburg—**German night clubs are enthusiastic over the master-selector mechanism of the Wurlitzer 2000 and 2610 models, according to Erich Schneider, Western general importer for West Germany, Schneider reports that Germans have unanimously chosen the master-selector mechanism enabling the patron to play the 10 tunes by pressing the master selector button. Surveys show that night club patrons, at least in Germany, like to be left to choose with the necessity for making a choice of records. "They like to eliminate the choice involved in picking and choosing by just pressing the 'Top 'Tune' button and letting it do the work for them," reports Schneider.

Open New Vollbracht Show Rooms

**BIELEFELD, W. GERMANY—**The distributor firm of Hermann R. Vollbracht Nachf has opened a branch in Bielefeld, consisting of show rooms for U.S. and German phonographs, for coin-operated machines, and for pinball games. The new Vollbracht branch also has a large service center. The firm will stock phonographs, phonograph equipment from the Bielefeld branch. Hereforein, Vollbracht has set in place the Vollbracht-Osnabrueck area from its main office in Hanover. However, the growth of the firm in the Bielefeld area is noticeable.

(Continued on page 57)

**DYNAMIC'S NEW BOWLING GAME Now on Market**

**By OMER ANDERSON**

**BRUSSELS—**European importers are rapidly shifting emphasis from American to European products, according to trade sources here that state this trend will become permanent. A surcharge on American products now comes in Brussels and Antwerp, coin machines are scarce in Italy, and Hemispheres, establishes that every firm polled intends increasing U.S. game imports and phono equipment by at least 40 per cent over U. S. phonograph imports.

A veteran in the export-import trade summarized, "We're not back in '53 or even '59. Europe shows a marked lack of interest in American products, and this trend will be increased in the years to come.

*The problem is in the figures.*

Cheaper, Less Change

"For example, coin machines produce all the money to play juke boxes it requires just as easily as a dollar coin machine produces all the money to play the coin box. There is no longer any question of American "know-how," the Europeans now know how to build juke boxes just as well as the Americans, although we build them with less chrome and neon lighting—but cheaper.

"The market now is for games, and this is the field in which the U. S. clearly predominate, and in which we have an edge which will last as long as we can visualize,"

Some Belgian export-import firms have slashed imports of U.S. juke boxes by nearly 80 per cent, and a few firms have cut as deeply as 90 per cent. All major Belgian-based firms have cut phonograph imports by at least 40 per cent.

"U. S. game imports are rising proportionately. The distributors are re-estimating the balance of U. S. superpsych together with a continu- ing demand for coin-operated games.

**Football Stage**

This dimension was expressed by Jacques Rochoud, an establishment hall operator, "Europeans have been buying our coin machines, and the sophistication in American products is being seen in Europe to be quite different now in its early stage.

"My experience is typical of that of other operators. Whereas only a few years ago, people complained American games were too complicated, today I can't get enough new U.S. games. Football is popular, according to players, the demand now is for the late-

**HEISENBERG**

**ROYAL CROWN**

**CHICAGO—**Royal Crown, a new bowling machine with a mechanism device which is designed to be played for amusement and which in its operation shots or propels an electric ray or mechanical device which is operated by the player of the device, to a target which contains receiving photoelectric cell.

Class (c) Device refers to a coin-operated mechanical bowling alloy utensils, which is designed to be played for amusement and which in its operation shots or propels an electric ray or mechanical device which is operated by the player of the device to a target which contains receiving photoelectric cell.

(Continued on page 57)
BUFFALO—City Judge Casimir T. Partyla ruled that vending machines are "indeed slot machines" and "would instill in children an instinct for further gambling." The judge fined Nicanio Gonzales, of 27 Busti Avenue, $25 after finding it "was a godsend" to children to place nickels in allowing gambling devices in his delicatessen at 103 Seventh Street.

William R. Mahoney, attorney for Gonzales, said he already had filed an appeal of the decision to be argued in Supreme Court.

The judge ordered a 30-day stay in execution of his order for destruction of the machines so the state attorney's office can decide whether all or only a part of the machines should be destroyed.

The machines are glass containers mounted on attorney's stand metal stands. Those at the top dispense the tokens or candy for a nickel, while the others, which permit offer candy or gum for a penny apiece and hence are not illegal, the judge said.

In ruling that the vending machines are "indeed slot machines" as set forth in Section 982, Subdivision 4, of the Penal Law, Judge Partyla noted:

"Unpredictable"

"Upon insertion of a coin, the machine would dispense a variety of tokens but which of the tokens would be released from the machines would depend on chance, unpredictable by the user.

"The tokens have no real value except to children. To them the tokens are an attraction and a treasure. To obtain a particular token they would play again and again.

"It is a type of gambling in trivial things that would instill in the children an instinct for further gambling.

"A distinguished jurist, referring to this type of gambling, once said, that "from the little rivulets comes the stream."

"Form of Gambling"

"Although not as serious as other forms of gambling, the form of gambling by children is serious in its consequences.

"Mahoney had prepared a long memorandum contending that the machines must offer something further than just a token, such as a penny apiece, to play, to be illegal. But the judge struck down this argument in his decision.

The case grew out of complaints of parents that their children were losing lunch money trying for particular items from the machines.

NOT ADVISED IN TRINKET CASE, DEFENDANT SAYS

BUFFALO—Attorney William B. Mahoney will argue in Supreme Court an appeal of the conviction of a delicatessen operator in the vending machine trial. "In this case the defendant was not properly advised of his rights on arrangement and that the machines are not gambling devices.

Mahoney contends that Nicanio Gonzales was not advised that he was entitled to an adjournment so that he might apply to the supreme court for permission to have the case presented to the grand jury. The Court of Appeals of New York has ruled that failure of a court to inform a defendant of this right is reversible error, said Mahoney. Mahoney is appealing the conviction on grounds also that the vending machines are not gambling devices as defined by law.

Chi Bulk Ops Win Health Board Kudos

CHICAGO—Local bulk vending operators were praised last week for their faithful compliance with the municipal health code and Board of Health regulations covering their equipment.

The compliment, which stressed the co-op member has not been abused from both the operators and manufacturers of bulk vending machines, was voiced by D. Samuel L. Andelman, the city's health commissioner. Andelman, the Board's chief sanitary officer, joined Dr. Andelman in launching a "Clean Business" Bulletin.

"Bulk vending is clean business in Chicago," King said.

The co-op member, he continued, has two full-time inspectors checking machines in his territory.

"And there are many other commodities.

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FREE CHOICE OF 50, 100, OR 250 BULBS

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PAUL A.

PRICE CO., INC.

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THIS WEEK ONLY

SPECIAL—30 BULBS FOR 40 CENTS

THE PROFIT IS in 10¢ CAPSULED VENDING!

FIRST THE WEIRDIES... NOW SHRUNKEN HEADS!

...and more to follow!

MADE OF SOFT, STRETCHY, PLASTIC-LIKE PLASTIC WITH TILE-OR-LOOP.

PRICES

50¢ per package

50¢ per case

MULITIPLE IDEA REACHES ROME

ROME—First multiple installation of vending machines in the Eternal City has been made in the underground at Largo Trionfo in the very heart of the city. A battery of machines will sell drinks and dispense them in paper cups, tell fortunes, chewing gum balls and peanuts. It is the first location where many more than one vending machine has been seen since their introduction in this city.
This Vendor Flies His Wares To Isolated Spots in Rockies

DENVER—Though Jay Shannon of Jay's Shamrock Vending Company is not an old-timer in the vending profession, his outlook is completely modern.

In expanding his routes tremendously during the past year, from 800 to more than 1,000 machines, Shannon has naturally had to get outside the confines of the Denver limits, which means long hours on the road between isolated towns in Colorado and neighboring states.

Shannon, who admits to hating long drives, has the ideal solution. He flies in a Taylorcraft two-place airplane on servicing trips in the hinterlands, carefully choosing new locations in areas which have landing strips. Often the runway in a small town will be within a walking distance of highway roadside service stations or cafes in which Shannon has set 1-cent, 5-cent, 10-cent and often 25-cent vending machines.

Shannon is a 1946 model, completely rebuilt, and in perfect condition. By adjusting his cargo weight judiciously, Shannon can carry enough two-gallon oil, particularly charms, to service 25 or more machines in a single day's flying. Keeping a few tools on location where he has a dozen or more machines to maintain.

Charms and novelties, most popular on the highway locations, are of course not as heavy as bull gum and confections, which influences Shannon's thinking in making up his air-speed load.

It isn't surprising that Shannon has landed some top-notch locations in areas which have landing strips. Often the runway in a small town will be within a walking distance of highway roadside service stations or cafes in which Shannon has set 1-cent, 5-cent, 10-cent and often 25-cent vending machines.

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Check of Business Trend Shows Vending Field Due for Growth

MEMPHIS — George W. Sammons, president of Sammons-Penniagon Company, distributor, said last week that the coin-operated business is due for tremendous growth.

Sammons based his view on interviews with three top men in the business who constantly travel across the U.S. to check the business barometer first hand.

All three, management members of the Seeburg Corporation, by coincidence were in Memphis the same week; though they travel separately in their calls on distributors about the U. S. 

Vending Growth

"The biggest growth will be in the vending field," said Sammons. "This business already has grown more than any other coin-operated machine business in the last several years.

Sammons, who for years was distributor for only phonographs and games, in recent years has been successful with distributing vending machines for cigarettes, color drinks and coffee. He will soon add a milk vending machine to his line.

Sammons based his views on interviews with the following officials of the Seeburg Corporation: Stuart Auer, vice-president in charge of the background music division; Gill Semolin, sales engineer in the vending division; Lloyd Howell, Southern vending division manager.

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BEAVER MARK I (waterproof)

ANSWERS TO THE OPERATOR'S DREAM

• HAS BUILT-IN CASH BOX
• MULTIPLE VENDING WITH MINIMUM FLOOR SPACE
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ADDRESS

CITY & STATE

Shown above Deluxe Beaver 8-Block Flexiglass and the Super-Deluxe Beaver 22-Block Flexiglass.
POTTSVILLE, Pa. — The Schuylkill County district attorney is undecided whether or not the penny ball gum machines seized in gambling raids are legal.

Internal Revenue Service agents seized the machines after they found signs offering free rock and roll records for a certain color recovered.

"The machines may or may not be legal," said District Attorney Henry W. Lightstone. "At this time I have no information as to the type of machine involved. I don't even know the places they were at."

Lightstone said he would ask the IRS for a "complete report."

The district attorney went on to say the state makes a distinction between gaming devices and gambling devices. He did not spell out just what the difference is, however.

"I will have to determine whether we have enough evidence to prove there is a violation of State laws," he said. "Some of these machines they found may or may not be gambling devices under the State provisions. The more fact there is, the $250 tax due does not in itself prove it's a gambling device."

Sheets Information

Lightstone said he would seek more information from Joseph M. Palermo, IRS chief of administration in the Philadelphia office.

The IRS agents found penny ball gum machines throughout five锦绣阿尔地区的, including "winners" in 17 locations that were raiding 65 offices in search of gambling machines. It was the culmination of week-long raids that discovered 75 violators, according to the IRS.

Educational:

The Trinket Scandal

According to a recent ruling by a Buffalo city judge, bulk vending machines which dispense assorted charms are gambling devices because the persons patronizing these machines are not sure which of the charms will be dispensed.

The judge noted that these machines are patented largely by the players, under the name "it is a type of gambling in trivial things that would instill in the children the instinct for future gambling."

We suggest that the judge knows little about children. The machines to which he refers dispense assorted trinkets of equal value. The value of the individual trinkets is roughly the same as the value obtained were these trinkets to be sold over the counter.

We, the public, who can remember our childhoods will recall baseball player and Indian chief cards which were inserted in gum packages. The younger never knew which card he would get for his penny, but if he was heavy on Carl Hubbell or he could always trade one for a Joe Cronin. Of if a Pie Traynor fan could always get out another Lou Gehrig, which were plentiful. Children are shrewd traders—and that's part of the fun of being children.

If any of the youngsters who engaged in this trading activity became adult gamblers, the development had nothing to do with the trading cards.

Cracker Jacks did, and still does, give a prize in each and every pack. Yet few children gambled away their lunch money for these prizes.

The New York Supreme could bear an appeal from the Buffalo decision. We feel confident that the decision will be reversed.

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Sort loose nuts to keep up sales. All sizes available for each price.

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THIS IS ALL NEW. BE THE FIRST IN YOUR TERRITORY.

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When answering ads... Say You Saw It in Billboard Music Week

WHILE YOU'RE HERE, Write for Complete Details

WHALING CORPORATION

2632 Armstrong St. Merion, 31200

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No Stick-Out Disk, But Minneapolis Hums

By DON LYONS

MINNEAPOLIS—With a wealth of good product available, operators appear to be catching in on the new times and report a definite uptick in business throughout the State. No single record was leading the operators' "hit parade," though the new Elvis Presley disk, "She's Not You," on RCA Victor, seemed to be heading for the top.

Norm Pink of Advance Music Company here said that business was up and he was "very pleased with collections."

Operators in from resort area of Northern Minnesota said that though the weather had been against them, collections were up and looked forward to good business for the rest of the season. No complaints.

There were no complaints about business at the Twin Cities one-stops. Jim Christensen of Jim's Record Shop, St. Paul, who reported a good sale from a vacation in New York, listed the following as his best selling disk: "The Biggest Sin of All," with Connie Francis on MGM; "She's Not You;" "A Swingin' Safari," with Billy Vaughn on Dot; "Devil Woman," with Marty Robbins on Columbia, and "Things," with Bobby Darin on Atco.

At Brown Bros. Inc., here, Ray Brown, partner, listed the following as his best numbers: "She's Not You;" "Rambler Rose," with Nat King Cole on Capitol; "Devil Woman;" "You Don't Know Me," with Ray Charles on ABC-Paramount; "Vacation," with Connie Francis on MGM, and "Heart and Hand," with Brenda Lee on Decca.


DENVER TAKES Run Wild Ahead Of Last Year

DENVER — Long condensed hot weather didn't seem to affect collections in either phonograph or disc form in Colorado. It is probably because of the large outdoor, swimming and picnic spots, most of which are in the Coloradoan from the hotter flatslands throughout the entire summer. Collec-
tions for July of 1962 were well above those for the same period in 1961.

There was, however, a disturbing increase in vandalism, probably part of a wave of teenage terror-

Public Opinion on Side of Legalizing Pinball Play, Says North Dakota Op

Stout said that the general pub-
lic, including those who are owners of a pinball machine and that many have expressed a desire to legislate against the game, have expressed a desire to legislate against the game. Stout said that the general pub-
lic, including those who are owners of a pinball machine and that many have expressed a desire to legislate against the game, have expressed a desire to legislate against the game. Stout said that the general pub-

cies. The municipalities also would have the right to revoke the license and confiscate the machines under certain circumstances. Stout also said that a number of small businesses and those who were unable to pay the amount of the license would be unaffected. The act would also allow for the seizure of machines and for the owners to be held accountable for any damage to the machines.
EXTRA COPIES AVAILABLE NOW OF THIS BIG, OVERSIZED 188-PAGE VOLUME

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Midwest

DETROIT DOINGS

Two veteran Detroit business men, Fred A. Simmons and P. E. Wengberg, are heading the newly formed S. & W. vending Company to establish a new juke box route. Despite the name, they do not plan to expand into vending itself at present. Simmons is well known to many Detroiters as the head of the Greenfield Restaurants for years while Wengberg is experienced in the drive-in business. Their headquarters are at Eight Mile Road, where they also operate the Top Hat Drive-In Restaurant.

Sol Boesky, one of the Boesky brothers, one of Detroit’s most famous restaurant families for two generations, has established headquarters for his new Boesky’s restaurant chain in Detroit. Sol Boesky’s chain is specializing in the operation of all types of genuine amusement coin-operated machines.

BIG MICHIGAN

Daily Manufacturing Company, closed for its annual vacation since July 23, resumed operation Monday (8). Sidney Bloom, a director of the National Vendors Assn., is a new father. Victor Osterberg, MOA director and head of the Indiana Coin-Operated Equipment Owners Assn., is recuperating in fine fashion after hospitalization in his home town. The executive secretary of the National Coin Machine Distributors Assn., announced the marriage of his daughter, Sheila, to Alfred McClain Moore of Chicago. Noyes Broome, the executive secretary of the offices of the Music Operators of America, who did so much to keep things humming in the period between the resignation of the managing director and the election of a new one, will get a richly deserved vacation this month. A. Joe Harris, chairman of the Indiana AC, has been made president of the executive committee, has announced that liquor licensees will not risk suspension or revocation of license for holding also a $250 federal stamp. That is a position precisely opposite from that assumed by the National Vendors Control Commission.

MICHIGAN LEGISLATURE

Stanley R. Warner, Saginaw, reports that joke box collections here are poor. Warner, who heads American Amusements, explains that the recent increases in driving rates and newly imposed State taxes have combined to hurt the tavern business on which the joke box operation depends for its income.

Vince Cezad, who has been 30 years in the business, operating at the Melody Music, may now be the dean of Saginaw operators. He reports business-building today as just “plain tough” compared to conditions of a few years ago. He notes that up-State operators have a lot of opportunities for personal contacts with their locations that the large metropolitan area operators have not and may be an advantage when it comes to seeking to build business.

Frank Surial, who had a music route as the Surlam Amusement Company, has sold out his business to Trogan and McNally, and has sold to the switched route estate instead.

West

LOS ANGELES

The many friends of veteran operator Frank Lash, of Judd Novelty Company, Montebello, Calif., will regret to learn of his death. His funeral Monday (9) was attended by a host of friends in the industry.

Jack Dunwoody, vice-president and general manager of vending and amusement operations for the Pacific Amusement Co., R. J. Jones Company, . . . Other news about the Jones boys is that local Magnavox representative, a two-weeks’ guest at the Sierra’s. . . . Jack LaRue, service engineer, and Don Edwards conducted service schools in San Diego and Bakersfield, the latter being attended by some 15 operators and servicemen. . . Gus Hartgrave is back from a business trip to Las Vegas with stops in Blythe, 29 Palm and Palm Springs. Bill Gray of vending sales is in Phoenix for two weeks on business.

Jimmy Williams, of the Paul A. Laymon sales force, is back at his desk following a vacation of which he spent 16 days hiking 120 miles along the southern half of the John Muir Trail in the High Sierras with his son, David, 14, and 20 other Boy Scouts. . . Morris Bloom, of Peterson Music in San Diego, was in town to shop along Col. Row. . . and a horse and buggy ride through town with Constance Novelty, is visiting his brother, Ed, a former operator, in Oregon. . . Jerry Cooper is reported doing well with his new venture of running thorough-fred book.

Bob Bear, Wurlitzer national sales manager, is due on the West Coast soon to visit branches and operators. He will be joined by Garry Denning, regional representative, who just returned from a vacation in Mexico. . . Clayton Ballard, of the Local Wurlitzer sales force, returned from a business trip into the Imperial Valley and San Diego.

BOSTON BRIEFS

International Vending Corporation plans to move to larger and better quarters in September, according to Richard Mandell, general manager and executive vice-president of the Boston's largest vending concern. His new quarters are on Boston’s electric railroad line at Route 128, in Needham. The firm is busily engaged in tending its newest diversification—coffee, cigs and candy at State Institutions. Mandell has just returned from a Southern trip to Miami, Atlanta and Birmingham. He will now take his wife, who is convalescing from an auto accident, and the children for a vacation on Cape Cod.

(Continued on page 54)
A new member of the IVC staff is Ben Palestrant, who will cover the New England territory for the firm's Rock-Ola phonographs as well as the other vending lines. The new man formerly was New England representative for Cole soft drink machines and has many years experience in the vending business.

Lea Jenkins of IVC's Portland, Me., branch, has been hospitalized with fatigue and overwork. A good rest, doctors say, will put Jenkins back in business before too long. Sidney Wolfhurst of New England Exhibit Company, Newton, and his wife went to New York to see their daughter off to study in Europe. Another daughter, Joyce, has a narrowing time when her pet dog was stolen and a "dognapper" demanded $100 ransom for the puppy. Sid offered to pay the man, who called on the telephone. But the dog was found by a lady who raised Sumner cats. She refused the reward.

Al Ambrose of Ambrose and York, Randolph, finds the fish biting beautifully on Cape Code, and says this is an exceptionally fine year for fishing. Marshall Cornell of Trimount Automatic Sales Corporation reports great results with the debut of all dollar bill changers in beach arcades. Operators like the speedy fashion of supplying change. Cy Jacobs of Interstate Music Company off to Maine with his family on a camping trip. They'll sleep and cook out and go as far as Canada. Jacobs appeared on television at the Republican convention in Springfield, where he also had his sound equipment working. He's looking forward to big business for the November campaigns.

**South**

**TENNESSEE TOPICS**

Vacation round-trip: a number of Memphis operators, distributors and their employees vacationed in places ranging from New York in the north (or east) and British Honduras in the south. Parker C. Headen, owner of Rainbow Amusement Company, his wife and three children drove to British Honduras. Drew Camule, Canale Enterprises, Inc., and Louis Borutti, C. J. Borutti & Company, spent two weeks in New York.

In between; Earl Montgomery, secretary and treasurer of S. & M. Distributing Company, and his wife visited their actor son, Earl Montgomery Jr., in New York, then visited Washington and points in Virginia. Mr. and Mrs. Stanley Werner, operators of Dixie Novelty Company, spent their vacation in Florida, much of it fishing and at the beach.

Allen C. Smith, director of vending division of Simmons-Pennington Company, distributor, took his vacation to make the trip to Canada with other Memphis Shiriners for the Shrine convention. George Simmons, president, gave half of his staff of 12 a vacation one week and the other half the next. Simmons said everybody gets a vacation but he and his wife. "(Co) Pennington. Y (C) get the boss and you can't get away for a vacation," Simmons quipped.

Edward H. Newell, owner of Or-Matt Amusement Company, and his wife spent several weeks in Europe. He was by a local Lions Club as a delegate to the Lions International convention at Nice, France. From there the Newells visited other European countries. Mrs. Cecilia G. Hodge, president of Southern Amusement Distributing Company, made a European tour in the spring and didn't take another vacation during the summer. ELTON WHISENHUNT

**AROUND ARKANSAS**

J. Earl Gill, Gill Amusement Company, Hot Springs, took his family way out to the Pacific Northwest for their vacation. They visited the World's Fair at Seattle, and other spots. Phil Marks, Phil Marks Amusement Company, and his wife went to Miami and did some deep-sea fishing, caught some kingfish, king mackerel and tarpon. E.W.
Juke Box Aim Not to Lure People In—Just to Keep 'Em Happy & Spendfree

By BENN OLLMAN

MERRILL, Wis.—Educate your locations. Teach them these basic facts: Juke boxes and games are designed primarily to keep the crowds in your place. Location owners can't expect to depend on profits from coin-operated equipment for their success.

So says Johnny Barros, an enthusiastic veteran of more than 30 years in the coin machine industry. His Johnny's Music Mart is generally rated among fellow coinmen as one of the most successful operations in Northern Wisconsin.

"I never 'sell' locations on how much money they can earn in commissions by using my machines," says Barros. "Instead, I convince them that the latest model phonographs and attractive games will earn more money for them indirectly—by keeping the spenders in the bar and the dining room.

"Most coinmen go about this entirely wrong. They think that the only way to land a good location is to promise the coin's share of the money the machines take in. Of course commissions are important. But they should never be promoted as the most important thing.

Please Customers

"Juke boxes never bring people into a place. But they help keep customers contented longer. That's what the location owners must be shown. And they must be shown that the reason commissions must be kept sensible is because we have huge overheads to cover.

"Very few locations will refuse to understand this if you take the time to show them in black and white what modern equipment costs and the salaries you have to pay nowadays for route workers."

As proof of his contention, Barros lists at least a dozen or more recent instances where locations have asked him to install equipment.

Each stop had previously been lured away by competitors dangling higher commission offers. Several had bought their own juke boxes and quickly tired of the costly chore of servicing them and buying records.

"They usually come back," says Barros, "once they learn for themselves that better equipment and proper service costs the operator money, too. The operator who sells only commissions can't last in these days of high overhead."

Dine Play

Barros was one of the first Northern Wisconsin resort area operators to see the need for dine play. He switched over to a straight dine on music and games as well several years ago. Acceptance of the above price tag was spotty at the onset, he admits. But now it is unquestioned. Each of the 125 locations the firm serves in the 50-75 mile radius of its Merrill headquarters is strictly dine play—music and games.

Barros values his equipment inventory "in excess of $150,000." And he is particularly proud of his newest showcase installation—the popular new Alamo Plaza motel, cocktail lounge and dining room on the outskirts of Tomahawk, Wis.

This place is one of Northern Wisconsin's newest tourist attractions. The installation includes $5,000 worth of stereo juke box equipment, features six coin boxes and 12 speakers plus separate volume controls for the dining room area.

Ardent Sportsman

Besides the obvious prosperity that his music and games enterprise affords him, Barros claims he most enjoys outdoor year-round sports in Northern Wisconsin. An ardent sportsman, he spends all of his spare time hunting and fishing.

"Just as I believe in topnotch equipment for my business, so do I insist on buying only the best guns, fishing rods, reels and boats for my hobbies," says Barros.

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DON'T DELAY—Send Coupon Below... Today!

If your passport to a full-filled 2-day vacation combining business and pleasure with fellow coinmen of the

Music Operators of New York, Inc.

25th CONVENTION OUTING

To Be Held At The

LAURELS COUNTRY CLUB

SACKETT LAKE, MONTICELLO, N. Y.

FRIDAY, Sept. 14, thru SUNDAY, Sept. 16, 1962

2 FUN PACKED DAYS WITH FELLOW COINMEN

Each day will begin with a powerful, informative, well-rounded talk by a top-flight personality on coin ops. A man with over 20 years experience in the business will give you his tips and practical suggestions for improving your operation.

The Friday evening banquet will be held in the main dining room of the Laurel's Country Club, which has been the site of coin-op conventions and other professional affairs for years.

The Saturday evening banquet will be held at the exclusive Sackett Lake Yacht Club.

The Sunday luncheon will be held at the Laurel's Country Club.

RESERVATIONS ARE ON A FIRST COME, FIRST SERVED BASIS. SO PLEASE RETURN THE COUPON BELOW IF YOU HAVEN'T ALREADY CONFIRMED YOUR RESERVATION.

RESERVATION REQUEST

Mail This Coupon In: NAME DESIGN

MUSIC OPERATORS OF NEW YORK, INC.

250 W. 57th STREET, NEW YORK 19, N. Y.

Please reserve accommodations for persons for the weekend, Friday thru Sept. 16 at the Laurels Country Club, Sackett Lake, Monticello, N. Y.

Make check payable to the LAURELS COUNTRY CLUB, MONTICELLO, N. Y.

RATES: $39.00 per person, or $78.00 per couple, for the weekend, Friday thru Sunday lunch.

A DEPOSIT OF $20.00 IS REQUIRED FOR EVERY ROOM RESERVATION.

NOTE: If reservations are made for guests, please list names on separate piece of paper.

This will insure proper seating.

HURRY! MAIL COUPON TODAY!!

Say You Saw It In Billboard Music Week

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COVER GIRL

NEW! SPLIT TARGET SKILL FEATURE!

6 WHITE ROLLERS LIGHT TOP ROW OF "COVER GIRLS" IN LIGHT BOX

6 RED ROLLERS LIGHT LOWER ROW OF "COVER GIRLS" IN LIGHT BOX

TOP CENTER ROLLER LIGHTS NEW "SPLIT TARGET"

See these features demonstrated at your distributor:

- Lighting upper or lower row of "Cover Girls" scores special.
- Lighting all "Cover Girls" lights side holes for 1, 2 or 3 specials.
- When split target is lit, red half spins red rollers and lights corresponding "Cover Girls"; white half spins white rollers and "Cover Girls."
- Rotating light pop bumpers score 10 points when lit.
- Match feature.
- Sparkling stainless steel cabinet trim.

1140-30 N. KOSTNER AVENUE • CHICAGO 31, ILLINOIS

It's Always Profitable to Operate Gottlieb Games.
**Florida Ocean Bathers Get Wide Coin Machine Choice**

**PANAMA CITY, Fla.--** If variety is the spice of life, as they say, and if it has anything to do with success in recent amusement machine merchandising, then Gay Churchill, operating in the Long Beach Casino here, has every right to succeed. In the big wooden casino, a turreted building, which has stood at the same location for nearly 30 years, Churchill gives bathers, coming in from the parking area through the boardwalk down to the beach, a line-up of amusement machines which would be difficult to match anywhere else.

Included in an 80 by 60-foot space are a Photo Reflex unit, a Jet Pilot, a Safe Driver, a Sidewalk Scrambler, a Pinball Bat Ball unit, a Loop-the-Loo Kid, and the variety of Pin Games, an Atomic Bumper, a Space Ship, a coin-operated 5-cent target rifle game, three Midget Movies, a Fortune Teller and a dozen varieties of kiddie rides.

On the beach, sheltered by a tall pavilion, is a smaller arcade, which concentrates on popular, brand-new pin games, to attract traffic. Along with this wide choice of amusement machines, all of which have received the okay of the Long Beach city fathers, Churchill operates a sales counter, selling souvenirs, beach supplies and the like. Every customer who gets change is given a handful of nickels and dimes, the bathers, awaiting their turn at the beachhouse, or while away time between swims, or while waiting to patronize the amusement machines.

Churchill, an expert with electronics, runs a "three flight check" on every machine every morning, and can usually tell when incipient difficulties are lurking in any of his units. Requiring 95 per cent of his equipment himself, he is assured that there is an absolute minimum of "out of order" signs at the casino.

**MEMPHIS** -- Two operations each gave a respondent, combined their service departments and now report that the first three months of the arrangement has saved more than $2,000 and provided better and faster service to customers.

The two companies are Southern Amusement Distributing Company, a large operation, and Rainbow Amusement Company, owned by Parker C. Hendecen, a medium-sized company. Southern had six service vehicles, while Rainbow had two without radio equipment.

**Two-way radio units were bought for Henderson's vehicles at a total cost of $4,000.**

Many operators who use such equipment, compared to the same kind of one-way radio, were surprised that the two-way system saved money and faster service to locations with out-of-order machines. Advocates of radios often need not go to the machine itself, but can usually talk to the operator.

Charles V. McDowell, general manager and vice-president of Southern, said the combined service operation of eight men, getting calls from the same dispatcher, now handles all the calls on both routes which 10 men previously made.

**Rome Coin Machine Ops Launch Drive To Legalize Pinballs After 3-Year Ban**

**ROME**--After a three-year ban on pinball machines, the first steps toward their legalization have been taken by S.A.P.A.R., Italian amusement machine association which is closely affiliated with I.EL.S., top organization of film and theatrical exhibitors.

Though no commitments have been made, the arguments of the association are being heard by the Ministry of the Interior. It is significant that when the machines were banned, considerable opposition to them came from theater owners who felt they took "too much money which would be better spent for other activities.

In the present drive, this formidable group is aligned with S.A.P.A.R.

Initial steps in the legalization campaign include a national educational drive to give the story of these machines in other lands, as well as in Italy, where 30 or are patentable in 1933. At present, they are to be found only in private clubs with police suffrage.

Latest proposals to the Ministry include a law on tax incidence to distributors and renters for all amusement games, a license tax in keeping with that paid by competing media, and a control commission for industry, the club industry and public representatives.

**THE GALS ARE MAKING THEIR OWN ARRANGEMENTS. Ladies' day festivities at the casino will be handled by (front row) Mrs. Jack Bess, Mrs. John Chandler, Mrs. George Rollo, Mrs. Vernon Martin and Mrs. Hy Lendick; (back row) Mrs. Gilbert Bailey, Mrs. William Colgate and Mrs. M. L. Holland.**

**THE NEW feature for 1962**

**SEEBURG Directional Stereo**

The true magnificence of 33 1/2 stereo right at the phonograph!
Aussie 45's week, with fast introduced phonograph. 550,000 Fine Bowling vending grams network cause SYDNEY EMI top Continued of selections. success. This demand stems from the fact that Monaco has only a handful of games now, under 350 spotted through the entire Principality.

Until Prince Rainer collided with General Charles De Gaulle, coin machines were considered untouched by Rainer's blue-blooded country. Now, with General De Gaulle squeezing Rainer financially, the carriage trade no longer will support the gold-plated play-ground, and coin machines suddenly have acquired dignity in Rainer's cash-hungry realm.

**Swinging Goals**  
*Continued from page 47*

the value of top and bottom eject holes increase progressively from 30-60-120-150.

Ball in any eject hole collects value of eject hole.

Rollover button increases jet bumper values.

Four flippers for more ball control.

Four eject holes.

Number button feature convertible and adjustable to 2, 5 or 10 optional bonus scores.

The playfield is of Plasticoate finish.

**Dynamic Bowling**  
*Continued from page 47*

nickels or dimes for one game; three games for 25 cents; six or seven games for 50 cents; two plays for 25 cents, and five plays for 50 cents.

The playfield is rubber mounted and cork laminated. Soft rubber thin guards protects the player against bruise. To provide for ball storing, the coin box is at the left side. A built-in ash tray is at the right.

**AMERICAN MUSIC NEWS**

**EUROPEAN NEWS BRIEFS**

**Continued from page 47**

Paris alone in the last three months. The hottest market in France is not Paris and, technically, not in France, it is Monaco, where Prince Rainier is transforming his Principality from a rich man's playground to a "Coney Island" for the masses.

Trade surveys here indicate that Monaco, if Rainer realizes his plans, might provide a market for as many as 3,500 games almost at once. This large demand stems from the fact that Monaco has only a handful of games now, under 350 spotted through the entire Principality.

Until Prince Rainer collided with General Charles De Gaulle, coin machines were considered untouched by Rainer's blue-blooded country. Now, with General De Gaulle squeezing Rainer financially, the carriage trade no longer will support the gold-plated play-ground, and coin machines suddenly have acquired dignity in Rainer's cash-hungry realm.

**Juke Box Action at the Wall**

WEST BERLIN — Friedrichstrasse, the U. S. Army's "Checkpoint Charlie" crossing point into Communist East Berlin, has become West Berlin's major juke box center. There are more phonographs concentrated in and near Checkpoint Charlie than at any other single area in the city. Friedrichstrasse, one of four passageways through the Communist Berlin wall, has become a major tourist attraction. West Berlin entrepreneurs have been quick to sense the commercial possibilities of the situation. Refreshment parlors have mushroomed around Checkpoint Charlie. There they sell candies (including vacuum-packed Berlin air called Berlinerblut), and phonographs and games for play to kill the tedium while waiting for excitement at the border point.

**Coin Machine Drive on in Saar**

SAARBRUECKEN—Loenner-Automaten, the sales arm of N.S.M. coin machine manufacturing company of Bingen, West Germany, has taken over the Saar distributor firm of Karl Feis at Neunkirchen. Saar. Feis is one of the pioneers of the Saar, which rates as one of Germany's coin machine "underdeveloped" areas. G.W. Schulze and Herbert Nack, the Loenner-Automaten proprietors, are meeting personally with Saar operators to boost sales in this area of their Fanfare juke box and Mint series.

**PROGRESSIVE SCORING AT ITS BEST! MOST EXCITING WAYS TO BOOST HOLE AND ROLLOVER VALUES! PROVED FOR PROFITS!**

**Williams**  
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Will Seize Games  
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delivers to the player thereof one or more balls or other projectiles which must be rolled from or propelled by the hand of the player or by a mechanical device, into a cup receptacle or over scoring devices.

The license tax for Class (a) devices is $50 a year for each coin-receiving slot. For a Class (b) device, the annual license tax is $10. For a Class (c) device, the annual license tax is $25.

The law does not apply to bulk vending equipment. Nor does it apply to juke boxes, coin-operated hockey games, baseball games, horse racing games, pool tables, mechanical horses or to a gun device which does not propel a light ray or impulse to a receiving photo-electric cell in the target, but which trips a switch that causes an electric current to pass through a wire underneath the table to the target.

**Plasticote** finish long life playfield resists wear.

**Order** WITH CONFIDENCE! VAULTANT IS THROUGHLY PROFIT TESTED!

SEE THESE NEW AND EXCITING FEATURES IN ALL NEW WILLIAMS GAMES

- New 24 volt system
- New "push-pull" latch mechanism for front molding
- New polished chrome metal one-piece flippers
- New modern style back box with metal back door
- New Relays
- New "brushed nickel" front door and frame.
New fast money-making Golden Game feature... plus popular Red Letter Game feature... plus all the time-tested, profit-proved features of the greatest Bally games... all add up to the greatest gold mine of earning power in pinball history. Join the gold rush... get GOLDEN GATE now.
One of the real giants among West Coast coin machine operators is Associated Coin Amusement. Like hundreds of others, they have learned that no automatic phonograph even approaches the earning power of a Wurlitzer offering ten top tunes for 50 cents at the press of a single button. Many of their locations already have them. More are going in regularly — always with the same result — an immediate and consistent increase in receipts with a hefty percentage of it in half-dollars.

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"BLOW OUT THE SUN"

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